

eAccess Ltd. (9427)

1st Quarter Results FY3/2013
(4/2012 ~ 6/2012)



August 8, 2012

Growth Strategy 2015 Progress

1st Quarter Results

Platinum Band

Growth Strategy 2015 Progress

1st Quarter Results

Platinum Band

Growth Strategy Progress (2012-2015)

Strengthen MBB core business

- Launch LTE service
- Channel expansion
- Branding
- Retention
- ARPU Enhancement

2012~2013

Step 1
Strengthen Mobile Broadband

Subscribers: 4.5 million

2013~2015

Step 2
Smart Phone

Subscribers: 6.6 million

LTE Launch

✓ Launched LTE services on March 15, 2012

GL01P
3/15/2012



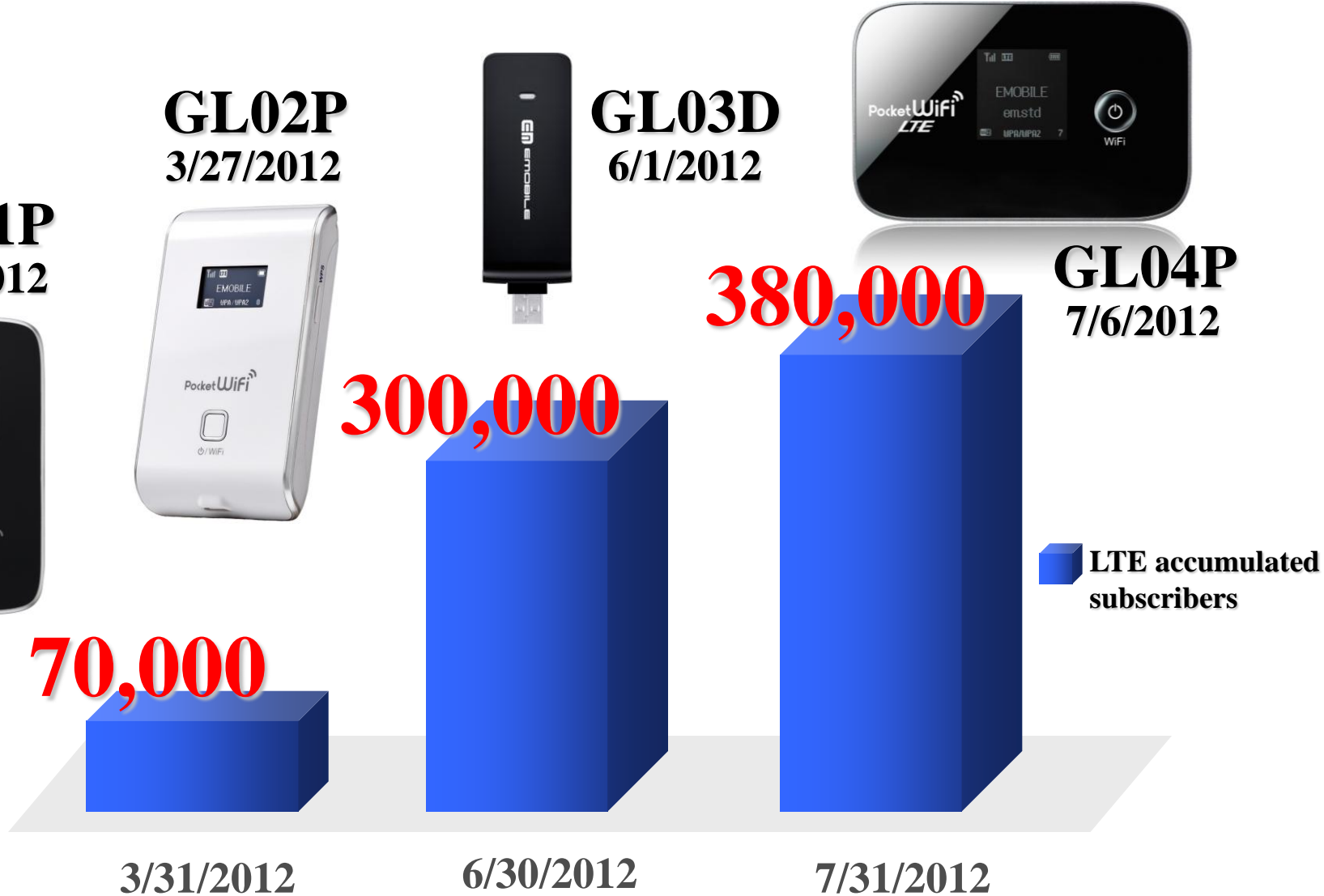
GL02P
3/27/2012



GL03D
6/1/2012



GL04P
7/6/2012



Competitive LTE Products


✓ Competitive advantages of our newly launched LTE product GL04P

	EMOBILE	Company A	Company B
LTE UE Category	Category 4	Category 3	Category 3
Usage Time	9 hours (LTE)	4 hours (LTE)	3.5 hours
Stand-by Time	380 hours	160 hours	27 hours
Weight	140g	89g	110g
Multiple Connections	Up to 10	Up to 10	Up to 10

Source: Company publicly available information (As of July 2012)

High Product Evaluation

- ✓ Achieved highest product evaluation among mobile broadband routers

	NTT docomo L-09C (Score out of 5)	SoftBank ULTRA WiFi 4G (101SI)	 EMOBILE Pocket WiFi LTE (GL01P)
Reviewer A	3	4	5
Reviewer B	3	4	5
Reviewer C	4	3	5

Competitive Pricing

✓ **EMOBILE LTE offers the most competitive unlimited pricing plan**

Technology

Network Speed
(downlink/uplink)

Monthly Charge

EMOBILE

LTE

75M/25M
(Limited areas)

3,880 yen

Company A

LTE

75M/25M
(Limited areas/indoor)

6,510 yen*
(charge 2,625 yen per 2GB
after exceeding 7GB)

Company B

AXGP

76M/10M

3,880 yen**
(charge 2,625 yen per 2GB
after exceeding 5GB)***

* Price after October 2012. Monthly charge is based on monthly fee+ISP fee.

