



**Supplementary Materials on
Consolidated 1Q Financial Results
for the FY ending March 2018**

(Three months ended June 30, 2017)

August 1, 2017

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



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

(As of June 30, 2017)

TG Offices : Head Office, Four Regional Head Offices and Seven Branch Offices

Capital : 3,154 million yen No. of Employees : 4,319

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: Three domestic companies and company in Singapore

History

June 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 ●

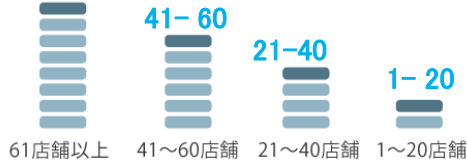
Merged Sumisho Telemates Hokkaido & Sumisho Telemates Kyushu ●
Established MS Communications having merged with Sumisho Telemates & MC Telenet ●
Established Sumisho Telemates ●
Established MC Telenet ●

MS Communication Company, Limited

Telepark Corporation

Diversified Domestic & International Sales Channel

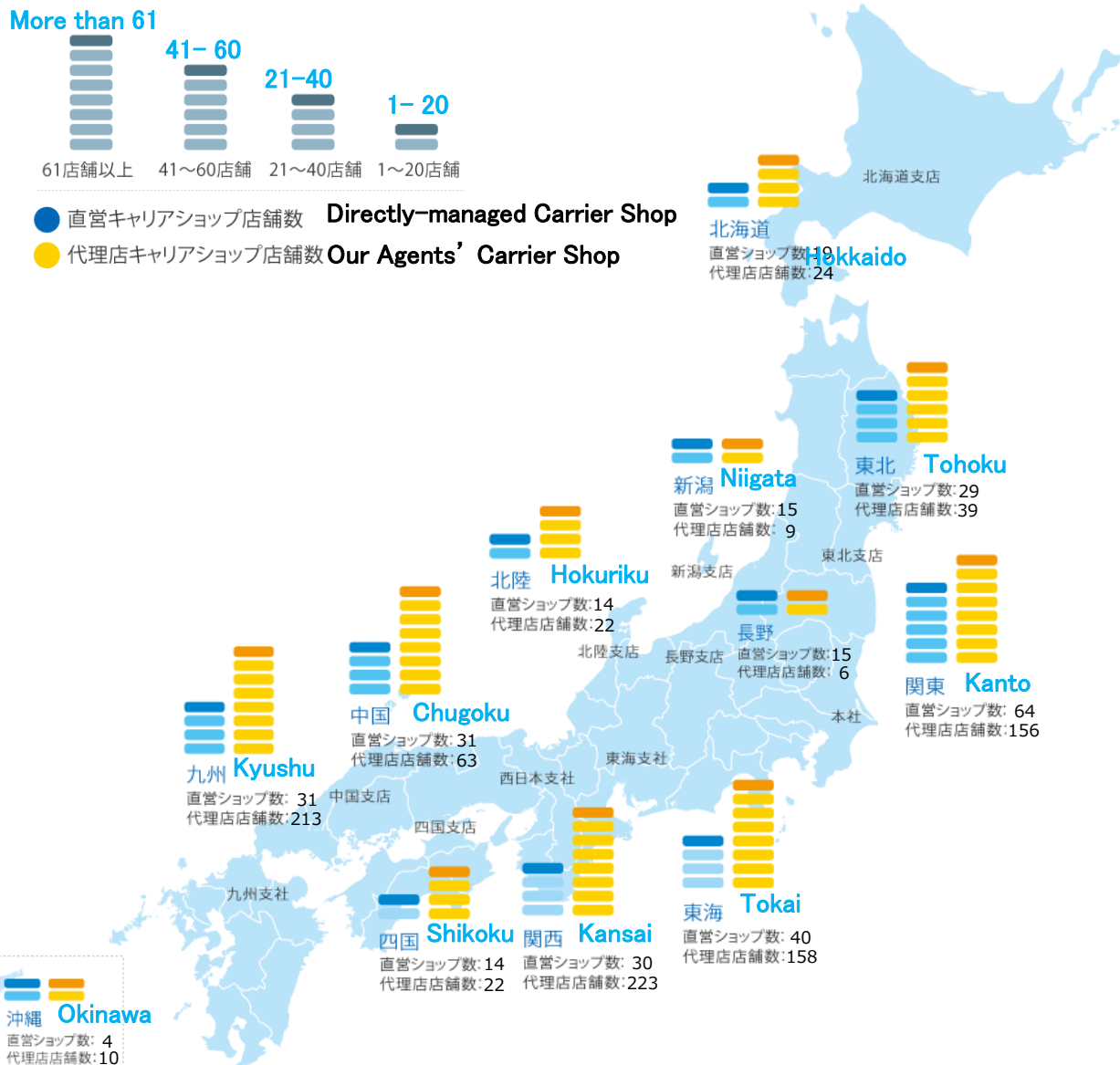
More than 61



