



Supplementary Materials on Consolidated 3Q Financial Results for the Fiscal Year ending March 2018

(Nine months ended Dec. 31, 2017)

February 6, 2018

T-Gaia Corporation /TSE 3738

Disclaimer

This material contains statements about the future performance of T-Gaia Corp., 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 : History



Head Office : Ebisu Neonato 14-18F, 4-1-18, Ebisu, Shibuya-ku, Tokyo

(As of Dec. 30, 2017)

Capital : 3,154 million yen

No. of Employees : 4,276

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 shareholder : [Sumitomo Corp.](#) (Voting interest: 41.9%)

Related companies: Two domestic companies and companies in Singapore

April 2017: Set up Present Management

October 2008: Newly-established T-Gaia Corporation

- 2008 ● Merged Telecom Park
- 2007 ● Acquired all outstanding shares of Telecom Park
- 2006 (the former name : Telecom Sanyo)
- 2005 ● Listed on the First Section of the TSE
- 2004 ● Merged JRC Mobitec ● Changed company name to Telepark
- 2003
- 2001 ● Listed on the Second Section of TSE
- Acquired all outstanding shares of JRC Mobitec
- Changed company name to Mitsui & Associates Telepark Corp.
- 1995 having merged with Mitsui Electronic Telecommunication Services,
- 1994 Bussan Telecommunication, and Bussan Telecommunication Osaka
- 1992 Established Mitsui Electronic Telecommunication Services

Merged Calsonic Communication ●
Acquired all outstanding shares of Calsonic Communication ●

Merged Sumisho Telemates Hokkaido & Sumisho Telemates Kyushu ●
Established MS Communications having merged with Sumisho Telemates & MC Telenet ●