Campaign prices are applied until September 2012

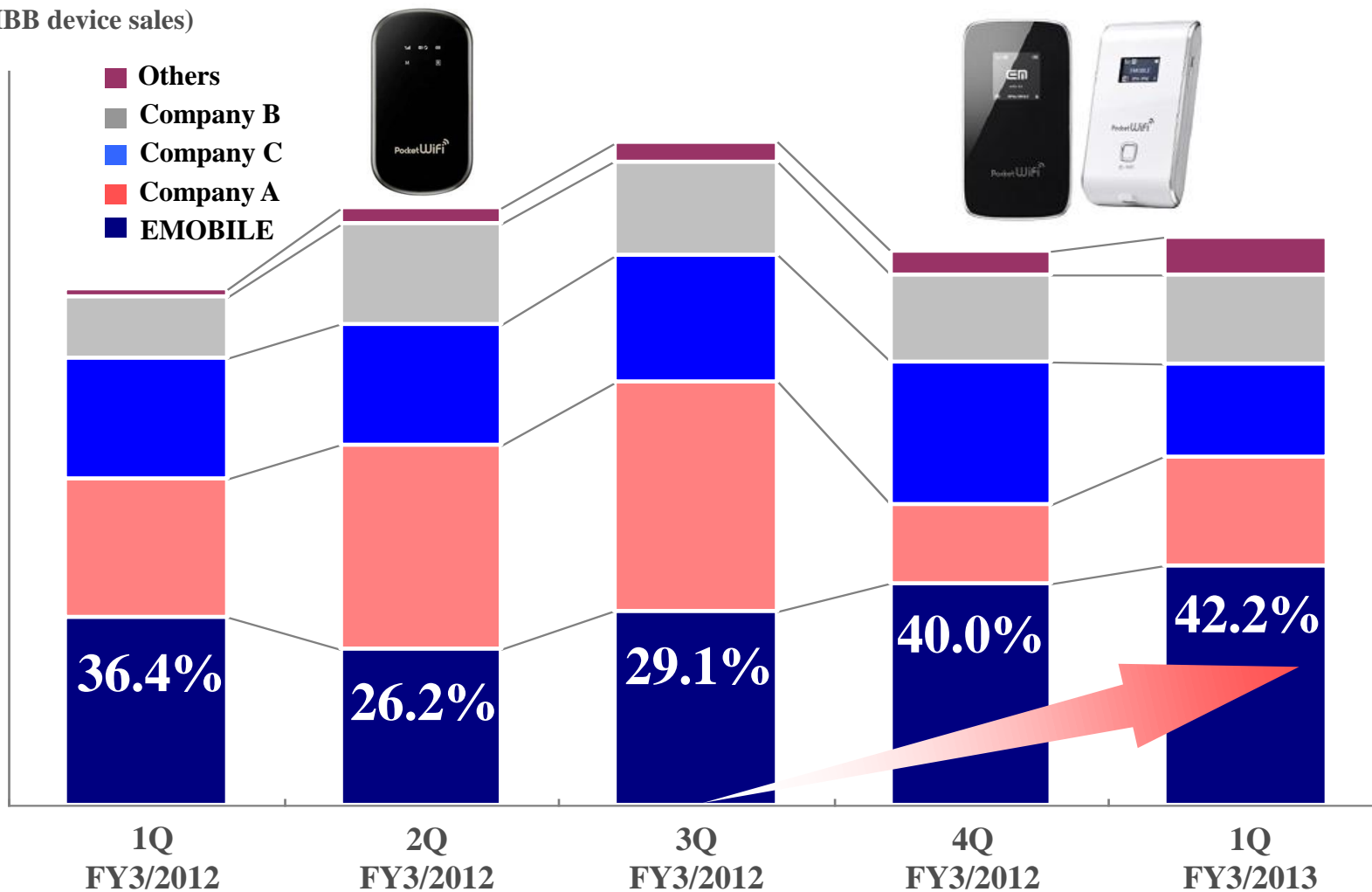
** Campaign price

*** After October 2012

Market Share Recovery

✓ Market recovery in mobile broadband share after LTE launch

(No. of MBB device sales)



* Weekly device sales share

Source: Company estimation based on GfK weekly report

LTE Area Expansion

- ✓ Launched EMOBILE LTE service on March 15, 2012
- ✓ Cover 99% area of ‘Tomeihan’* area as of June 2012
- ✓ Plan to expand coverage to 99% of all government-ordinance-designated cities and prefectural capitals by March 2013

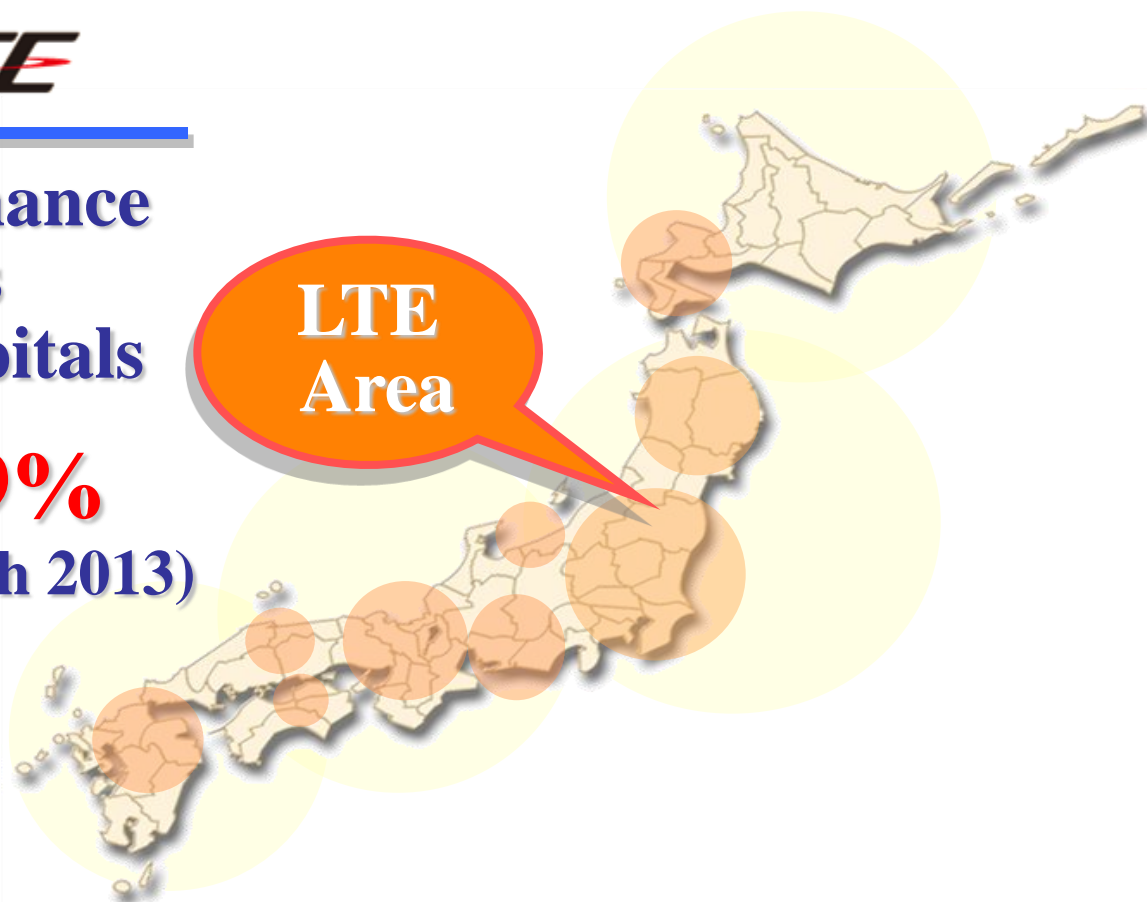
EMOBILE LTE

**All government-ordinance
-designated cities
& All prefectural capitals**

54%
(June 2012)



99%
(March 2013)



* ‘Tomeihan’ includes Tokyo, Nagoya, and Osaka. 99% area coverage of EMOBILE LTE is in major cities of ‘Tomeihan’.

EMOBILE Shop Expansion

- ✓ Number of shops increased to 104 as of June 2012
- ✓ Expand EMOBILE shops to enhance direct customer interface
- ✓ Adopt “franchise” method to roll out new shops

