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The Entertainmedia Company

J:COM

株式会社ジュピターテレコム

Jupiter Telecommunications Co.,Ltd.

Factbook 2011

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*From FY2012, Jupiter Telecommunications Co., Ltd. has adopted new definitions for number of subscribers and ARPU. However, in this report, all the figures for number of subscribers and ARPU are based on the previous definitions.

(注) 株式会社ジュピターテレコムでは、2012年度より新定義に基づく加入世帯数及びARPUを採用していますが、本レポートに記載のこれらの数値は全て旧定義に基づくものです。

Financial Data (U.S. GAAP)

 Jupiter Telecommunications Co., Ltd. and Subsidiaries
 Years ended December 31

主要財務データ (米国会計基準)

 株式会社ジュピターテレコムおよび連結子会社
 12月31日終了の連結会計年度

		Yen in Millions / 百万円								
		2007	2008	(増減率) % change	2009	(増減率) % change	2010	(増減率) % change	2011	(増減率) % change
Operating results:	営業成績:									
Revenue	営業収益									
Subscription fees	利用料収入									
Cable television	ケーブルテレビ	¥123,071	¥134,425	9.2%	¥155,903	16.0%	¥160,773	3.1%	¥165,350	2.8%
High-speed Internet access	高速インターネット接続	66,558	73,479	10.4%	83,525	13.7%	87,006	4.2%	90,079	3.5%
Telephony	電話	40,432	43,945	8.7%	48,308	9.9%	50,418	4.4%	52,506	4.1%
Total subscription fees	利用料収入計	230,061	251,849	9.5%	287,736	14.2%	298,197	3.6%	307,935	3.3%
Other	その他	34,447	42,459	23.3%	45,988	8.3%	61,915	34.6%	61,138	(1.3%)
Total revenue	営業収益合計	264,508	294,308	11.3%	333,724	13.4%	360,112	7.9%	369,073	2.5%
Operating costs and expenses	営業費用									
Operating and programming costs	番組・その他営業費用	¥104,748	¥112,099	7.0%	¥123,050	9.8%	¥135,272	9.9%	¥140,525	3.9%
Selling, general and administrative expenses	販売費及び一般管理費	52,722	59,514	12.9%	66,341	11.5%	72,242	8.9%	72,150	(0.1%)
Depreciation and amortization	減価償却費	64,222	69,020	7.5%	83,174	20.5%	85,843	3.2%	85,323	(0.6%)
Total operating costs and expenses	営業費用計	221,692	240,633	8.5%	272,565	13.3%	293,357	7.6%	297,998	1.6%
Operating income	営業利益	42,816	53,675	25.4%	61,159	13.9%	66,755	9.2%	71,075	6.5%
Income before noncontrolling interests and income taxes	税金等控除前利益	39,389	49,733	26.3%	57,834	16.3%	63,167	9.2%	68,532	8.5%
Net income attributable to J:COM shareholders	当社株主帰属当期純利益	23,992	27,964	16.6%	30,453	8.9%	37,690	23.8%	37,278	(1.1%)
EBITDA ^{(*)1}	EBITDA ^{(注)1}	¥107,037	¥122,696	14.6%	¥144,332	17.6%	¥152,598	5.7%	¥156,398	2.5%
EBITDA margin (%)	EBITDA マージン (%)	40.5	41.7		43.2		42.4		42.4	
Capital expenditures	設備投資	¥ 65,281	¥ 62,395	(4.4%)	¥69,418	11.3%	¥ 74,020	6.6%	¥ 67,496	(8.8%)
Purchased capital expenditures	資本的支出	46,348	46,972	1.3%	51,774	10.2%	56,247	8.6%	55,082	(2.1%)
Capital leases	キャピタルリース	18,934	15,423	(18.5%)	17,644	14.4%	17,773	0.7%	12,414	(30.2%)
Financial position:	財政状態:									
Total assets	総資産	¥680,416	¥755,670	11.1%	¥801,657	6.1%	¥816,763	1.9%	¥812,303	(0.5%)
Total J:COM shareholders' equity	当社株主帰属資本	330,009	349,352	5.9%	374,902	7.3%	410,151	9.4%	435,707	6.2%
Interest-bearing debt (Gross)	有利子負債 (グロス)	223,016	252,964	13.4%	251,894	(0.4%)	225,144	(10.6%)	199,497	(11.4%)
Capital lease obligations	うちキャピタルリース	55,864	63,931	14.4%	63,788	(0.2%)	61,429	(3.7%)	54,993	(10.5%)
Interest-bearing debt (Net)	有利子負債 (ネット)	200,126	231,462	15.7%	187,468	(19.0%)	146,932	(21.6%)	109,618	(25.4%)
Cash flows:	キャッシュ・フロー:									
Cash flows from operating activities	営業活動によるキャッシュ・フロー	¥ 95,226	¥100,692	5.7%	¥123,626	22.8%	¥124,376	0.6%	¥123,342	(0.8%)
Cash flows from investing activities	投資活動によるキャッシュ・フロー	(52,728)	(76,357)	(44.8%)	(56,558)	25.9%	(57,048)	0.9%	(58,309)	2.2%
Cash flows from financing activities	財務活動によるキャッシュ・フロー	(40,094)	(25,722)	35.8%	(24,145)	6.1%	(53,542)	(121.8%)	(53,366)	(0.3%)
Free cash flow ^{(*)2}	フリー・キャッシュ・フロー ^{(注)2}	29,944	38,296	27.9%	54,207	41.5%	50,356	(7.1%)	55,846	10.9%
Per share data (Yen):	1株当たりデータ (円):									
Net income attributable to J:COM shareholders ^{(*)3}	当社株主帰属当期純利益 ^{(注)3}	¥ 3,650	¥ 4,080	11.8%	¥ 4,440	8.8%	¥ 5,456	22.9%	¥ 5,384	(1.3%)
J:COM shareholders' equity ^{(*)4}	当社株主帰属資本 ^{(注)4}	48,195	50,940	5.7%	54,650	7.3%	59,239	8.4%	62,916	6.2%
Ratios:	レシオ:									
Return on equity (%) ^{(*)5}	ROE (%) ^{(注)5}	7.9	8.2		8.4		9.6		8.8	
Debt to EBITDA (times) ^{(*)6}	Debt-EBITDA レシオ (倍) ^{(注)6}	1.9	1.9		1.3		1.0		0.7	
Debt to equity (times) ^{(*)6}	Debt-Equity レシオ (倍) ^{(注)6}	0.6	0.7		0.5		0.4		0.3	

Monetary amounts have been rounded to the nearest million yen. As a result, the sums of individual items might not equal the totals.

Figures for previous years have been adjusted to conform to the method of presentation for the fiscal year ended December 2011.

