

Introduction to JCI

Leading Enabler of Next Generation Internet

February 24, 2009

Japan Communications Inc. (JCI)

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Founder and CEO

Stock Code: 9424

Safe Harbor Statement

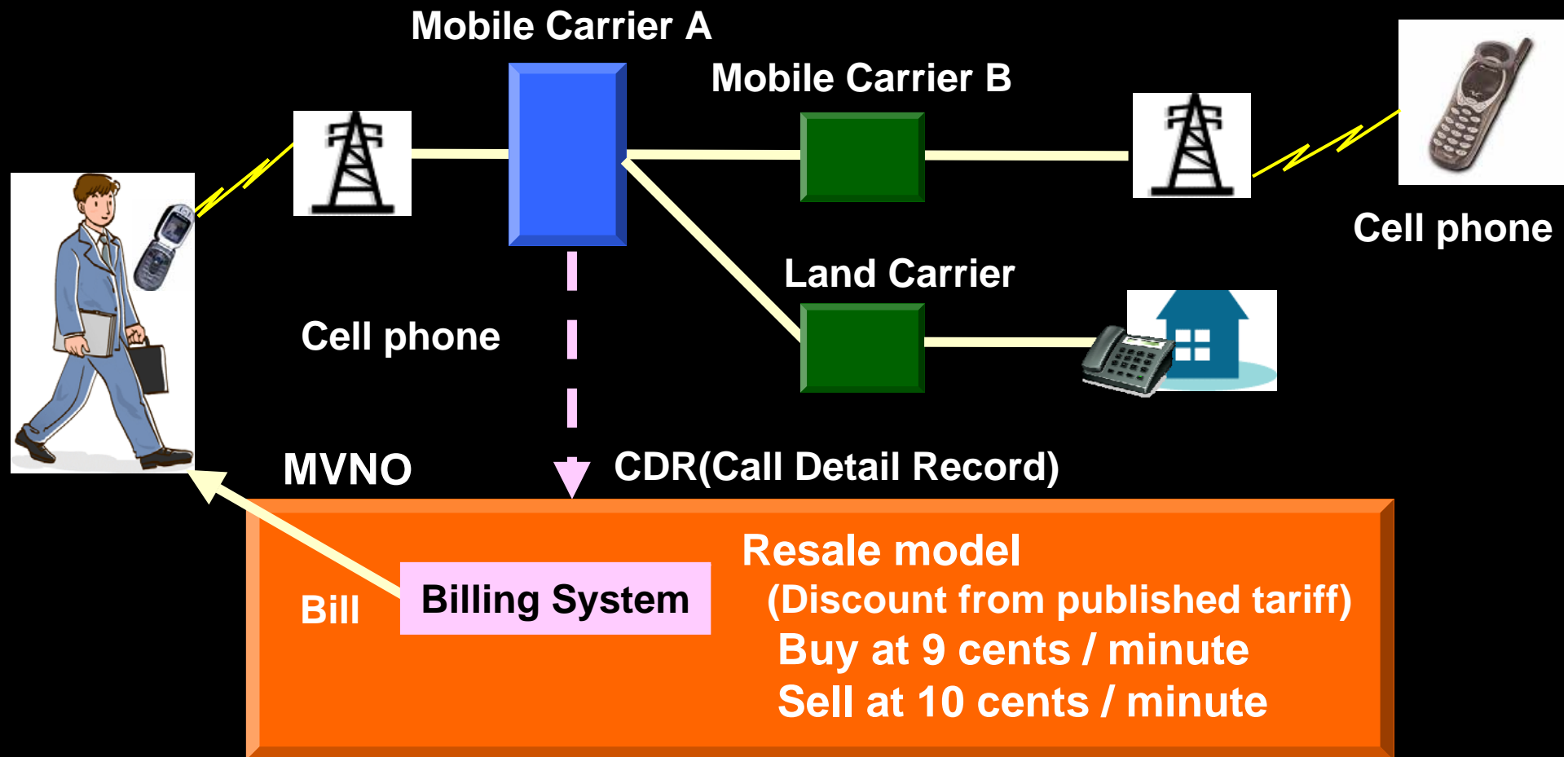
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JCI (Japan Communications Inc.)

