eAccess Limited [9427]

Full Year Results for Fiscal Year Ending 3/2006 (4/2005 ~ 3/2006)



May 11th, 2006



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Access FY3/2006 Financials and Operational Highlights

ADSL/ISP business posted record high in profits ADSL/ A recovery in ADSL subscriber addition in 2H **ISP** Lower than expected churn rate Raised 350 billion yen for eMobile through equity and debt **Mobile** Completed a fully funded business plan Recommended to increase dividend to 1,300 yen from Shareholders 1,000 yen in FY3/2005 Return



FY3/2007 Financial and Operational Outlook

ADSL/ ISP **Expect similar ADSL/ISP business profit margins**

Plan to expand the existing backbone network for eMobile

Mobile

Plan to launch mobile data service in Tokyo, Osaka, Nagoya areas

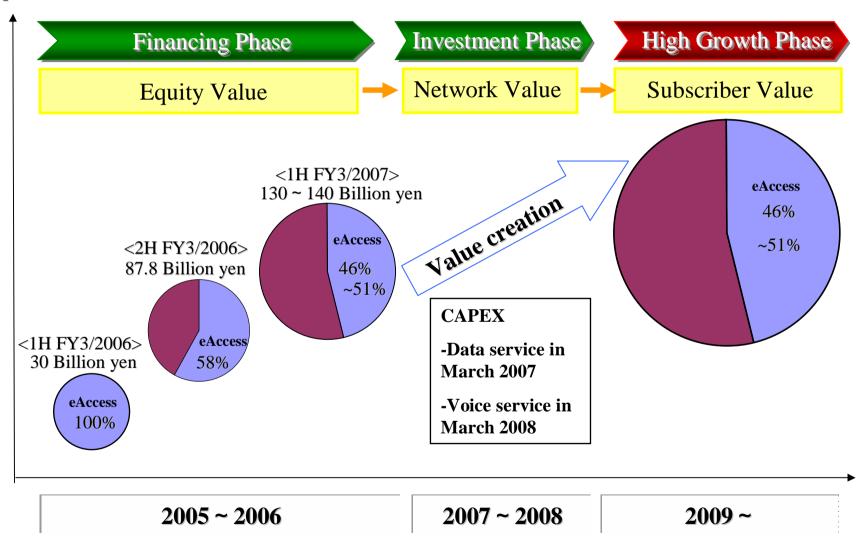
Expect initial startup losses due to mobile network investment

Shareholders Return Recommend to raise dividend to 1,800 yen from 1,300 yen in FY 3/2006. Plan to commence quarterly dividend



Creating Mobile Value & Growth

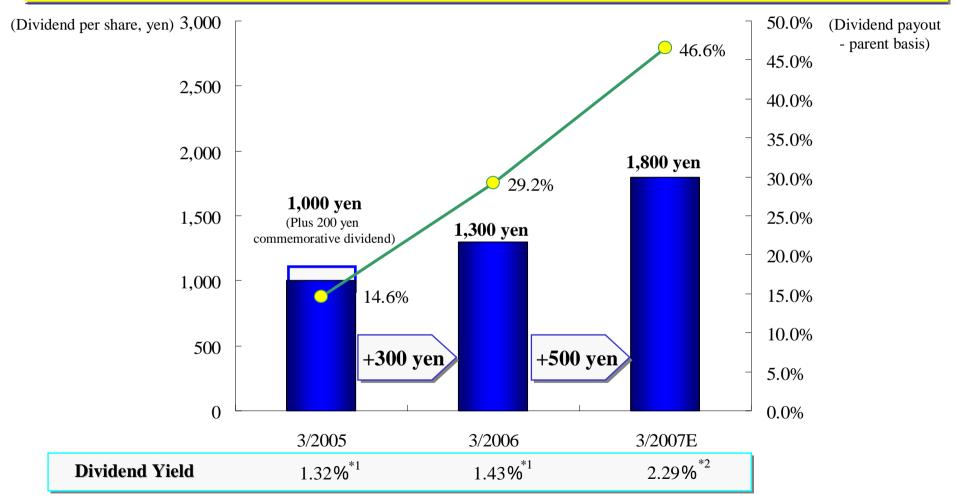
Enterprise value





Creating High Shareholders Return

Plan to raise cash dividend to 1,800 yen per share, a 40% increase YoY (Around 46.6% payout ratio)



^{*1} Based on the March end stock price of each fiscal year.

