



Non-consolidated 3Q Financial Results for FY ending March 2010

February 12, 2010



CHALLENGE TOMORROW 
T-gaia Corporation

TSE : 3738

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*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.

Outline of 3Q Financial Results for FY ending March 2010

Telepark has merged with MS Communications Co., Ltd. as of October 1, 2008 and changed the company name to T-Gaia Corp. Therefore, the individual results of the fiscal year ended March 31, 2009 are calculated by adding results of the first-half for Telepark Corp. to results of the second-half for T-Gaia Corp.

Outline of 3Q Financial Results

(Unit : million yen)	※1			※2 Reference data			
	09/3 3Q Results	10/3 3Q Results	YoY Inc./Dec. (%)	10/3 Full-year Forecasts	Achievement Ratio (%)	09/3 Real 3Q Results	YoY Real Inc./Dec. (%)
Net Sales	275,294	408,915	148.5%	567,000	72.1%	396,191	103.2%
Gross Margin (Gross Margin to Net Sales)	30,597 (11.1%)	45,251 (11.1%)	147.9%	61,900 (10.9%)	73.1%	-	-
SGA Expenses	23,513	34,505	146.7%	46,900	73.6%	-	-
Operating Income (Operating Income to Net Sales)	7,083 (2.6%)	10,746 (2.6%)	151.7%	15,000 (2.6%)	71.6%	10,853 (2.7%)	99.0%
Ordinary Income (Ordinary Income to Net Sales)	6,696 (2.4%)	10,580 (2.6%)	158.0%	14,750 (2.6%)	71.7%	10,328 (2.6%)	102.4%
Net Income (Net Income to Net Sales)	3,348 (1.2%)	5,734 (1.4%)	171.3%	8,000 (1.4%)	71.7%	4,919 (1.2%)	116.6%
FCF	7,958	5,915	74.3%	8,190	-	-	-
Net Income/Share (yen)	8,810.68	11,191.74	127.0%	15,613.73	-	-	-
Dividend/Share (yen)	2,500.00	3,000.00	-	5,500.00	-	-	-

(Dividend payout ratio:35.2%) (All amounts are rounded down to the nearest million yen)

※1 09/3 3Q Results are calculated by adding Telepark's Non-consolidated 1H results to T-gaia's 3Q Results.

※2 09/3 Real 3Q Results are calculated by adding MS Com's 1H Results to the 09/3 3Q Results above.

※ We revised our full-year forecasts upward on October 22, 2009.

Outline of 3Q Financial Results on Quarterly Basis

※ Reference data

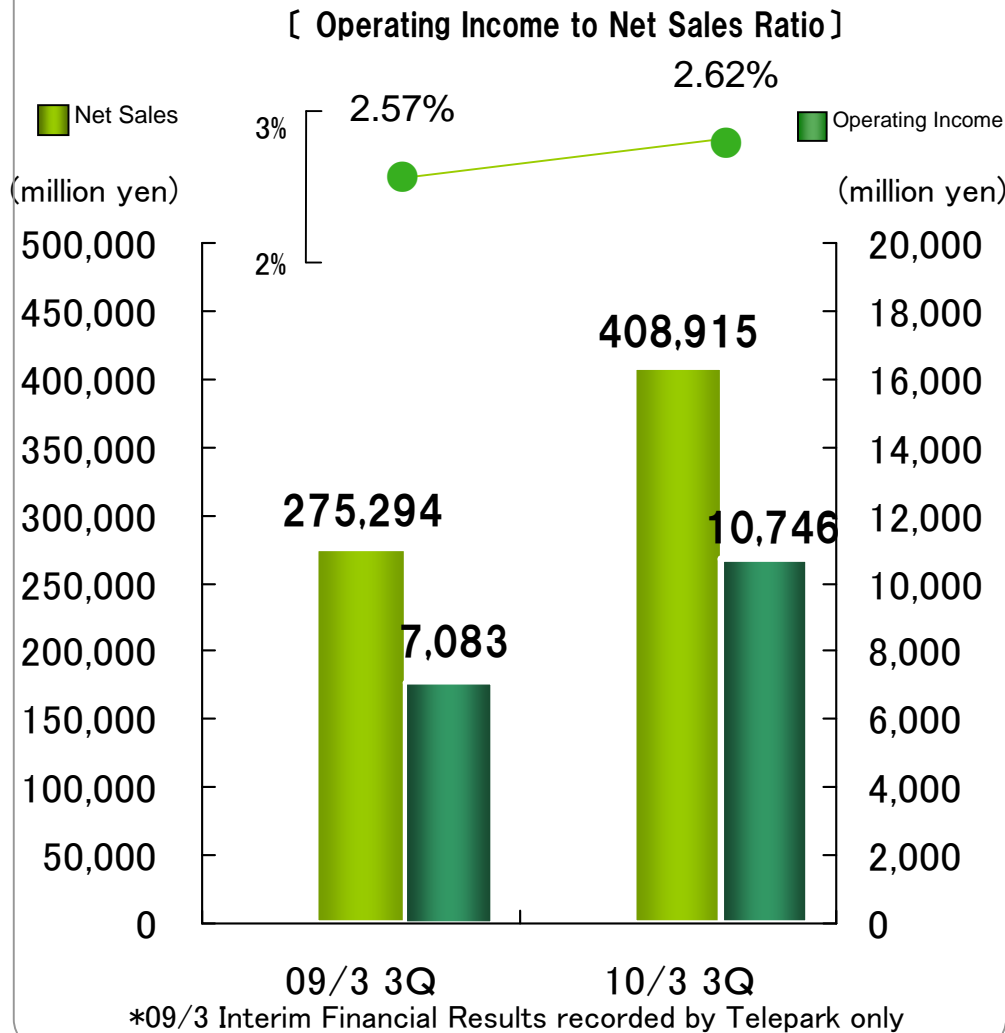
(Unit: million yen)	1Q	2Q	3Q	1Q-3Q期累計
Net Sales	135,306	144,604	129,005	408,915
Gross Margin	15,093	16,139	14,018	45,251
SGA Expenses	10,946	12,238	11,334	34,505
Operating Income	4,146	3,900	2,684	10,746
Ordinary Income	4,081	3,845	2,637	10,580
Net Income	2,270	2,082	1,381	5,734
FCF	-	-	-	5,915
Net Income /Share (yen)	4,432.24	4,063.94	2,695.56	11,191.74
Dividend /Share (yen)	-	3,000.0	-	3,000.00

(All amounts are rounded down to the nearest million yen)

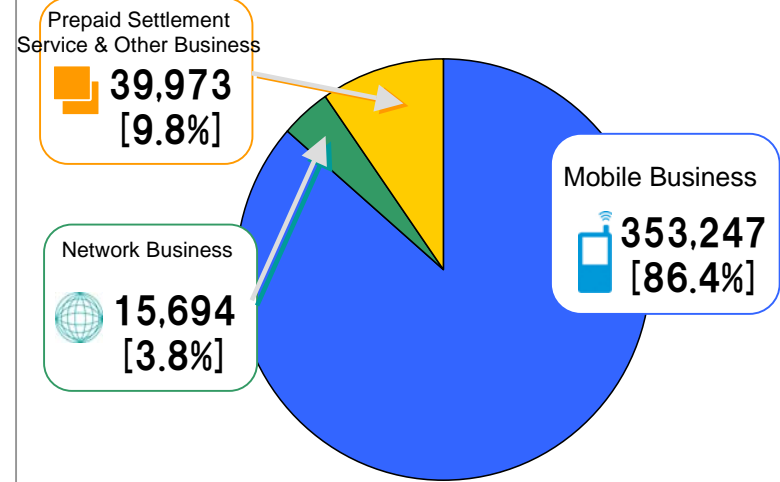
※ We revised our full-year forecasts upward on October 22, 2009.

