# eAccess Limited [9427]

# Mid-Year Results for FY3/2007 (4/2006 ~ 9/2006)



**November 15th, 2006** 



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## FY3/2007 Mid-Year Results & Outlook

**Financial** 

Mid-year parent operating profit rose by 62% YoY Revised up full year consolidated earnings forecasts Commenced quarterly dividend payout from 2Q

ADSL/ ISP Improvement in average monthly churn in 2Q 1.85% vs 1Q 2.08% Expect slow ADSL subscriber addition to continue in 2H Expect to maintain strong profit margin

**WiMAX** 

The only operator to conduct WiMAX field trial in Tokyo Prepare for MIC's public hearing on license allocation

**Mobile** 

Signed roaming agreement with NTT DoCoMo
Commenced mobile data card field trial in Tokyo
Expect initial launch of mobile data service in March 2007



## FY3/2007 Mid-Year Financial Results

Parent operating profit up 62% YoY and recurring profit up 81% YoY Better-than-expected consolidated earnings due to smaller mobile start-up losses

		Parent		Consolidated			
	FY2005 1H	FY2006 1H	YoY	FY2006 1H (2006/4-9)			
(billion yen)	$(2005/4-9)^{(1)}$	(2006/4-9)	Comparison	ADSL/ISP +	Mobile =	Consolidated	
Revenue	30.35	28.25	- 6.9 %	28.25	-	28.25	
Operating profit	3.99	6.46	+ 62.0 %	6.46	- 2.56	3.90	
Recurring profit	3.22	5.81	+ 80.8 %	5.81	- 3.41	2.40	
Net Income	2.64	3.46	+ 31.1 %	3.46	- 3.41	1.90	
EBITDA	9.60	11.14	+ 16.1 %	11.14	- 2.52	8.62	
Capex	2.88	2.41	- 16.2 %	2.41	1.85	4.26	
Depreciation	5.61	4.68	- 16.6 %	4.68	0.04	4.72	

<sup>(1)</sup> FY2005 1H included mobile losses of 0.8 billion yen at operating level and 0.9 billion yen at recurring level

<sup>(2)</sup> Minority interest adjustment of 1.85 billion yen was included in the net income level.



## FY3/2007 Full Year Financial Forecasts

Upward revision on full year consolidated earnings due to smaller-than-expected mobile start-up losses

	Revised Forecasts (FY 3/2007 Consolidated)			Previous Forecasts (FY3/2007 Consolidated)			
(billion yen)	ADSL/ISP	Mobile	Consolidated	ADSL/ISP	Mobile	Non Consolidated	
Revenue	56.00	0.80	56.00	56.00	0.80	56.00	
Operating Profit	10.90	-10.60	0.30	10.90	-14.10	-3.20	
Recurring Profit	9.70	-11.90	-2.20	9.70	-16.00	-6.30	
Net Income	5.40	-11.90	0.30	5.40	-16.00	-1.30	
EBITDA	20.50	-10.20	10.30	20.50	-13.60	6.90	
CAPEX	13.00	47.00	60.00	13.00	80.70	93.70	
Depreciation	9.60	0.40	10.00	9.60	0.50	10.10	

<sup>\*</sup>Internal sales elimination of 0.8 billion yen is included in the sales line and minority interest adjustment of 6.8 billion yen is included in the net income line.



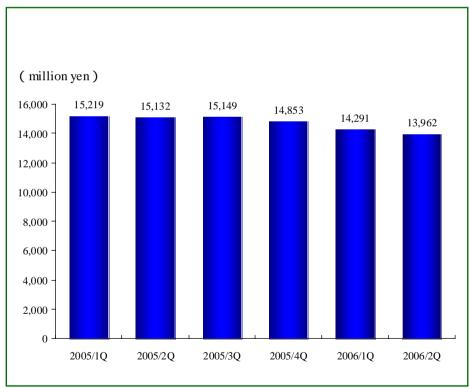
## **ADSL/ISP Subscriber and Revenue**

Expect slow ADSL subscriber addition to continue in 2H
Decline in revenue was in-line with expectations due to ARPU dilution