*1. EBITDA = (Revenue) - (Operating and programming costs) - (Selling, general and administrative expenses)

*2. Free cash flow = (Cash flows from operating activities) - (Purchased capital expenditures) - (Capital expenditures via capital leases)

*3. Net income attributable to J:COM shareholders per share is based on the weighted-average number of issued shares during the year (excluding treasury stock)

*4. Based on the number of ordinary shares outstanding at the end of each fiscal year (excluding treasury stock)

*5. Return on equity (ROE) = Net income attributable to J:COM shareholders / ((Total J:COM shareholders' equity at year-end +

Total J:COM shareholders' equity at the previous year-end) / 2) X 100 (%)

*6. Based on net interest-bearing debt

各数値は百万円未満を四捨五入しているため合計値と必ずしも合致しません。

過去の数値は当期の表示方法に合わせて調整されています。

(注)1. EBITDA = (営業収益) - (番組・その他営業費用) - (販売費及び一般管理費)

(注)2. フリー・キャッシュ・フロー = (営業活動によるキャッシュ・フロー) - (資本的支出) - (キャピタルリースによる設備投資)

(注)3. 期中の加重平均発行済株式数にて算出 (自己株式を除く)

(注)4. 期末発行済株式数にて算出 (自己株式を除く)

(注)5. ROE (当社株主帰属資本当期純利益率) = 当社株主帰属当期純利益 / ((前期末当社株主帰属資本 + 当期末当社株主帰属資本) / 2) X 100 (%)

(注)6. Debtは有利子負債 (ネット) を使用

Financial Data (U.S. GAAP)

Jupiter Telecommunications Co., Ltd. and Subsidiaries
Years ended December 31

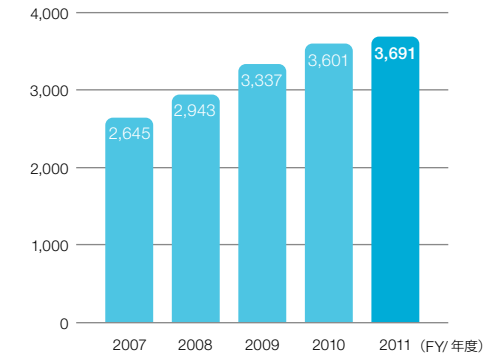
主要財務データ (米国会計基準)

株式会社ジュビターテレコムおよび連結子会社
12月31日終了の連結会計年度

Revenue

営業収益

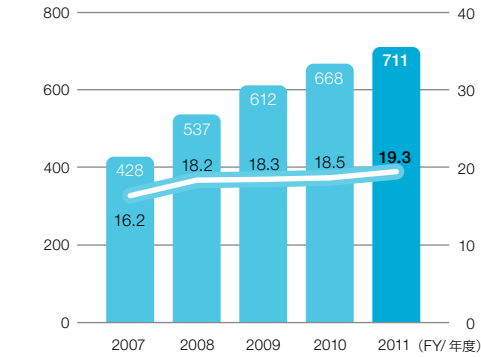
(Yen in
Hundred Millions)
(億円)



Operating Income

営業利益

(Yen in
Hundred Millions)
(億円)

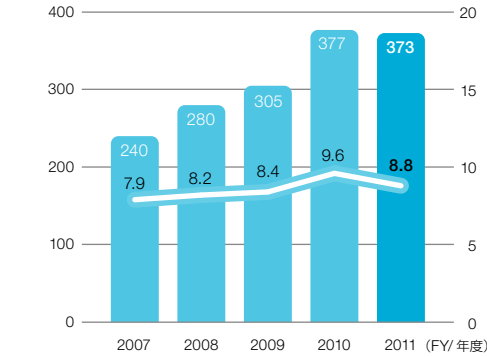


Operating income margin (%) 営業利益率 (%)

Net Income Attributable to J:COM Shareholders

当社株主帰属当期純利益

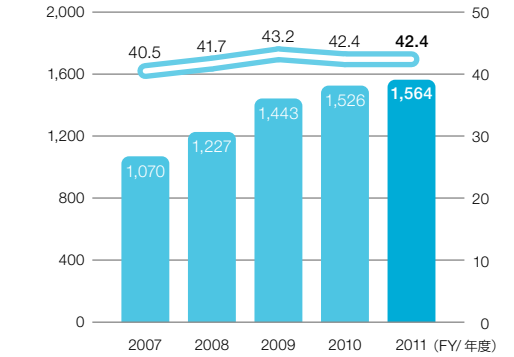
(Yen in
Hundred Millions)
(億円)



ROE (%)

EBITDA

(Yen in
Hundred Millions)
(億円)

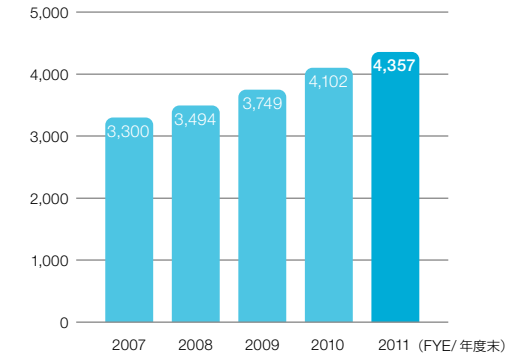


EBITDA margin (%) EBITDA マージン (%)

Total J:COM Shareholders' Equity

当社株主帰属資本

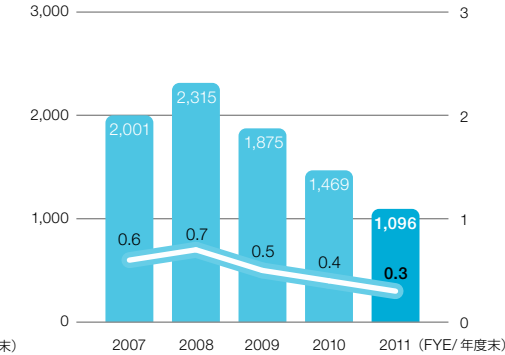
(Yen in
Hundred Millions)
(億円)



Interest-Bearing Debt (Net) and Debt-to-Equity Ratio

有利子負債(ネット)およびD/Eレシオ

(Yen in
Hundred Millions)
(億円)

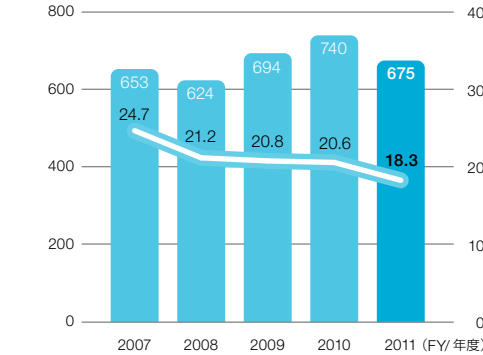


Debt-to-equity ratio (Times) D/E レシオ (倍)

Capital Expenditures

設備投資

(Yen in
Hundred Millions)
(億円)