Change of 3Q Financial Results/Operating Income to Net Sales Ratio & Composition Ratio by Business Segment

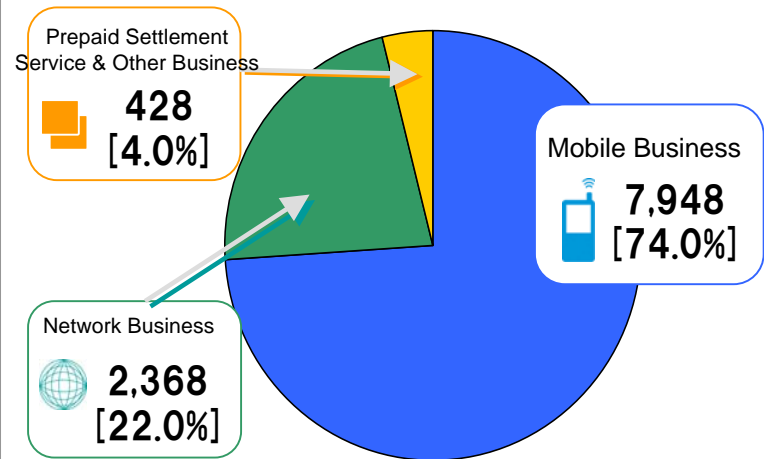
Change of 3Q Financial Results



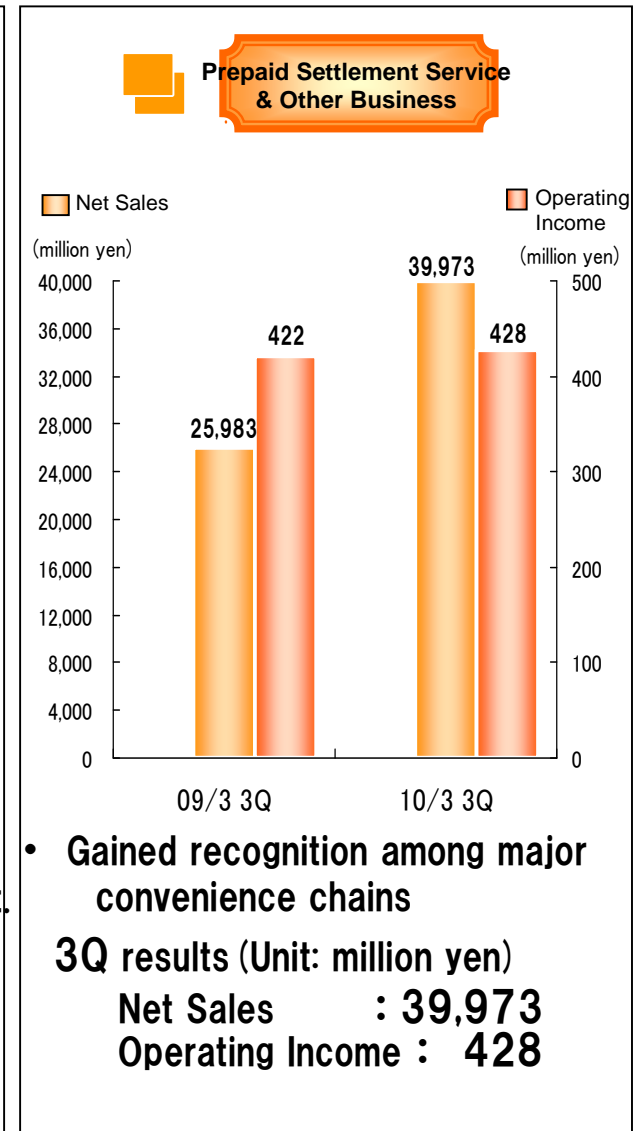
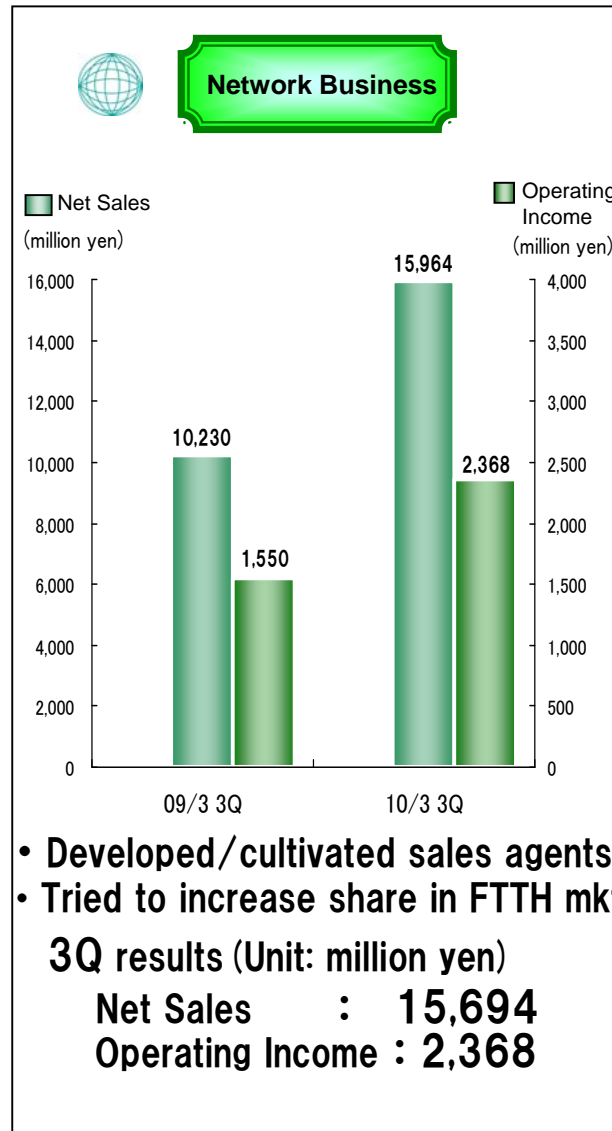
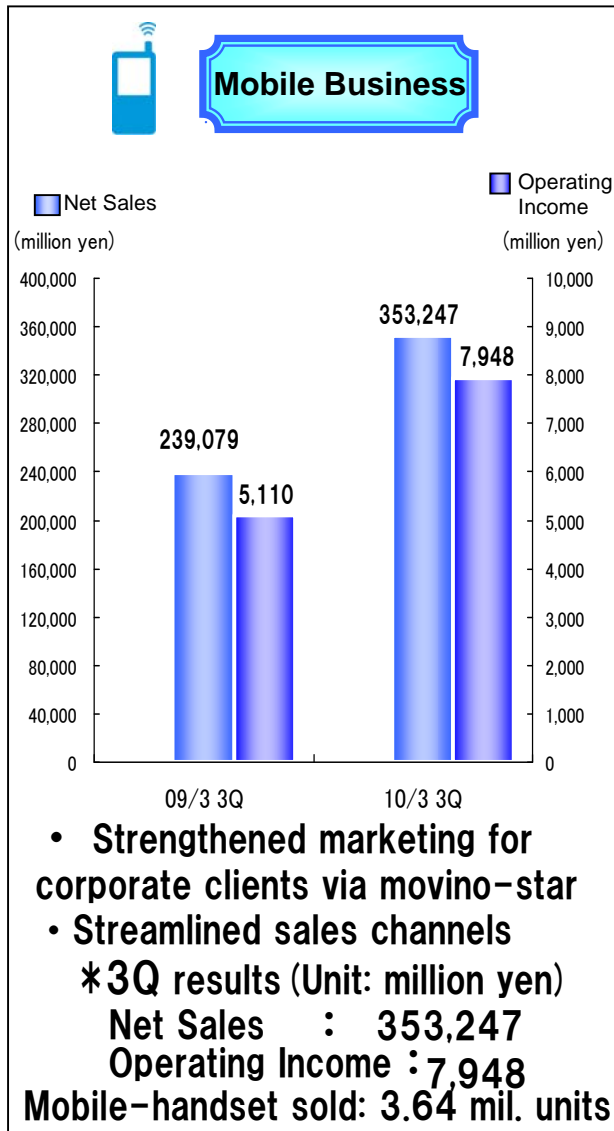
Net Sales by Segment (Unit : million yen)