#### ADSL/ISP Subscribers



#### Revenue

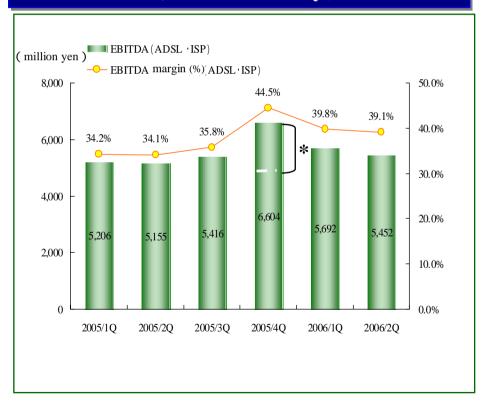




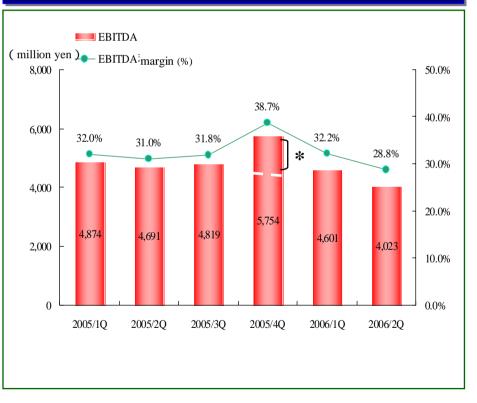
#### **EBITDA Trend**

Achieved high Parent EBITDA margin at 39%
Better-than-expected consolidated EBITDA due to smaller mobile start-up losses

# EBITDA and EBITDA margin trend (ADSL• ISP Only)



# EBITDA and EBITDA margin trend (Consolidated Basis)



<sup>\*2005/4</sup>Q figure includes NTT charges retroactive adjustment of approx. 1,000 million yen.



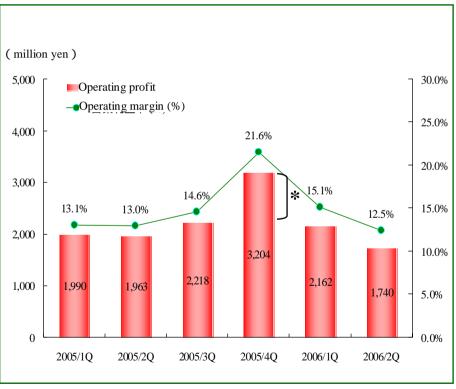
# **Operating Profit Trend**

Record high in normalized quarterly parent (ADSL/ISP) operating margins at 22.9%

# Operating profit and Operating margin trend (ADSL/ISP Only)

# Operating profit and Operating margin trend (Consolidated Basis)





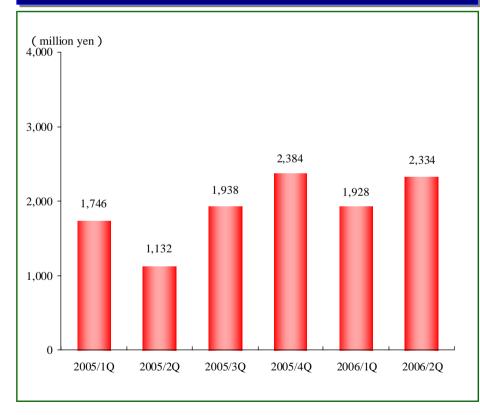
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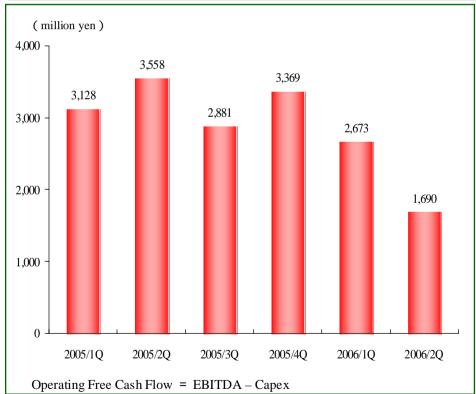
# **Capex and Operating FCF Trend**

Smaller-than-expected consolidated capex in 1H due to the change in cell-planning Expect mobile capex to pick up in 2H

#### **Consolidated Capex Trend**



#### Consolidated Operating Free Cash Flow Trend





## **Balance Sheets**

# Strong consolidated cash position at 181.8 billion yen Consolidated net cash position at 90.3 billion yen Expect an increase in cash outflow related to mobile capex

	<parent> As of September 30, 2006</parent>		<consolidated> As of September 30, 2006</consolidated>		
(billion yen)	Balance	Share of Total	Balance	Share of Total	
Cash and Cash Deposit	53.76	38.8 %	181.80	82.6 %	
Debt	91.44	66.0 %	91.44	41.5 %	
Net Debt	37.68	27.2 %	- 90.36		
Minority Interest (EMOBILE)			83.56	37.9 %	
Total Shareholders' Equity	37.51	27.1 %	34.94	15.9 %	
Total Asset	138.57	100.0 %	220.27	100.0 %	
Net Debt/Equity ratio(%)	100.4 %		-261.3 %		



