



**T·GAIA**

**10<sup>th</sup>**

ANNIVERSARY

**Supplementary Materials on Consolidated  
Financial Results for the 1Q of the FY  
ending March 2019**

**(Three months ended June 30, 2018)**

**July 31, 2018**

**T-Gaia Corporation / TSE 3738**

# Corporate Outline : History

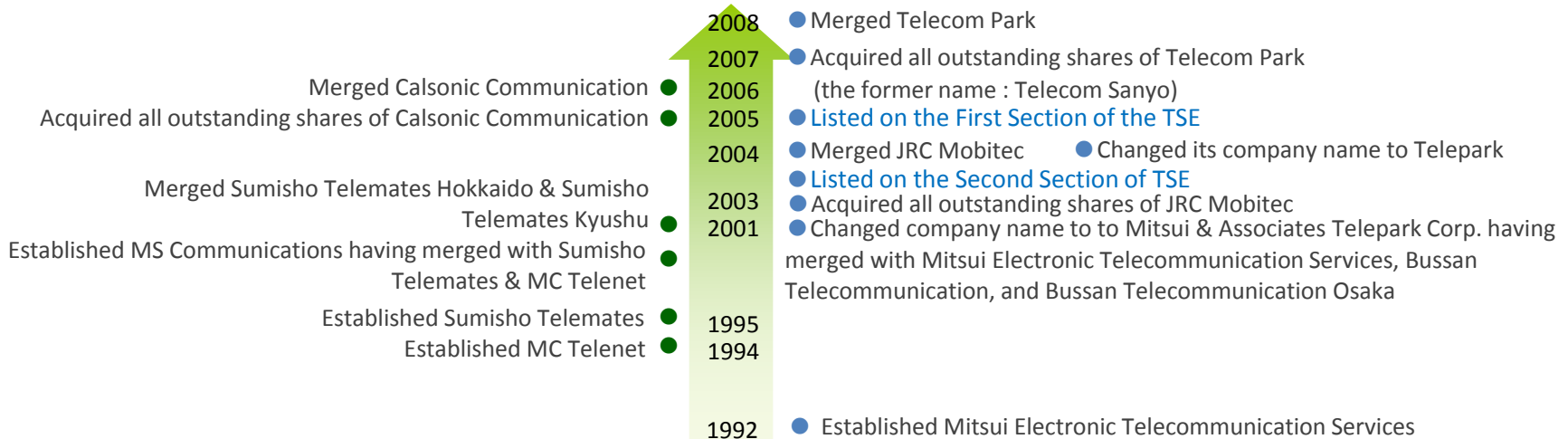
(As of end of June/March  
2018)



- Head Office : Ebisu Neonato 14-18F, 4-1-18, Ebisu, Shibuya-ku, Tokyo
- Capital : 3,154 million yen
- No. of Employees : 4,501
- 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

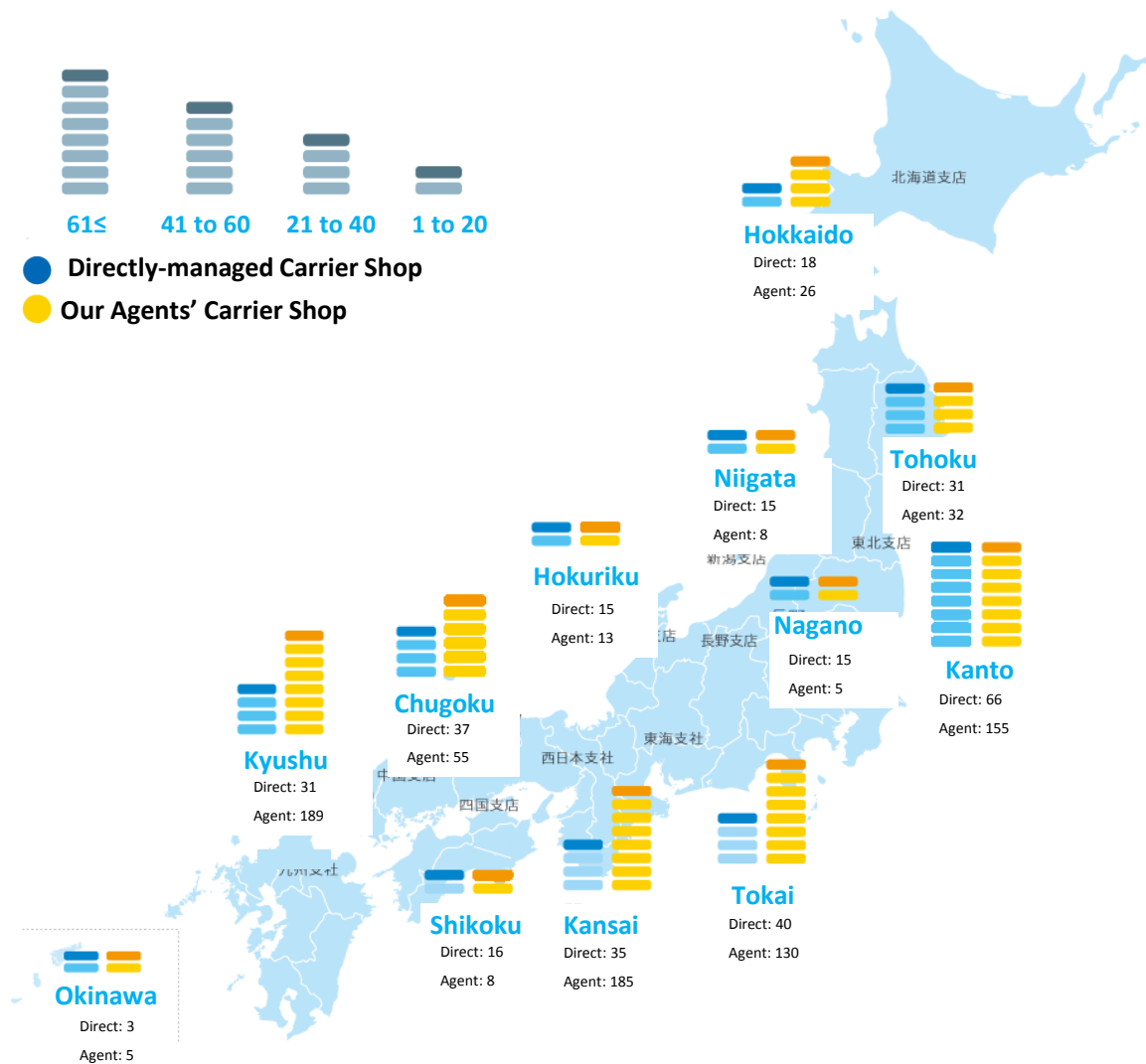
## April 2017: Set up Present Management