Operating Income by Segment (Unit : million yen)



2010/3 3Q Financial Results by Business Segment

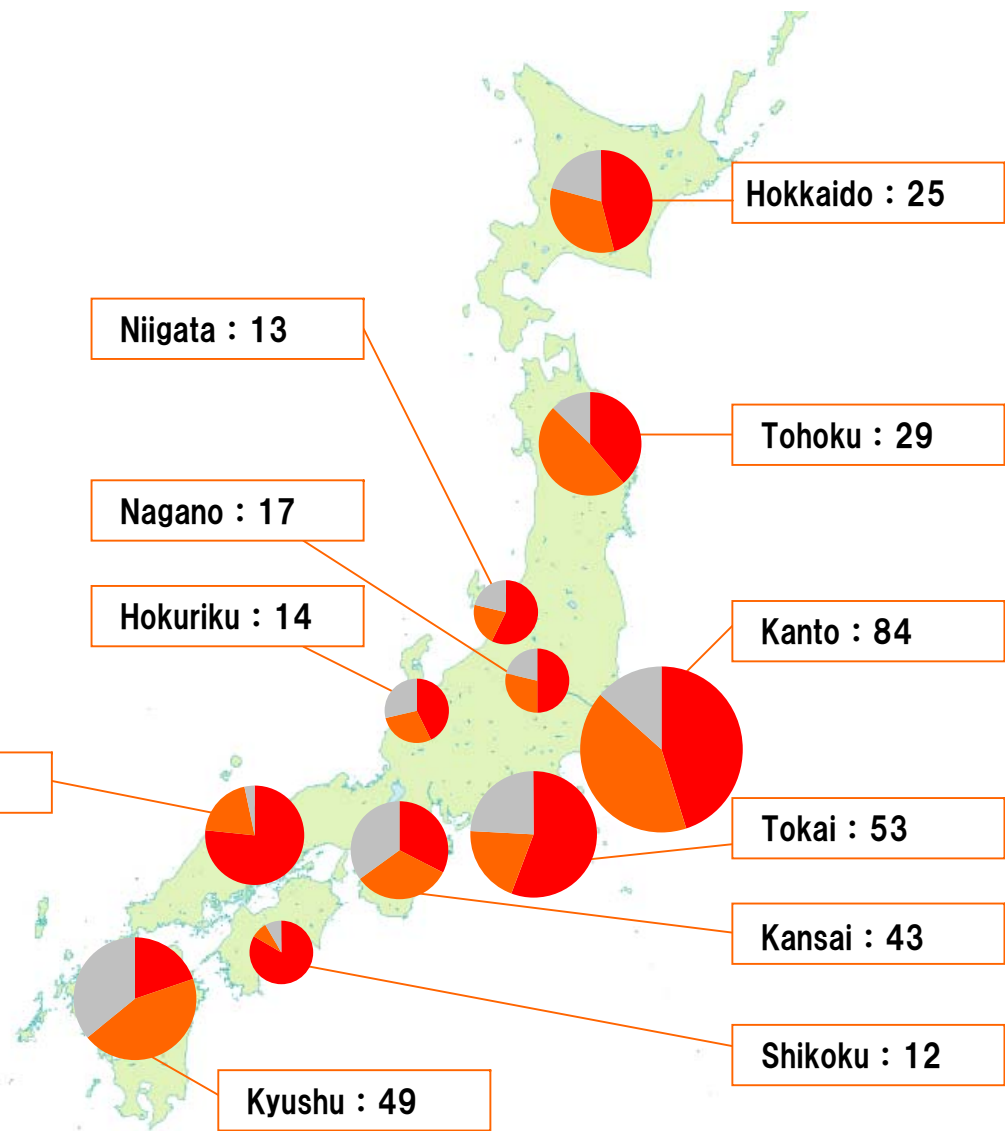
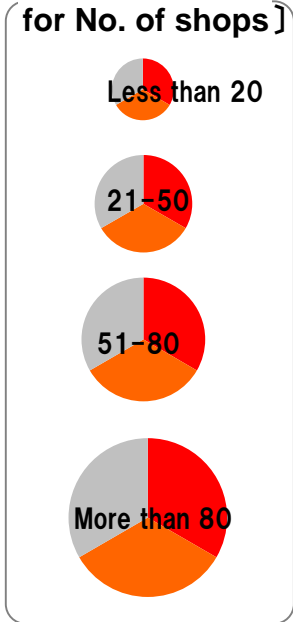


*09/3 Interim Financial Results recorded by Telepark only

Directly Managed Carrier Shops All Over Japan

Mobile Business

[Legend symbol for No. of shops]



[Example of Carrier Shops]

Docomo Shop



172



au Shop



123



Softbank Shop



76



Total: 371

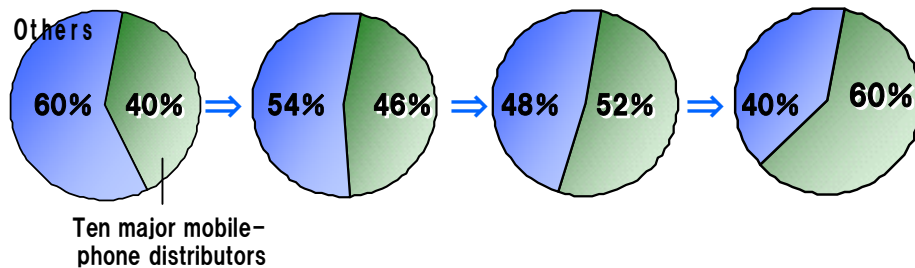
(As of Dec. 31, 2009)

※Shops in large retail stores such as “DS Service Counters”, “au Squares”, “SB Sites” and “SB Stages” have been counted as directly managed carrier shops.