**Shijo
Kawaramachi,
Kyoto**



**Ebisu,
Tokyo**

**Roppongi,
Tokyo**

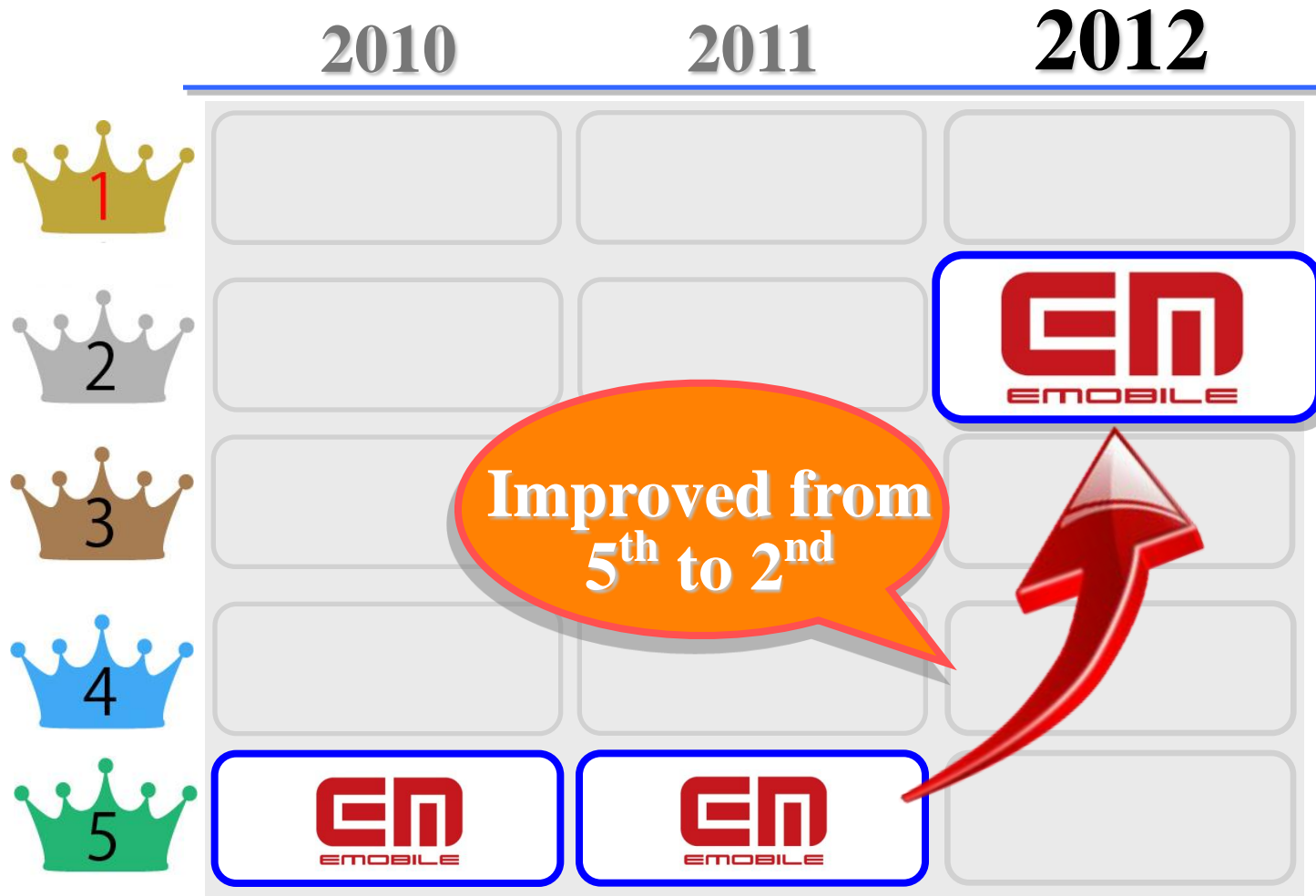


76 as of March 2012

104 as of June 2012

Improving Customer Satisfaction

- ✓ Strong improvement in recent external customer satisfaction survey



Source: Nikkei Business Publications *After-sale service survey in mobile and PHS operators* July 26, 2010, July 25, 2011 and July 30, 2012