61店舗以上 41～60店舗 21～40店舗 1～20店舗

● 直営キャリアショップ店舗数 **Directly-managed Carrier Shop**

● 代理店キャリアショップ店舗数 **Our Agents' Carrier Shop**

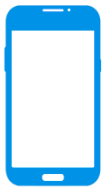


No. of Carrier Shops
(incl. Directly-managed Shop)

● docomo Shop	286
	(176)
● au Shop	427
	(73)
● Softbank Shop	454
	(37)
● Y! Mobile shop	55
	(2)
● UQ Spot	17
	(6)
● Rakuten Mobile Sho	12
	(12)

Total 1,251
(incl. Directly-managed Shop **306**)

(As of June 30, 2017)



Investment in Shops ①

Carrier Shop

● Opened July 27



● Opened July 29



Upgrading & Expanding Carrier Shops



Investment in Shops ②

Second-line Brand & MVNO –related Shops



UQ Spot

- AEON Town Yukarigaoka
- Takenotuka
- Ueno上野
- AEON Mall Tokoname
- AEON Mall Nagakute
- Sannomiya
- Hondori Shotengai
- YUME City



Rakuten Mobile Shop

- Akita AEON Mall Akita※
- Ikebukuro Sunshinedori
- Kinshisho TERMINA
- Yokosuka Chuo Ekimae
- Lalaport Shonan Hiratsuka※
- Komatsu AEON Mall Shinkomatsu
- MALera Gifu
- Shinshizuoka
- Himeji GRAND FESTA
- Hiroshima YUME Town Hiroshima