## October 2008: The Establishment of T-Gaia Corporation



# Distribution Map of Our Domestic Sales Channel by Area

The bar chart indicates the number of shops



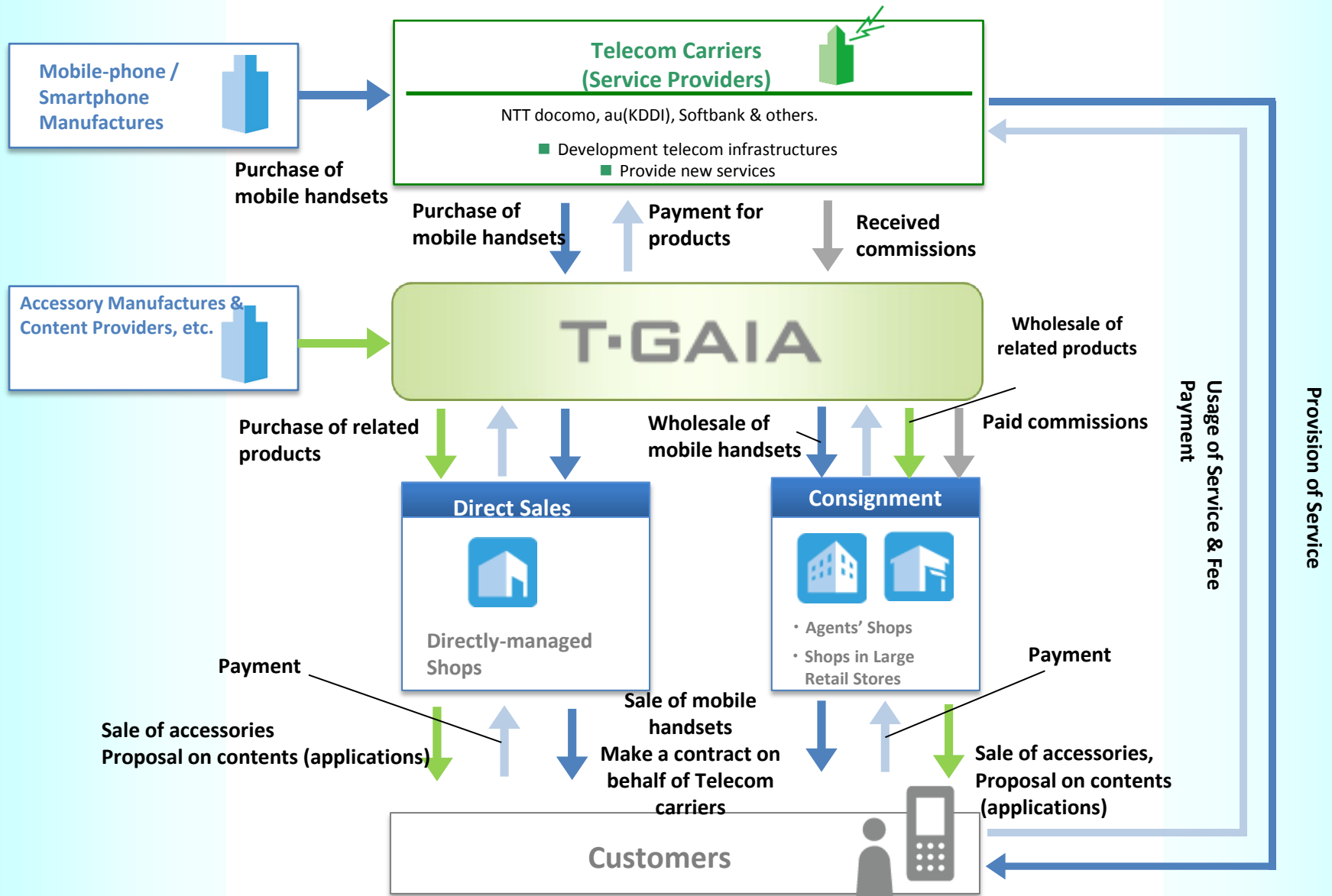
## Total Number of Shops by Carriers ( )=directly-managed shop by T-Gaia