Growth Strategy 2015 Progress

1st Quarter Results

Platinum Band

1st Quarter Result Highlights

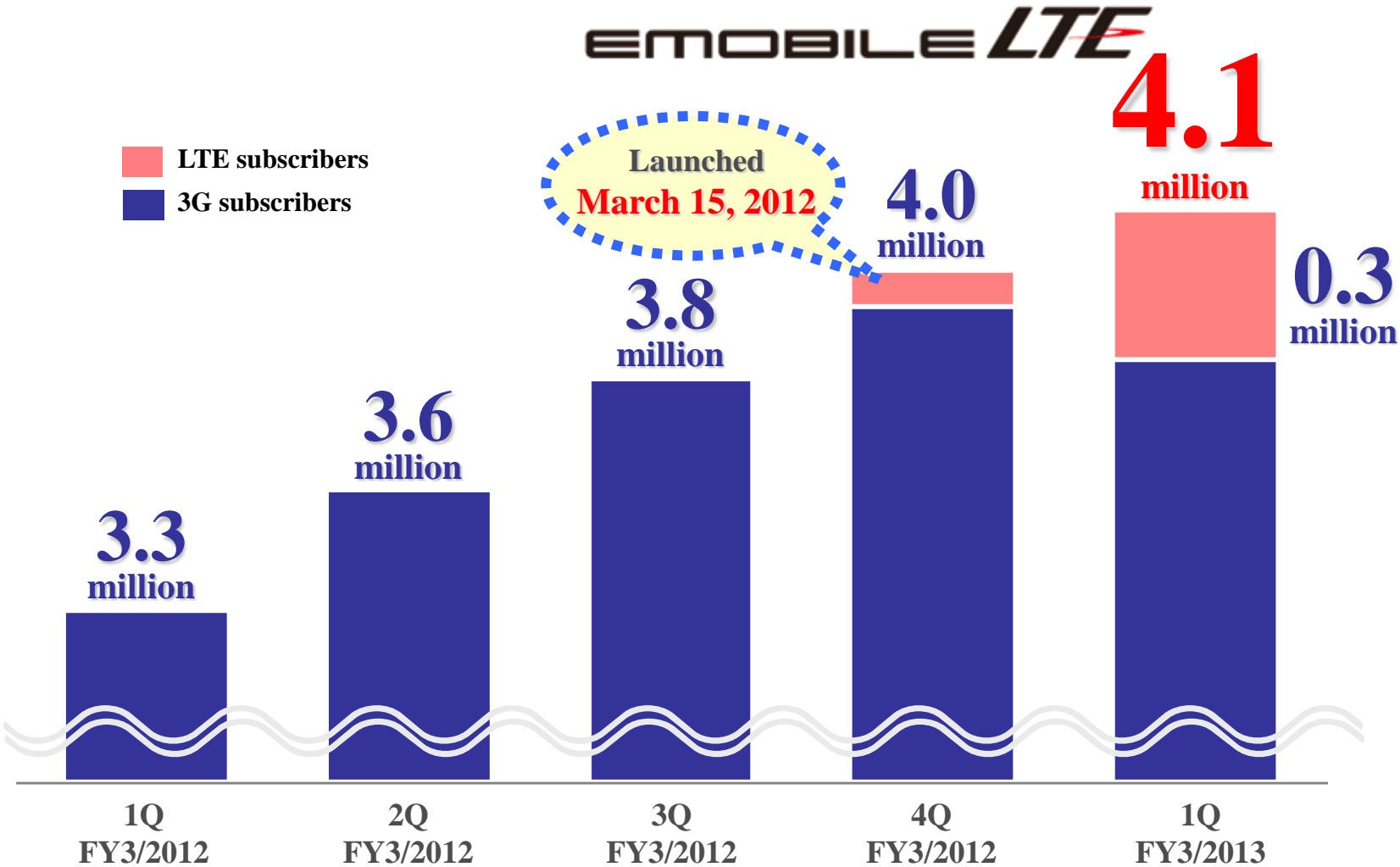
Market share recovery after LTE launch

Decline in 1Q profit in-line with expectation

Stable ARPU and decline in monthly churn

Mobile Broadband Subscribers

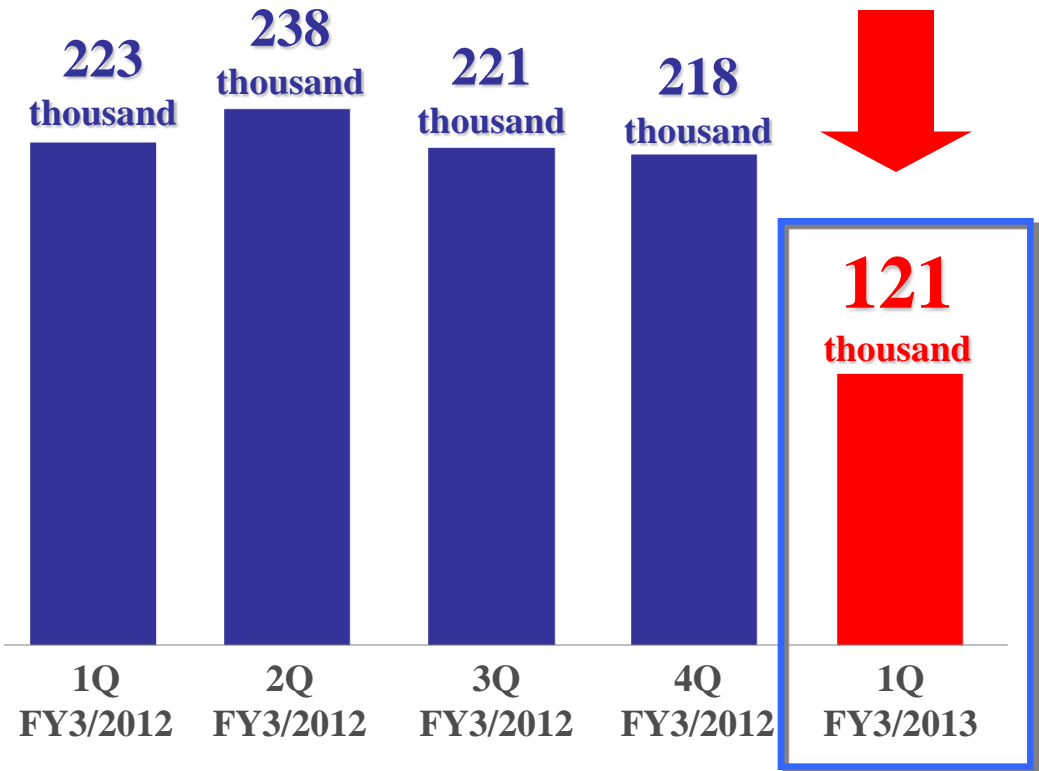
✓ **EMOBILE** mobile broadband subscribers increased 24% YoY to 4.1 million



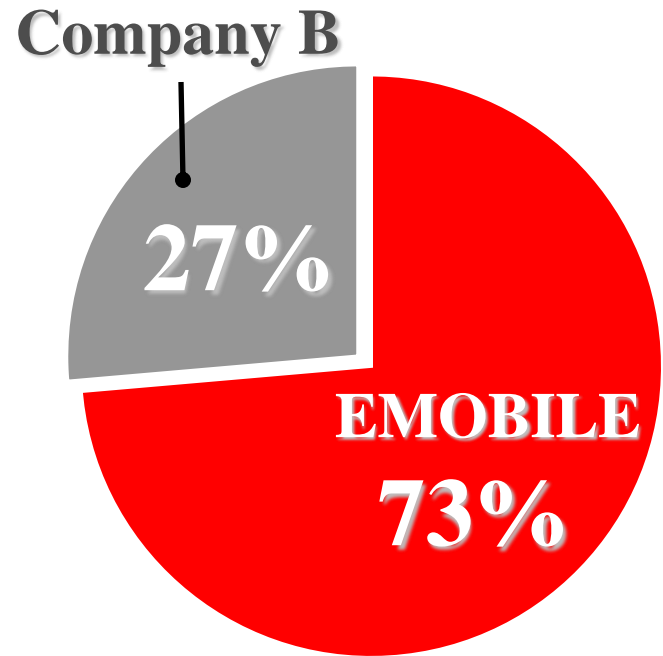
Improving EMOBILE Brand Net Addition

- ✓ Expected decline in (non-EMOBILE brand) MVNO net addition from 1Q
- ✓ EMOBILE net addition mix accounted for 73% in 1Q

Stop providing MVNO
to other carrier's
new services



Composition of Net Addition
in 1Q

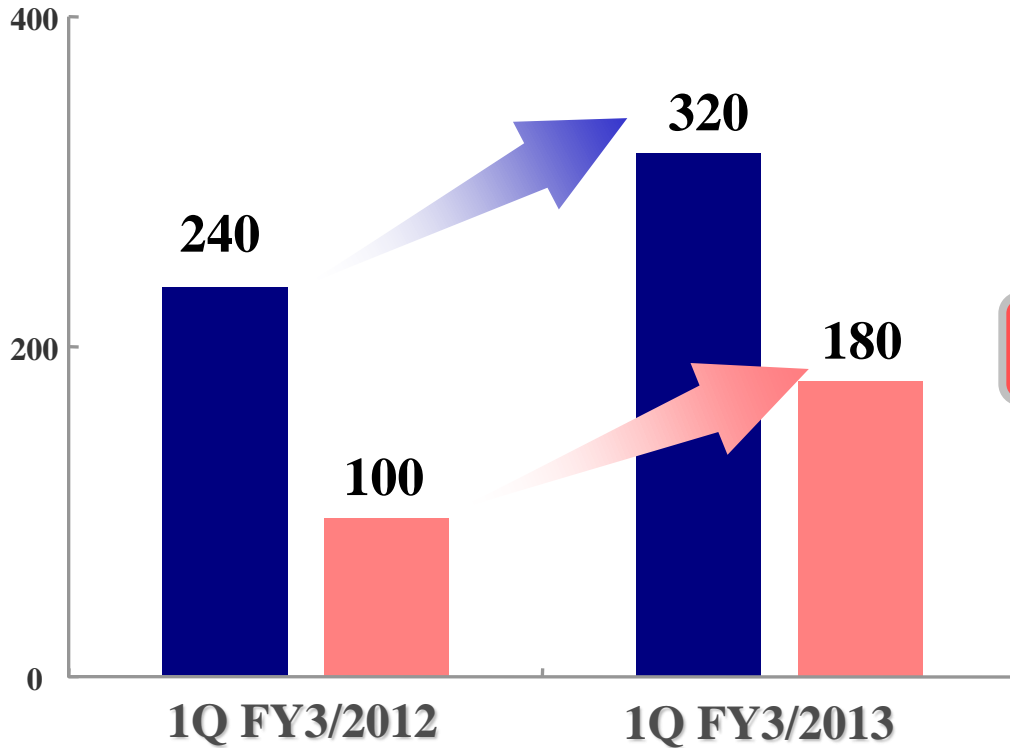


Value-added Services

- ✓ Provide value-added services to enhance ARPU
- ✓ Subscribers of customer support service increased 34% YoY and 86% YoY for security services

■ Customer Support Service
■ Security Service

(thousand)



Premium Customer Support

Service	Monthly Charge
EM Wide Support	525 Yen
Remote Support	315 Yen



Security Services

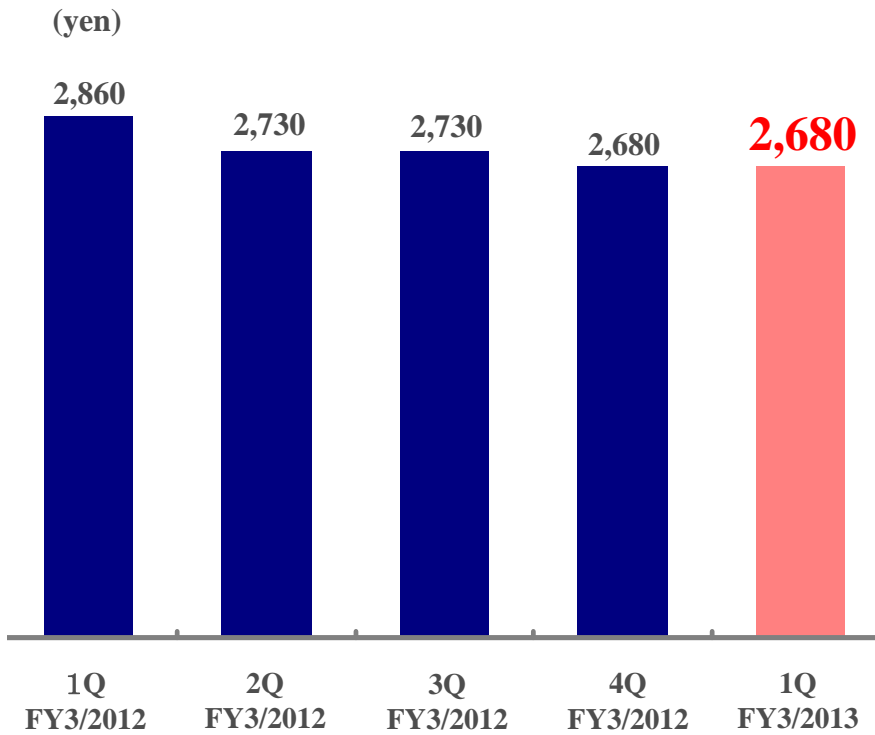
Service	Monthly Charge
EM Security	498 Yen
EM Security for Android	315 Yen