Accelerating Market Reorganization

Transition of Mobile Market Share in the Total Market Sales

[4-5 years ago] [End of March, 08] [End of March, 09] [2-3 years later]



Expansion of Demand for Second Handsets

- Various new model of mobile handsets to satisfy users' needs including smart phones
- Attractive telecommunication rate plans to attract users

2008 Global Mobile-phone Penetration Ranking

Ranking	Country	Penetration Rate
1	UAE	177%
2	Italy	153%
3	Qatar	150%
17	U.K.	119%
18	Germany	118%
47	Korean	90%
50	France	90%
55	Japan	84%
57	U.S.A.	84%
84	China	41%

[Source: ITU (International Telecommunication Union)]

Penetration Rate : 84%
Ranking : 55th

※Market environmental differs by nation.

For instance, prepaid mobile phones are popular abroad.



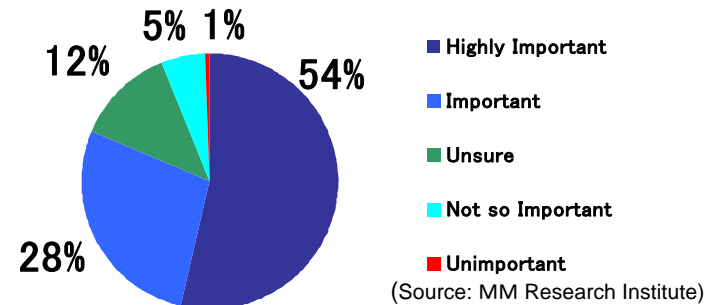
Strengthening of Sales for Corporate Clients

Growing Market for Corporate Clients Reaching 20 million handsets in few years

- Increased number of staff for Corporate Sales Dept. to Current 253
- Boosted by Response to Personal Info. Protection Law & internal control
- “Consulting Marketing” to propose optimal solutions incl. carries & price plans depending on each company’s needs for various mobile carriers such as **NTT docomo, au, Softbank, EMOBILE and Willcom**
- Expanding client base starting with Mitsui, Sumitomo & Mitsubishi Groups
- Responding to the needs for smart phones
- Integrated “Mo-Vino” and “MobileStar” into “movino star” in October 09 to provide more attractive mobile solutions to our corporate clients



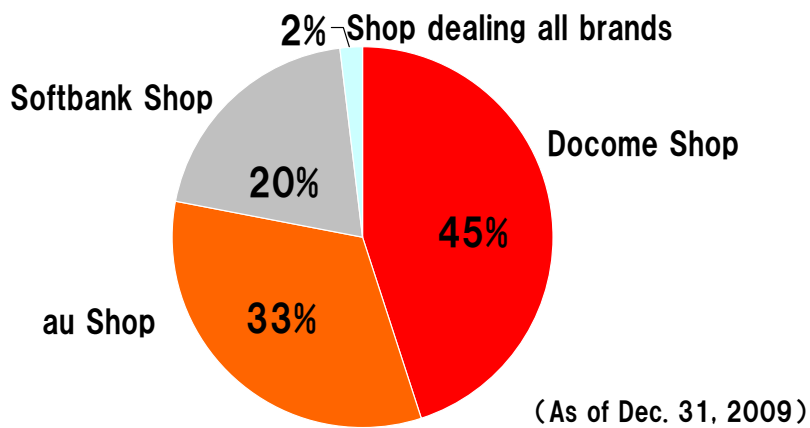
Personal Info. Protection is Important Consideration for Corporations



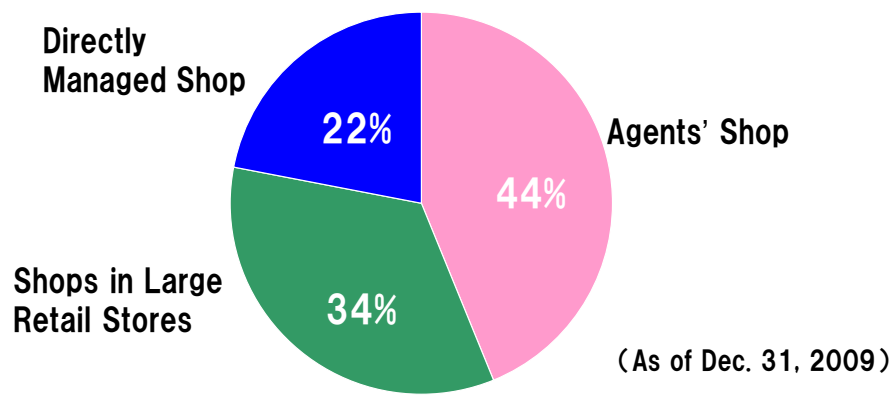
- As part of personal info. protection, No. of corporations, which switch their mobile handsets & PHSs from personal use to corporate use, have been increasing year by year.

Well-balanced Sales Channel

Composition by Carrier in Directly Managed Shops

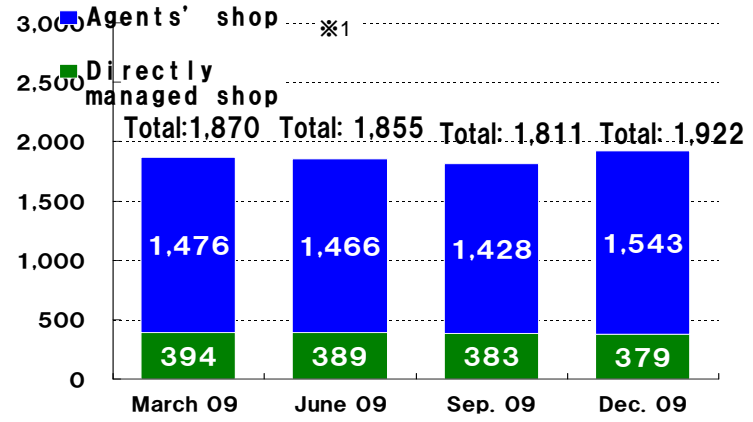


Composition By Sales Channel



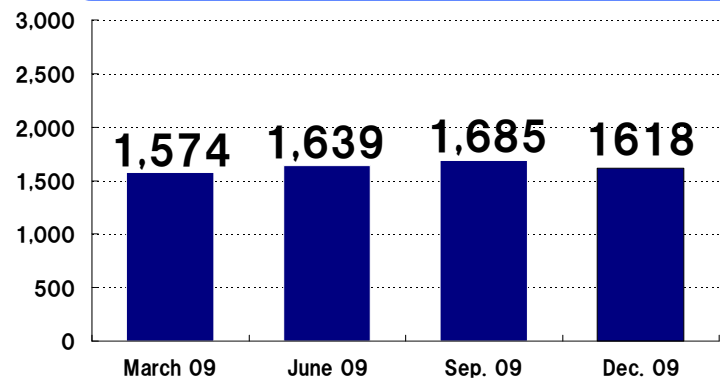
Increase of Profitability by Efficient Operation

Directly Managed & Agents' Shops



※1 Including carrier shops managed by agents
 ※2 As a result of optimization of sales channels considering profitability, total number of shops has been slightly decreasing.

