



**Supplementary Materials on Consolidated
Interim (1H) Financial Results
for the Fiscal Year ending March 2018**

(Six months ended Sep. 30, 2017)

November 8, 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 : History



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

(As of Sep. 30, 2017)

Capital : 3,154 million yen

No. of Employees : 4,304

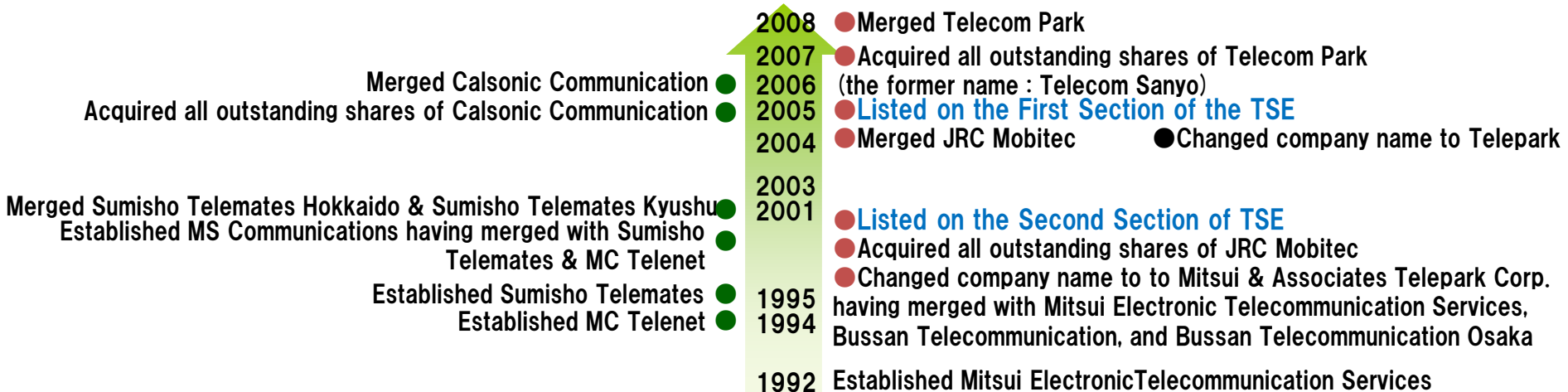
- Business
- (1) Sales & distribution of mobile phones
 - (2) Brokering of telecommunication services incl. broadband access & optical fibers
 - (3) Prepaid settlement services, overseas business & others