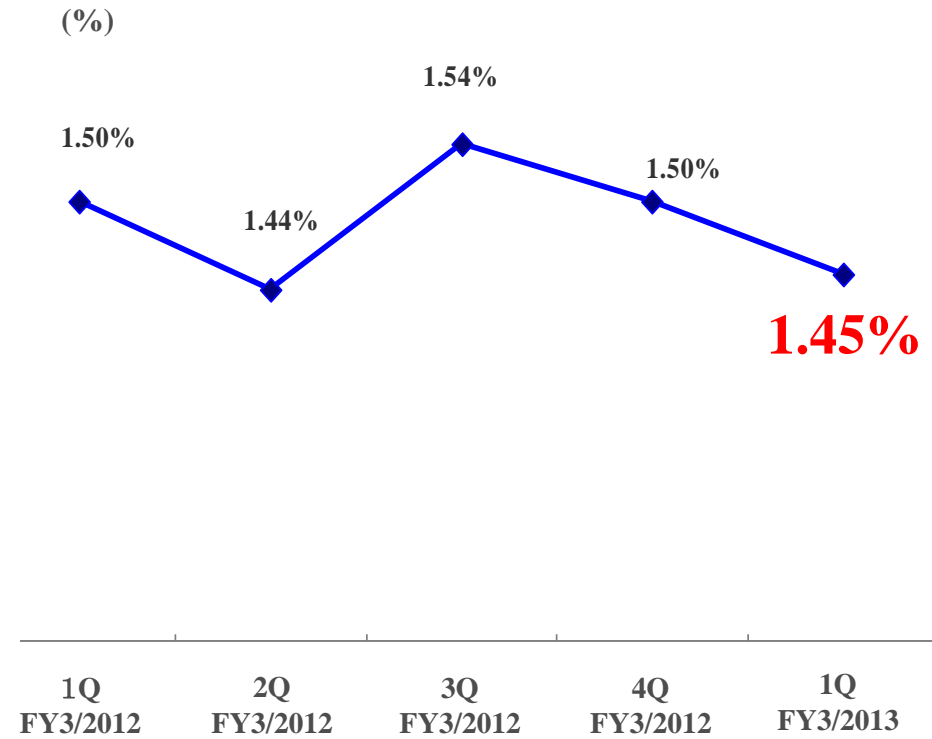
Stable ARPU & Lower Monthly Churn

- ✓ ARPU stabilized in 1Q due to change in subscriber mix
- ✓ Mobile average monthly churn continued to improve in 1Q

Quarterly ARPU Trend



Average Monthly Churn (Quarterly base)



Financial Results

- ✓ Mobile revenue increased by 26% YoY, offsetting 20% decline in fixed-line revenue
- ✓ Profit declined YoY mainly due to expected increase in mobile marketing expenses

(billion yen)	1Q FY3/2012 (Actual)	1Q FY3/2013 (Actual)	YoY (%)	Full Year Forecast
Revenue	47.6	54.4	14%	250.0
Mobile	35.5	44.8	26%	215.0
Fixed Line	12.1	9.6	- 20%	35.0
Operating Profit	6.5	4.2	- 36%	26.0
Mobile	2.5	1.3	- 49%	17.0
Fixed Line	4.0	2.9	- 28%	9.0
<i>Operating Margin</i>	<i>14%</i>	<i>8%</i>	<i>- 6pts</i>	<i>10%</i>
EBITDA	15.7	14.5	- 8%	66.0
Mobile	10.5	10.8*	+ 3%	54.0
<i>(Non-recurring cash income)</i>	<i>(0.0)</i>	<i>(0.9)</i>	-	<i>(3.8)</i>
Fixed Line	5.2	3.7	- 29%	12.0
<i>EBITDA Margin</i>	<i>33%</i>	<i>27%</i>	<i>- 6pts</i>	<i>26%</i>
Recurring Profit	3.2	1.4	- 57%	15.0
Income tax expense	- 0.0	- 0.1	-	- 1.3
Net Income	3.2	1.5	- 54%	13.5

* EBITDA=Operating profit + Depreciation and amortization + Loss on inventory valuation + Depreciation included in R&D expenses
+ Material items of cash income in the non-operating profit & non-recurring profit

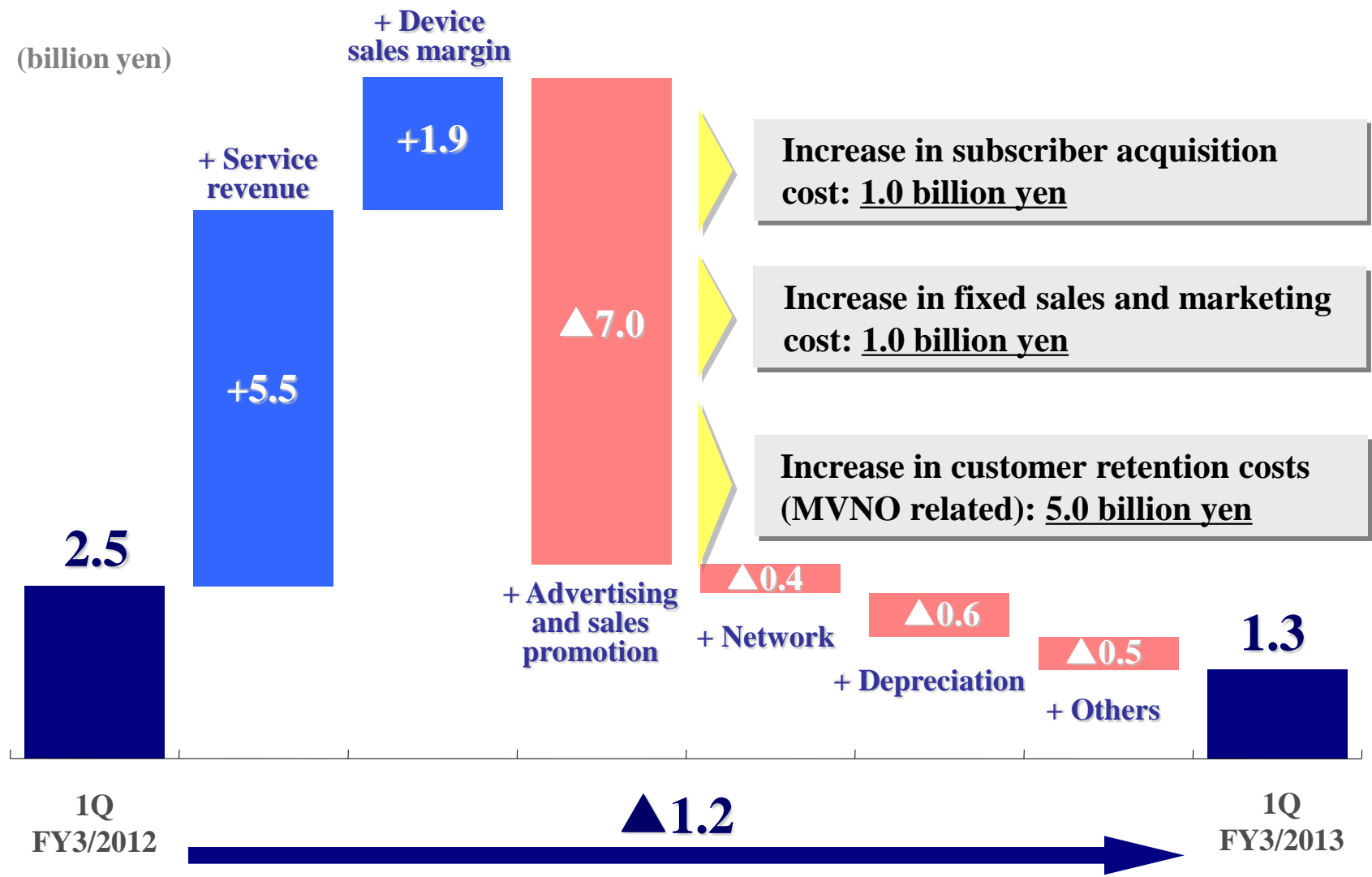
Cost Breakdown

- ✓ Operating profit margin declined from 3Q FY3/2012 due to increase in marketing expense in order to strengthen EMOBILE brand