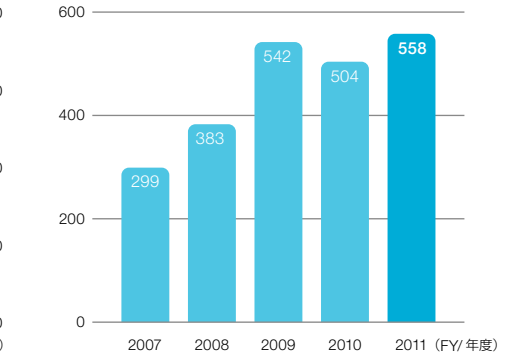
Capital expenditures / Total revenue (%)

設備投資 ÷ 営業収益 (%)

Free Cash Flow

フリー・キャッシュ・フロー

(Yen in
Hundred Millions)
(億円)



Operational Data

Consolidated basis
Years ended December 31

オペレーションデータ

連結ベース
12月31日に終了する事業年度

		Number of Households/世帯								
		2007	2008	2009		2010		2011		
				(増減率) % change	(増減率) % change	(増減率) % change	(増減率) % change		(増減率) % change	
Number of homes passed ⁽¹⁾:	ホームパス (注1):									
Cable television	ケーブルテレビ	9,438,200	12,241,500	29.7%	12,593,800	2.9%	13,067,100	3.8%	13,620,100	4.2%
Sapporo area	札幌エリア	461,500	529,700	14.8%	542,600	2.4%	549,000	1.2%	555,800	1.2%
Sendai area	仙台エリア	—	185,600	—	189,200	1.9%	230,100	21.6%	250,800	9.0%
Kanto area	関東エリア	4,499,100	5,739,100	27.6%	5,872,900	2.3%	6,041,200	2.9%	6,463,400	7.0%
Kansai area	関西エリア	3,836,600	4,575,000	19.2%	4,721,300	3.2%	4,955,000	4.9%	5,042,000	1.8%
Kyushu area	九州エリア	641,000	1,212,100	89.1%	1,267,800	4.6%	1,291,800	1.9%	1,308,100	1.3%
High-speed Internet access	高速インターネット接続	9,438,200	12,241,500	29.7%	12,593,800	2.9%	13,067,100	3.8%	13,620,100	4.2%
Sapporo area	札幌エリア	461,500	529,700	14.8%	542,600	2.4%	549,000	1.2%	555,800	1.2%
Sendai area	仙台エリア	—	185,600	—	189,200	1.9%	230,100	21.6%	250,800	9.0%
Kanto area	関東エリア	4,499,100	5,739,100	27.6%	5,872,900	2.3%	6,041,200	2.9%	6,463,400	7.0%
Kansai area	関西エリア	3,836,600	4,575,000	19.2%	4,721,300	3.2%	4,950,500	4.9%	5,042,000	1.8%
Kyushu area	九州エリア	641,000	1,212,100	89.1%	1,267,800	4.6%	1,291,800	1.9%	1,308,100	1.3%
Telephony	電話	9,415,300	11,393,200	21.0%	12,133,800	6.5%	13,055,800	7.6%	13,599,700	4.2%
Sapporo area	札幌エリア	461,500	529,600	14.8%	542,500	2.4%	548,900	1.2%	555,800	1.3%
Sendai area	仙台エリア	—	0	—	0	—	230,100	—	250,800	9.0%
Kanto area	関東エリア	4,486,200	5,083,000	13.3%	5,606,500	10.3%	6,034,600	7.6%	6,447,800	6.8%
Kansai area	関西エリア	3,827,800	4,570,700	19.4%	4,717,000	3.2%	4,950,500	5.0%	5,037,200	1.8%
Kyushu area	九州エリア	639,800	1,209,900	89.1%	1,267,800	4.8%	1,291,700	1.9%	1,308,100	1.3%
Number of RGUs:	サービス提供数:									
Cable television	ケーブルテレビ	2,188,000	2,557,000	16.9%	2,598,600	1.6%	2,691,000	3.6%	2,875,400	6.9%
Sapporo area	札幌エリア	81,100	81,800	0.9%	82,000	0.2%	82,900	1.1%	87,600	5.7%
Sendai area	仙台エリア	—	29,900	—	32,100	7.4%	32,900	2.5%	34,600	5.2%
Kanto area	関東エリア	1,145,100	1,352,400	18.1%	1,380,700	2.1%	1,438,500	4.2%	1,555,400	8.1%
Kansai area	関西エリア	821,400	865,400	5.4%	876,000	1.2%	905,800	3.4%	958,100	5.8%
Kyushu area	九州エリア	140,400	227,500	62.0%	227,800	0.1%	230,900	1.4%	239,700	3.8%
Digital	デジタル	1,470,200	1,997,000	35.8%	2,348,400	17.6%	2,686,600	14.4%	2,875,400	7.0%
Sapporo area	札幌エリア	46,900	60,000	27.9%	75,400	25.7%	82,900	9.9%	87,600	5.7%
Sendai area	仙台エリア	—	25,500	—	28,700	12.5%	32,500	13.2%	34,600	6.5%
Kanto area	関東エリア	774,600	1,058,300	36.6%	1,246,700	17.8%	1,434,800	15.1%	1,555,400	8.4%
Kansai area	関西エリア	560,600	683,900	22.0%	793,900	16.1%	905,500	14.1%	958,100	5.8%
Kyushu area	九州エリア	88,100	169,300	92.2%	203,700	20.3%	230,900	13.4%	239,700	3.8%
High-speed Internet access	高速インターネット接続	1,211,600	1,486,800	22.7%	1,584,900	6.6%	1,695,900	7.0%	1,826,200	7.7%
Sapporo area	札幌エリア	38,300	41,500	8.4%	44,600	7.5%	48,000	7.6%	52,500	9.4%
Sendai area	仙台エリア	—	25,800	—	28,300	9.7%	29,400	3.9%	30,700	4.4%
Kanto area	関東エリア	660,500	802,000	21.4%	848,500	5.8%	905,700	6.7%	985,900	8.9%
Kansai area	関西エリア	448,500	504,100	12.4%	544,300	8.0%	583,700	7.2%	617,300	5.8%
Kyushu area	九州エリア	64,300	113,400	76.4%	119,200	5.1%	129,100	8.3%	139,800	8.3%
Telephony	電話	1,312,600	1,569,800	19.6%	1,763,100	12.3%	1,970,700	11.8%	2,216,400	12.5%
Sapporo area	札幌エリア	37,100	46,400	25.1%	54,600	17.7%	60,900	11.5%	68,100	11.8%
Sendai area	仙台エリア	—	0	—	0	—	4,600	—	12,100	163.0%
Kanto area	関東エリア	746,100	831,200	11.4%	914,800	10.1%	1,014,400	10.9%	1,134,500	11.8%
Kansai area	関西エリア	431,400	525,300	21.8%	617,600	17.6%	702,500	13.7%	800,200	13.9%
Kyushu area	九州エリア	98,000	166,900	70.3%	176,100	5.5%	188,300	6.9%	201,500	7.0%
Total RGUs ⁽²⁾:	RGU合計 (注2):	4,712,200	5,613,600	19.1%	5,946,600	5.9%	6,357,600	6.9%	6,918,000	8.8%
Sapporo area	札幌エリア	156,500	169,700	8.4%	181,200	6.8%	191,800	5.8%	208,200	8.6%
Sendai area	仙台エリア	—	55,700	—	60,400	8.4%	66,900	10.8%	77,400	15.7%
Kanto area	関東エリア	2,551,700	2,985,600	17.0%	3,144,000	5.3%	3,358,600	6.8%	3,675,800	9.4%
Kansai area	関西エリア	1,701,300	1,894,800	11.4%	2,037,900	7.6%	2,192,000	7.6%	2,375,600	8.4%
Kyushu area	九州エリア	302,700	507,800	67.8%	523,100	3.0%	548,300	4.8%	581,000	6.0%

