

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

(Six months ended September 30, 2018)

November 8, 2018

**T-Gaia Corporation / TSE 3738** 

## **Corporate Outline : History**

(As of end of Sep. 2018)



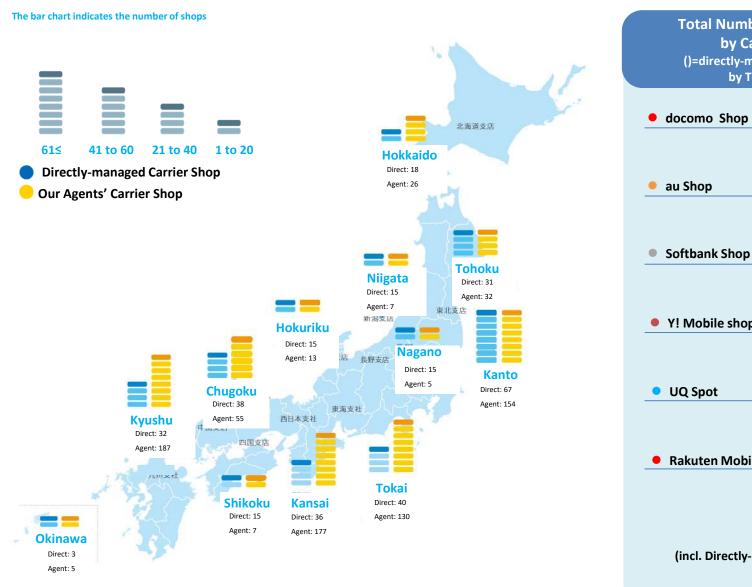
- Head Office: Ebisu Neonato 14-18F, 4-1-18, Ebisu, Shibuya-ku, Tokyo
- Capital: 3,154 million yen
- No. of Employees: 4,469
- Business (1) Sales & distribution of mobile phones
  - (2) Brokering of telecommunication services incl. broadband access & optical fibers
  - (3) Prepaid settlement services, 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

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	2008 2007 2006 2005 2004 2003 2001	<ul> <li>Merged Telecom Park</li> <li>Acquired all outstanding shares of Telecom Park         (the former name: Telecom Sanyo)</li> <li>Listed on the First Section of the TSE</li> <li>Merged JRC Mobitec</li> <li>Changed its company name to Telepark</li> <li>Listed on the Second Section of TSE</li> <li>Acquired all outstanding shares of JRC Mobitec</li> <li>Changed company name to to Mitsui &amp; Associates Telepark Corp. having merged with Mitsui Electronic Telecommunication Services, Bussan Telecommunication, and Bussan Telecommunication Osaka</li> </ul>
	1992	Established Mitsui Electronic Telecommunication Services

### Distribution Map of Our Domestic Sales Channel by Area



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

281

(including 173)

417

(including 85)

347

(including 40)

Y! Mobile shop

35

(including 2)

32

(including 9)

Rakuten Mobile Shop

17

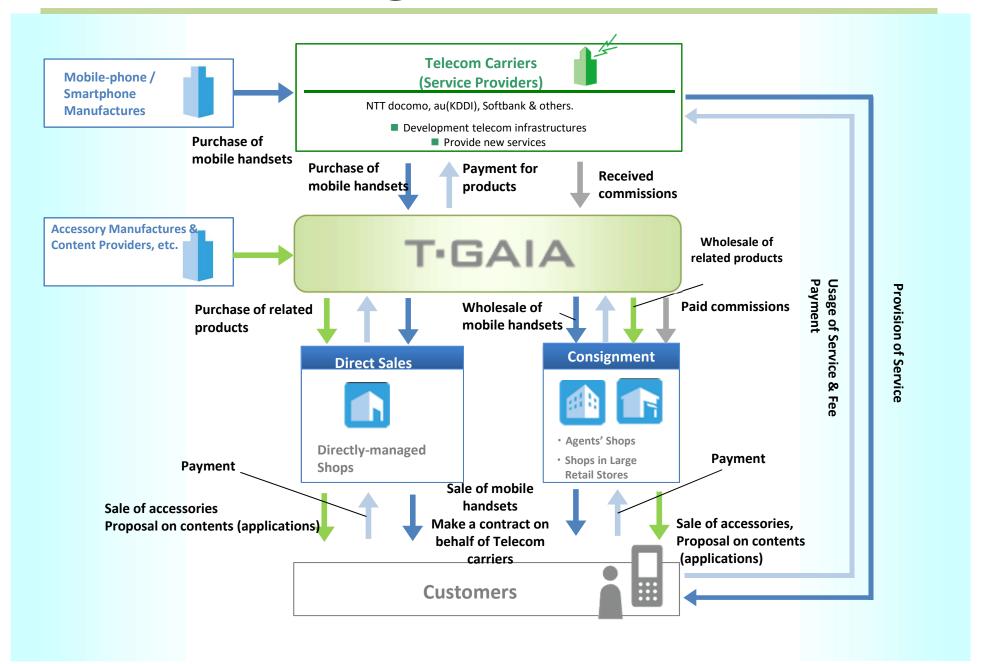
(including 17)

Total 1,129

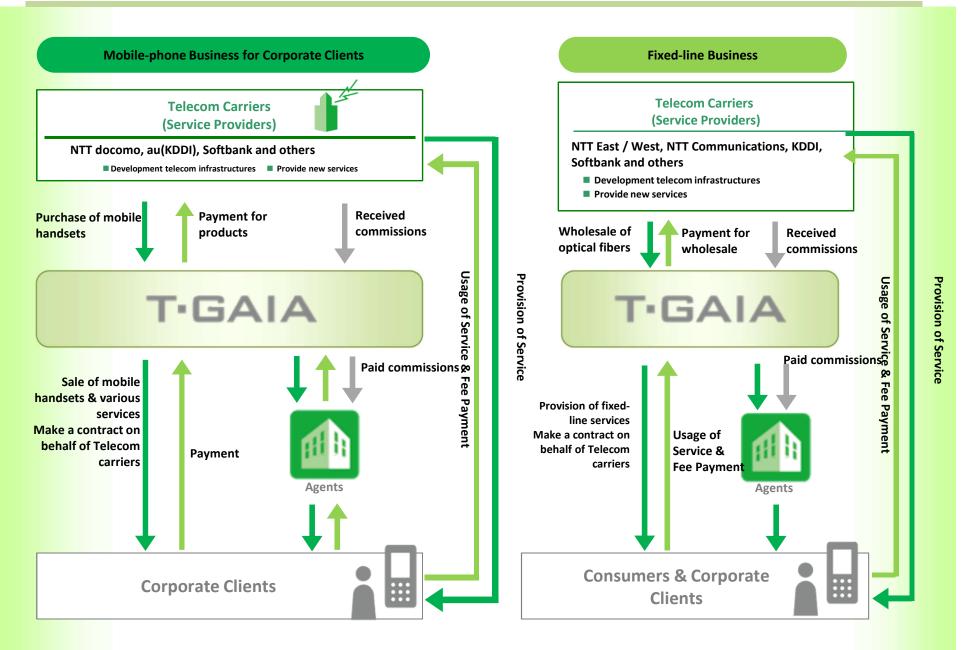
(incl. Directly-managed Shop 326)

(As of Sep. 30, 2018)

# **Business Model 1: Mobile Telecom Business**



# **Business Model 2: Enterprise Solution Business 5**



# **Business Model 3: Settlement Service Business 6**