	FY3/2012				FY3/2013
	1Q	2Q	3Q	4Q	1Q
(billion yen)					
Revenue	47.6	49.0	52.5	55.6	54.4
Operating expenses	41.1	42.1	46.9	50.2	50.3
Advertising and sales promotion	15.5	15.1	19.7	21.7	22.2
Device and related tools	2.2	2.7	3.1	4.4	3.9
Network	6.7	6.7	6.8	6.8	6.8
Depreciation and amortization	9.2	9.4	9.5	9.5	9.5
Outsourcing	2.5	2.7	2.6	2.6	2.6
Salaries and benefits	2.2	2.1	2.1	2.1	2.2
Others	2.9	3.3	3.2	3.0	3.0
Operating profit	6.5	6.9	5.6	5.4	4.2
<i>Margin</i>	<i>14%</i>	<i>14%</i>	<i>11%</i>	<i>10%</i>	<i>8%</i>

1Q Mobile Business Operating Profit YoY Comparison

✓ Mobile operating profit decreased by 1.2 billion yen YoY due to increase in advertising and sales promotion expense



Our Focus from 2Q to 4Q FY3/2013

1. Enhance ARPU

2. Improve churn rate

3. Profit margin improvement

Cash Flows

✓ Continuing improvement in net FCF despite decrease in EBITDA

(billion yen)	FY3/2012				FY3/2013
	6/2011	9/2011	12/2011	3/2012	6/2012
EBITDA*	15.7	16.4	15.2	15.2	14.5
CAPEX	- 8.0	- 6.2	- 10.7	- 8.3	- 7.3
Operating FCF	7.7	10.2	4.5	6.9	7.2
Interest	- 2.0	- 3.2	- 1.9	- 3.2	- 1.7
Tax	0.2	2.3	- 0.0	- 0.0	- 0.0
Dividend**	- 0.7	- 0.8	- 0.7	- 0.7	- 0.7
Net FCF	5.2	8.5	1.9	3.0	4.8

* EBITDA=Operating profit + Depreciation and amortization + Loss on inventory valuation + Depreciation included in R&D expenses
+ Material items of cash income in the non-operating profit & non-recurring profit

** Plan to pay quarterly dividend of 200 yen per share for FY3/2013

Balance Sheet

- ✓ Net debt continued to decline
- ✓ Maintained leverage ratio at below 3.0X

	FY3/2012				FY3/2013
	6/2011	9/2011	12/2011	3/2012	6/2012
(billion yen)					
Cash	38.1	44.8	45.9	40.1	37.5
Debt	242.4	237.3	232.7	226.3	222.4
Net Debt	204.3	192.5	186.7	186.3	184.9
Net Assets	74.3	78.2	75.5	86.4	86.6
Net Debt/Net Assets	2.75X	2.46X	2.47X	2.16X	2.13X
EBITDA (LTM)*	64.4	66.3	65.2	62.4	62.0
Net Debt/EBITDA	3.17X	2.90X	2.86X	2.99X	2.98X

* EBITDA for the purpose of Net Debt/EBITDA calculation included cash items in the non-operating profit & non-recurring profit

Growth Strategy 2015 Progress

1st Quarter Results

Platinum Band

Summary of 700MHz Band Allocation

- ✓ Plan to finance for CAPEX by long-term debt, i.e. ECA finance
- ✓ Migration cost to be covered by free-cash-flow and long-term facilities

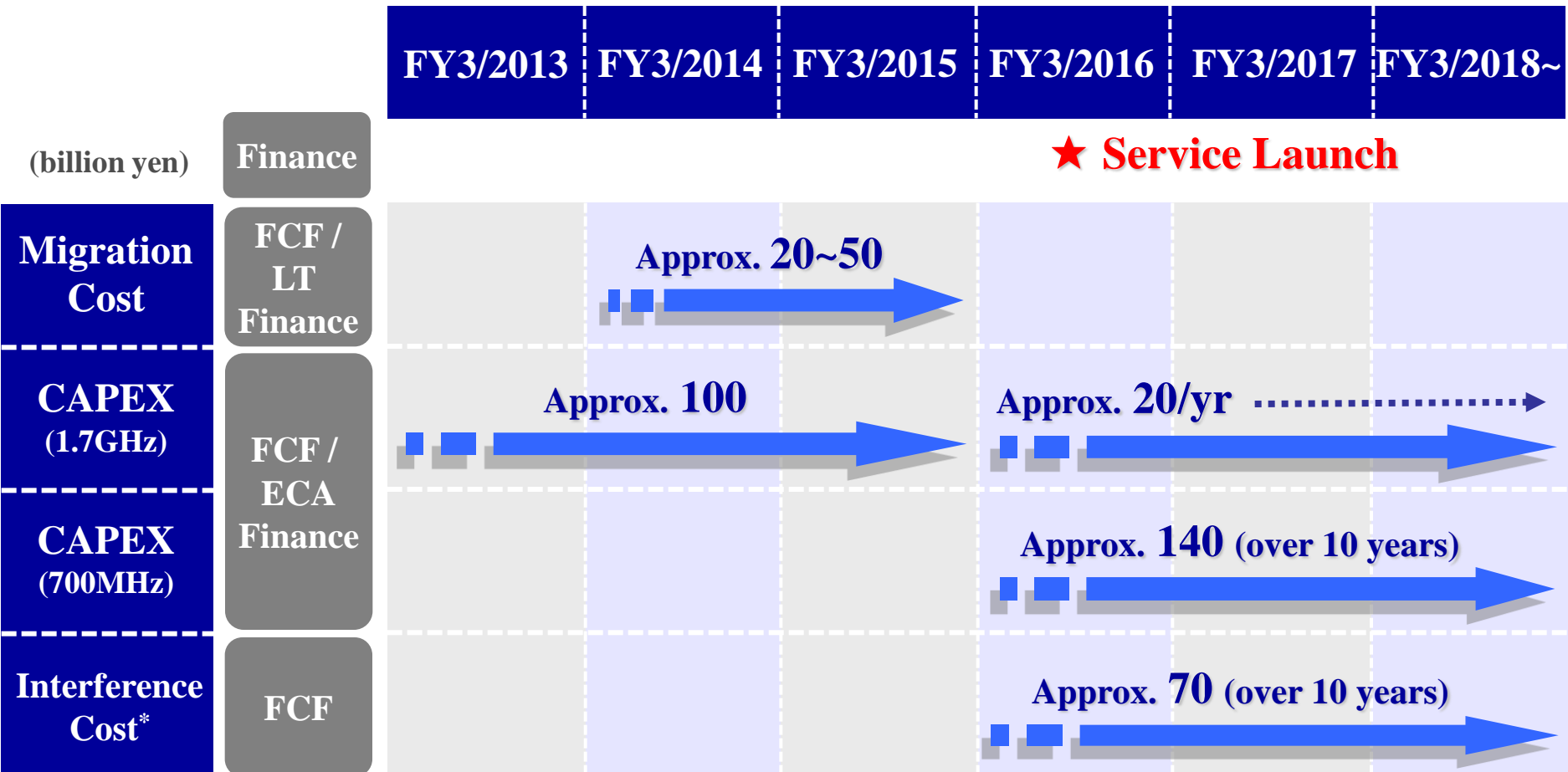
	Allocation / Cost	Timing	Financing
Spectrum allocated to each operator	10MHz x 2	After 2015	-
CAPEX	143.8 billion yen	FY2015~2025	FCF / ECA Finance *
Migration cost** per operator	20~50 billion yen	FY2013~2014	FCF / LT Finance (e.g. bond)
TV Interference Support costs	68.6 billion yen	FY2015~2025	FCF