Operational Data

Consolidated basis
Years ended December 31

オペレーショナルデータ

連結ベース
12月31日に終了する事業年度

		Number of Households (Total number of subscribers only) / 世帯 (総加入世帯数のみ)									
		2007		2008		2009		2010		2011	
				(増減率) % change	(増減率) % change	(増減率) % change	(増減率) % change	(増減率) % change	(増減率) % change	(増減率) % change	
Total number of subscribing households ^{(*)3}:	総加入世帯数^{(注)3}:	2,659,100	3,167,400	19.1%	3,274,800	3.4%	3,426,100	4.6%	3,656,500	6.7%	
Sapporo area	札幌エリア	96,300	99,600	3.4%	102,700	3.1%	105,300	2.5%	111,800	6.2%	
Sendai area	仙台エリア	—	39,500	—	43,100	9.1%	45,100	1.6%	46,300	2.7%	
Kanto area	関東エリア	1,399,200	1,666,900	19.1%	1,726,700	3.6%	1,813,400	5.0%	1,958,700	8.0%	
Kansai area	関西エリア	992,400	1,069,000	7.7%	1,103,700	3.3%	1,156,400	4.8%	1,223,300	5.8%	
Kyushu area	九州エリア	171,200	292,400	70.8%	298,600	2.1%	305,900	2.4%	316,100	3.3%	
Bundle ratio (Average RGUs per household)	バンドル率 (加入世帯当たり提供サービス数)	1.77	1.77	—	1.82	0.05	1.86	0.04	1.89	0.03	
Penetration rate ^{(*)4}:	加入率^{(注)4}:										
Cable television	ケーブルテレビ	23.2%	20.9%	(2.3)	20.6%	(0.3)	20.6%	—	21.1%	0.5	
Digital	デジタル	15.6%	16.3%	0.7	18.6%	2.3	20.6%	2.0	21.1%	0.5	
High-speed Internet access	高速インターネット接続	12.8%	12.1%	(0.7)	12.6%	0.5	13.0%	0.4	13.4%	0.4	
Telephony	電話	13.9%	13.8%	(0.1)	14.5%	0.7	15.1%	0.6	16.3%	1.2	
Total number of subscribers	総加入世帯	28.2%	25.9%	(2.3)	26.0%	0.1	26.2%	0.2	26.8%	0.6	
Average monthly churn rate ^{(*)5}:	平均月次解約率^{(注)5}:										
Cable television	ケーブルテレビ	1.03%	1.02%	(0.01)	1.12%	0.10	1.22%	0.10	1.00%	(0.22)	
High-speed Internet access	高速インターネット接続	1.27%	1.24%	(0.03)	1.24%	—	1.24%	—	1.17%	(0.07)	
Telephony	電話	0.75%	0.74%	(0.01)	0.83%	0.09	0.85%	0.02	0.76%	(0.09)	
ARPU ^{(*)6}:	ARPU^{(注)6}:										
Cable television	ケーブルテレビ	¥5,190	¥5,360	3.3%	¥5,471	2.1%	¥5,503	0.6%	¥5,328	(3.2%)	
High-speed Internet access	高速インターネット接続	4,644	4,603	(0.9%)	4,454	(3.3%)	4,339	(2.6%)	4,180	(3.7%)	
Telephony	電話	2,762	2,545	(7.9%)	2,366	(7.1%)	2,211	(6.5%)	2,069	(6.4%)	
Average revenue per unit per month	加入世帯平均	7,687	7,789	1.3%	7,726	(0.8%)	7,680	(0.6%)	7,499	(2.4%)	
Breakdown of service bundling ^{(*)7}:	サービス別の利用割合^{(注)7}:										
Cable television only	ケーブルテレビのみ	34.3%	32.8%	(1.5)	30.5%	(2.3)	28.3%	(2.2)	26.0%	(2.3)	
High-speed Internet access only	高速インターネット接続のみ	6.9%	7.7%	0.8	7.2%	(0.5)	6.9%	(0.3)	6.5%	(0.4)	
Telephony only	電話のみ	6.5%	7.0%	0.5	7.6%	0.6	8.2%	0.6	8.7%	0.5	
Cable television + High-speed Internet access	ケーブルテレビ+高速インターネット接続	9.5%	10.0%	0.5	8.6%	(1.4)	7.3%	(1.3)	6.9%	(0.4)	
Cable television + Telephony	ケーブルテレビ+電話	13.7%	13.3%	(0.4)	13.6%	0.3	14.0%	0.4	15.3%	1.3	
High-speed Internet access + Telephony	高速インターネット接続+電話	4.4%	4.6%	0.2	5.9%	1.3	6.3%	0.4	6.1%	(0.2)	
All three services (Triple Play)	3サービス全て	24.8%	24.7%	(0.1)	26.8%	2.1	29.0%	2.2	30.5%	1.5	

Both number of homes passed and number of subscribers have been rounded to the nearest hundred.

*1. Number of households that are connected to the network and can receive J:COM services

*2. Total number of revenue generating units (RGUs) for services supplied

*3. Number of households subscribing to one or more services

*4. Penetration rate = Number of subscribers / Number of homes passed X 100

*5. Average monthly churn rate = Monthly number of disconnects from a service / Monthly weighted-average number of services provided

*6. Monthly average revenue per unit (ARPU)

*7. Due to rounding, the sums of individual items might not equal 100%.

