

# Supplementary Materials on Consolidated Interim Financial Results for FY ending March 2016

November 17, 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 Sep. 30, 2015)



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

Capital : 3,154 million yen    No. of Employees : 4,420

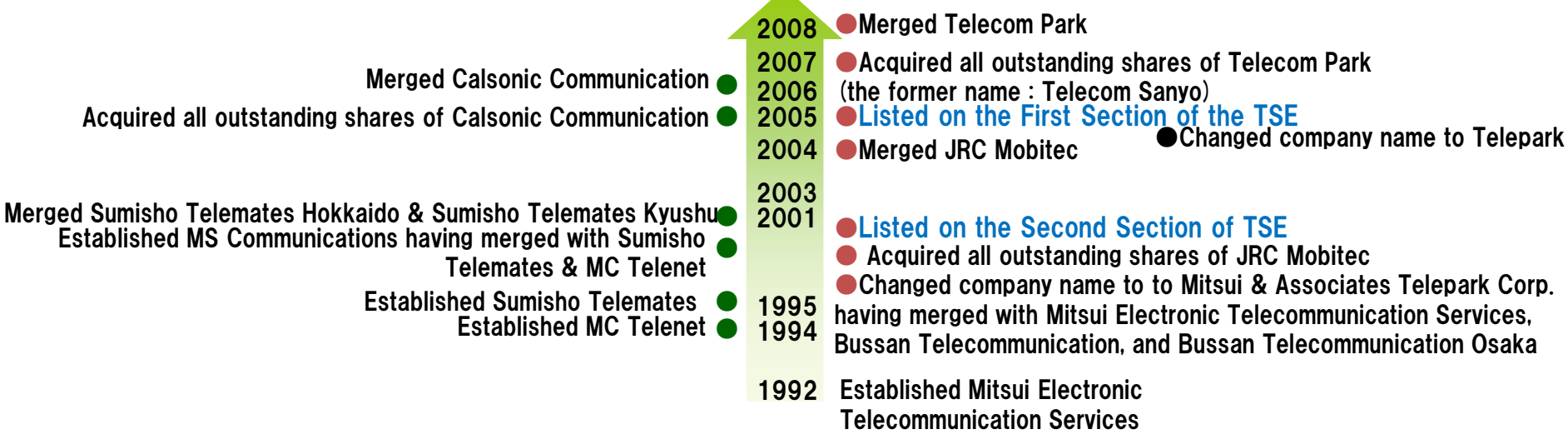
- Business
- (1) Sales & distribution of mobile phones
  - (2) Brokering of telecommunication services incl. broadband access & optical fibers
  - (3) Prepaid settlement services, overseas business & others

Major shareholders : [Sumitomo Corp. \(Approx. 34%\)](#)  
[Mitsubishi Corp. \(Approx. 19%\)](#)

## History

**June 2015: Set up Present Management**

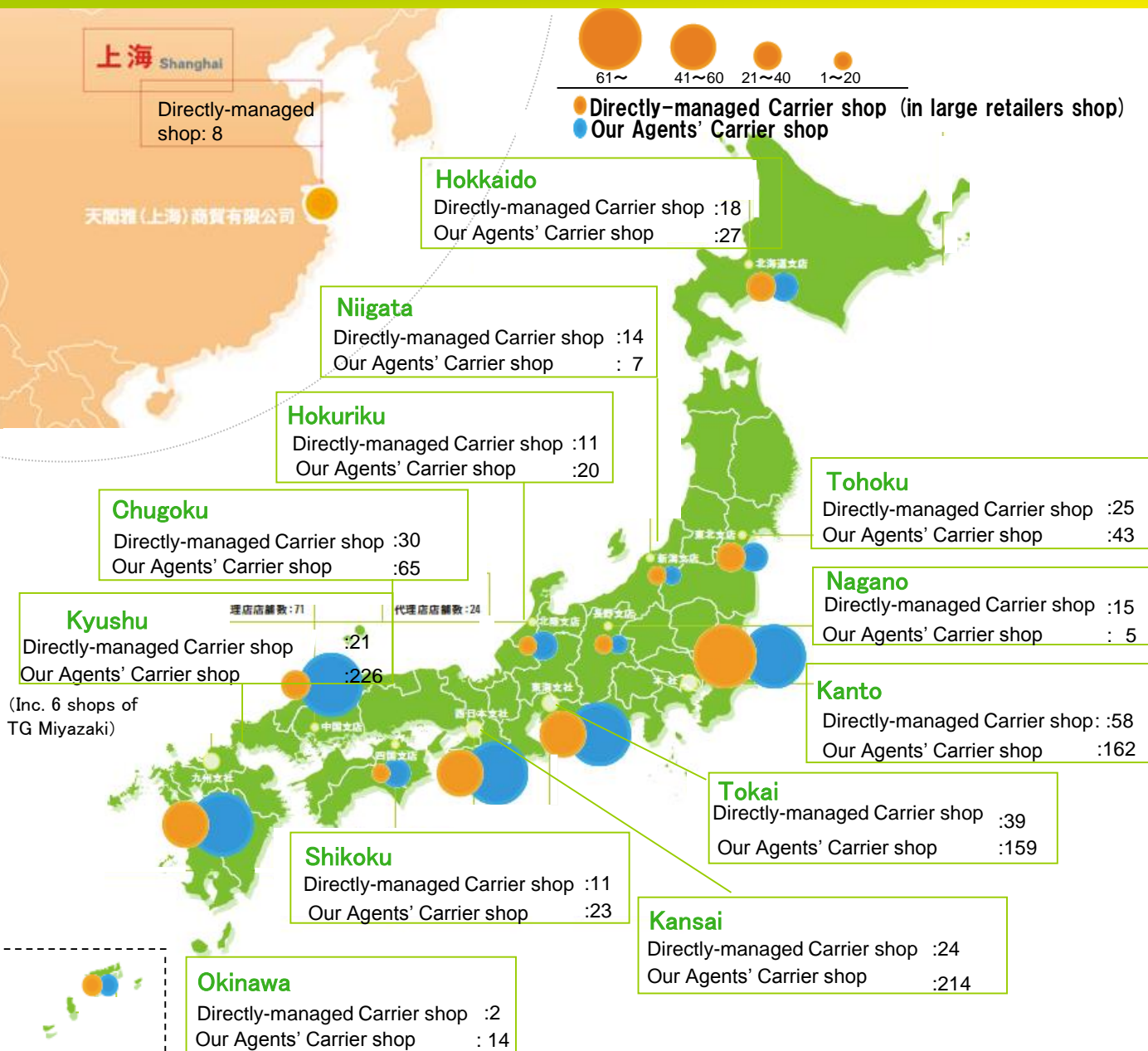
**October 2008: Newly-established T-Gaia Corporation**