Expansion of Sales Channel

※ Opened in collaboration with Smart Labo



New Concept Shop

Collaboration Shop



Rakuten Mobile × **Smart Labo**

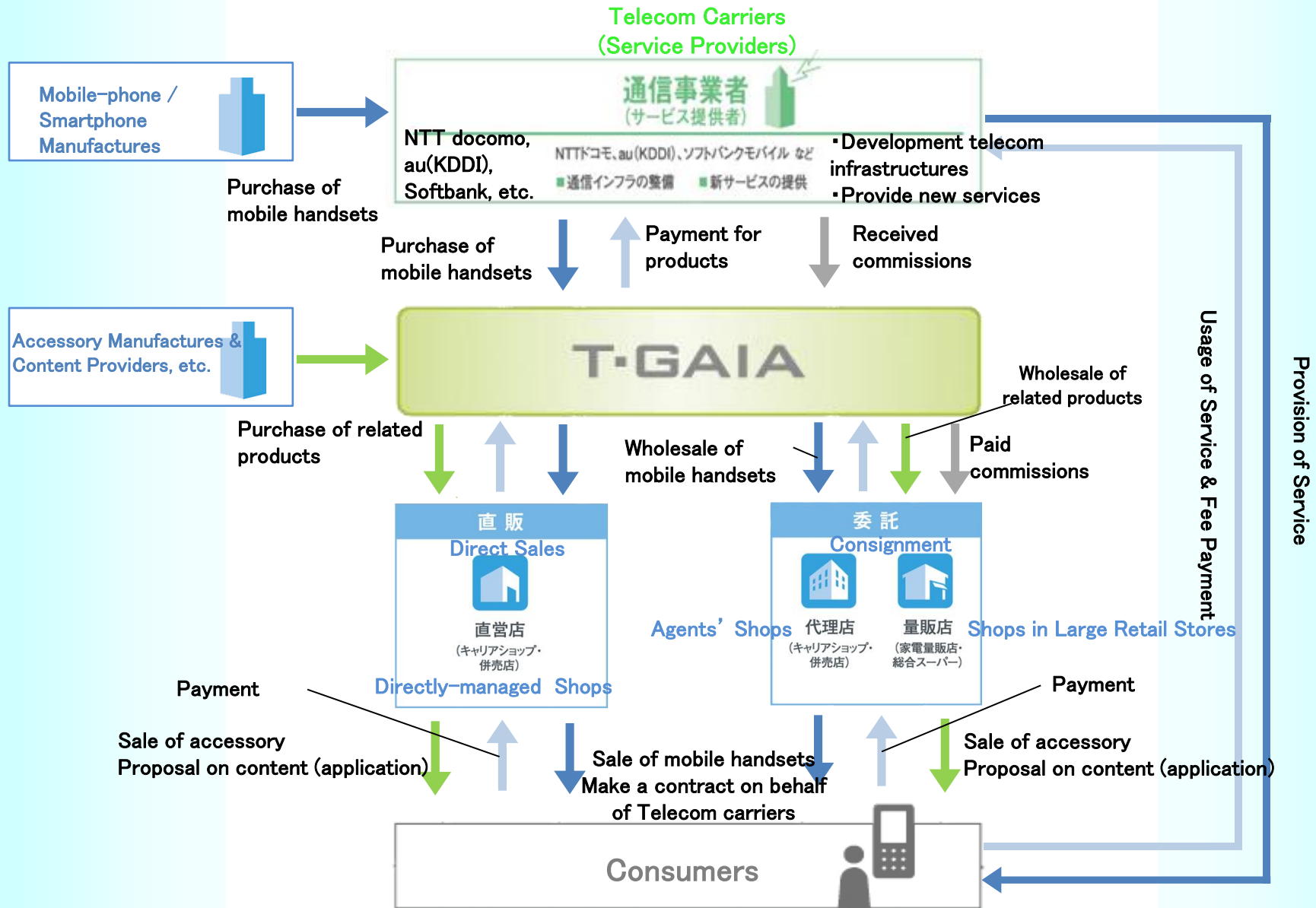
Key Financial Index

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
Net Income	41.9	63.6	81.3	75.5	79.3	65.8	68.3	77.4	94.9
Shareholders' Equity (Net Assets)	186.1	259.4	310.6	356.4	280.5	281.7	235.9	291.0	358.1
Return on Equity (ROE)	24.1 %	28.6 %	28.5%	22.7%	28.3%	23.4%	26.4%	29.4%	29.3%
Dividend on Equity (DOE)	9.5 %	10.3 %	10.8 %	8.5 %	9.8%	10.1%	10.0%	9.8%	9.1
Operating Income to Net Sales	2.0%	2.9%	2.7%	2.4%	2.1%	1.6%	1.8%	2.2%	2.5%

