

Q&A Session at 2019 First half Earnings Announcement Information Meeting

Meeting: 10:00-11:00 August 7, 2019 (Wednesday)

Q1: What is the order of importance of the first half topics on page 5 with regard to the first half earnings growth?

A1: There were three major reasons for first half earnings growth. First is the higher mobile phone sales volume at directly operated shops. Second is the larger number of electricity and credit card applications handled. Third is the processing of fiber-optic line service applications. Regarding mobile phone sales volume, the primary contributors to growth were higher new subscriber sales at existing shops and the larger number of stores than one year earlier.