Established Sumisho Telemates ●
Established MC Telenet ●

MS Communication Company, Limited

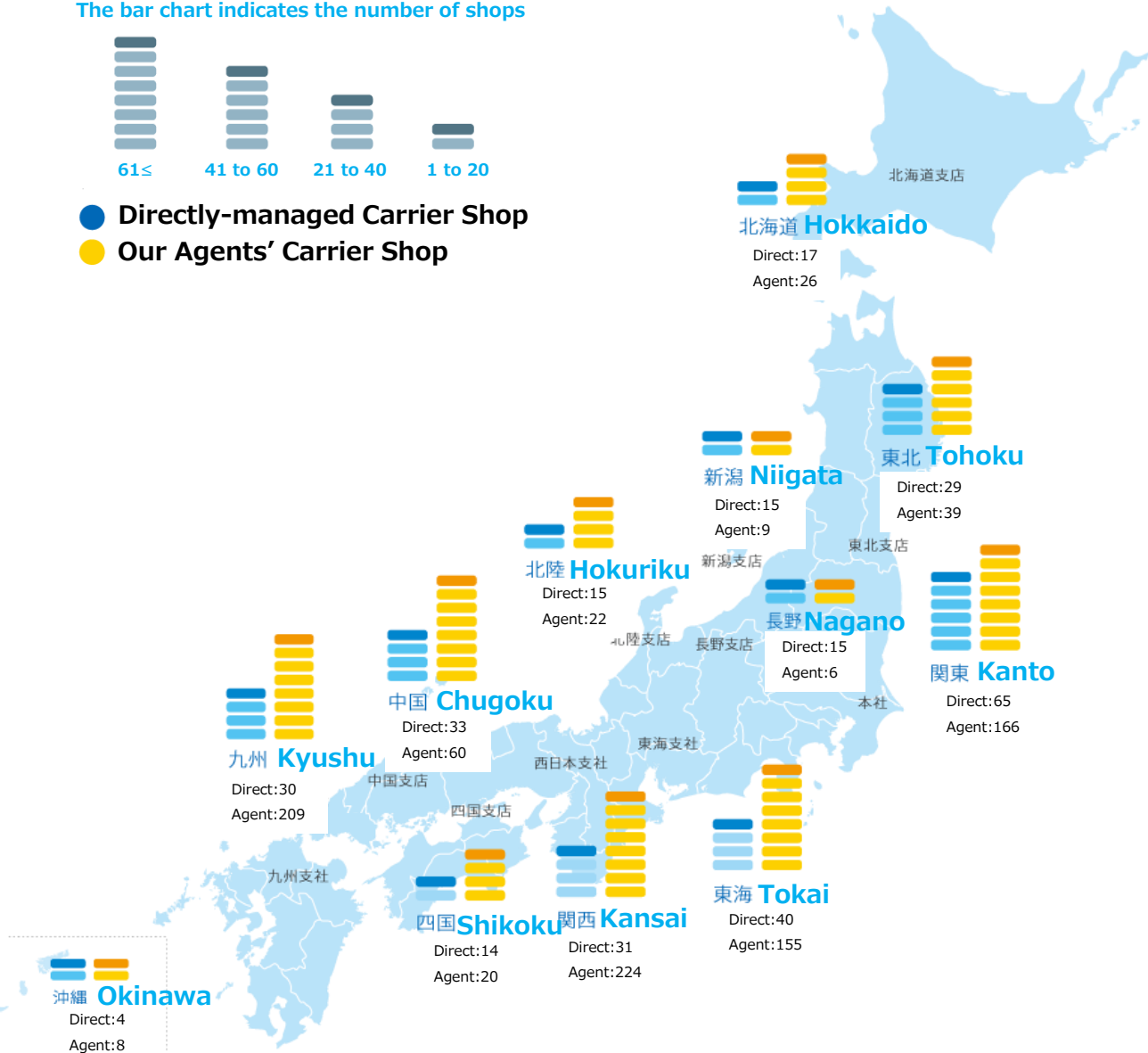
Telepark Corporation

Distribution Map of Our Domestic Sales Channel by Area

The bar chart indicates the number of shops



- Directly-managed Carrier Shop
- Our Agents' Carrier Shop



Total Number of Shops by Carriers ()=directly-managed shop by T-Gaia

● docomo Shop **282**
(including 172)

● au Shop **425**
(including 76)

● Softbank Shop **445**
(including 35)

● Y! Mobile shop **61**
(including 2)

● UQ Spot **25**
(including 9)

● Rakuten Mobile Shop **14**
(including 14)

Total 1,252
(incl. Directly-managed Shop **308**)

(As of Dec. 31, 2017)