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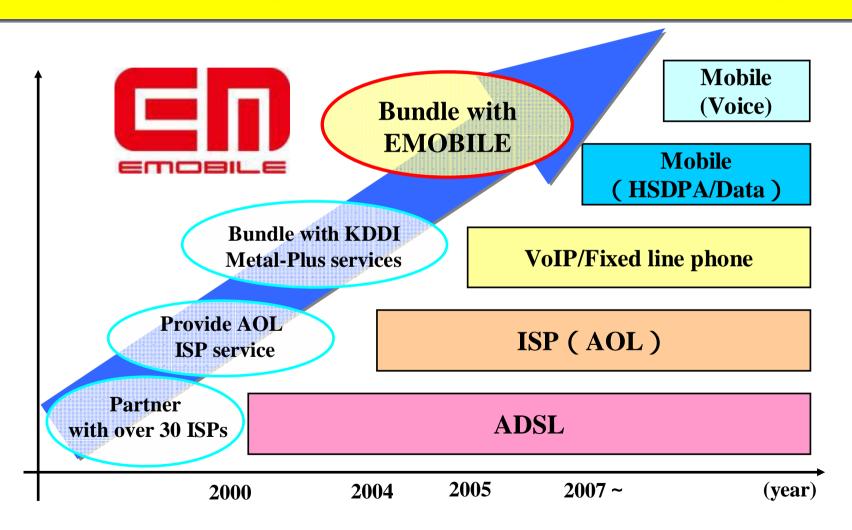


# **ADSL· ISP Business**



## **ADSL/ISP Business Road Map**

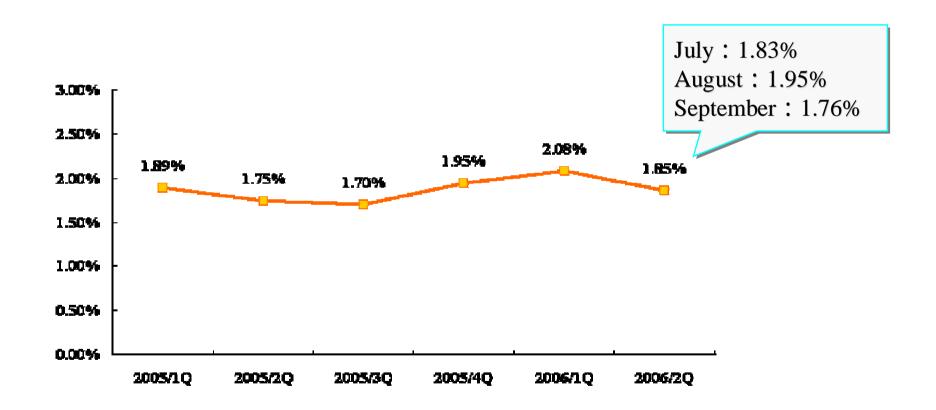
Increase in ADSL penetration with a wider range of service bundling





# **ADSL Average Monthly Churn**

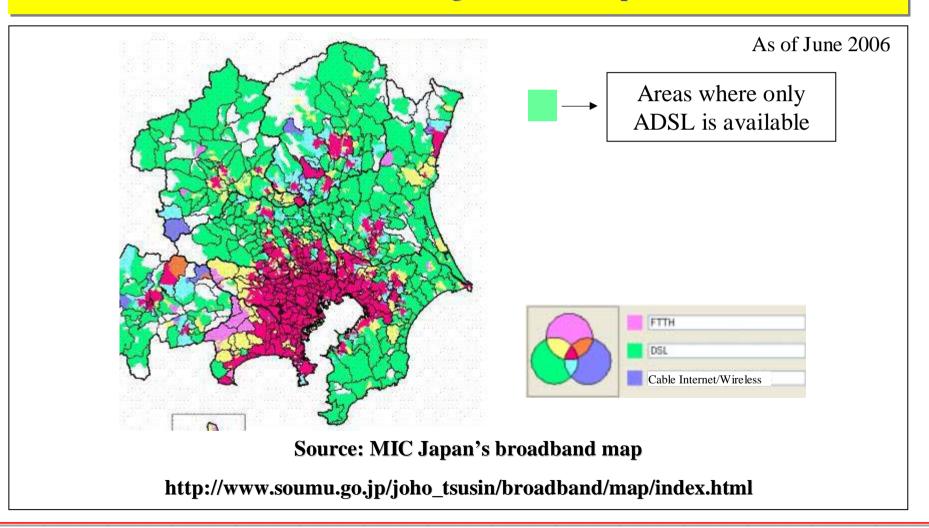
Churn improved in 2Q from high moving season in 1Q. Churn to FTTH remains at manageable level





