

Supplementary Materials on Consolidated 1Q Financial Results for FY ending March 2016

August 6, 2015



Mobile Telecommunication Business



Solution Marketing Business



Settlement Service & Other Business

Disclaimer

*This material contains statements about the future performance of T-Gaia, which are based on management's assumptions and beliefs taking information currently available into consideration. Therefore, please be advised that T-Gaia's actual results could differ materially from those described in these forward-looking statements as a result of numerous factors, including general economic conditions in T-Gaia's principal markets as well as other factors detailed from time to time.



Corporate Outline

(As of June 30, 2015)



Head Office : Ebisu Neonato 14-18F, 4-1-18, Ebisu, Shibuya-ku, Tokyo
 TG Offices : Head Office, Four Regional Head Offices and Seven Branch Offices

Capital : 3,154 million yen No. of Employees : 4,526

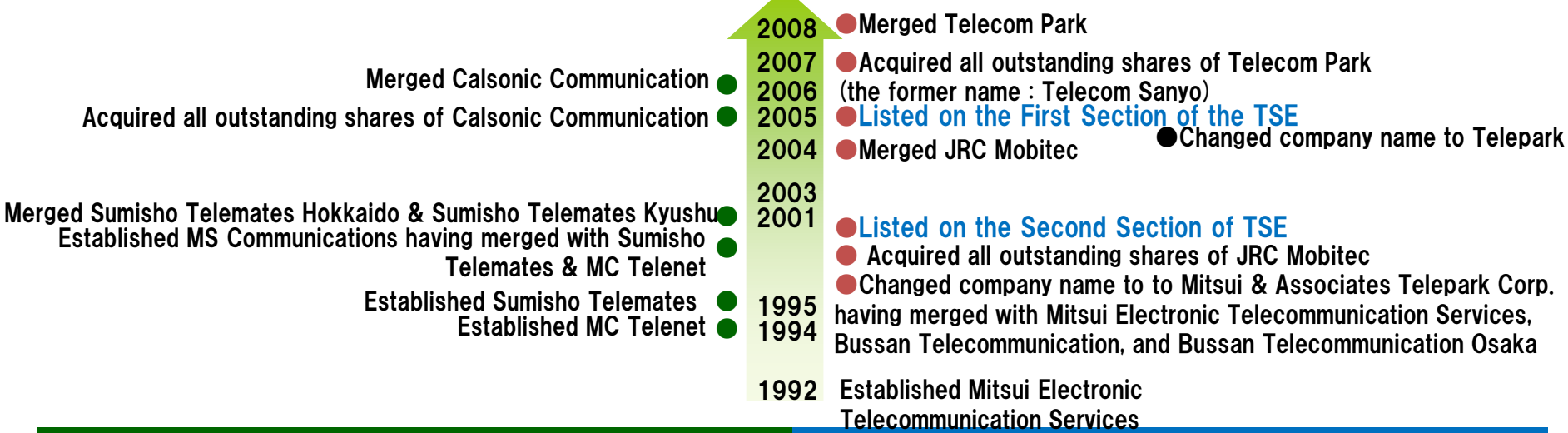
- Business
- (1) Sales & distribution of mobile phones
 - (2) Brokering of telecommunication services incl. broadband access & optical fibers
 - (3) Prepaid settlement services, overseas business & others

Major shareholders : **Sumitomo Corp. (Approx. 34%)**
Mitsubishi Corp. (Approx. 19%)

