

# Supplementary Materials on Consolidated 3Q Financial Results for FY ending March 2016

February 10, 2016



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 Dec. 31, 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 : 4,382

- 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**

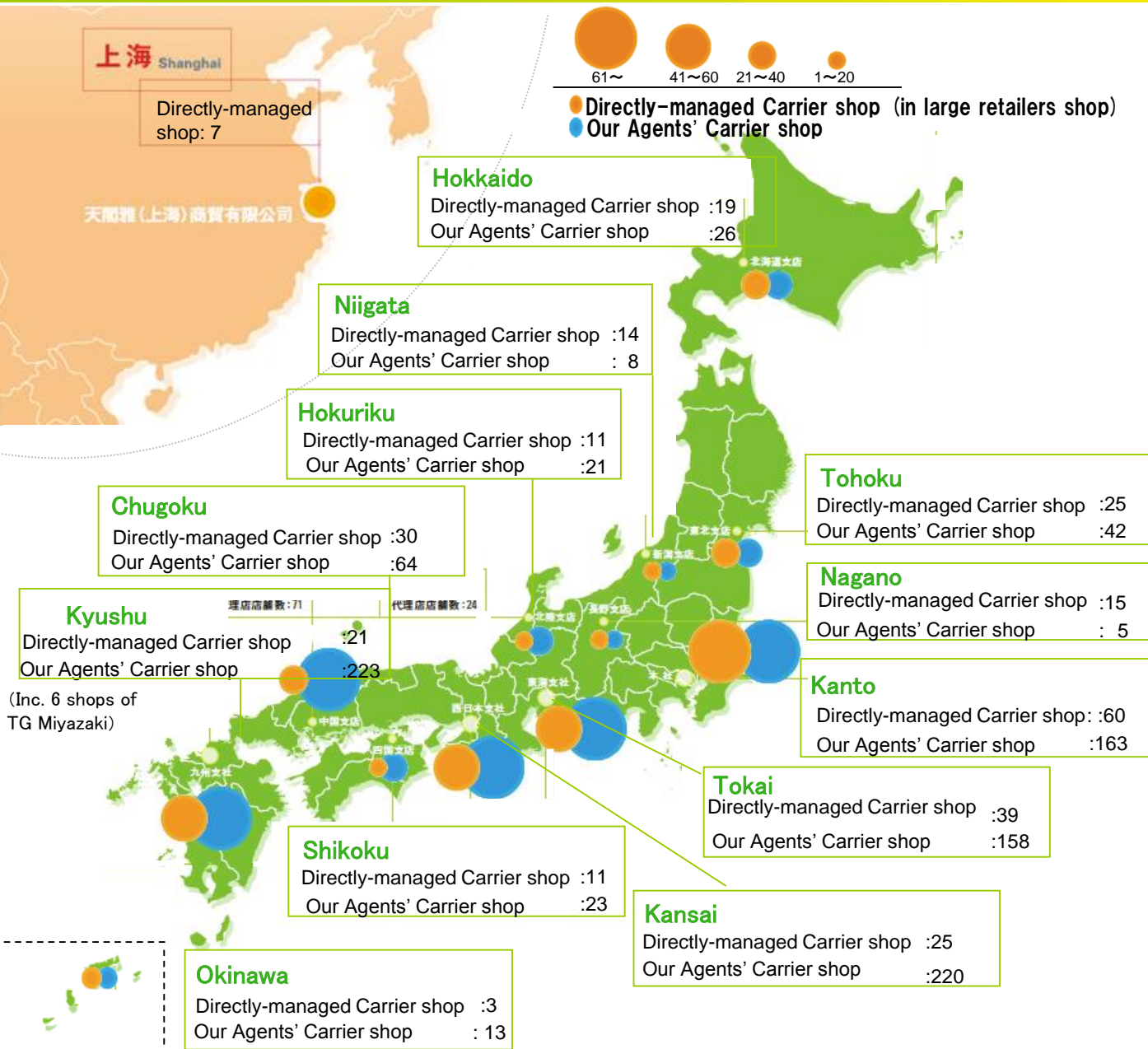
**October 2008: Newly-established T-Gaia Corporation**

	2008	● Merged Telecom Park
Merged Calsonic Communication ●	2007	● Acquired all outstanding shares of Telecom Park
Acquired all outstanding shares of Calsonic Communication ●	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	
Merged Sumisho Telemates Hokkaido & Sumisho Telemates Kyushu ●	2001	● Listed on the Second Section of TSE
Established MS Communications having merged with Sumisho Telemates & MC Telenet ●		● Acquired all outstanding shares of JRC Mobitec
Established Sumisho Telemates ●	1995	● Changed company name to Mitsui & Associates Telepark Corp. having merged with Mitsui Electronic Telecommunication Services, Bussan Telecommunication, and Bussan Telecommunication Osaka
Established MC Telenet ●	1994	
	1992	Established Mitsui Electronic Telecommunication Services