^{*2} Based on the stock price on April 31,2006 of 78,600 yen



Return and Growth Management

eAccess

Increase parent payout ratio to approximately 50%

Increase annual cash dividend to 1,800 yen

Commence quarterly dividend

eMobile (Consolidated subsidiary)

Completed funding requirement

Expect 5-Year target to reach 300 billion in revenue and 100 billion in EBITDA



Balance between parent company's shareholders return and consolidated growth in the mobile business



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FY3/2006 Financial Results

ADSL/ISP business achieved 37.0% EBITDA margin and 19.3% operating profit margin Mobile start-up losses were in-line with expectations

	FY3/2005 (2004/4 – 2005/3)	FY3/2006 (2005/4 – 2006/3)				Increase (Decrease) / Changes (%)		
(billion yen)	ADSL• ISP (Non consolidated)	ADSL• ISP	+	Mobile	=[Consolidated*	ADSL	SISP
Revenue	57.91	60.35		-		60.35	2.44	+4.2 %
Operating profit	9.31	11.67		- 2.30		9.38	2.37	+25.5 %
Recurring profit	8.07	10.18		- 2.64		7.53	2.10	26.0 %
Net Income	9.35	7.12		- 2.64		5.02	-2.23	-23.9 %
EBITDA	20.93	22.38		- 2.24		20.14	1.45	+ 6.9 %
Capex	9.78	6.85		0.35		7.20	-2.93	-30.0 %
Depreciation	11.93	10.71		0.05		10.76	-1.22	-10.2 %
*Minority interest adjustment of 0.54 billion yen in the net income line.					Net Income decretax payment start			



FY3/2007 Full Year Financial Forecasts

To maintain high profit margin of ADSL/ISP business Expect eMobile to incur initial losses due to network rollout

FY3/2007 Consolidated Forecast

(billion yen)	ADSL• ISP	Mobile	Consolidated*
Revenue	56.00	0.80	56.00
Operating Profit	10.90	- 14.10	- 3.20
Recurring Profit	9.70	- 16.00	- 6.30
Net Income	5.40	- 16.00	- 1.30
EBITDA	20.50	- 13.60	6.90
CAPEX	13.00	80.70	93.70
Depreciation	9.60	0.50	10.10

^{*}Internal sales elimination of 0.8 billion yen is included in the sales line and minority interest adjustment of 9.3 billion yen is included in the net income line.

Expect to see a moderate increase in ADSL subscribers in FY3/2007. Expect to see more ARPU dilution due to an increase in Metal Plus and low end subscribers

ARPU dilution should have minimal impact on profit margin. Operating profit margin is expected to remain stable at (approx.20%) as FY3/2006.

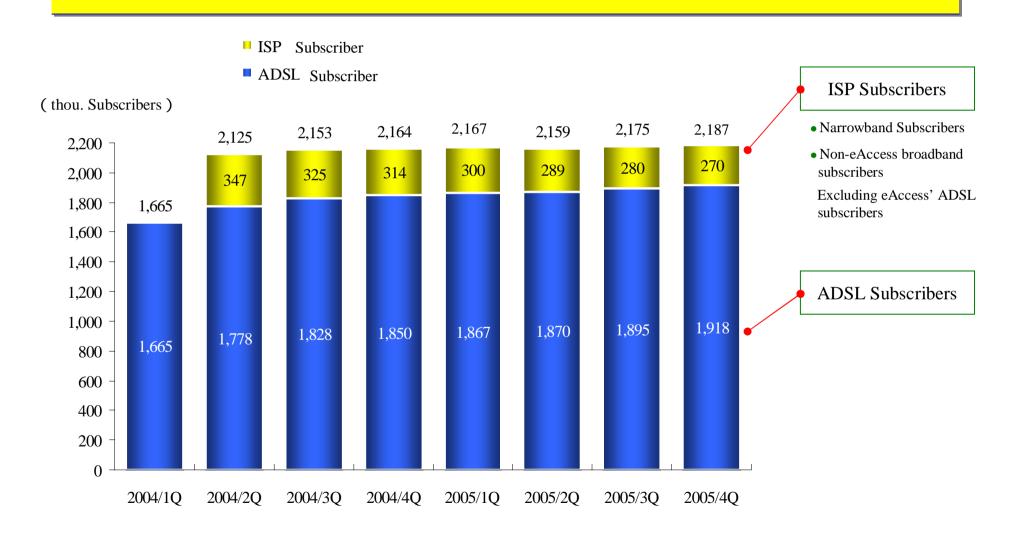
Similar capex level for ADSL business. Plan to invest 6.0 billion yen in backbone business

