

Supplementary Materials

for FY ended March 2014

May 21, 2014



Mobile Telecommunication
Business



Solutions Marketing
Business



Settlement Services &
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 March 31, 2014)



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 : 3,127 million yen No. of Employees : 3,808

- 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. (33.97%)**
Mitsubishi Corp. (18.98%)

History

April 2013: Set up New Management

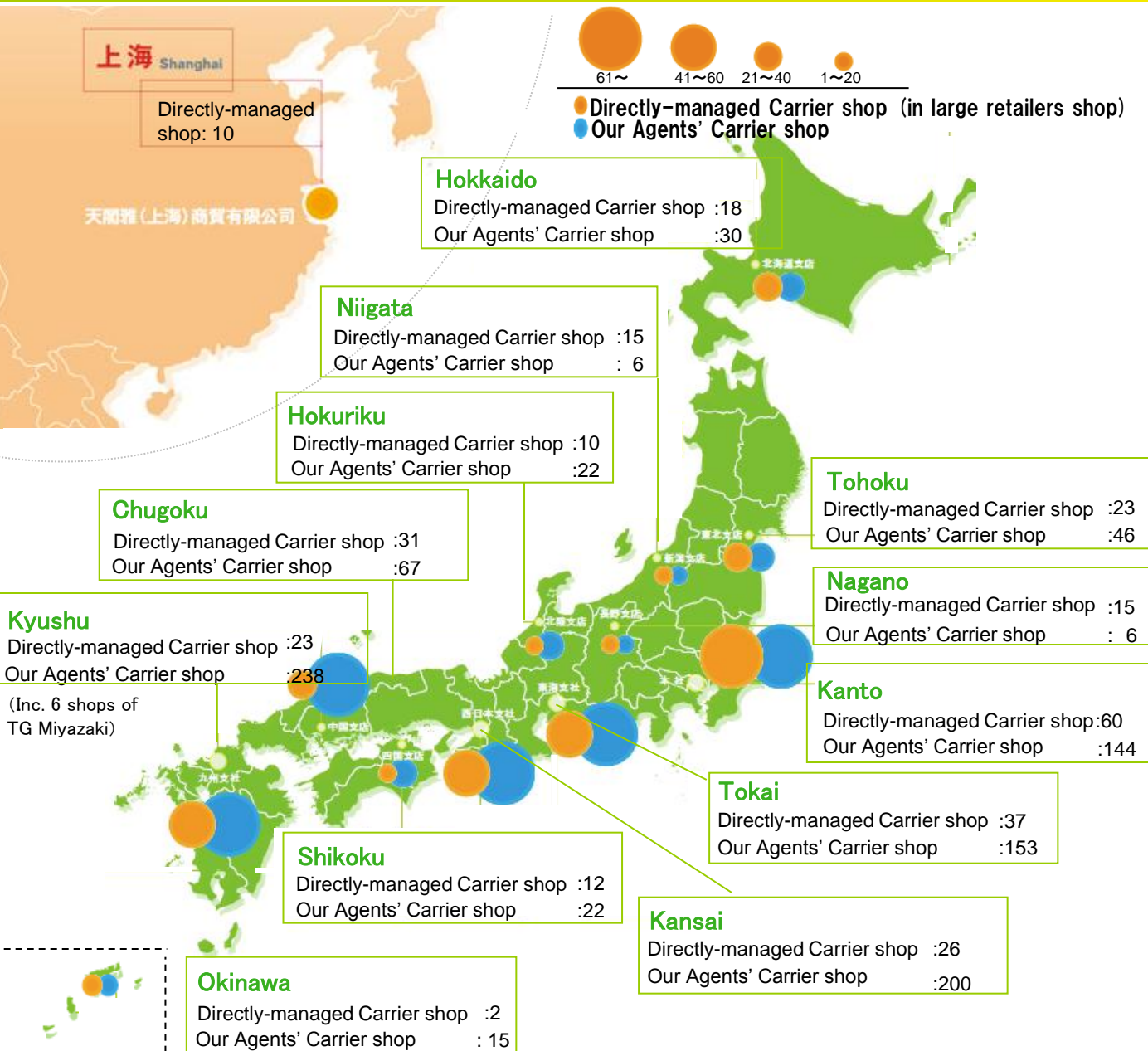
October 2008: Newly-established T-Gaia Corporation