- Founded in 1996
- Pioneered “data MVNO” business model
- Global Leader in wireless data solutions
- Unencumbered access to NTT docomo’s 3G coming up Next Month (March, 2009)

Why MVNO failed ?

Outside of Japan = Voice MVNO



Google's petition

Google made a petition to FCC in 2007

Open Application	Freedom to use any application on the mobile device
Open Device	Freedom to connect any mobile device
Open Service	Wholesale of the mobile network service
Open Network	Unencumbered access to the mobile network

Data MVNO

Open Device

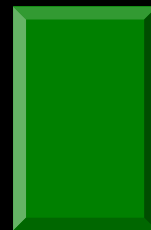
Open Network



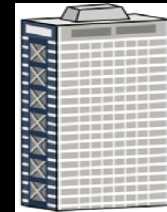
NTT docomo



JCI



Enterprise



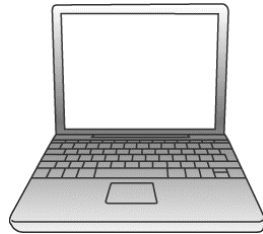
JPY 15 million/10 Mbps/ month



Cost + Regulated Margin

Target Markets

Mobile Embedded PC



- Notebook
- UMPC
- MID by Intel
(Mobile Internet Device)
- Snapdragon
by Qualcomm

⋮

Smartphones For Enterprise



- Windows Mobile
- Android
- iPhone

⋮

M2M

Low-traffic M2M



- ATM
- Vending Machine
- Telemetering
- Digital signage

ATM

⋮

MVNO Market Potential in Japan

MVNO Industry will grow to 2 trillion yen by 2015

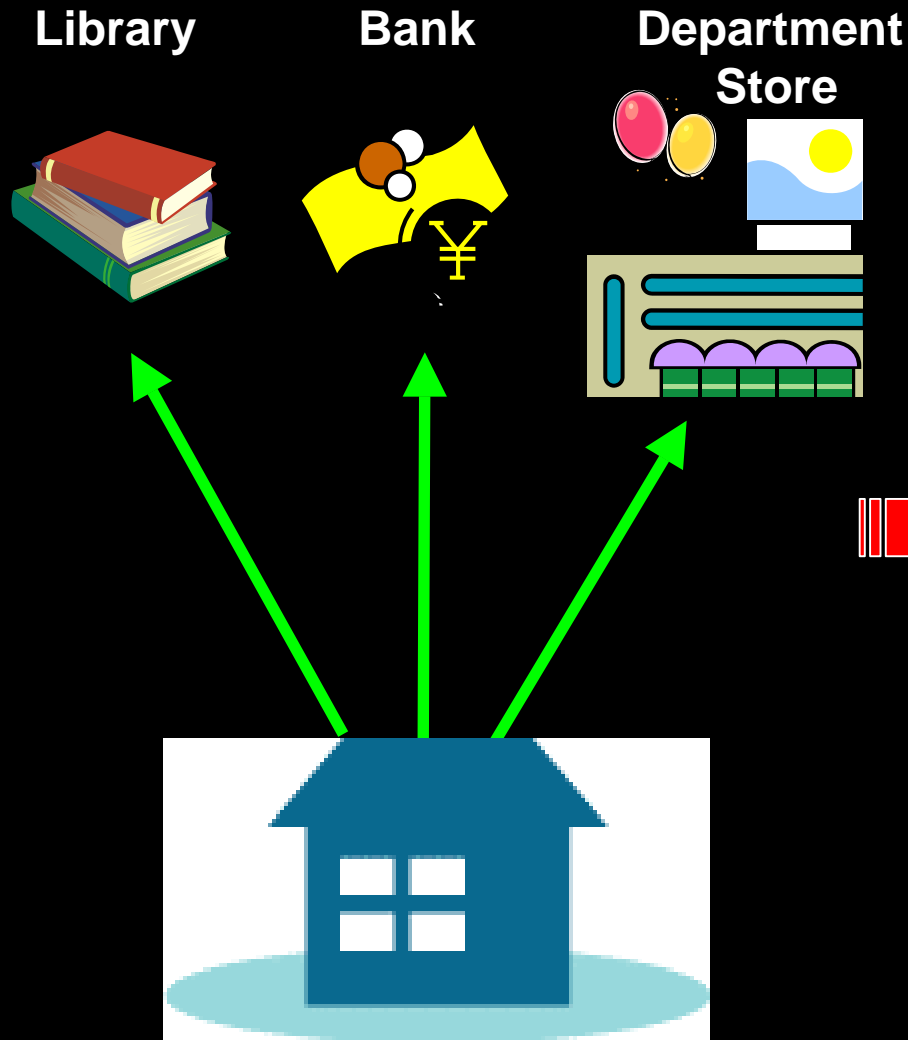
MVNO Category	2015 Estimates	
	Lines (thousand)	Market Size (JPY : billion yen)
Ubiquitous Terminal MVNO	14,550	510
M2M MVNO	14,340	125
Content MVNO	3,370	421
FMC MVNO	3,080	328
CRM MVNO	2,980	289
Local MVNO	2,400	232
Enterprise MVNO	1,770	201
Total	43 million lines	JPY 2.1 trillion