Plan to invest around 80 billion yen during the first year of mobile network rollout



ADSL/ISP Subscriber Growth

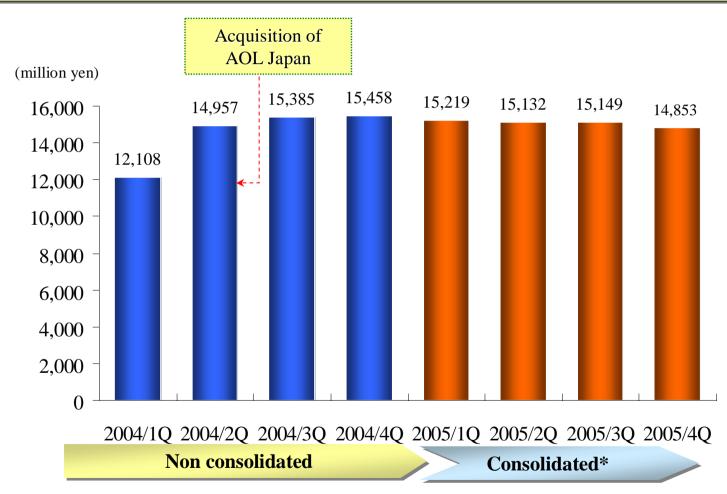
A gradual recovery of net subscriber addition in 2H FY3/2006





Revenue Growth

Revenue decline was in-line with the expected ARPU dilution from Metal Plus and 1M ADSL subscribers



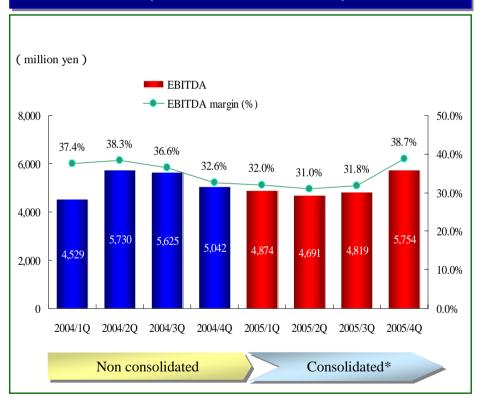
^{*}Consolidated financial statements were adopted from the mid-year period for the fiscal year ending March 31, 2006. Although 1Q 2005 figures were previously reported as non-consolidated, 1Q 2005 figures were adjusted to consolidated figures for comparative purposes.



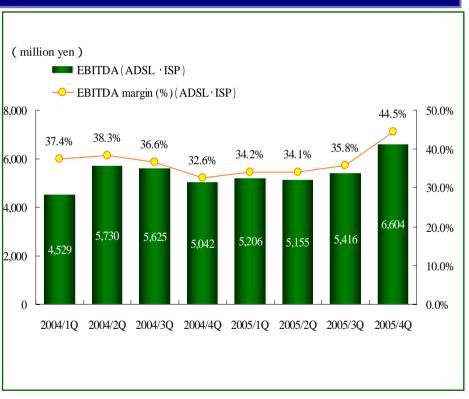
EBITDA Trend

ARPU dilution has minimal impact on profit margins Continued improvement in EBITDA margin