Shops in Large Retail Stores



Structure of Network Communications Business



Market Environment

Fixed-line Market

No. of Subscribers for "Myline" Services
 Approx: 38.5 million

《As of Dec. 31, 2009》

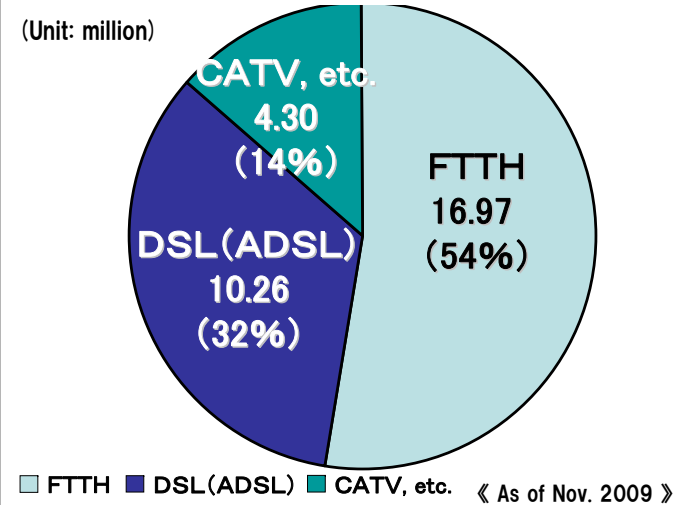
No. of Subscribers for Broadband Services
 Approx: 31.5 million

◎ FTTH users are expected to grow to 20 million in 2010 or later

《As of Nov. 2009》

Breakdown of Subscribers for Broadband Services

(Unit: million)



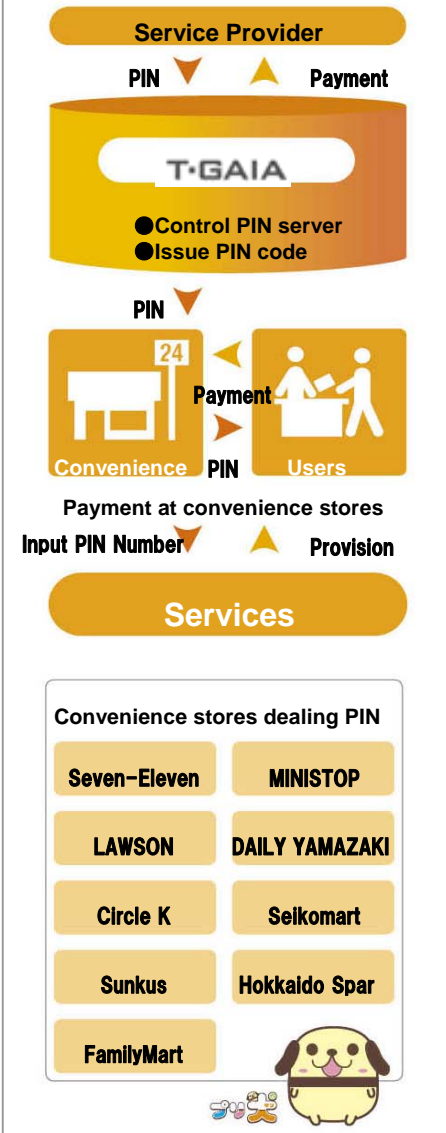
Strategy

Network Communications Business Strategy

Strategy Focusing on Expansion of FTTH Business

- Acquiring new sales agents
- Marketing for one unit homes
- Providing content services incl. video pictures & IP telephones
- Diversifying sales & marketing method such as business alliance
- Cooperating with Corporate Sales Dept. taking "FMC Era" into consideration

Structure of PIN Service



Development of Settlement Service

(For Prepaid Mobile Handsets, Overseas Calls, E-money, and Contents, etc.)

Expansion of Business with 40 Thousand Convenience Stores

(incl. 32 Thousand Stores with whom Online Network for PIN System has been Established)

Secure Sales Channel for Future Growth

[Strengthening of E-settlement business using PIN (*)]

- ① For mobile handsets : Settlement of calling rate for prepaid & postpaid mobile handsets
- ② For overseas calls: Settlement of overseas calls
- ③ E-money: Convenient & secured general purpose e-money
- ④ For variety of products: iTunes Card, Amazon ® Gift Card & game cards, etc.

(注) PIN (Personal Identification Number)

: Password accessed by users to utilize the PIN-based services

Further Growth though Effect of Merger

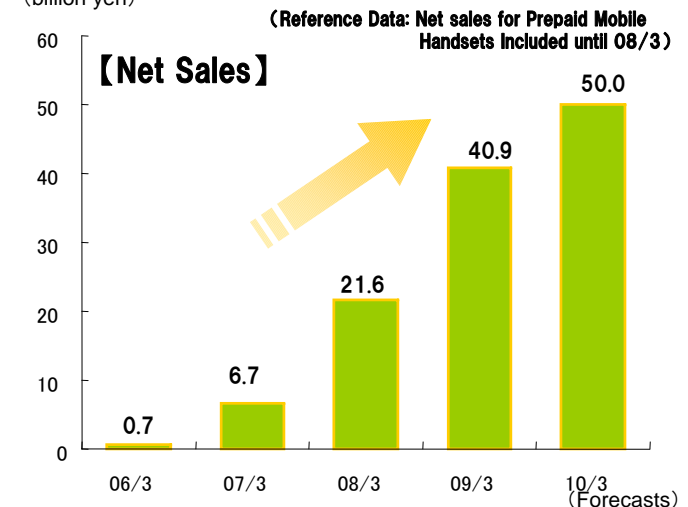


(Sample of Prepaid Card)



(billion yen)

