



T·GAIA

Supplementary Materials on Consolidated Financial Results for the FY ended March 2018

(Twelve Months ended March 31st 2018)

May 9th 2018

T-Gaia Corporation/TSE 3788

Corporate Outline : History



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

(As of end of March 2018)

Capital : 3,154 million yen

No. of Employees : 4,285

Business (1) Sales & distribution of mobile phones

(2) Brokering of telecommunication services incl. broadband access & optical fibers

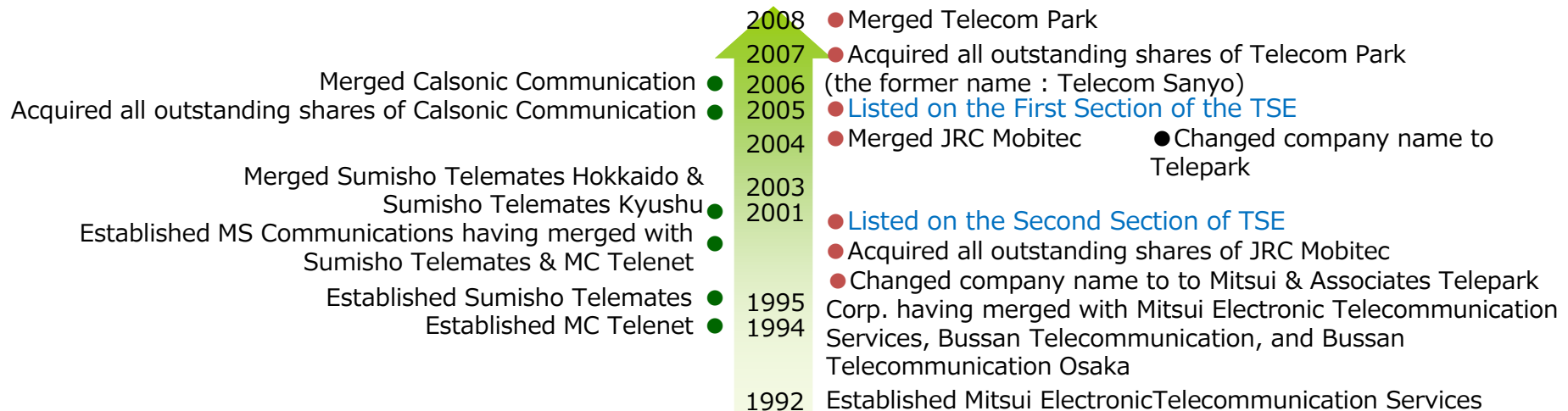
(3) Prepaid settlement services, overseas business & others