EBITDA and EBITDA margin trend (Consolidated Basis)



EBITDA and EBITDA margin trend (ADSL· ISP Only)



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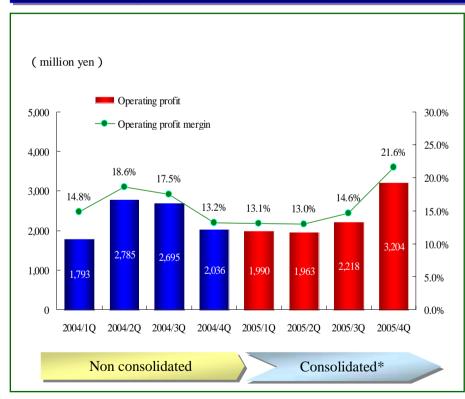


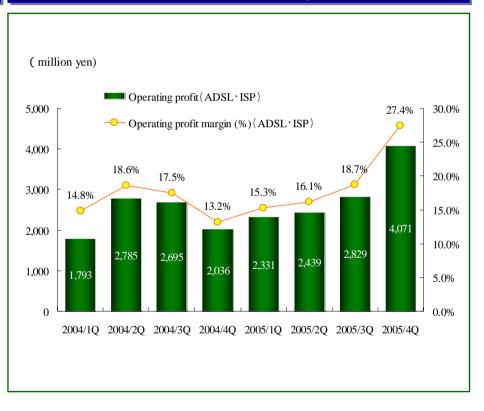
Operating Profit Trend

Achieved record high in operating profit margin

Operating profit and Operating margin trend (Consolidated Basis)

Operating profit and Operating margin trend (ADSL• ISP Only)





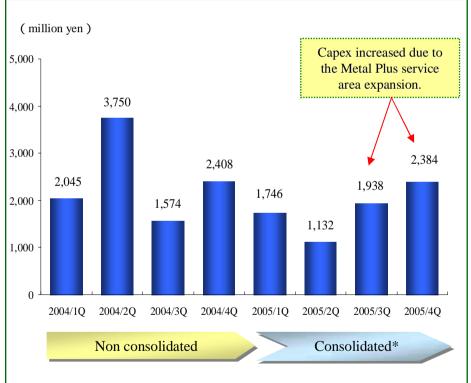
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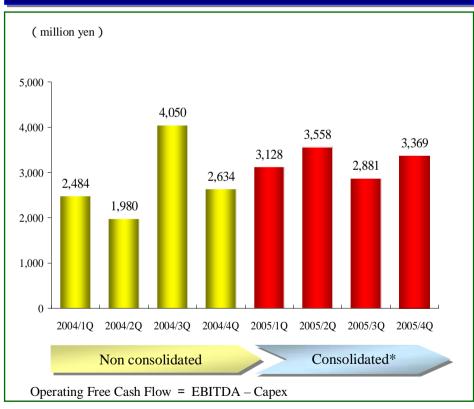
Capex and Operating FCF Trend

Steady Capex due to ADSL network area expansion Steady consolidated operating free cash flow

Consolidated Capex Trend



Consolidated Operating Free Cash Flow Trend



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Balance Sheets

Completed the funding requirement of eMobile business plan Maintained high consolidated net cash position of 63.7 billion yen Parent balance sheet remained healthy despite investment in eMobile

	<consolidated> As of Marchi 31, 2006</consolidated>			rent> ch 31, 2006
(billion yen)	Balance	Share of Total	Balance	Share of Total
Cash and cash deposit	158.65	81.6 %	67.98	47.7 %
Debt	94.93	48.8 %	94.93	66.6 %
Net Debt	-63.72		26.95	18.9 %
Minority Interest	51.81	26.7 %		
Total Shareholders' equity	34.54	17.8 %	35.52	24.9 %
Total Asset	194.35	100.0 %	142.51	100.0 %
Net Debt/Equity ratio(%)	-184.5 %		75.9 %	
Minority Interest of eMobile Increase in net cash due to eMobile financing				