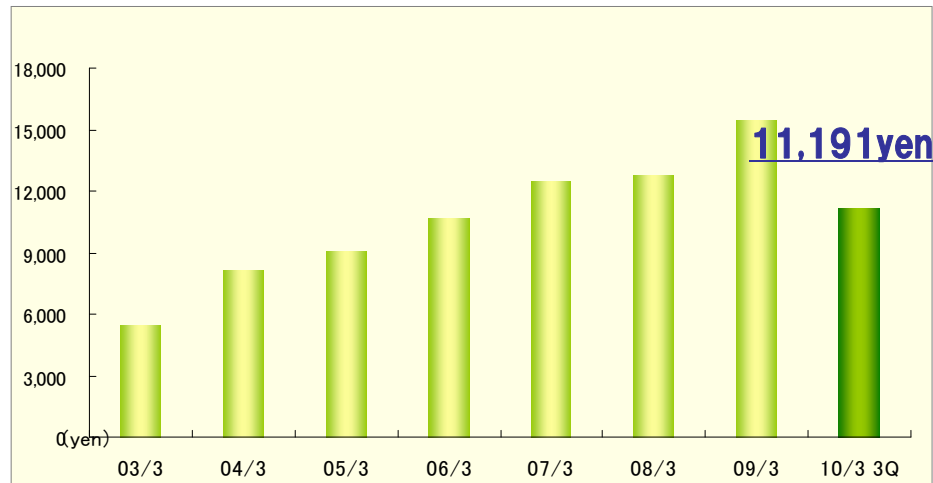
[Net Sales]



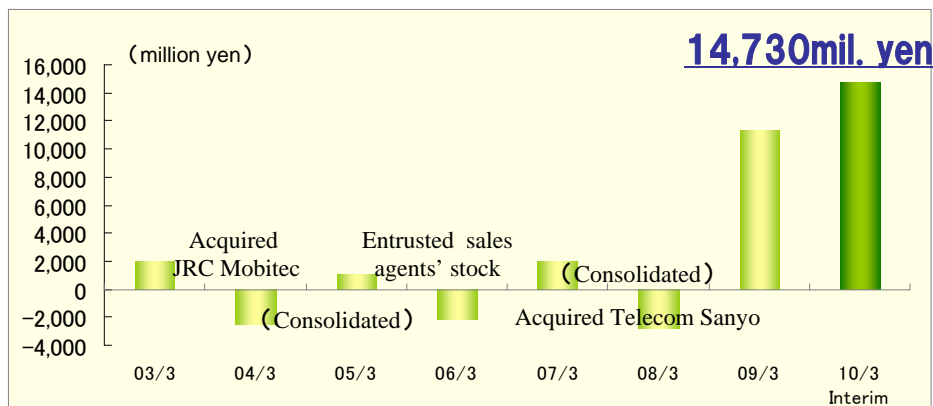
Financial Strategy & Return to Shareholders

Targeting Dividend Payout Ratio over 30% Level based on our Stable Dividend Policy to Strengthen the Future Business Development and the Management Base

Adjusted Net Income per Share

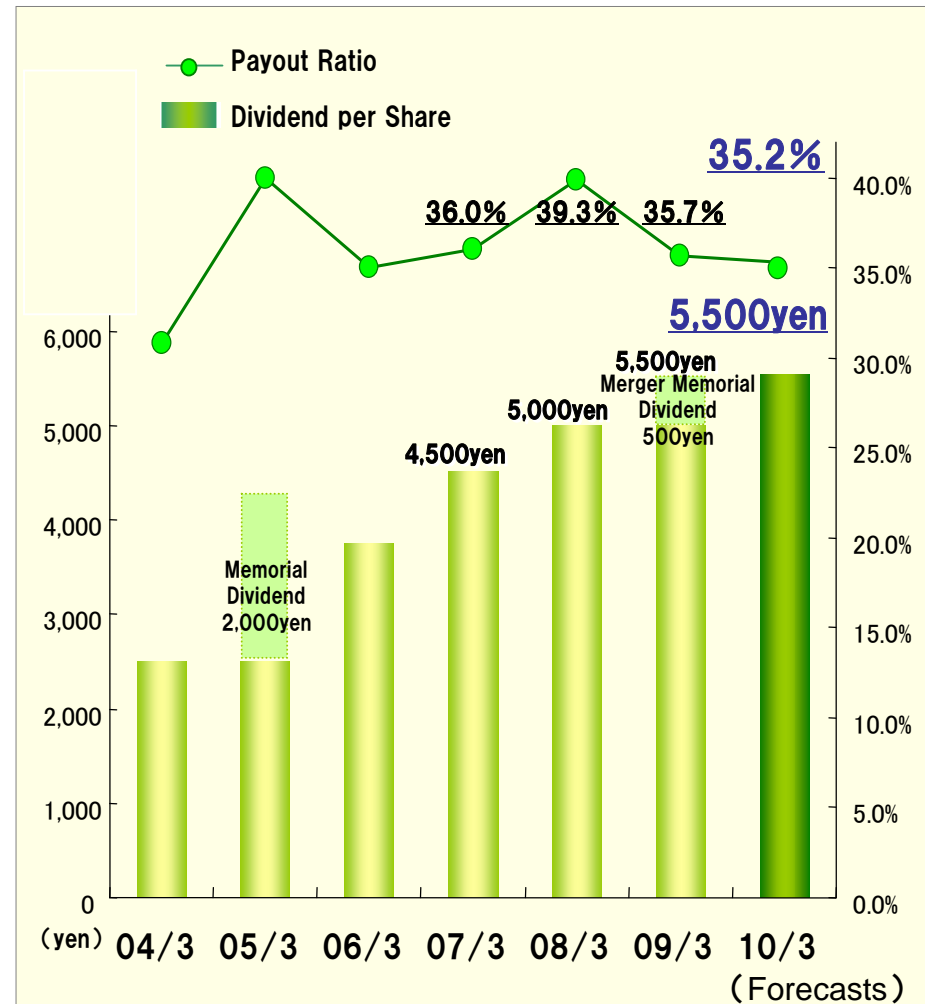


Historical FCF (Free Cash Flow) Data



※ 09/3 Interim Results recorded by Telepark only

Adjusted Dividend per Share & Payout Ratio



Future Development

Historical Financial Results & Synergy Effect of Merger

Increasing Net Sales & Income for 11 Consecutive Years!!
(Non-consolidated basis)

Early Realization of Synergy Effect of Merger

Targeting at Early Realization of Synergy Effect & Maximization of Corporate Value in Each Business Segment!