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

Related companies: Two domestic companies and a company in Singapore

April 2017: Set up Present Management

October 2008: Newly-established T-Gaia Corporation

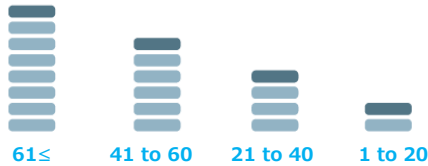


MS Communication Company, Limited

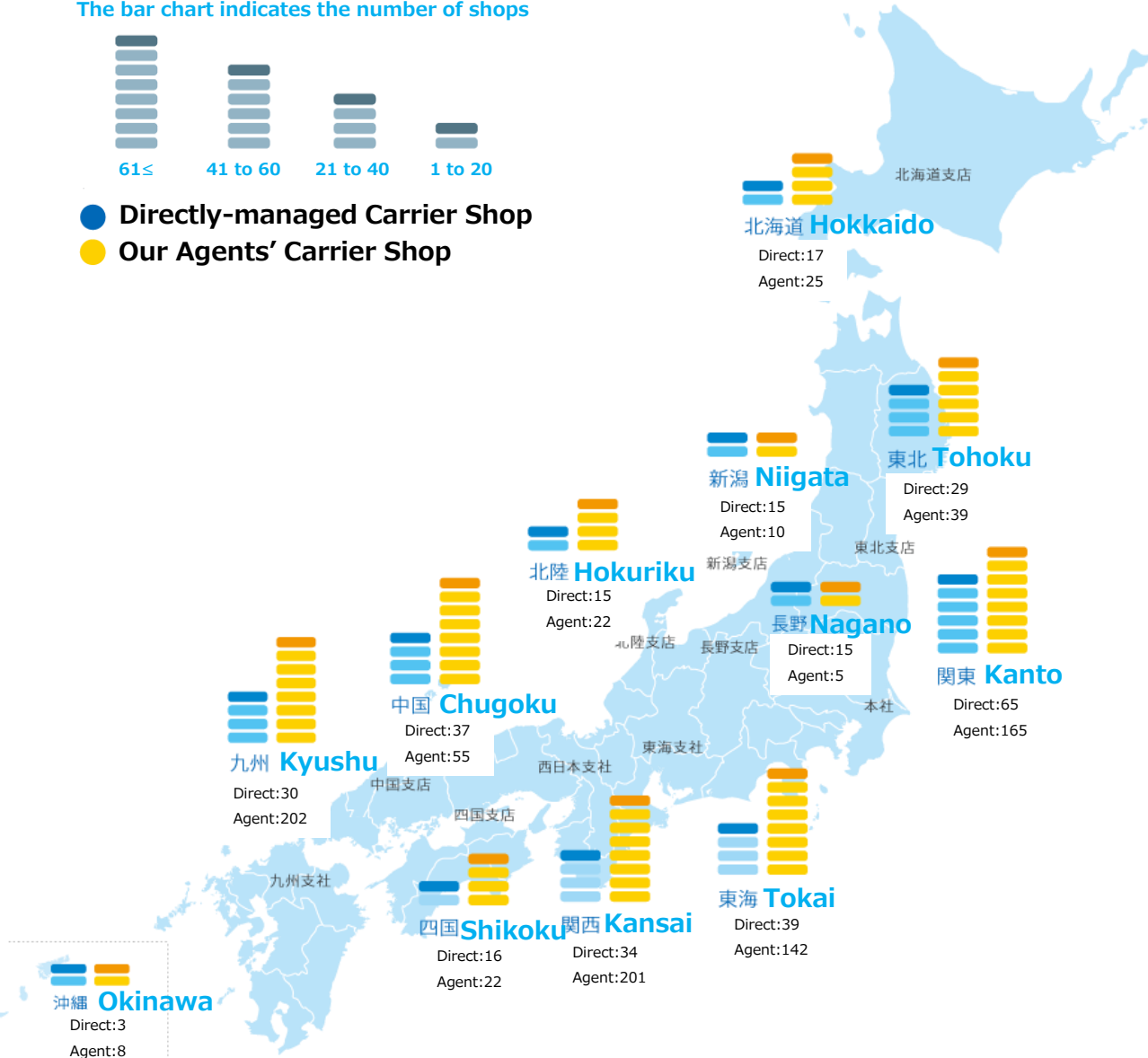
Telepark Corporation

Distribution Map of Our Domestic Sales Channel by Area

The bar chart indicates the number of shops



- Directly-managed Carrier Shop
- Our Agents' Carrier Shop

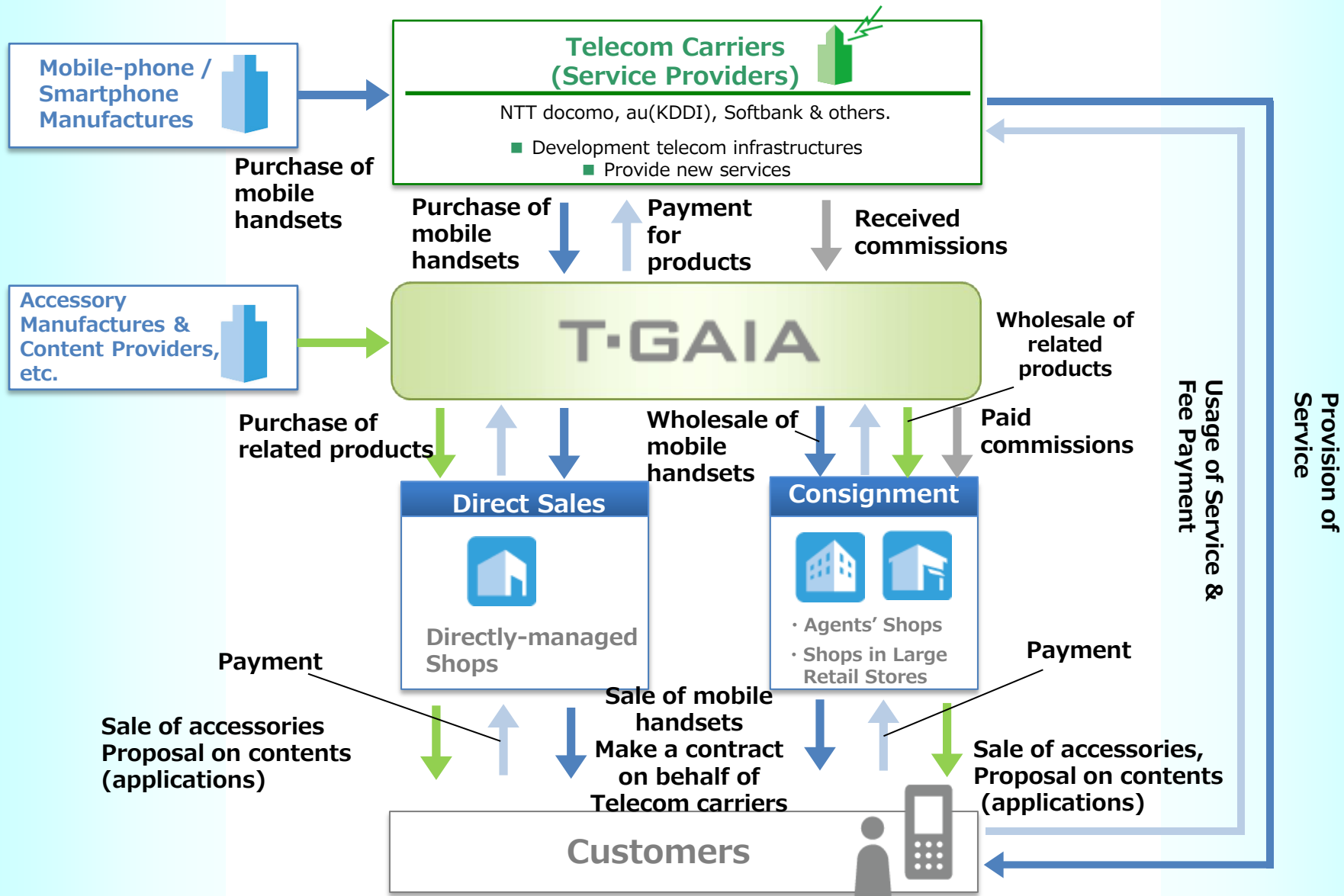


Total Number of Shops by Carriers ()=directly-managed shop by T-Gaia

| | |
|-----------------------|-----|
| ● docomo Shop | 281 |
| (including 171) | |
| ● au Shop | 421 |
| (including 81) | |
| ● Softbank Shop | 430 |
| (including 37) | |
| ● Y! Mobile shop | 34 |
| (including 2) | |
| ● UQ Spot | 30 |
| (including 9) | |
| ● Rakuten Mobile Shop | 15 |
| (including 15) | |

Total 1,211
(incl. Directly-managed Shop 315)
(As of March. 31, 2018)

Business Model ①: Mobile-Phone Business



Business Model ②: Enterprise Solution Business