ホームバス世帯数および加入世帯数は100世帯未満を四捨五入して表記

(注)1. ネットワークが敷設済みで、サービスの提供が可能な世帯数

(注)2. 合計サービス提供数 (Revenue Generating Units)

(注)3. いずれか1つ以上のサービスに加入している世帯数

(注)4. 加入率 = 加入世帯数 ÷ ホームバス世帯数 × 100

(注)5. 平均月次解約率 = 当該期間中の解約数 ÷ 当該期間中の加重平均契約サービス数 ÷ 当該期間の月数

(注)6. 加入世帯当たり平均月次収益 (Average Revenue per Unit)

(注)7. 各数値は四捨五入をしているため合計値は必ずしも100%になりません。

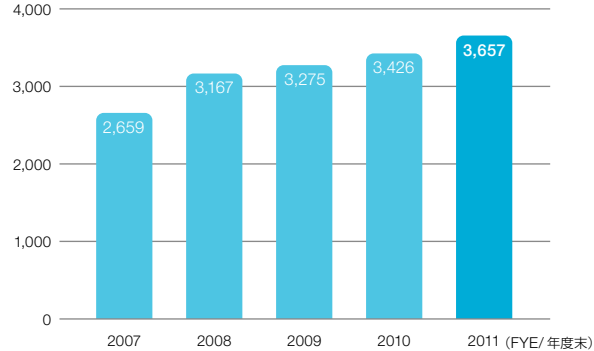
Operational Data

Consolidated basis
Years ended December 31

Total Number of Subscribing Households

総加入世帯数

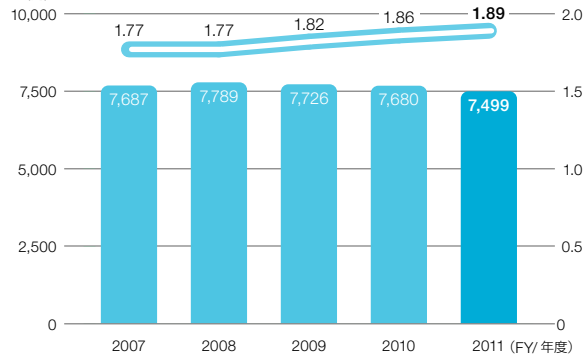
(Thousands of Households)
(千世帯)



ARPU and Bundle Ratio

ARPUおよびバンドル率

(Yen)
(円)



■ ARPU
○ Bundle ratio バンドル率

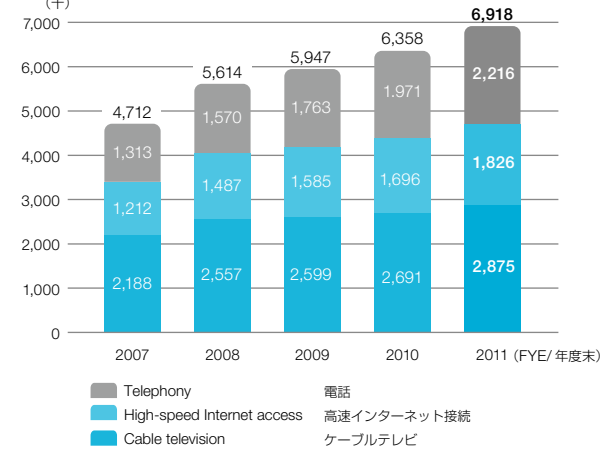
オペレーショナルデータ

連結ベース
12月31日に終了する事業年度

Total RGUs*

RGU合計*

(Thousands)
(千)



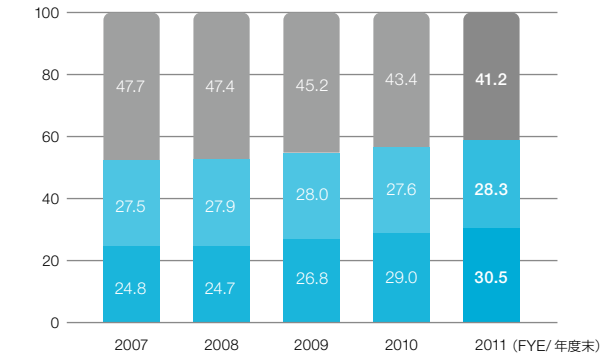
■ Telephony 電話
■ High-speed Internet access 高速インターネット接続
■ Cable television ケーブルテレビ

* Total number of revenue generating units (RGUs) for services supplied
* 合計サービス提供数 (Revenue Generating Units)

Breakdown of Service Bundling

加入サービス数別の利用割合

(%)

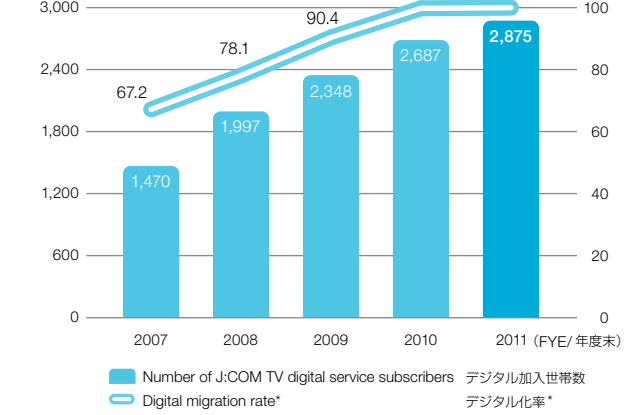


■ Households with 1 service 1 サービス加入世帯
■ Households with 2 services 2 サービス加入世帯
■ Households with 3 services 3 サービス加入世帯

J:COM TV Digital

J:COM TVデジタル

(Thousands of Households)
(千世帯)

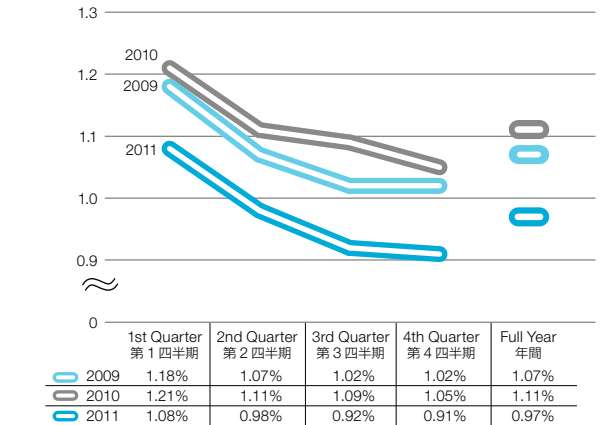


* Digital migration rate = Ratio of number of digital service subscribers to total CATV subscribers
* デジタル化率は、ケーブルテレビ加入世帯におけるデジタルサービス加入世帯の割合を示す。

Average Monthly Churn Rate* per RGU

平均月次解約率*

(%)

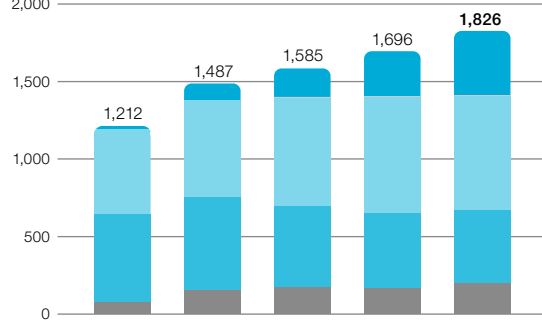


* Average monthly churn rate = Monthly number of disconnects from a service / Monthly weighted-average number of services provided