Net Sales (Forecasts) **567.0 billion yen**
Income after Tax (Forecasts) **8.00 billion yen**

Further Enhancement of Sales Force

- Enhance Marketing for Corporate Clients
- Regional Supplement
- Optimize Sales Channel

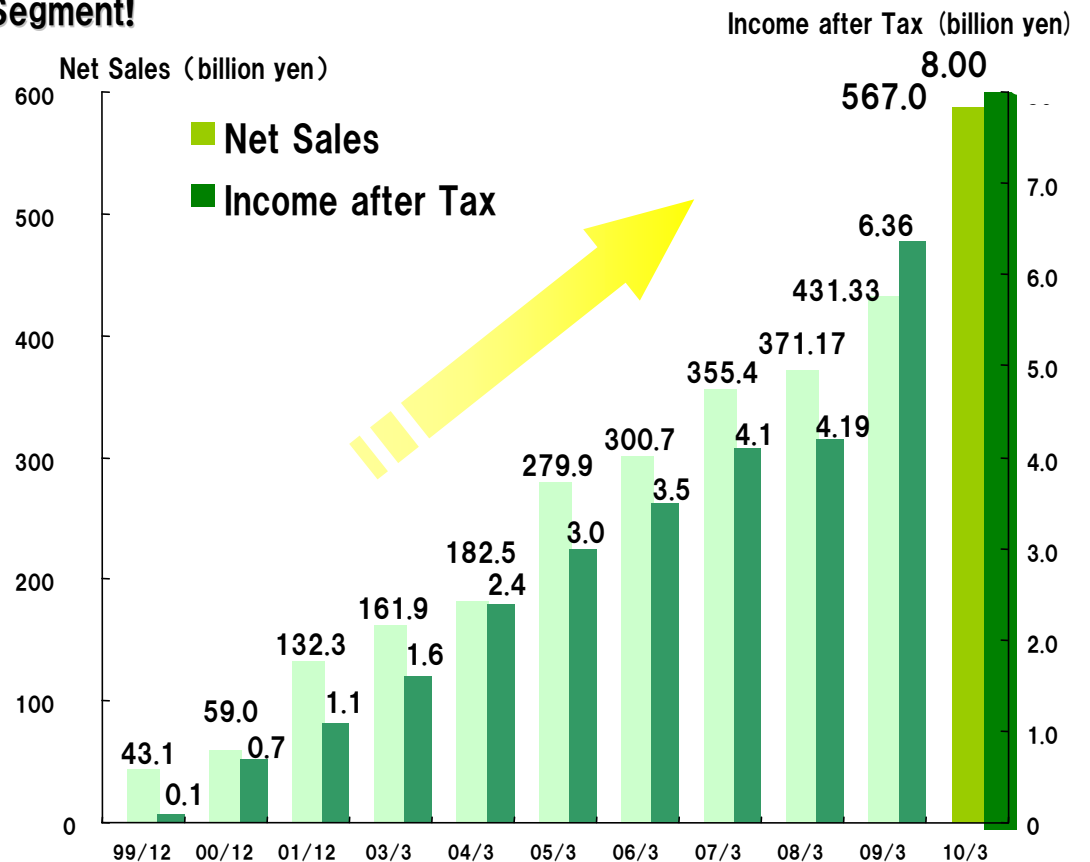
Streamline Business Operations

- Centralize logistics & Inventory Management
- Integration of Activation centers
- Effective Posting of HR

Actively Challenge

New Business Domains

- MVNO-related Business
- Launch Logistic Business
- Expand Business Overseas



Notes) Financial results for 02/03 has been omitted as the fiscal year lasted for only 3 months due to change of the accounting term.

※ We revised our full-year forecast upward on October 22, 2009

Forecast for FY ending March 2010

* We revised our full-year forecast upward on October 22, 2009

	(unit: million yen)	09/3 Results※1	10/3 Forecasts	Change of amount	Year-on-Year basis (%)
Net Sales 567.0 bln. yen YoY: 131.4%		431,331	567,000	135,669	131.4%
Operating Income 15.0 bln. yen YoY: 120.9%		48,757	61,900	13,143	126.9%
Ordinary Income 14.75 bln. yen YoY: 123.2%		36,355	46,900	10,545	129.0%
Net Income 8.00 bln. yen YoY: 125.7%		12,401	15,000	2,599	120.9%
		11,965	14,750	2,785	123.2%
		6,364	8,000	1,636	125.7%
		11,259	8,190	▲3,069	72.7%
		15,422.68	15,613.69	191.01	101.2%
		5,500.00	5,500.00	-	-

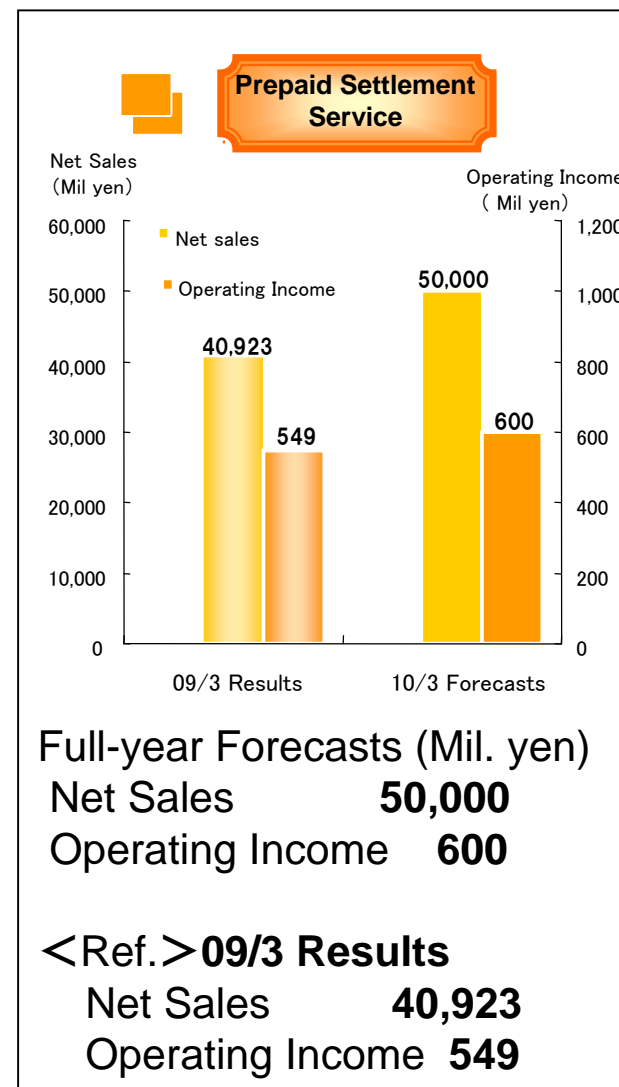
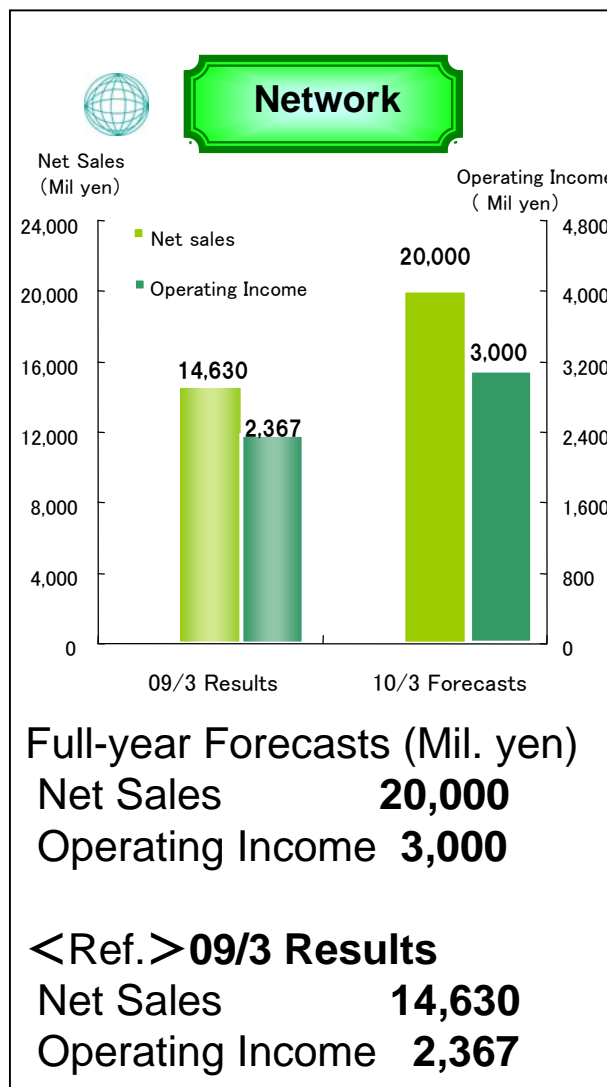
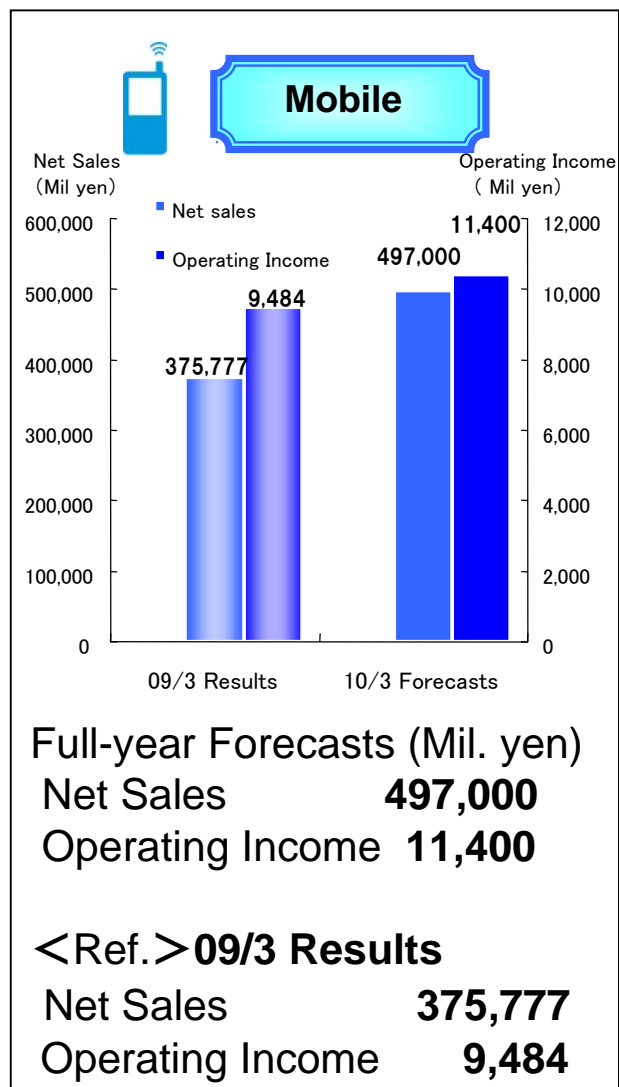
(Payout ratio: 35.7%) (Payout ratio: 35.2%)