* ECA (Export Credit Agency) finance

** Cost to migrate FPU (Remote Pickup for TV broadcast) and wireless microphone

Schedule of Expenditures Related to 700MHz Band

- ✓ Plan to start migration process with other 2 carriers
- ✓ Expect to start 700MHz CAPEX from FY3/2016



* Costs associated with interference with TV preamplifier

【Reference】 Total CAPEX & Expenditures including 700MHz Band investment (Preliminary Estimates)

(billion yen)	FY3/2013	FY3/2014	FY3/2015	FY3/2016	FY3/2017	FY3/2018~
Migration Cost*		18	18			
CAPEX (1.7GHz)	45	30	25	20	20	20
CAPEX** (700MHz)				14	14	14
Interference Cost**				7	7	7
Total Estimated Cost	45	48	43	41	41	41

* Middle amount of the range of 20-50 billion yen equally over 2 years

** Average over 10 years

APPENDIX

Operational KPI

		1Q FY3/2012 (Actual)	2Q FY3/2012 (Actual)	3Q FY3/2012 (Actual)	4Q FY3/2012 (Actual)	1Q FY3/2013 (Actual)	FY3/2013 (Forecast)
Mobile	Subscribers	3,341,000	3,579,000	3,800,000	4,017,000	4,137,800	4,500,000
	ARPU (yen)	2,860	2,730	2,730	2,680	2,680	2,800
	Monthly churn rate	1.50%	1.44%	1.54%	1.50%	1.45%	1.60%
	SAC (yen)*	9,000	16,000	12,000	14,000	15,000	16,000
<hr/>							
ADSL	Subscribers	1,839,000	1,744,000	1,661,000	1,565,000	1,461,000	1,200,000
	ARPU (yen)	2,009	2,006	1,998	1,992	1,987	2,000
	Monthly churn rate	2.04%	2.14%	1.97%	2.32%	2.53%	2.40%
	SAC (yen)*	7,500	7,000	6,000	7,000	7,500	6,500

* Mobile SAC: Including variable costs only (retroactively adjusted for FY3/2012)

** Figures in this page are rounded and provided for reference purposes

Supplemental Information (Company)

【Profit & Loss】

(in million yen)

Mobile Business	Fiscal Year 3/2012					Fiscal Year 3/2013	
	1Q (4-6/2011)	2Q (7-9/2011)	3Q (10-12/2011)	4Q (1-3/2012)	Full-year/ Year-end	1Q (4-6/2012)	Full-year/ Year-end (Forecast)
Revenue	35,548	37,529	41,669	45,323	160,069	44,797	215,000
Service revenue	28,286	29,215	31,244	32,555	121,299	33,810	-
Device revenue	7,262	8,314	10,424	12,769	38,770	10,987	-
Operating expense	33,054	34,375	39,727	43,277	150,432	43,521	198,000
Advertising and sales promotion	14,981	14,824	19,414	21,497	70,715	21,964	-
Device and related tools	2,083	2,669	3,036	4,383	12,170	3,912	-
Network	3,055	3,161	3,365	3,448	13,030	3,473	-
Depreciation and amortization	8,014	8,205	8,481	8,623	33,341	8,634	-
Outsourcing	1,703	1,954	1,883	1,940	7,480	1,976	-
Salaries and benefits	1,770	1,664	1,688	1,668	6,791	1,753	-
Others	1,447	1,898	1,860	1,718	6,906	1,808	-
Operating profit	2,495	3,154	1,942	2,046	9,637	1,276	17,000
Operating margin (%)	7.0%	8.4%	4.7%	4.5%	6.0%	2.8%	7.9%
EBITDA	10,509	11,445	10,473	10,907	43,333	10,834	54,000
EBITDA margin (%)	29.6%	30.5%	25.1%	24.1%	27.1%	24.2%	25.1%
Capital expenditures	7,842	5,727	9,818	6,275	29,662	6,782	41,000

Note: EBITDA=Operating profit + Depreciation and amortization + Loss on inventory valuation + Depreciation included in R&D expenses + Material items of cash income in the non-operating profit & non-recurring profit (FY3/2013 1Q: 887 million yen, Full Year Forecast: 3,800 million yen)

【Operational Information】

Mobile Business	Fiscal Year 3/2012					Fiscal Year 3/2013	
	1Q (4-6/2011)	2Q (7-9/2011)	3Q (10-12/2011)	4Q (1-3/2012)	Full-year/ Year-end	1Q (4-6/2012)	Full-year/ Year-end (Forecast)
Gross add subscribers (thousands)	369	389	393	397	1,548	299	-
Device upgrades (thousands)	42	59	101	90	292	68	-
Total (thousands)	411	448	494	487	1,840	367	-
Net add subscribers (thousands)	223	238	221	218	899	121	483
Accumulated subscribers (thousands)	3,341	3,579	3,800	4,017	4,017	4,138	4,500
ARPU (yen/month)	2,860	2,730	2,730	2,680	2,740	2,680	2,800
Churn rate (%/month)	1.50%	1.44%	1.54%	1.50%	1.50%	1.45%	1.60%
SAC (yen)	9,000	16,000	12,000	14,000	13,000	15,000	16,000

Note: SAC includes variable costs only (retroactively adjusted for FY3/2012)

Supplemental Information (Company)

【Balance Sheets】

(in million yen)

	Fiscal Year 3/2012					Fiscal Year 3/2013	
	1Q (4-6/2011)	2Q (7-9/2011)	3Q (10-12/2011)	4Q (1-3/2012)	Full-year/ Year-end	1Q (4-6/2012)	Full-year/ Year-end (Forecast)
Current assets	111,258	113,986	122,544	122,173	-	119,197	-
Cash and cash deposits	38,131	44,791	45,924	40,066	-	37,524	39,000
Other current assets	73,127	69,195	76,619	82,107	-	81,674	-
Fixed assets	227,640	223,535	219,957	229,020	-	225,839	-
Total Assets	340,196	338,759	343,679	352,312	-	346,096	-
Current liabilities	64,845	66,151	79,337	85,109	-	85,240	-
Current portion of long-term debt	43,283	43,905	45,230	45,294	-	47,339	-
Other current liabilities	21,562	22,246	34,107	39,815	-	37,901	-
Long-Term Liabilities	201,020	194,458	188,834	180,832	-	174,213	-
Long-term debt	199,409	189,387	183,235	180,546	-	171,177	-
Other long-term liabilities	1,611	5,071	5,599	286	-	3,036	-
Total Liabilities	265,865	260,609	268,170	265,941	-	259,453	-
Shareholders' equity	75,504	78,670	76,362	85,277	-	86,011	-
Capital stock and capital surplus	67,753	67,754	67,754	67,754	-	67,754	-
Retained earnings	7,751	10,917	8,609	17,524	-	18,258	-
Total Net Assets	74,330	78,151	75,509	86,371	-	86,643	96,900
Gross Debt	242,406	237,265	232,661	226,349	-	222,446	212,000
Bank loans	139,894	137,788	133,932	134,775	-	130,028	-
Bonds	69,321	68,792	68,297	58,768	-	58,243	-
Convertible bonds	10,851	10,841	10,832	10,822	-	10,813	-
Installment obligations	21,676	19,405	19,336	21,789	-	23,233	-
Lease obligations	664	438	263	194	-	128	-
Net Debt	204,275	192,474	186,737	186,282	-	184,922	173,000
Net debt/EBITDA ratio	3.17x	2.90x	2.86x	2.99x	-	2.98x	2.48x
Net debt/net assets ratio	2.75x	2.46x	2.47x	2.16x	-	2.13x	1.79x

Note: Gross debt and Net debt exclude valuation of bonds attributed to valuation of derivatives

Note: Net debt/EBITDA ratio is calculated by dividing the Net debt by the EBITDA for the last twelve months