* 平均月次解約率 = 当該期間中の解約数 ÷ 当該期間中の加重平均契約サービス数 ÷ 当該期間の月数

Number of High-Speed Internet Access Subscribers
高速インターネット接続加入世帯数

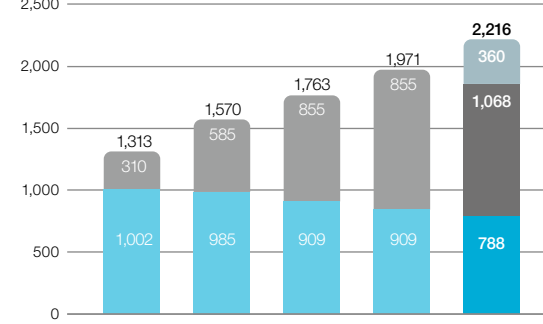
(Thousands of Households)
(千世帯)



(FYE/年度末)	2007	2008	2009	2010	2011
160M	18	108	184	291	416
100M	2	4	5	5	5
30M - Less than 100M	546	621	696	749	734
8M - Less than 30M	572	604	528	486	475
Less than 8M	75	151	172	165	197

Number of Telephony Subscribers
電話加入世帯数

(Thousands of Households)
(千世帯)



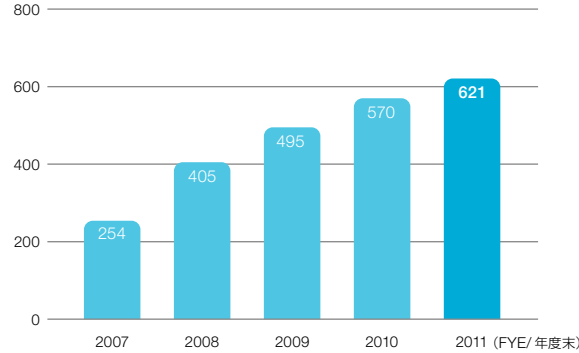
■ IP** Legacy** レガシー**
■ J:COM PHONE Plus J:COM PHONE プラス

*1. Telephony service using IP technology
*2. Telephony service using circuit switch

*1. VoIP技術を用いた電話
*2. 回線交換機を用いた電話

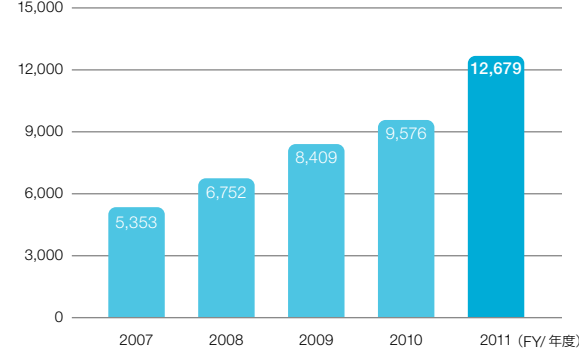
Number of HDR Contracts
HDR契約数

(Thousands)
(千件)



VOD Service: Total Purchases of J:COM On Demand*
VODサービス「J:COMオンデマンド」の購入数*

(Thousands)
(千件)



Quarterly Financial Data (U.S. GAAP)

四半期財務データ (米国会計基準)

Consolidated basis

連結ベース

		Yen in Millions / 百万円											
		1st Quarter / 第1四半期			2nd Quarter / 第2四半期			3rd Quarter / 第3四半期			4th Quarter / 第4四半期		
		2009	2010	2011	2009	2010	2011	2009	2010	2011	2009	2010	2011
Operating results:	営業成績:												
Revenue	営業収益												
Subscription fees	利用料収入												
Cable television	ケーブルテレビ	¥38,488	¥39,803	¥40,743	¥38,834	¥39,994	¥41,032	¥39,196	¥40,432	¥41,448	¥39,385	¥40,544	¥42,127
High-speed Internet access	高速インターネット接続	20,614	21,403	22,206	20,812	21,631	22,334	20,942	21,873	22,574	21,157	22,099	22,965
Telephony	電話	11,685	12,253	13,183	11,925	12,459	13,067	12,254	12,805	13,117	12,444	12,901	13,139
Total subscription fees	利用料収入計	70,787	73,459	76,132	71,571	74,084	76,433	72,392	75,110	77,139	72,986	75,544	78,231
Other	その他	10,021	14,687	15,632	10,099	15,308	15,803	11,098	15,102	15,160	14,770	16,818	14,543
Total revenue	営業収益合計	80,808	88,146	91,764	81,670	89,392	92,236	83,490	90,212	92,299	87,756	92,362	92,774
Operating costs and expenses	営業費用												
Operating and programming costs	番組・その他営業費用	¥29,701	¥31,954	¥33,162	¥29,941	¥33,506	¥33,934	¥30,669	¥34,896	¥35,834	¥32,739	¥34,916	¥37,595
Selling, general and administrative expenses	販売費及び一般管理費	15,931	17,624	17,426	17,086	18,877	18,040	16,065	17,900	17,908	17,259	17,841	18,776
Depreciation and amortization	減価償却費	19,697	21,136	20,545	19,724	21,540	20,937	22,167	21,145	21,284	21,586	22,022	22,557
Total operating costs and expenses	営業費用計	65,329	70,714	71,133	66,751	73,923	72,911	68,901	73,941	75,026	71,584	74,779	78,928
Operating income	営業利益	15,479	17,432	20,631	14,919	15,469	19,325	14,589	16,271	17,273	16,172	17,583	13,846
Income before noncontrolling interests and income taxes	税金等控除前利益	14,700	16,678	19,935	13,653	14,476	18,495	13,420	15,595	16,802	16,061	16,418	13,300
Net income attributable to J:COM shareholders	当社株主帰属四半期純利益	6,949	8,400	10,363	7,360	11,824	10,130	7,246	8,418	9,284	8,898	9,048	7,501
EBITDA ^(*)	EBITDA ^{(注)1}	¥35,176	¥38,568	¥41,176	¥34,643	¥37,009	¥40,262	¥36,756	¥37,416	¥38,557	¥37,758	¥39,605	¥36,403
EBITDA margin (%)	EBITDA マージン (%)	43.5	43.8	44.9	42.4	41.4	43.7	44.0	41.5	41.8	43.0	42.9	39.2
Capital expenditures	設備投資	¥15,035	¥14,643	¥14,807	¥16,588	¥18,733	¥16,797	¥16,020	¥20,041	¥19,698	¥21,775	¥20,602	¥16,194
Purchased capital expenditures	資本的支出	11,247	10,698	11,698	12,289	13,882	13,164	11,278	15,464	16,660	16,960	16,203	13,560
Capital leases	キャピタルリース	3,788	3,945	3,109	4,299	4,851	3,633	4,742	4,578	3,038	4,815	4,399	2,634
Financial position:	財政状態:												
Total assets	総資産	¥759,160	¥806,451	¥811,279	¥763,139	¥818,549	¥822,748	¥780,392	¥807,142	¥810,970	¥801,657	¥816,763	¥812,303
Total J:COM shareholders' equity	当社株主帰属資本	354,810	384,346	414,743	362,153	396,606	424,812	365,991	401,037	427,909	374,902	410,151	435,707
Interest-bearing debt (Gross)	有利子負債 (Gross)	252,575	247,403	221,975	247,222	243,975	220,165	253,954	228,013	211,721	251,895	225,144	199,497
Capital lease obligations	うちキャピタルリース	63,377	62,685	59,515	63,281	62,532	58,311	63,103	62,217	56,507	63,789	61,429	54,993
Interest-bearing debt (Net)	有利子負債 (Net)	222,523	176,348	144,412	207,526	160,107	127,128	194,621	155,625	126,096	187,468	146,932	109,618
Cash flows:	キャッシュ・フロー:												
Cash flows from operating activities	営業活動によるキャッシュ・フロー	¥ 25,906	¥ 25,431	¥ 23,622	¥ 31,596	¥ 34,607	¥ 34,287	¥ 31,783	¥ 28,134	¥ 26,948	¥ 34,341	¥ 36,204	¥ 38,485
Cash flows from investing activities	投資活動によるキャッシュ・フロー	(11,289)	(11,530)	(11,576)	(11,964)	(13,894)	(13,136)	(11,215)	(15,442)	(16,648)	(22,090)	(16,182)	(16,948)
Cash flows from financing activities	財務活動によるキャッシュ・フロー	(6,068)	(7,272)	(12,695)	(9,989)	(7,901)	(5,677)	(930)	(24,171)	(17,712)	(7,158)	(14,198)	(17,283)
Free cash flow ^(*)	フリー・キャッシュ・フロー ^{(注)2}	10,871	10,788	8,814	15,008	15,874	17,490	15,762	8,091	7,250	12,566	15,603	22,291