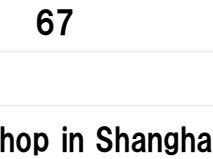
MS Communication Company, Limited

Telepark Corporation

# Diversified Domestic & International Sales Channels



## Example of Carrier Shop [Directly-managed shop]

<b>Docomo Shop</b>	
<b>279</b>	
[ Incl. 170 ]	
<b>au shop</b>	
<b>430</b>	
[ Incl. 66 ]	
<b>Softbank Shop</b>	
<b>461</b>	
[ Incl. 33 ]	
<b>Y! mobile Shop</b>	<b>67</b>
<b>China Unicom Shop in Shanghai</b>	<b>8 [ Incl. 8 ]</b>

**Total: 1,245**

[ Directly-managed Shop **277** ]

**As of September 30, 2015**

# Upgrading & Expanding Carrier Shops

Soft bank Koshigaya Chuo (in Saitama Pref.)



Accessory Corner with Abundant Product Lineup



Kids' Space



Opened September 2015 as the Flagship Shop having a floor space of 500 square meters



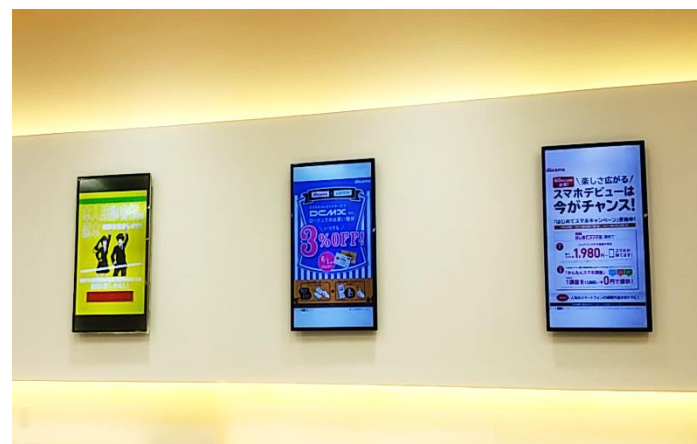
Spacious Waiting Space

# Carrier Shops with the Leading-edge Facilities

## Docomo Shop Higashi Umeda (in Osaka)



Provision of various portable tablets



Introduction of digital signage



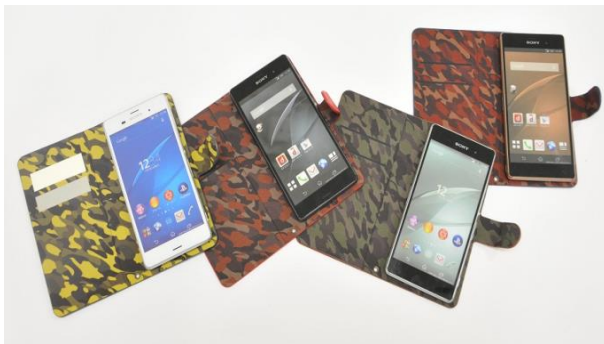
Special table for reducing waiting time



Space for waiting & battery charge

# Products sold in “Smart Labo” shops

- Start selling our original smart-phone cases



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

- Variety of Stylish Products



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



(Very popular character goods)