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ADSL·ISP Business



ADSL subscriber addition

Maintain lower churn

Increase ADSL migration from dial up users and new Internet users

ADSL service area expansion



Expect ADSL net subscriber addition in FY3/2007



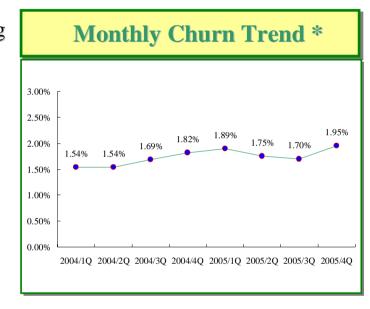
Churn Improvement

Achieved lower-than-expected churn in FY 3/2006

➤ Average monthly churn in 4Q has increased due to the moving season and FTTH impact.

3Q: 1.70% 4Q: 1.95% (Plan 2.0%)

- >Continued retention measures
 - Free charges for moving houses
 - Free charges for changing service menus
 - Retention measures implemented at customer support center.
- Strategy for FY3/2007
 - Introduction of new middle range 5M menu
 - Further strengthen relationships with ISPs





Expect continued increase in subscriber net addition



Partner ISPs and Sales Channel Strategy

Strengthen partner ISPs relationship and direct retail sales channels

Partner ISPs

- KDDI metal plus bundled package Launched 10 M service
- Launched So-net 50M service from 2H FY3/2006
- Primary ADSL vendor for Nifty's 960kbps and 50M services
- Launched new ODN 50M service from 2/2006

Direct Retail Sales Channels

- > Sales through BicCamera (Planned)
- New value added services over eAccess' existing retail channel (PC support service, Online Internet Brokerage)

Increase ADSL migration from existing dial-up users and new Internet users

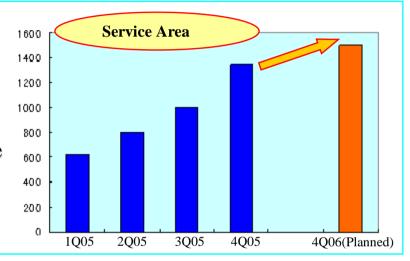


Expansion of Service Areas

Market expansion through new service areas

Area expansion

- A recovery in subscriber addition in 2H FY3/2006 due to the area expansion.
- ➤ Plan to expand the service area to 1,600 COs by the end of 3/2007.



Acquisition of Hotnet

- Transfer of HOTnet's ADSL wholesale business to eAccess, and addition of 4 central offices in Kushiro area from 6/2006.
- Subscribers and revenue will be included in eAccess from 1Q FY3/2007.



ISP business (AOL) Strategy

Acquisition costs of AOL Japan were fully recovered within 1 year and 9 months

Continue to see improvement in profit margins

Margin and profit expansion

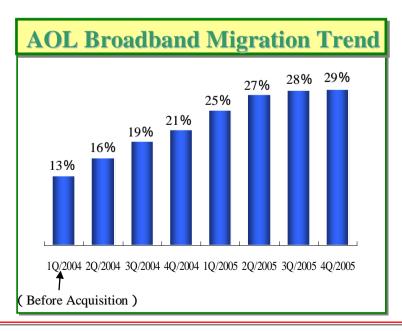
- Acquisition costs of AOL Japan were fully recovered in less than 2 years
- Profit margin improvement by network and sales channels consolidation with the ADSL division.
- Introduced new portal services
 "Gencheez" extremely popular blog services



Blog portal site to get to know the trends in world

Increase in AOL Broadband Ratio

- AOL broadband migration rate rose to 29%, achieving the initial migration goal.
- ➤ Introduced students' discounts to promote broadband migration among students