Monetary amounts have been rounded to the nearest million yen. As a result, the sums of individual items might not equal the totals.

Figures for previous years have been adjusted to conform to the method of presentation for the fiscal year ended December 2011.

Quarterly financial data has not been audited or reviewed by independent auditors.

*1. EBITDA = (Total revenue) - (Operating and programming costs) - (Selling, general and administrative expenses)

*2. Free cash flow = (Cash flows from operating activities) - (Purchased capital expenditures) - (Capital expenditures via capital leases)

各数値は百万円未満を四捨五入しているため合計値と必ずしも合致しません。

過去の数値は当期の表示方法に合わせて調整されています。

四半期の財務数値については、監査法人による監査・レビューを受けておりません。

(注) 1. EBITDA = (営業収益) - (番組・その他営業費用) - (販売費及び一般管理費)

(注) 2. フリー・キャッシュ・フロー = (営業活動によるキャッシュ・フロー) - (資本的支出) - (キャピタルリースによる設備投資)

Quarterly Operational Data

四半期オペレーショナルデータ

Consolidated basis

連結ベース

		Number of Households / 世帯											
		1st Quarter / 第1四半期			2nd Quarter / 第2四半期			3rd Quarter / 第3四半期			4th Quarter / 第4四半期		
		2009	2010	2011	2009	2010	2011	2009	2010	2011	2009	2010	2011
Number of homes passed ⁽¹⁾:	ホームパス ^{(注)1}:												
Cable television	ケーブルテレビ	12,380,000	12,739,200	13,185,700	12,466,300	12,824,500	13,284,000	12,525,900	12,940,200	13,334,700	12,593,800	13,067,100	13,620,100
Sapporo area	札幌エリア	534,400	544,800	549,600	536,500	546,400	551,200	539,200	547,700	554,100	542,600	549,000	555,800
Sendai area	仙台エリア	189,200	189,200	234,700	189,200	190,400	243,100	189,200	217,700	247,400	189,200	230,100	250,800
Kanto area	関東エリア	5,792,800	5,899,000	6,103,300	5,811,000	5,927,400	6,159,100	5,837,200	5,983,500	6,185,000	5,872,900	6,041,200	6,463,400
Kansai area	関西エリア	4,627,900	4,824,100	5,001,500	4,675,000	4,874,600	5,030,500	4,702,900	4,903,200	5,043,900	4,721,300	4,955,000	5,042,000
Kyushu area	九州エリア	1,235,700	1,282,100	1,296,600	1,254,600	1,285,700	1,300,100	1,257,400	1,288,100	1,304,300	1,267,800	1,291,800	1,308,100
High-speed Internet access	高速インターネット接続	12,380,000	12,739,200	13,185,700	12,466,300	12,824,500	13,284,000	12,525,900	12,940,200	13,334,700	12,593,800	13,067,100	13,620,100
Sapporo area	札幌エリア	534,400	544,800	549,600	536,500	546,400	551,200	539,200	547,700	554,100	542,600	549,000	555,800
Sendai area	仙台エリア	189,200	189,200	234,700	189,200	190,400	243,100	189,200	217,700	247,400	189,200	230,100	250,800
Kanto area	関東エリア	5,792,800	5,899,000	6,103,300	5,811,000	5,927,400	6,159,100	5,837,200	5,983,500	6,185,000	5,872,900	6,041,200	6,463,400
Kansai area	関西エリア	4,627,900	4,824,100	5,001,500	4,675,000	4,874,600	5,030,500	4,702,900	4,903,200	5,043,900	4,721,300	4,955,000	5,042,000
Kyushu area	九州エリア	1,235,700	1,282,100	1,296,600	1,254,600	1,285,700	1,300,100	1,257,400	1,288,100	1,304,300	1,267,800	1,291,800	1,308,100
Telephony	電話	11,512,300	12,409,900	13,174,300	11,679,900	12,729,500	13,272,500	12,053,100	12,929,100	13,314,500	12,133,800	13,055,800	13,599,700
Sapporo area	札幌エリア	534,300	544,700	549,600	536,400	546,400	551,200	539,100	547,600	554,100	542,500	548,900	555,800
Sendai area	仙台エリア	—	—	234,700	—	190,400	243,100	—	217,700	247,400	—	230,100	250,800
Kanto area	関東エリア	5,120,800	5,834,700	6,096,500	5,219,000	5,915,000	6,152,400	5,564,800	5,977,000	6,169,500	5,606,500	6,034,600	6,447,800
Kansai area	関西エリア	4,623,600	4,748,500	4,996,900	4,670,700	4,792,100	5,025,800	4,692,600	4,898,700	5,039,200	4,717,000	4,950,500	5,037,200
Kyushu area	九州エリア	1,233,600	1,282,000	1,296,600	1,253,800	1,285,600	1,300,000	1,256,600	1,288,100	1,304,300	1,267,800	1,291,700	1,308,100
Number of RGUs:	サービス提供数:												
Cable television	ケーブルテレビ	2,554,700	2,599,000	2,718,100	2,574,600	2,610,500	2,769,800	2,587,900	2,632,000	2,822,000	2,598,600	2,691,000	2,875,400
Sapporo area	札幌エリア	81,600	82,000	84,100	82,400	82,000	85,800	82,300	82,300	87,300	82,000	82,900	87,600
Sendai area	仙台エリア	30,200	32,400	33,000	31,000	31,200	33,500	31,400	32,100	34,100	32,100	32,900	34,600
Kanto area	関東エリア	1,354,100	1,380,200	1,453,800	1,365,500	1,388,500	1,482,700	1,373,600	1,401,400	1,509,600	1,380,700	1,438,500	1,555,400
Kansai area	関西エリア	862,000	877,700	914,200	867,400	881,600	931,500	872,600	888,200	951,600	876,000	905,800	958,100
Kyushu area	九州エリア	226,800	226,700	233,000	228,300	227,200	236,300	228,000	228,000	239,400	227,800	230,900	239,700