MS Communication Company, LimitedTelepark Corporation



# Diversified Domestic & International Sales Channels



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

Docomo Shop

279  
[Incl. 170]



au shop

431  
[Incl. 66]



Softbank Shop

457  
[Incl. 36]



Y! mobile Shop 72

China Unicom Shop in Shanghai  
7 [Incl. 7]

**Total: 1,246**

[Directly-managed Shop 280]

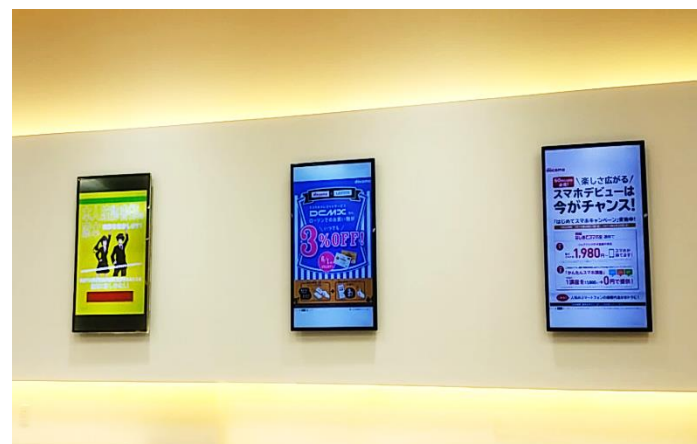
As of December 31, 2015

# Carrier Shops with the Leading-edge Facilities

## Docomo Shop Higashi Umeda (in Osaka Pref.)



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

## Example of Product

- Variety of Stylish Products

- Our original smart-phone cases



- Very Popular Character Goods



- Products related to Particular Hobbies



# 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 Y - 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

**Telecommunications Carriers  
(Service Providers)**

NTT East, NTT West, NTT Communications, KDDI, Softbank Telecom, and Fusion Communications, etc.

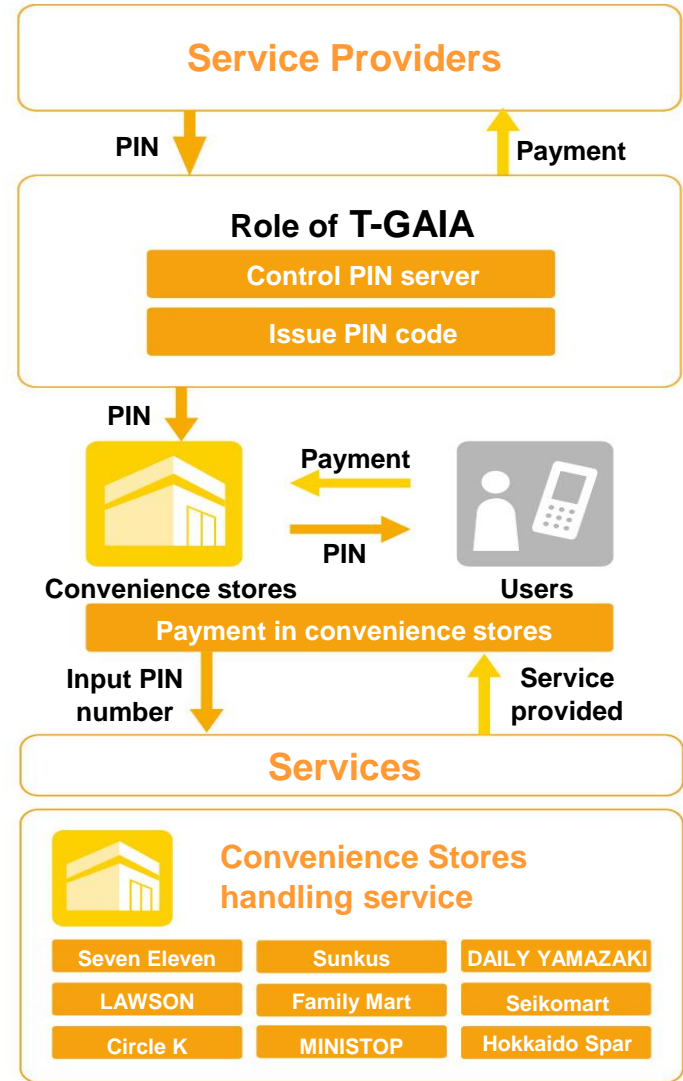
- Development of telecommunications infrastructures
- Provision of new services

**Characteristics of T-GAIA**

- Good Relationship with All Major Telecom Carriers
- Proposal of Products that Meets a Market Need
- Nationwide Strong Sales Network



● Framework of Fixed-line Business



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