Source: Nomura Research Institute, Ltd.

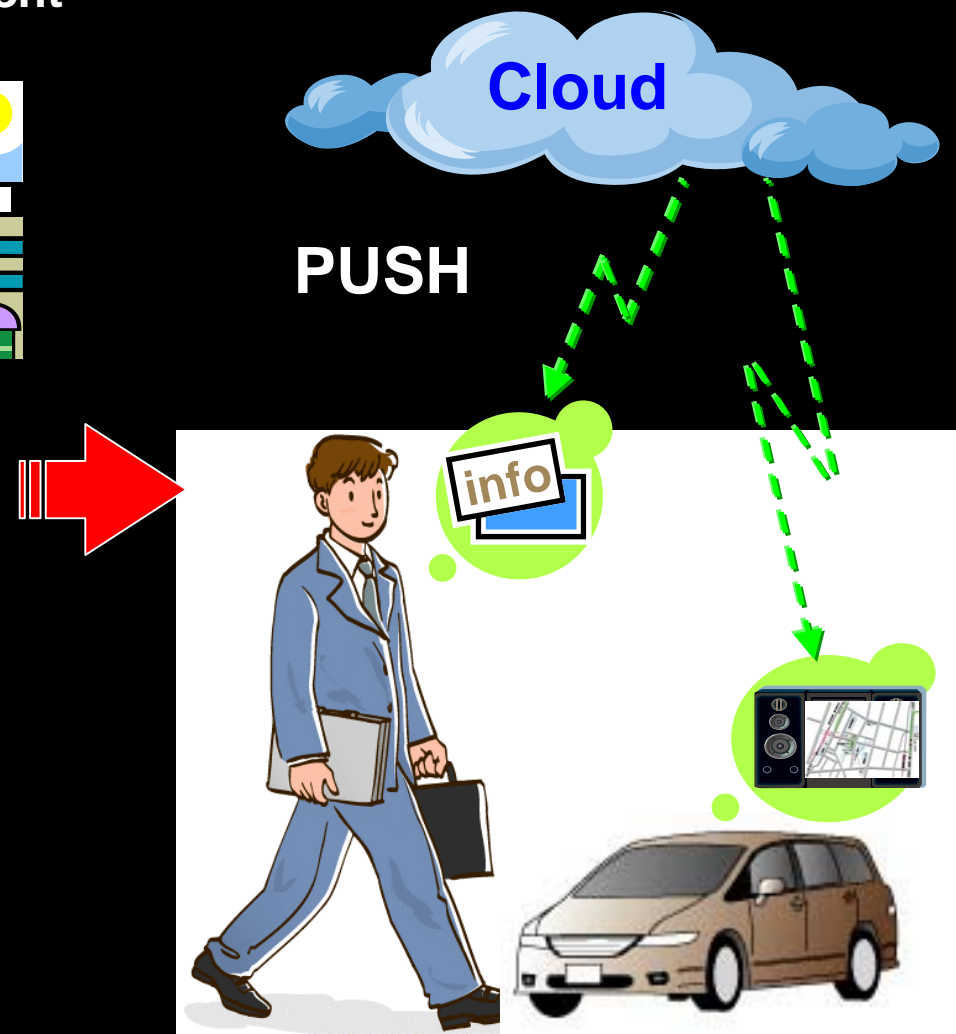
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Next Generation Internet