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

Related companies: Three domestic companies and companies in Singapore

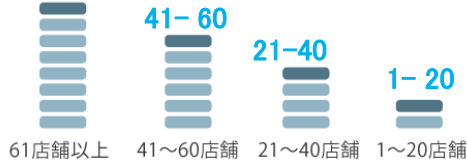
April 2017: Set up Present Management

October 2008: Newly-established T-Gaia Corporation

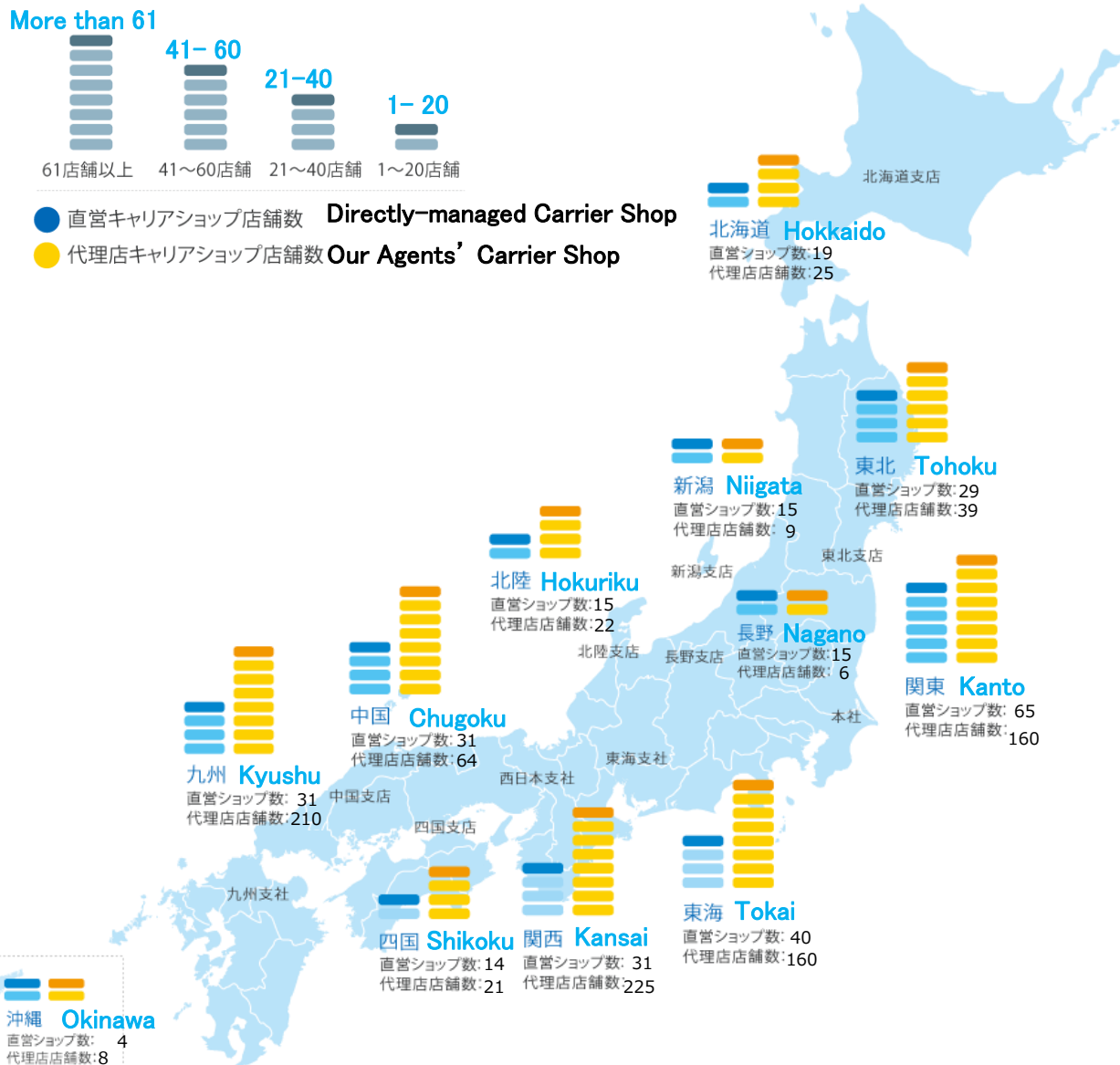


Diversified Domestic & International Sales Channel

More than 61



● 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**

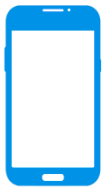


No. of Carrier Shops
(incl. Directly-managed Shop)

● docomo Shop	284
	(174)
● au Shop	429
	(74)
● Softbank Shop	452
	(36)
● Y! Mobile shop	59
	(2)
● UQ Spot	24
	(9)
● Rakuten Mobile Shop	14
	(14)

Total 1,261
(incl. Directly-managed Shop **309**)

(As of Sep. 30, 2017)



Investment in Shops ①

Carrier Shop



Upgrading & Expanding Carrier Shops

Investment in Shops ②

Second-line Brand & MVNO-related Shops

- Opened Sep. 29, 2017



- Opened Sep. 11, 2017



New Store Opening based on
New Customer Needs



New Concept Shop

Collaboration Shop



Rakuten Mobile × **Smart Labo**



National Association of Mobile-phone Distributors

Reliable Carrier Shop Recognition System



- No. of certified shops

※As of Sep. 30, 2017

Total No. of certified carrier shops : **5,655 (68%)**

< including carrier shops directly managed by T-Gaia : **285 (100%)** >

e – Net Caravan

Contribute to educational activity holding seminars so that children can use Internet in safety and with security