# 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

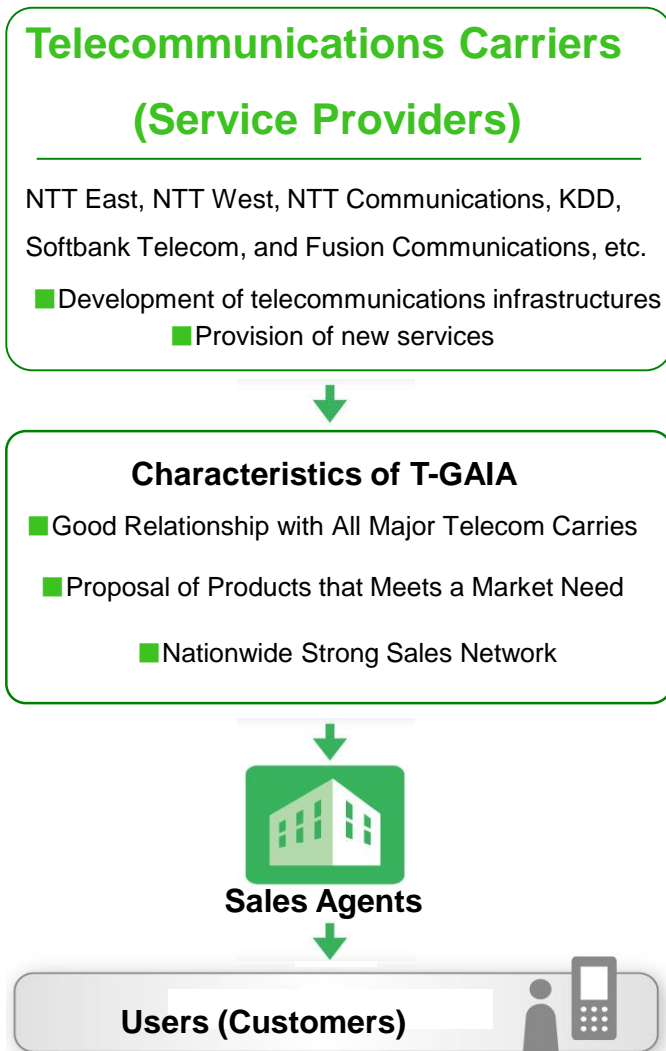
(Home Appliances Stores/  
General Merchandise  
Supermarkets)

Users (Customers/Corporate Clients)

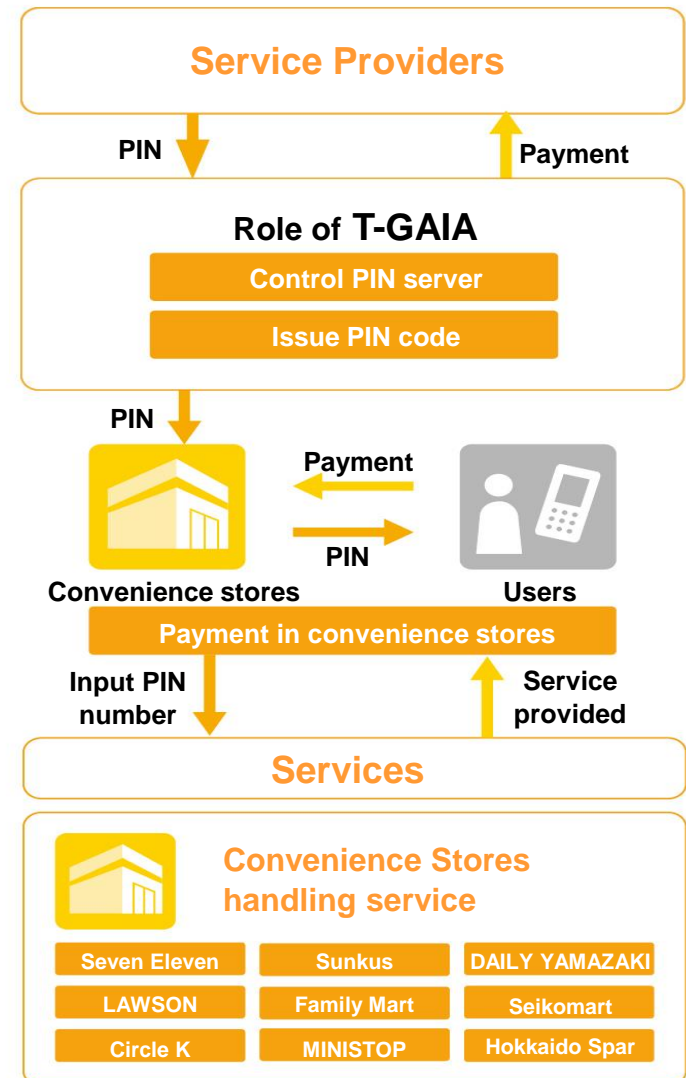




# Our Role in Fixed-line & Settlement Service Business



● Framework of Fixed-line Business



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