※1: Telepark has merged with MS Communications Co., Ltd. as of October 1, 2008 and changed the company name to T-Gaia Corp. Therefore, the individual results of the fiscal year ended March 31, 2009 are calculated by adding results of the first-half for Telepark Corp. to results of the second-half for T-Gaia Corp.

※2: Calculation was made using average number of shares outstanding of 412,657 for 09/3, and number of shares at the fiscal year-end of 512,367 for 10/3.

※3: Including the Merge Memorial Dividend of 500 yen for 09/3 Results.

Forecasts for FY ending March 2010 by Business Segment

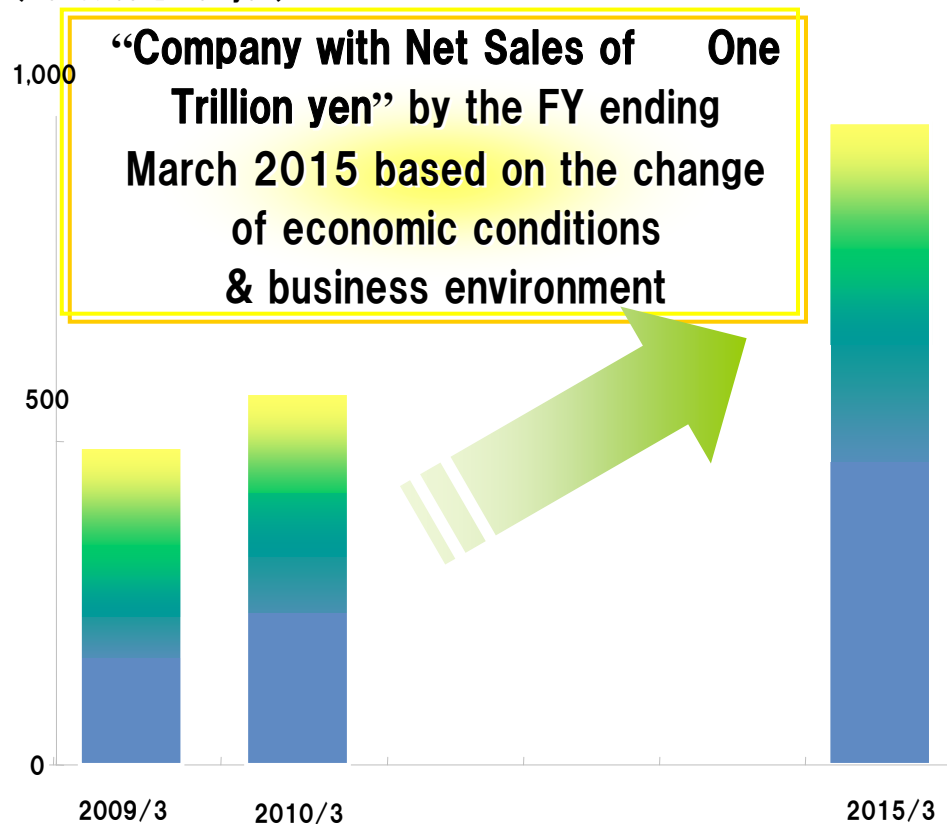


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Future Vision of T-Gaia Corporation

Actively Promoting Marketing for Corporate Clients & New Business

(Net Sales: Billion yen)



Dividend Policy

Dividend Payout Ratio :
Continue to be maintained
at stable level above 30%

Priority Areas for Each Segment

New Business

- ✓ Actively explore & promote new business domains
- ✓ Start overseas marketing research

Network Business

- ✓ Business Development taking FMC and/or NGN into consideration

Mobile Business

- ✓ Strengthen marketing for corporate clients
- ✓ Stimulate demand for second mobile handset