History

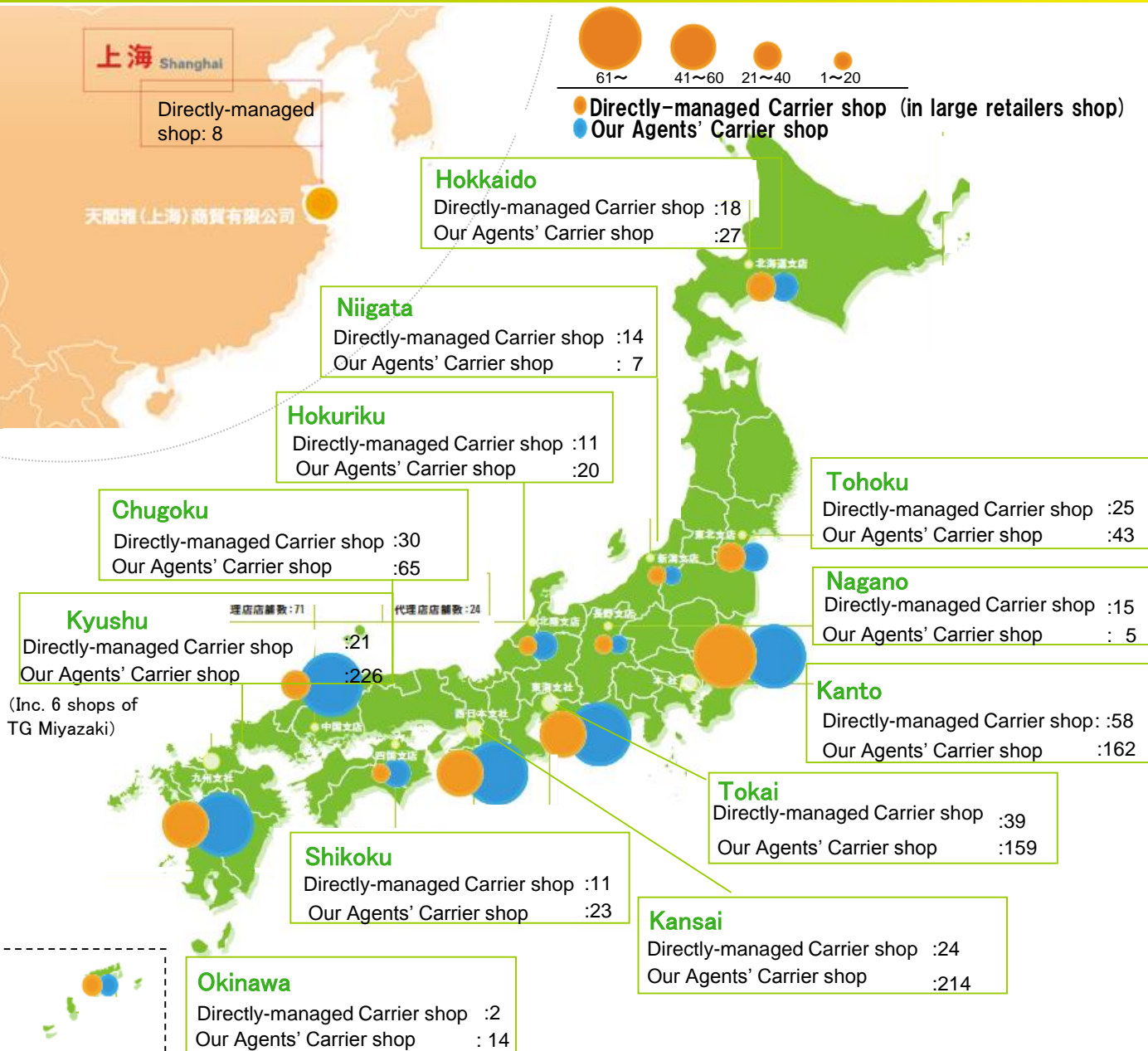
June 2015: Set up Present Management

October 2008: Newly-established T-Gaia Corporation



MS Communication Company, Limited **Telepark Corporation**

Diversified Domestic & International Sales Channels



Example of Carrier Shop [Directly-managed shop]

Docomo Shop	
281	
[Incl. 170]	
au shop	
427	
[Incl. 66]	
Softbank Shop	
459	
[Incl. 32]	
Y! mobile Shop	66
China Unicom Shop in Shanghai	8 [Incl. 8]

Total: 1,241

[Directly-managed Shop 276]

As of June 30, 2015

Concept Shop ① (Community-based Shop)

Docomo Shop Nakatsugawa (Gifu Pref.)