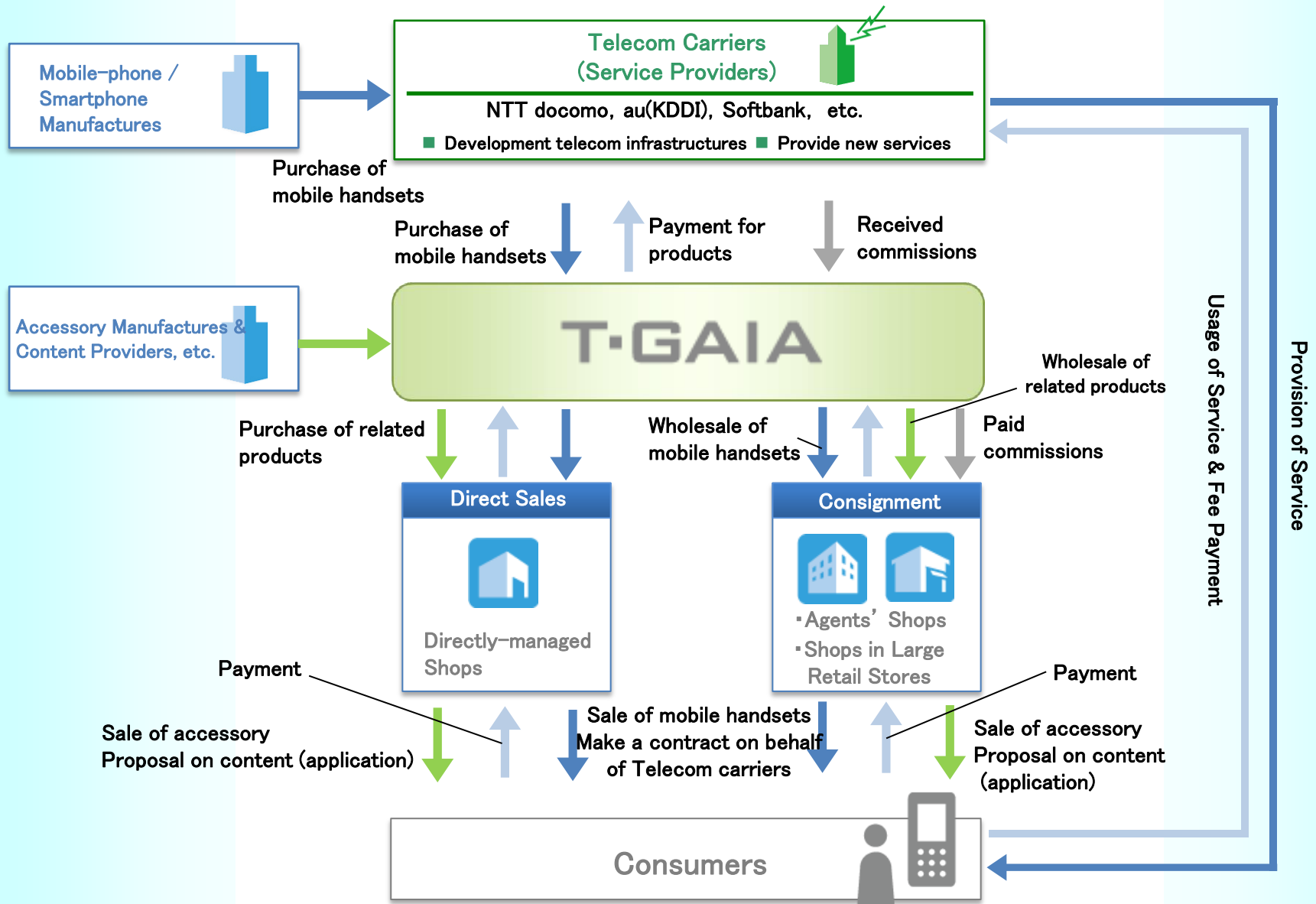
Key Financial Index

Full-year (Unit: Million yen)	2008/3 TP	2009/3 TG	2010/3 TG	2011/3 TG	2012/3 TG	2013/3 TG	2014/3 TG	2015/3 TG	2016/3 TG	2017/3 TG
Net Income	41.9	63.6	81.3	75.5	79.3	65.8	68.3	77.4	94.9	96.9
Shareholders' Equity (Net Assets)	186.1	259.4	310.6	356.4	280.5	281.7	235.9	291.0	358.1	293.6
Return on Equity (ROE)	24.1 %	28.6 %	28.5%	22.7%	28.3%	23.4%	26.4%	29.4%	29.3%	29.7%
Dividend on Equity (DOE)	9.5 %	10.3 %	10.8 %	8.5 %	9.8%	10.1%	10.0%	9.8%	9.1%	9.9
Operating Income to Net Sales	2.0%	2.9%	2.7%	2.4%	2.1%	1.6%	1.8%	2.2%	2.5%	2.6%

※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.

Business Model ①: Mobile-phone Business 6



Business Model ②: Enterprise Solution Business 7

Mobile-phone Business for Corporate Clients

Telecom Carriers
(Service Providers)

NTT docomo, au(KDDI), Softbank, etc.

- Development telecom infrastructures
- Provide new services

Purchase of
mobile handsets

Payment for
products

Received
commissions

T·GAIA

Paid
commissions



Agents

Payment

Sale of mobile handsets &
various services
Make a contract on behalf
of Telecom carriers

Corporate Clients

Fixed-line Business

Telecom Carriers
(Service Providers)

NTT East / West, NTT Communications,
KDDI, Softbank, etc.

- Development telecom infrastructures
- Provide new services

Wholesale of
optical fibers

Payment for
wholesale

Received
commissions

T·GAIA

Paid
commissions



Agents

Usage of
Service &
Fee Payment

Provision of fixed-
line services
Make a contract on
behalf of Telecom
carriers

Consumers &
Corporate Clients

Usage of Service & Fee Payment
Provision of Service

Usage of Service & Fee Payment
Provision of Service

Business Model ③: Settlement Service Business 8