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

MS Communication Company, Limited

Telepark Corporation

Diversified Domestic & International Sales Channels



Example of Carrier Shop [Directly-managed shop]

Docomo Shop
■ 282
 (Incl. 170)

au shop
■ 433
 (Incl. 66)

Softbank Shop
■ 478
 (Incl. 36)

E-Mobile Shop 5

WILLCOM Shop 23

China Unicom Shop in Shanghai
 10 (Incl. 10)

Total: 1,231

(Directly-managed Shop 282)

Concept Shop ① (Community-based Shop)



(Outlook)



(Interior)



(Multi-purpose room)



(Kids' corner)



(Waiting space)

Concept Shop ② (Multilingual Shop)



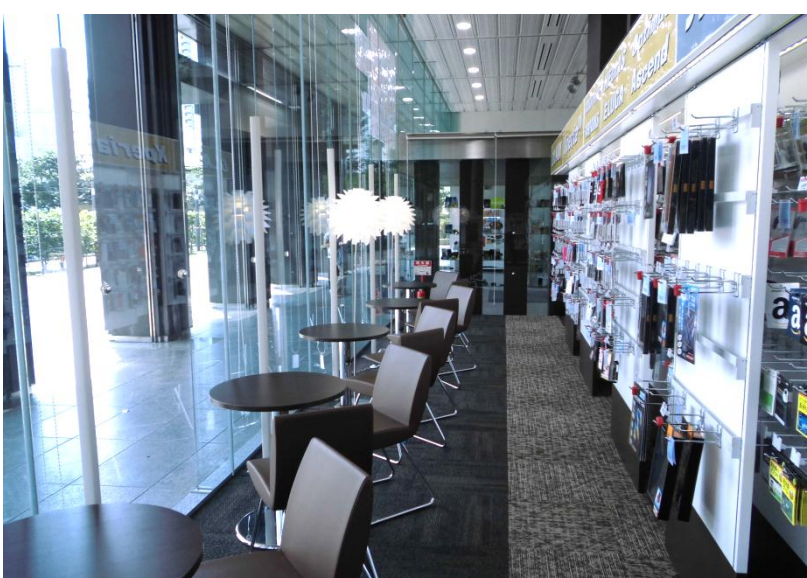
(Outlook)



(Waiting space)



(Kids' corner)



(Waiting space)

Products sold in “Smart Labo” shops



High class Smart-phone cases (10 to 30 thousand yen each)



Waterproof cases for iPhone / iPad



Radio-controlled cars & helicopters using Smart-phones as their controllers

Key Financial Index

(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
Net Income	29.6	35.4	41.1	41.9	63.6	81.3	75.5	79.3	65.8	68.3
Total Assets	498.6	587.6	717.0	910.0	1,484.2	1,473.9	1,538.0	2,082.3	2,012.3	1,996.3
Shareholders' Equity (Net Assets)	110.3	133.4	161.1	186.1	259.4	310.6	356.4	280.5	281.7	237.1
ROA (Return on Assets)	11.3 %	11.6 %	11.2 %	9.1 %	10.0%	10.1%	9.6%	7.1%	5.7%	6.3%
ROE (Return on Equity)	33.1 %	29.1 %	27.9 %	24.1 %	28.6 %	28.5%	22.7%	28.3%	23.4%	26.4%
Dividend on Equity (DOE)	13.4 %	9.2 %	10.1 %	9.5 %	10.3 %	10.8 %	8.5 %	9.8%	10.1%	10.0%
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%
Equity Capital Ratio	22.1%	22.7%	22.5%	20.5%	17.5%	21.1%	23.2%	13.5%	14.0%	11.8%

※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)