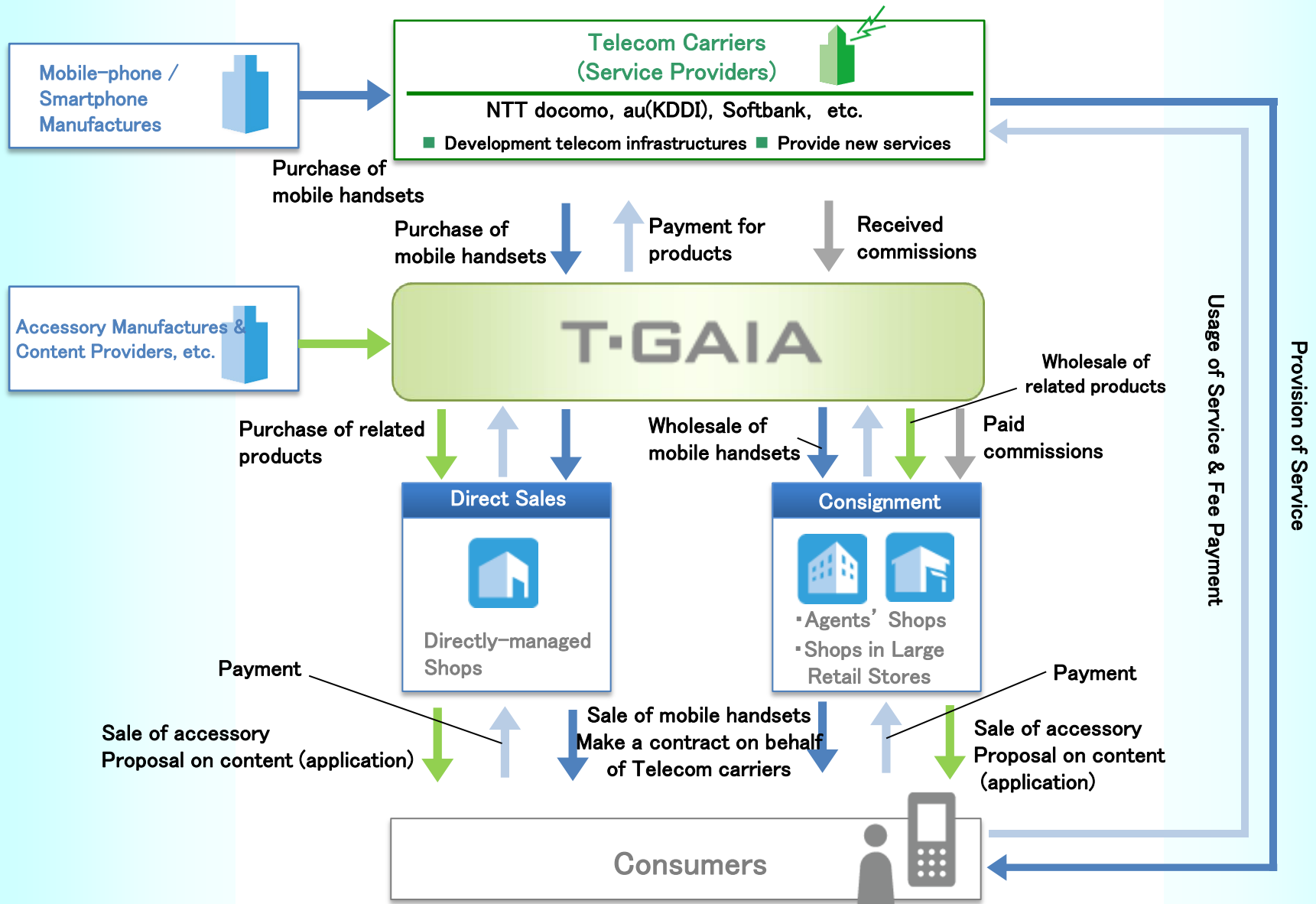
Key Financial Index

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 10



Business Model ②: Enterprise Solution Business 11

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 Business¹²