# Service Area Coverage ADSL vs FTTH

Much wider service area for ADSL compared to FTTH in Kanto Area Much weaker FTTH coverage outside metropolitan areas





# **ADSL Pricing vs FTTH and Dial-up**

#### A wide range of ADSL service menu vs FTTH ADSL pricing remains competitive vs FTTH and Dial-up

				<b>Total</b>	<b>Monthly Payment</b>
Dial Up: (5hours)	Monthly charge 950 yen	850 yen			1,800 yen
ADSL:960K	Monthly charge	1,890 yen			1,890 yen
ADSL:12M	Monthly charge	2,000 yen			2,000 yen
ADSL:50M	Monthly charge	3,770 yen			3,770 yen
Dial Up: (11hours)	Monthly charge	2,000 yen	1,870 yen		3,870 yen
FTTH (B FLET's): Apartment type	Monthly charge	4,150 yen			4,150 yen
FTTH (B FLET's): Home type	Monthly charge	6,400 yen			6,400 yen
Note) Above comparison is based on tariff in November 2006. NTT dial up charge (8.5 yen/3mins)					arge (8.5 yen/3mins)



# **WiMAX Business Update**

#### Commenced preparation to obtain WiMAX 2.5GHz license

#### **MIC**

>Plan to participate in the MIC's public hearing on the 2.5GHz spectrum.

#### **Technology**

- Conducting 2.5GHz field trial at 3 base stations in the Tokyo 23 wards.
- Submitted the field trial data to the 2.5GHz technical study group.

#### **Standardization**

- ➤ Participate in the WiBro Mobile WiMAX Community (WMC)
- ➤ Participate in the WiMAX forum