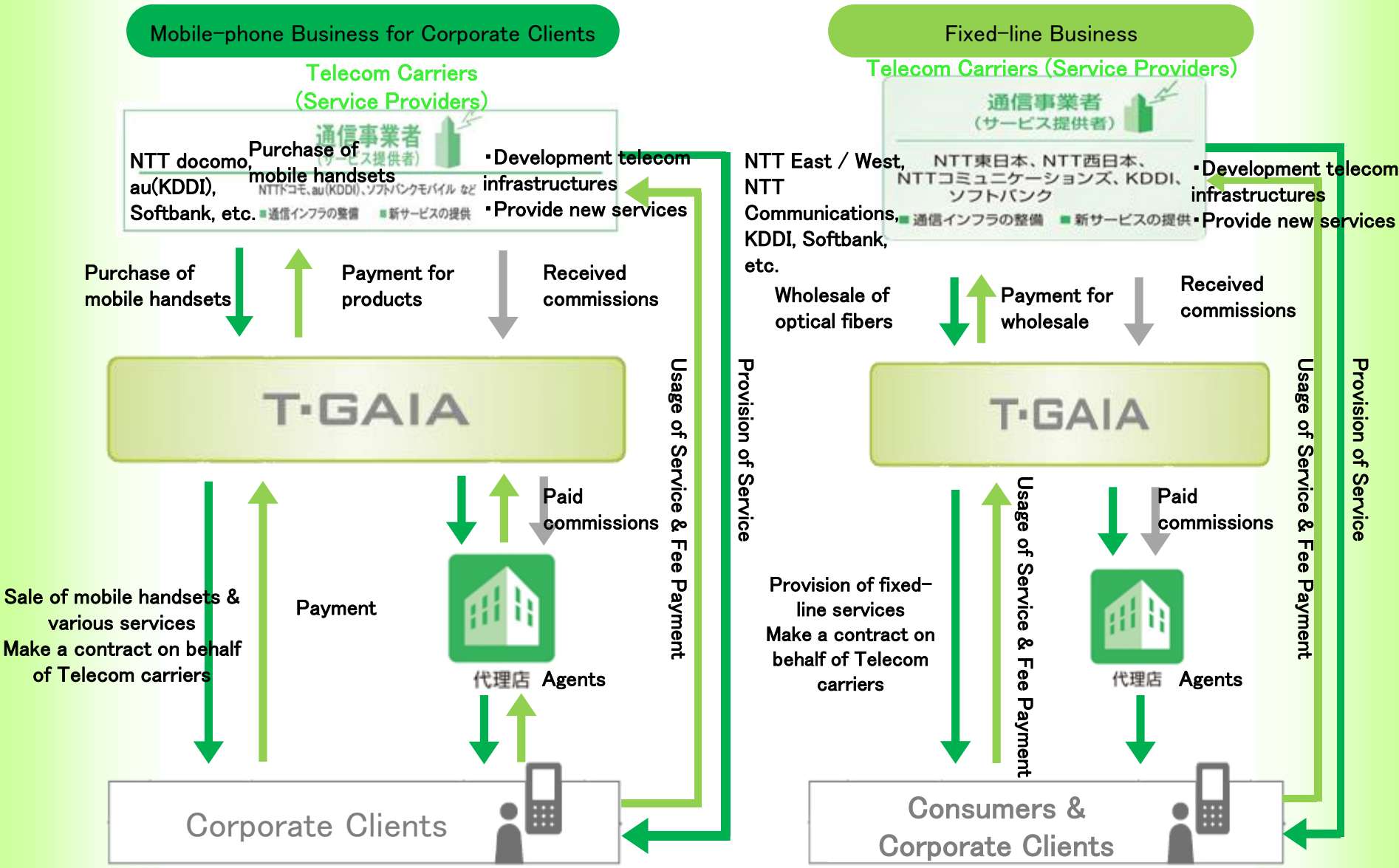
※TP stands for Telepark Corporation and TG stands for T-Gaia Corporation.

※Each figure from 2005/3 to 2011/3 has been based on Non-consolidated basis.

Business Model ①: Mobile-phone Business



Business Model ②: Enterprise Solution Business 10



Business Model ③: Settlement Service Business 11

PIN Product Sales Model

Gift Card Sales Model