(Outlook)



(Interior)



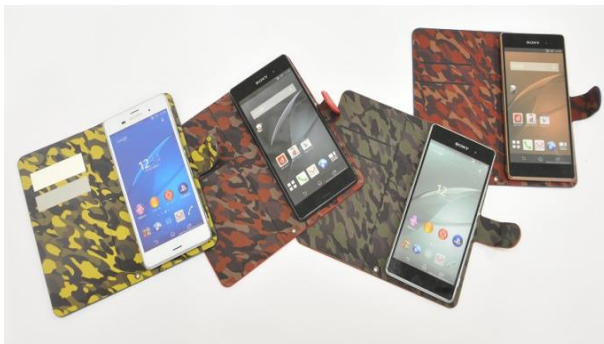
(Teaching room)

Giving delivery lectures about mobile-phones in cooperation with Nakatsugawa City Government

Explaining how to utilize smart-phones & tablets to participants using real smart device

Products sold in “Smart Labo” shops

- Start selling our original smart-phone cases



(“Multi PU Leather Everyca Featured by Smart Labo”)

- 個性的な商品を多数取扱い



(Smart-phone cases with the popular “Ashiya Marty” brand name)



(Very popular character goods)

New Type of Accessory Shop :Smart Labo Wagon



- “Smart Labo Wagon Gotemba Premium Outlets opened as of July 8 in Shizuoka Pref.
- “Smart Labo Wagon Rinku Premium Outlets opened as of July 15 in Osaka Pref.



“Smart Labo Wagon” launched as new type of Smart Labo accessory shop in large shopping malls

Key Financial Index

Full-year (Unit: Million yen)	2005/3 TP	2006/3 TP	2007/3 TP	2008/3 TP	2009/3 TG	2010/3 TG	2011/3 TG	2012/3 TG	2013/3 TG	2014/3 TG	2015/3 TG
Net Income	29.6	35.4	41.1	41.9	63.6	81.3	75.5	79.3	65.8	68.3	77.4
Shareholders' Equity (Net Assets)	110.3	133.4	161.1	186.1	259.4	310.6	356.4	280.5	281.7	237.1	292.8
Return on Equity (ROE)	33.1 %	29.1 %	27.9 %	24.1 %	28.6 %	28.5%	22.7%	28.3%	23.4%	26.4%	29.4%
Dividend on Equity (DOE)	13.4 %	9.2 %	10.1 %	9.5 %	10.3 %	10.8 %	8.5 %	9.8%	10.1%	10.0%	9.8%
Operating Income to Net Sales	2.0%	2.1%	2.1%	2.0%	2.9%	2.7%	2.4%	2.1%	1.6%	1.8%	2.2%

※TP stands for Telepark Corporation and TG stands for T-Gaia Corporation.

※Each figure from 2005/3 to 2011/3 has been based on Non-consolidated basis.

Our Role in Mobile-phone Industry in Japan

Mobile-phone/
Smart-phone
Manufacturers

Telecommunications Carriers (Service Providers)



NTT DOCOMO, au(KDDI), Softbank Mobile, and E - MOBILE, and so on

- Development of telecommunications infrastructures
- Provision of new services

Content
Providers

Characteristics of T-GAIA



An extensive
line-up



High-quality sales
agents



Dependable
after-sales service

Sells mobile phones through various channels

Direct Sales



Directly-managed Shops

(Carrier Shops/
Shops dealing
Multi-carrier brands)



Sales for Corporate Clients

*For Sales for Corporate Clients, please see our
Solutions Marketing Business on page 09.

Consignment



Agents' Shops

(Carrier Shops/
Shops dealing
Multi-carrier brands)