WiMAX Antenna



# **Mobile Business**



## **EMOBILE Highlights**

Network Update Focus network rollout in Tokyo Osaka Nagoya area

Signed roaming agreement with NTT DoCoMo

Commenced mobile data card field trial in Tokyo

Terminals & Others

Expect initial launch of mobile data service in March 2007

Strengthen provisioning, billing & SDP systems

Change in eMobile logo

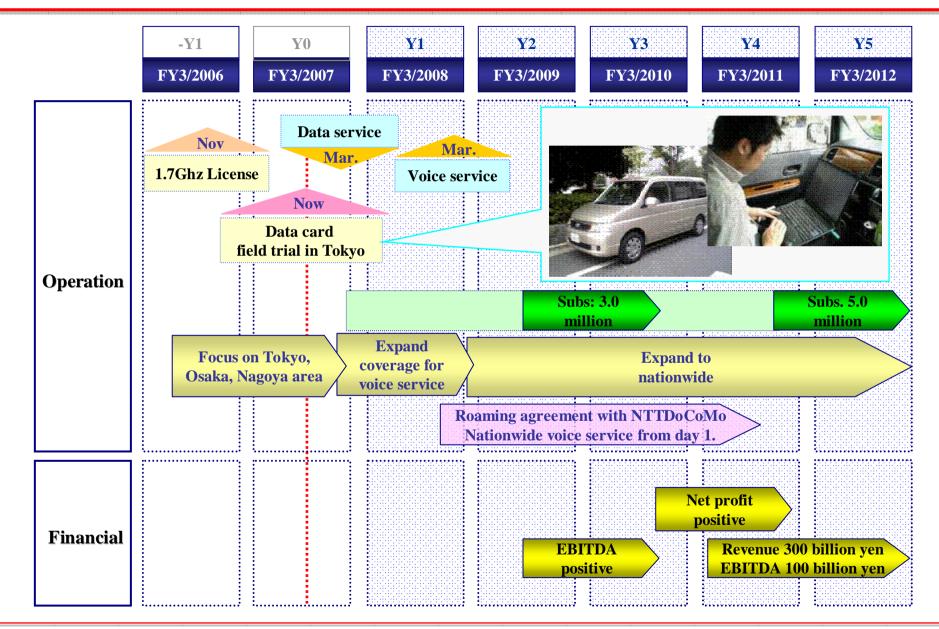
**Financials** 

Expect a large increase of mobile capex in 2H

Revised FY3/2007 forecast to reflect the latest cell planning and related costs



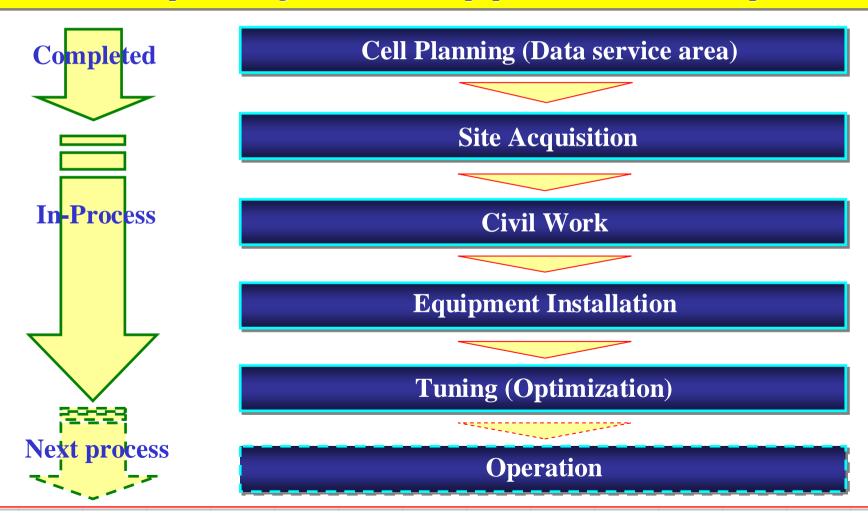
## **EMOBILE Business Plan Schedule**





#### **Network Construction Process**

Focused on cell planning and site acquisition in 1H
Civil work and equipment installation are in-process
Network capex is recognized when the equipment installation is completed



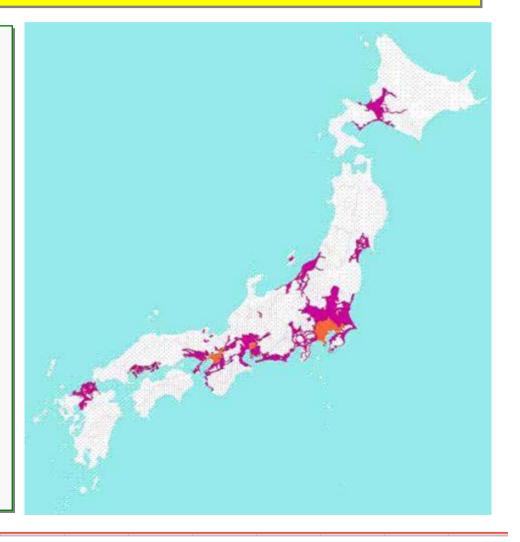


# **Service Area and Roaming Area**

Continue to expand eMobile network and launch nationwide voice service in March 2008 by roaming to NTT DoCoMo network

#### Service area (Plan)

- > 3/2007 Data service in Tokyo, Osaka, Nagoya areas in 3/2006. (Light Pink)
- 3/2008
   Plan to offer voice services in Tokyo,
   Osaka, Nagoya Fukuoka, Niigata,
   Sapporo, Sendai, Hiroshima. (+Dark
   Pink). Roaming with NTT DoCoMo for the rest of the areas (+White)
- ➤ Plan to complete a full nationwide network by 10/2010.





# **EMOBILE Entry Strategy**

#### Network Development

- Greenfield Network design/construction
- Partner with reputable Global vendors
- Compact base station rollout strategy
- Next generation global standard 3.5G HSDPA and IP backbone
- Roaming with NTT DoCoMo

#### Handset

- Data centric terminal
- Compact size terminal slim & large screen
- Global standard technology

# Applications / SDP

- Next generation Service Delivery Platform
- Focus on scale and flexibility

# Sales / Marketing

- Synergy with ADSL/ISP businesses
  - Shop-in-shop retail channels
  - MVNO parners
  - FMC bundling services

- 1. Lower Capex
- 2. Lower Running Cost
- 3. More Flexibility
- 4. More Advanced Design and System



# **Mobile Service Branding**



The meaning of

Red as our corporate color;

- 1. Passion, Energy, Challenge
- 2. Infinite Possibility
- 3. eMobile's Challenge

The design of the new logo represents;

- 1. Sharpness
- 2. User Friendliness



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