Note: EBITDA for the purpose of Net Debt/EBITDA calculation included cash items in the non-operating profit & non-recurring profit

Supplemental Information (Company)

【Cash Flows】

(in million yen)

	Fiscal Year 3/2012					Fiscal Year 3/2013	
	1Q (4-6/2011)	2Q (7-9/2011)	3Q (10-12/2011)	4Q (1-3/2012)	Full-year/ Year-end	1Q (4-6/2012)	Full-year/ Year-end (Forecast)
Net cash provided by (used in) operating activities	12,458	19,899	13,538	11,147	57,042	9,245	-
Net cash provided by (used in) investing activities	-10,260	-10,308	-7,037	-7,209	-34,814	-6,842	-
Net cash provided by (used in) financing activities	-9,119	-5,431	-5,367	-7,301	-27,219	-4,940	-
Net change in cash and cash equivalents	-6,921	4,160	1,134	-3,363	-4,990	-2,543	-
Cash and cash equivalents at end of the period	36,477	40,637	41,770	38,412	38,412	35,869	-

【Other Indicators】

	Fiscal Year 3/2012					Fiscal Year 3/2013	
	1Q (4-6/2011)	2Q (7-9/2011)	3Q (10-12/2011)	4Q (1-3/2012)	Full-year/ Year-end	1Q (4-6/2012)	Full-year/ Year-end (Forecast)
Dividend per share (yen)	200	200	200	200	800	200	800
Average share price during the period (yen)	37,948	30,277	18,864	18,737	-	14,995	-
Dividend yield (annual)	2.1%	2.6%	4.2%	4.3%	-	5.3%	-
Number of shares of common stock at the end of the period	3,465,165	3,465,180	3,465,180	3,465,180	-	3,465,180	-
Average number of shares of common stock during the period	3,464,227	3,464,700	3,464,861	3,464,940	-	3,465,180	-
Earnings per share (EPS)	900.63	2,014.22	1,547.99	2,772.84	4,320.98	411.87	3,803.50
Earnings per share-diluted	865.19	1,940.75	1,513.67	2,657.50	4,167.80	406.69	-
Price earnings ratio (PER)	8.23x	4.53x	4.18x	4.22x	-	3.99x	-
Market capitalization	124,746	68,645	63,309	63,933	-	53,814	-
Net debt	204,275	192,474	186,737	186,282	-	184,922	-
Enterprise value (EV)	329,021	261,119	250,045	250,215	-	238,736	-
EV / EBITDA ratio	5.07x	3.93x	3.83x	4.00x	-	3.89x	-
Number of employees	1,306	1,212	1,198	1,196	-	1,264	-

Note: PER is calculated by dividing the market capitalization by the full-year net income (forecast)

Note: Market capitalization is calculated by multiplying closing price at the end of the period by the number of shares of common stock at the end of the period

Note: EV/EBITDA ratio is calculated by dividing the EV by the EBITDA for the last twelve months

Supplemental Information (Mobile Business)

(in million yen)

Mobile Business	Fiscal Year 3/2012					Fiscal Year 3/2013	
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Service revenue	28,286	29,215	31,244	32,555	121,299	33,810	-
Device revenue	7,262	8,314	10,424	12,769	38,770	10,987	-
Operating expense	33,054	34,375	39,727	43,277	150,432	43,521	198,000
Advertising and sales promotion	14,981	14,824	19,414	21,497	70,715	21,964	-
Device and related tools	2,083	2,669	3,036	4,383	12,170	3,912	-
Network	3,055	3,161	3,365	3,448	13,030	3,473	-
Depreciation and amortization	8,014	8,205	8,481	8,623	33,341	8,634	-
Outsourcing	1,703	1,954	1,883	1,940	7,480	1,976	-
Salaries and benefits	1,770	1,664	1,688	1,668	6,791	1,753	-
Others	1,447	1,898	1,860	1,718	6,906	1,808	-
Operating profit	2,495	3,154	1,942	2,046	9,637	1,276	17,000
Operating margin (%)	7.0%	8.4%	4.7%	4.5%	6.0%	2.8%	7.9%
EBITDA	10,509	11,445	10,473	10,907	43,333	10,834	54,000
EBITDA margin (%)	29.6%	30.5%	25.1%	24.1%	27.1%	24.2%	25.1%
Capital expenditures	7,842	5,727	9,818	6,275	29,662	6,782	41,000

Note: EBITDA=Operating profit + Depreciation and amortization + Loss on inventory valuation + Depreciation included in R&D expenses + Material items of cash income in the non-operating profit & non-recurring profit (FY3/2013 1Q: 887 million yen, Full Year Forecast: 3,800 million yen)

【Operational Information】

Mobile Business	Fiscal Year 3/2012					Fiscal Year 3/2013	
	1Q (4-6/2011)	2Q (7-9/2011)	3Q (10-12/2011)	4Q (1-3/2012)	Full-year/ Year-end	1Q (4-6/2012)	Full-year/ Year-end (Forecast)
Gross add subscribers (thousands)	369	389	393	397	1,548	299	-
Device upgrades (thousands)	42	59	101	90	292	68	-
Total (thousands)	411	448	494	487	1,840	367	-
Net add subscribers (thousands)	223	238	221	218	899	121	483
Accumulated subscribers (thousands)	3,341	3,579	3,800	4,017	4,017	4,138	4,500
ARPU (yen/month)	2,860	2,730	2,730	2,680	2,740	2,680	2,800
Churn rate (%/month)	1.50%	1.44%	1.54%	1.50%	1.50%	1.45%	1.60%
SAC (yen)	9,000	16,000	12,000	14,000	13,000	15,000	16,000

Note: SAC includes variable costs only (retroactively adjusted for FY3/2012)

Supplemental Information (Fixed-line Business)

【Profit & Loss】

(in million yen)

Fixed-line Business	Fiscal Year 3/2012					Fiscal Year 3/2013	
	1Q (4-6/2011)	2Q (7-9/2011)	3Q (10-12/2011)	4Q (1-3/2012)	Full-year/ Year-end	1Q (4-6/2012)	Full-year/ Year-end (Forecast)
Revenue	12,057	11,457	10,863	10,296	44,674	9,624	35,000
Operating expense	8,063	7,680	7,201	6,927	29,870	6,747	26,000
Advertising and sales promotion	470	296	271	243	1,279	260	-
Network	3,639	3,531	3,431	3,368	14,255	3,363	-
Modem rental	1,145	1,072	1,014	950	4,179	843	-
Depreciation and amortization	1,231	1,191	1,026	919	4,367	835	-
Outsourcing	770	786	695	691	2,941	640	-
Salaries and benefits	413	397	391	403	1,603	424	-
Others	397	408	373	355	1,245	382	-
Operating profit	3,994	3,778	3,663	3,369	14,804	2,877	9,000
Operating margin (%)	33.1%	33.0%	33.7%	32.7%	33.1%	29.9%	25.7%
EBITDA	5,225	4,969	4,689	4,288	19,171	3,712	12,000
EBITDA margin (%)	43.3%	43.4%	43.2%	41.6%	42.9%	38.6%	34.3%
Capital expenditures	189	494	864	2,024	3,571	487	4,000

Note: EBITDA=Operating profit + Depreciation and amortization

【Operational Information】

Fixed-line Business	Fiscal Year 3/2012					Fiscal Year 3/2013	
	1Q (4-6/2011)	2Q (7-9/2011)	3Q (10-12/2011)	4Q (1-3/2012)	Full-year/ Year-end	1Q (4-6/2012)	Full-year/ Year-end (Forecast)
Net add subscribers (thousands)	-89	-95	-83	-96	-363	-104	-360
Accumulated subscribers (thousands)	1,839	1,744	1,661	1,565	1,565	1,461	1,200
ARPU (yen/month)	2,009	2,006	1,998	1,992	2,001	1,987	2,000
Churn rate (%/month)	2.04%	2.14%	1.97%	2.32%	2.12%	2.53%	2.40%
SAC (yen)	7,500	7,000	6,000	7,000	7,000	7,500	6,500

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