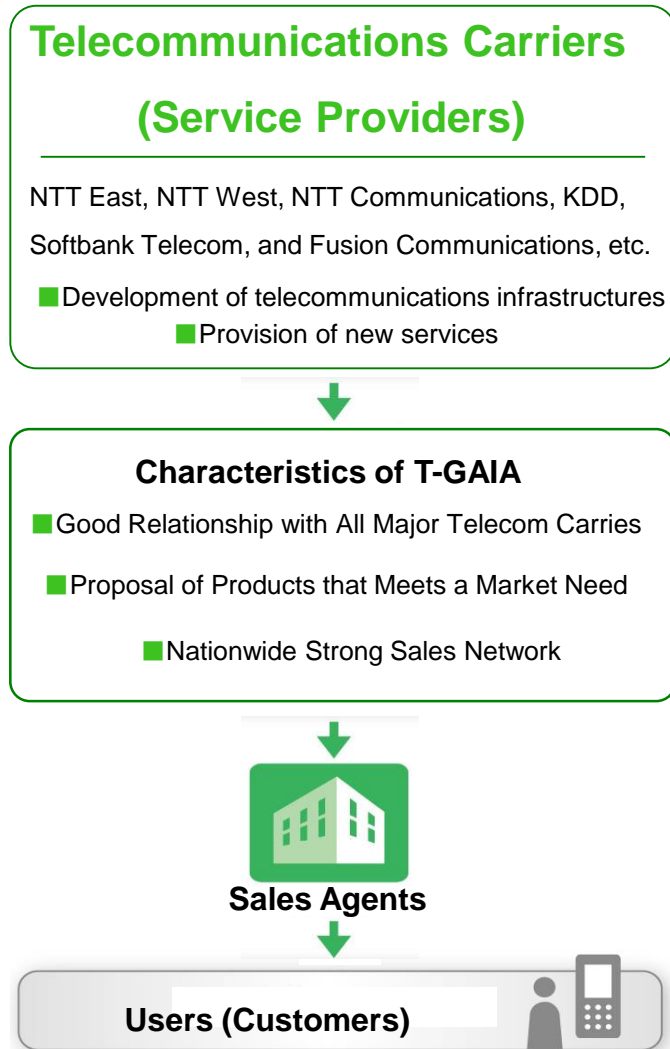
Shops in Large Retail Stores

(Home Appliances Stores/
General Merchandise
Supermarkets)

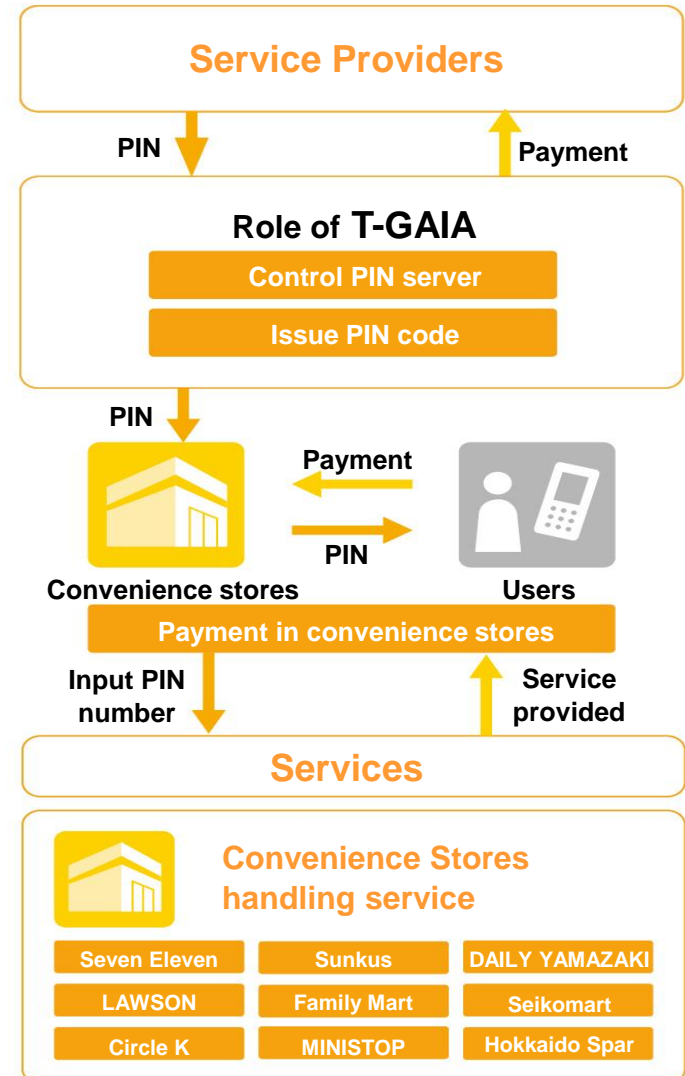
Users (Customers/Corporate Clients)



Our Role in Fixed-line & Settlement Service Business



● Framework of Fixed-line Business



● Framework of Prepaid Settlement Service (Sale of PIN: Personal Identification No.)