eMobile Strategy



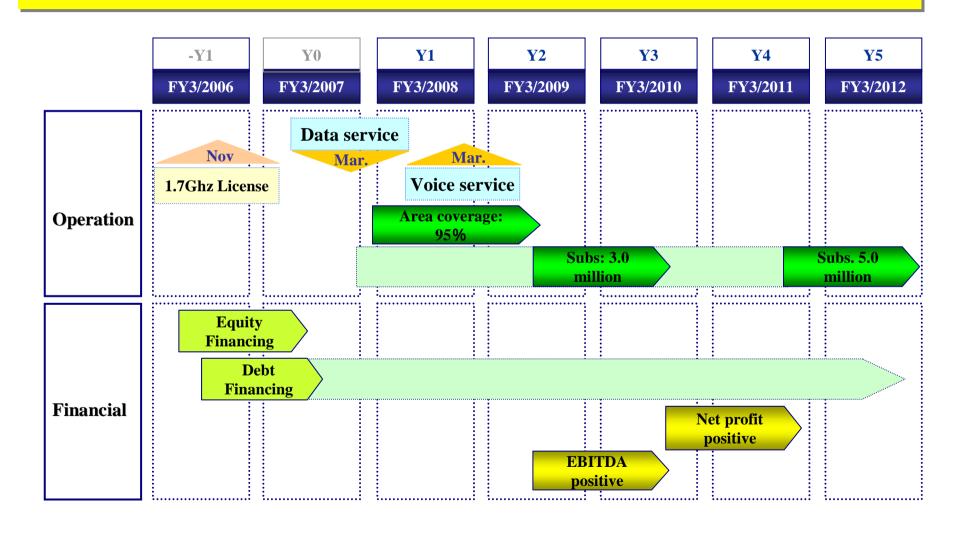
Summary of eMobile Business Plan

Service Commencement	Data service: by March 2007Voice service by March 2008
Subscribers	■ 5.0 million subscribers by the end of March 2012
Revenue	■ Revenue of over 300.0 billion yen in the year ending March 2012
Breakeven Point	 Turn annual EBITDA positive by March 2010 Turn annual Net profit positive by March 2011
EBITDA Margin	■ EBITDA margin of over 30% by March 2012
CAPEX	 Accumulated 5-year CAPEX plan of 250.0 billion yen CAPEX per subscriber of 50,000 yen - 60,000 yen



Business Plan Schedule

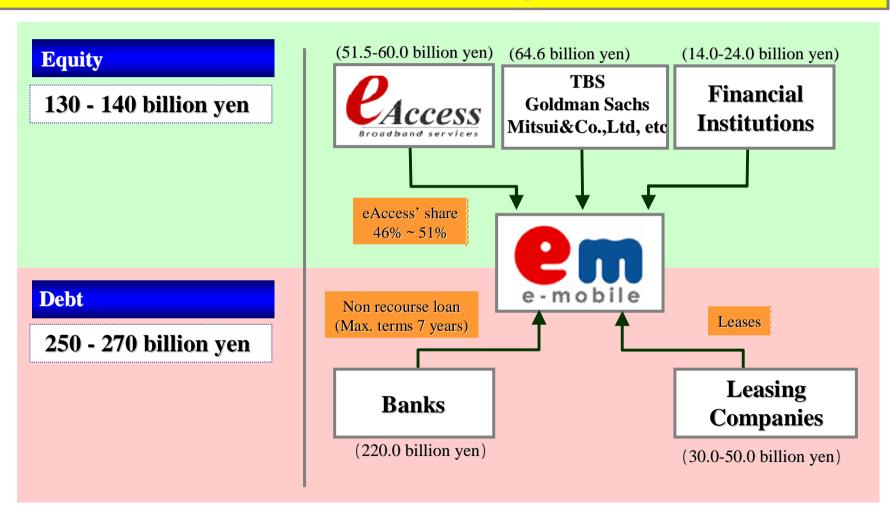
Expect to turn EBITDA positive in FY3/2010 and net profit positive in FY3/2011