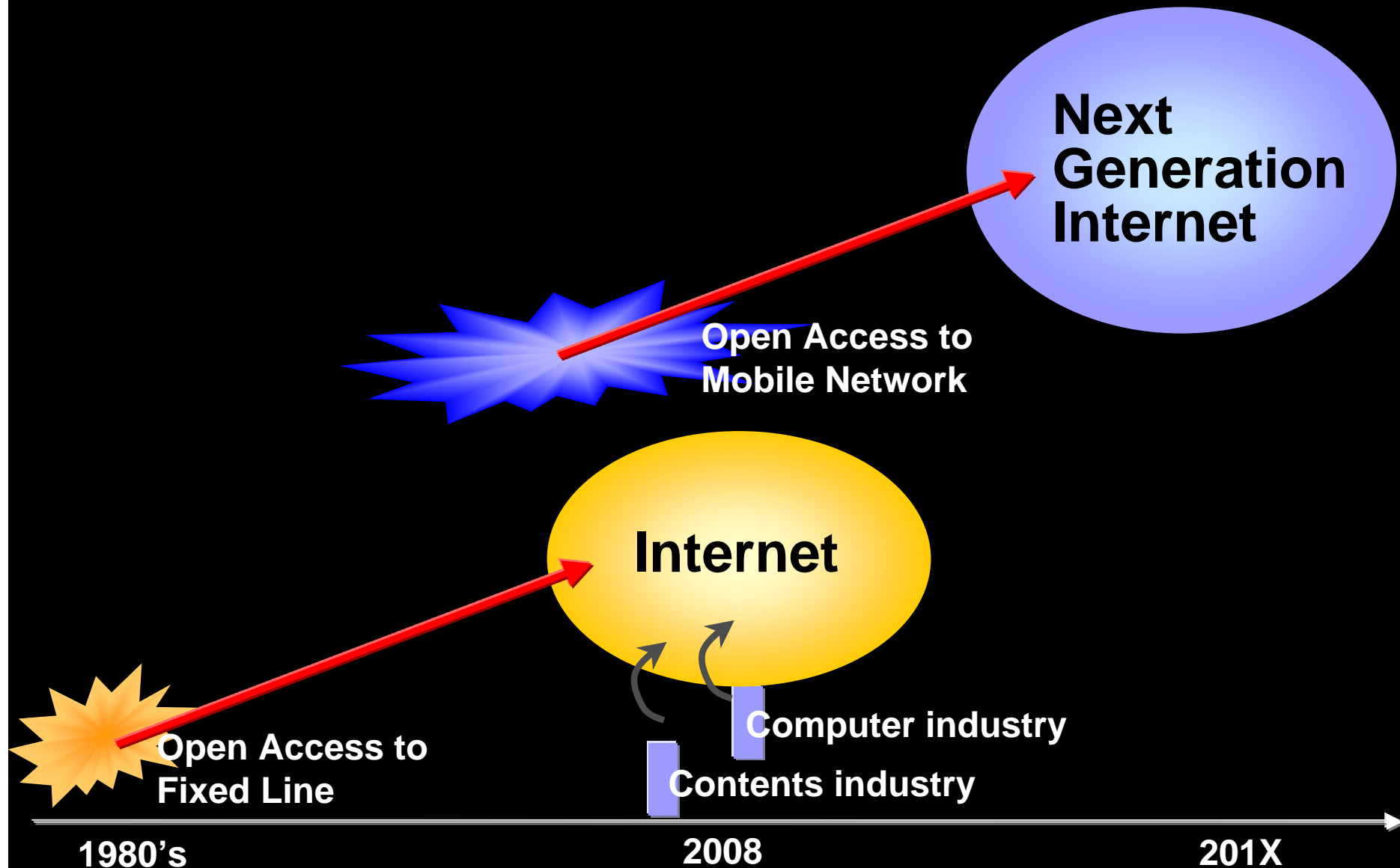
Internet



Next Generation Internet



The Trigger



Q&A