● docomo Shop	281
(including 173)	
● au Shop	420
(including 83)	
● Softbank Shop	350
(including 38)	
● Y! Mobile shop	34
(including 2)	
● UQ Spot	31
(including 9)	
● Rakuten Mobile Shop	17
(including 17)	

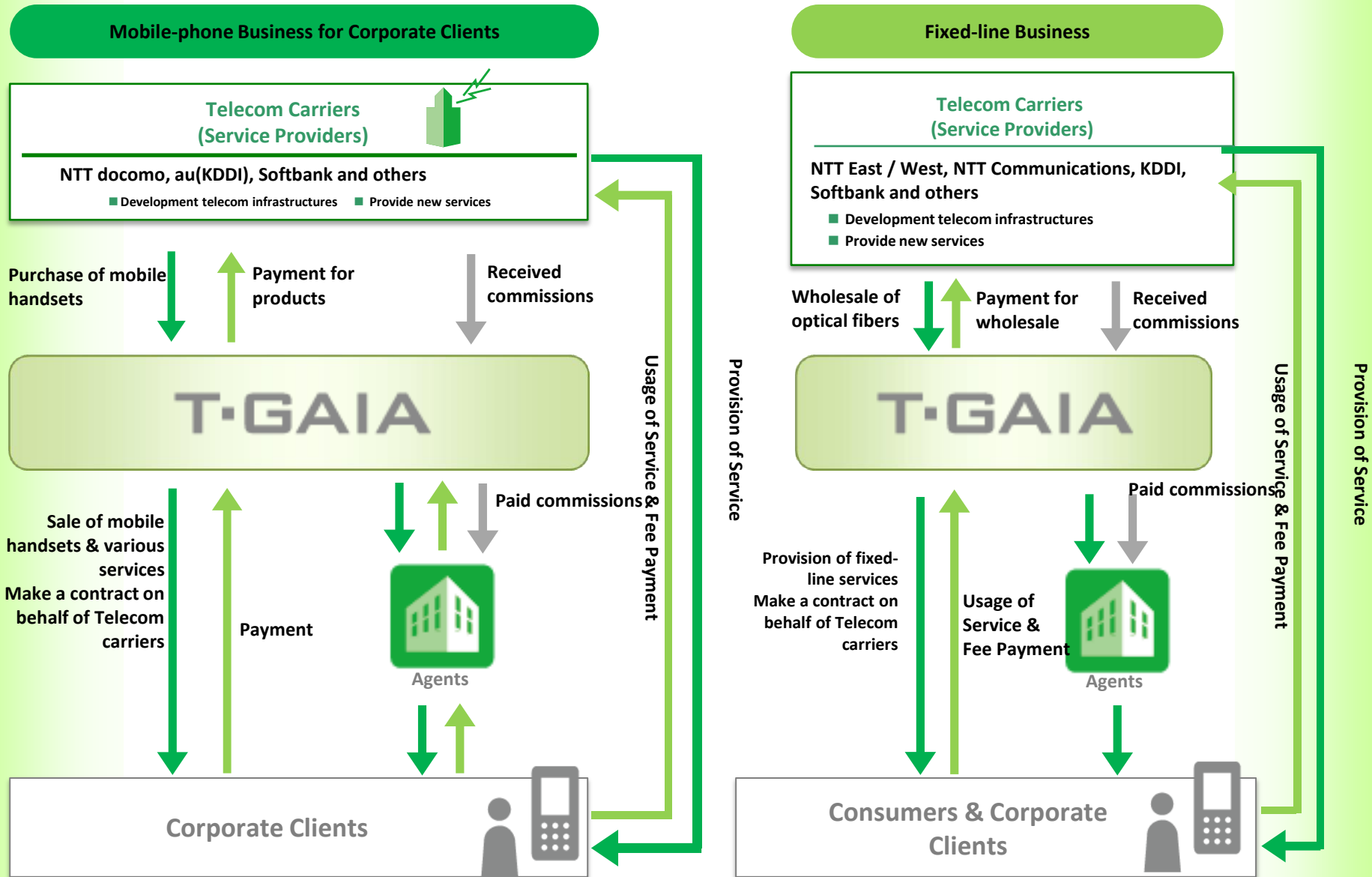
**Total 1,133**  
(incl. Directly-managed Shop 322)

(As of June 30, 2018)

# Business Model ①: Mobile Telecom Business



# Business Model ②: Enterprise Solution Business 5



# Business Model ③: Settlement Service Business 6