eMobile Financing

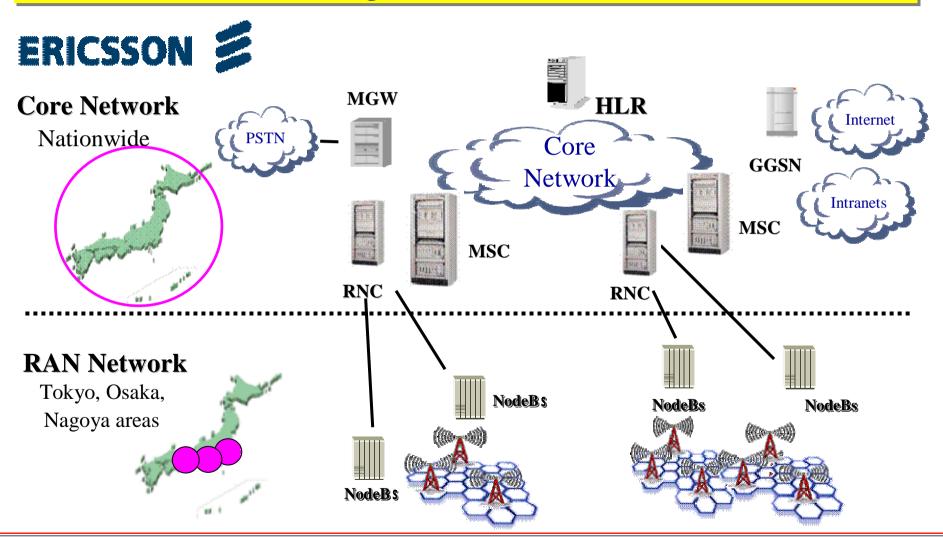
Secured over 350 billion yen to cover the financing requirement of the mobile business operation





eMobile Network Plan

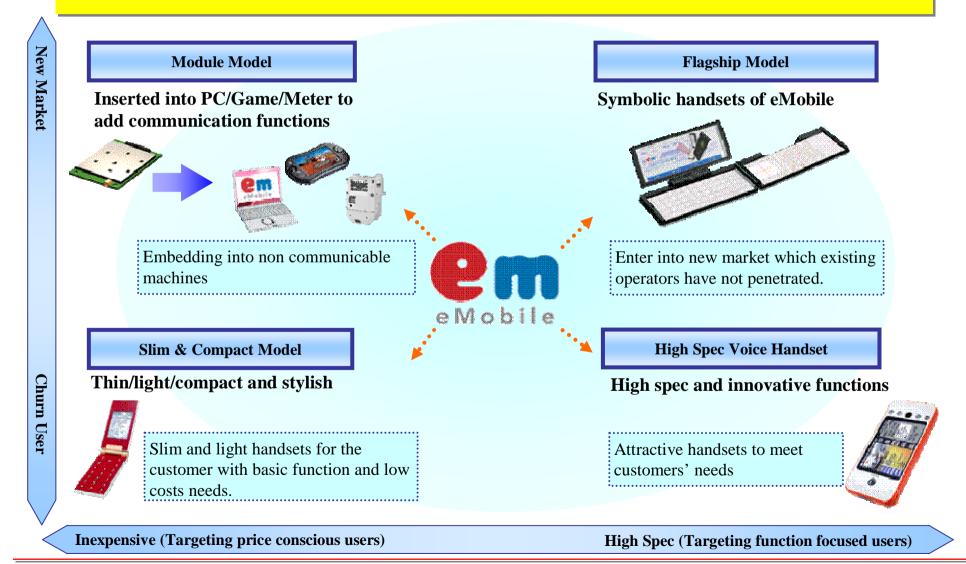
Selected Ericsson as first prime network vendor Plan to build the next generation HSDPA nationwide network