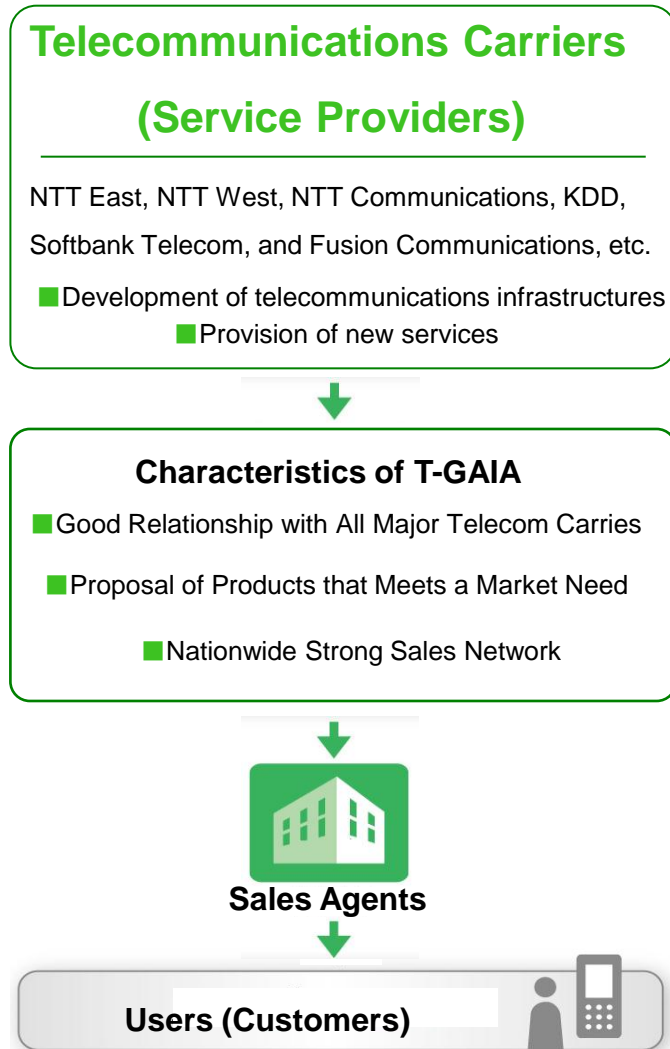
Shops in Large Retail Stores

(Home Appliances Stores/
General Merchandise
Supermarkets)

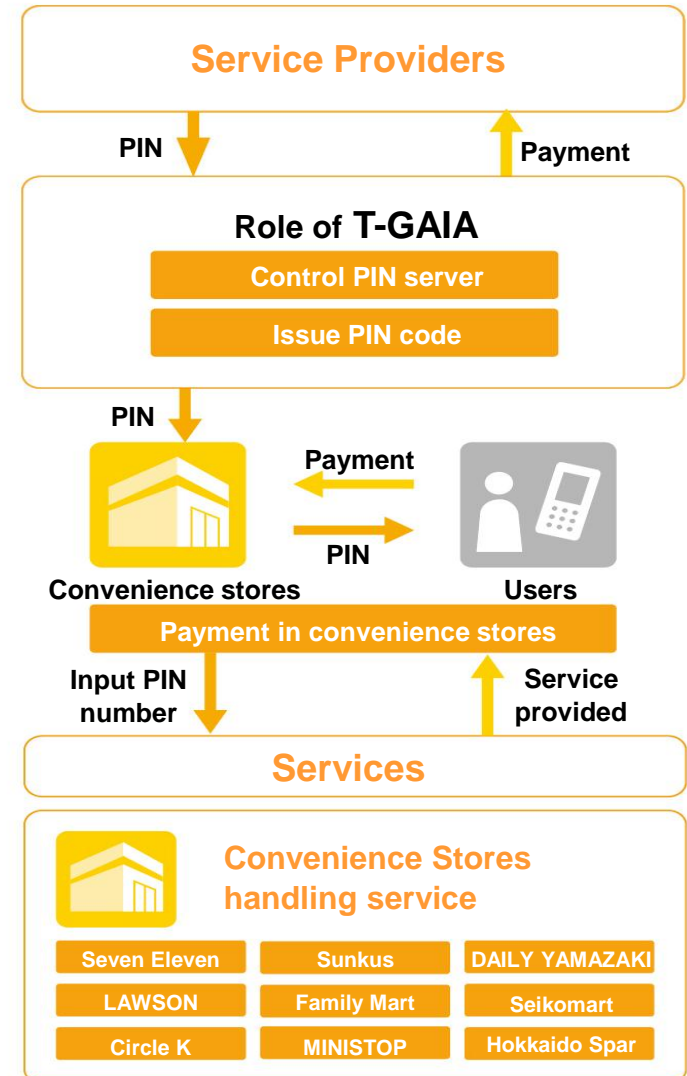
Users (Customers/Corporate Clients)



Our Role in Fixed-line & Settlement Service Business



● Framework of Fixed-line Business



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