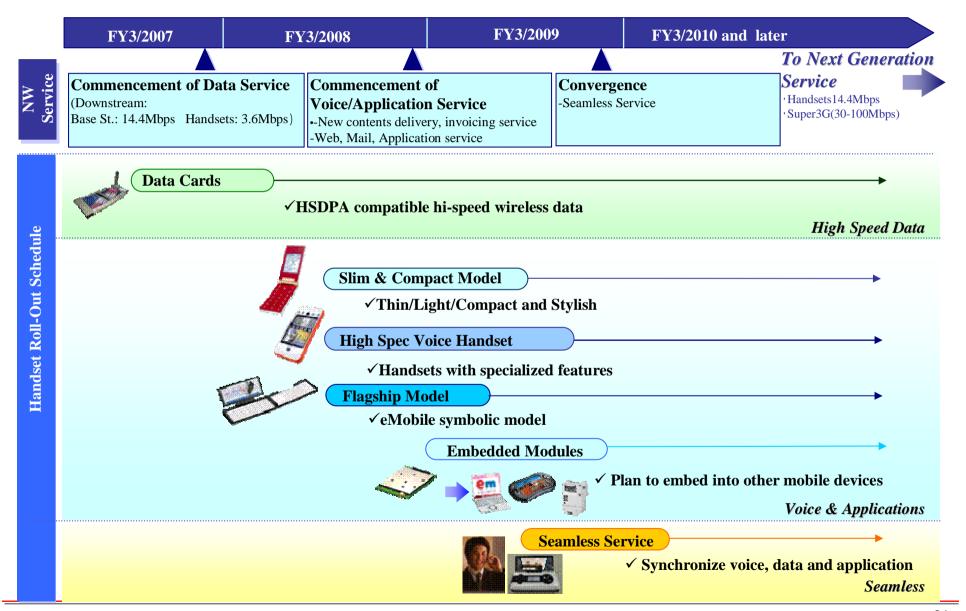
Concept of next generation mobile handsets

Developing a wide range of handsets from module to middle range and high-end





Handset Roll-out Schedule





Distribution Strategy

Expand distribution channels using the existing ADSL distribution channels

Develop an sales channels with existing ISPs partners

Discount Electronics Retail Stores

- Nationwide Retail Stores
 (15 companies, more than 1,300 shops nationwide)
- Capital alliance with Mass Retail Stores (YodobashiCamera, Kojima. BicCamera)









ISP Partners

- ➤ Partner ISPs (3ISPs Subscriber base: 8.4 mil)
- ➤ Others (Corporations with strong brand, sales channel, customer base)

Web







Telemarketing
Direct Marketing





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Summary

<ADSL Division>

- Subscriber net addition
- Maintain high level of revenue and profits
- Develop new revenue stream from backbone businesses

<ISP Division (AOL)>

Shift from access business to contents driven business

<Mobile Division>

- Focus on network rollout
- Plan to launch the data service from 3/2007



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Introduction of new COO



New eAccess COO

Representative Director, President & COO Toshio Yasui

Born on May 14th, 1943

Formal appointment of the COO will be subject to shareholders' approval at the Annual Shareholders Meeting on June 22th, 2006.

March 1966	B.S. degree in Electronics from Kyoto University
February 1972	Ph.D. in Computer Science from University of Illinois at
	Champaign-Urbana
October 1972	Joined IBM-Japan, immediately transferred to IBM Development
	Laboratory at Research Triangle Park, North Carolina.
January 1985	Product Manager of value added network services at IBM Japan
January 1987	Director of IBM Japan Yamato Development Laboratory
March 1993	Senior Executive Vice President, DTI (Display Tech. Inc., joint
	venture of IBM and Toshiba for LCD Display manufacturing)
October1995	Joined Western Digital as Corp Vice President for Asia Pacific Sales
	and President of Western Digital Japan
June 1999	Joined Solectron as Corp Vice President and president of Solectron Japan.
April 2004	Visiting Professor of Hosei University Business School
June 2004	Board Director of eAccess

New eAccess Board Structure (from 6/22/2006)

Representative Director and CEO Sachio Semmoto

Co-Founder of DDI (KDDI)

Representative Director and COO Toshio Yasui

Visiting professor of Hosei Univ. Business school Former President of Solectron Japan Representative Director and CFO
Eric Gan

Ex-Goldman Sachs Managing Director Director Haruo Taneno

Representative Director and COO of eMobile Former KDDI Senior Vice President

[5 External Board of Directors]

Paul Reynolds

Chief Executive of BT Wholesale

Bill Smith

CTO of Bell South Corporation

Raymond Kwok

Vice Chairman of Sun Hung Kai Properties Ltd.

Morihiko Tashiro

Former President of Tomen Corporation

Professor Jiro

Professor of Keio University

Formal appointment of the Board of Directors will be subject to shareholders' approval at the Annual Shareholders Meeting on June 22th, 2006.



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