Digital	デジタル	2,085,300	2,419,400	2,717,800	2,178,400	2,506,000	2,769,800	2,263,500	2,614,600	2,822,000	2,348,400	2,686,600	2,875,400
Sapporo area	札幌エリア	64,100	77,400	84,100	68,900	79,500	85,800	72,600	81,900	87,300	75,400	82,900	87,600
Sendai area	仙台エリア	26,200	29,400	33,000	27,200	28,900	33,500	27,900	30,800	34,100	28,700	32,500	34,600
Kanto area	関東エリア	1,110,200	1,283,300	1,453,500	1,158,600	1,332,300	1,482,700	1,202,700	1,389,400	1,509,600	1,246,700	1,434,800	1,555,400
Kansai area	関西エリア	707,400	819,700	914,200	735,000	847,100	931,500	764,100	885,100	951,600	793,900	905,500	958,100
Kyushu area	九州エリア	177,400	209,600	233,000	188,700	218,200	236,300	196,200	227,400	239,400	203,700	230,900	239,700
High-speed Internet access	高速インターネット接続	1,503,800	1,603,300	1,715,100	1,536,400	1,639,800	1,755,400	1,559,400	1,665,700	1,788,100	1,584,900	1,695,900	1,826,200
Sapporo area	札幌エリア	42,000	45,200	48,800	43,100	46,400	50,300	43,800	47,200	51,500	44,600	48,000	52,500
Sendai area	仙台エリア	26,400	28,600	29,500	27,300	28,600	29,900	27,800	28,900	30,400	28,300	29,400	30,700
Kanto area	関東エリア	811,800	855,500	917,000	827,300	873,900	940,100	837,300	888,300	958,100	848,500	905,700	985,900
Kansai area	関西エリア	510,000	553,600	588,900	522,100	566,300	600,100	533,000	574,600	610,100	544,300	583,700	617,300
Kyushu area	九州エリア	113,600	120,400	130,900	116,600	124,600	135,000	117,500	126,700	138,000	119,200	129,100	139,800
Telephony	電話	1,615,100	1,801,500	2,015,600	1,666,200	1,856,900	2,085,900	1,714,400	1,911,200	2,151,900	1,763,100	1,970,700	2,216,400
Sapporo area	札幌エリア	48,300	56,200	62,200	50,700	57,800	64,700	52,800	59,300	66,400	54,600	60,900	68,100
Sendai area	仙台エリア	—	0	6,000	—	1,200	7,700	—	2,800	10,100	—	4,600	12,100
Kanto area	関東エリア	851,900	931,600	1,036,300	873,900	958,100	1,073,400	893,500	984,800	1,105,200	914,800	1,014,400	1,134,500
Kansai area	関西エリア	545,600	635,500	720,100	569,200	657,500	745,400	594,000	679,200	771,900	617,600	702,500	800,200
Kyushu area	九州エリア	169,300	178,200	191,000	172,400	182,300	194,700	174,100	185,100	198,300	176,100	188,300	201,500
Total RGUs ⁽²⁾:	RGU合計 ^{(注)2}:	5,673,600	6,003,800	6,448,800	5,777,200	6,107,200	6,611,100	5,861,700	6,208,900	6,762,000	5,946,600	6,357,600	6,918,000
Sapporo area	札幌エリア	171,900	183,400	195,100	176,200	186,200	200,800	178,900	188,800	205,200	181,200	191,800	208,200
Sendai area	仙台エリア	56,600	61,000	68,500	58,300	61,000	71,100	59,200	63,800	74,600	60,400	66,900	77,400
Kanto area	関東エリア	3,017,800	3,167,400	3,407,100	3,066,700	3,220,500	3,496,200	3,104,400	3,274,500	3,572,900	3,144,000	3,358,600	3,675,800
Kansai area	関西エリア	1,917,600	2,066,800	2,223,200	1,958,700	2,105,400	2,277,000	1,999,600	2,142,000	2,333,600	2,037,900	2,192,000	2,375,600
Kyushu area	九州エリア	509,700	525,300	554,900	517,300	534,100	566,000	519,600	539,800	575,700	523,100	548,300	581,000

Quarterly Operational Data

Consolidated basis

四半期オペレーショナルデータ

連結ベース

		Number of Households (Total number of subscribers only) / 世帯 (総加入世帯数のみ)											
		1st Quarter / 第1四半期			2nd Quarter / 第2四半期			3rd Quarter / 第3四半期			4th Quarter / 第4四半期		
		2009	2010	2011	2009	2010	2011	2009	2010	2011	2009	2010	2011
Total number of subscribing households ^{(*)3}:	総加入世帯数^{(注)3}:	3,181,200	3,293,200	3,454,200	3,219,200	3,338,200	3,517,100	3,247,300	3,376,700	3,582,300	3,274,800	3,426,100	3,656,500
Sapporo area	札幌エリア	99,900	103,000	106,500	101,600	103,800	108,700	102,500	104,500	110,700	102,700	105,300	111,800
Sendai area	仙台エリア	40,100	43,500	45,100	41,300	43,500	45,500	42,200	44,400	46,000	43,100	45,100	46,300
Kanto area	関東エリア	1,674,800	1,734,900	1,830,700	1,695,900	1,760,700	1,866,900	1,711,900	1,784,200	1,902,400	1,726,700	1,813,400	1,958,700
Kansai area	関西エリア	1,074,000	1,113,100	1,164,700	1,084,600	1,128,200	1,185,300	1,094,100	1,139,800	1,208,400	1,103,700	1,156,400	1,223,600
Kyushu area	九州エリア	292,400	298,700	307,200	295,800	302,000	310,700	296,600	303,800	314,700	298,600	305,900	316,100
Bundle ratio (Average RGUs per household)	バンドル率 (加入世帯当たり提供サービス数)	1.78	1.82	1.87	1.79	1.83	1.88	1.81	1.84	1.89	1.82	1.86	1.89
Penetration rate ^{(*)4}:	加入率^{(注)4}:												
Cable television	ケーブルテレビ	20.6%	20.4%	20.6%	20.7%	20.4%	20.9%	20.7%	20.3%	21.2%	20.6%	20.6%	21.1%
Digital	デジタル	16.8%	19.0%	20.6%	17.5%	19.5%	20.9%	18.1%	20.2%	21.2%	18.6%	20.6%	21.1%
High-speed Internet access	高速インターネット接続	12.1%	12.6%	13.0%	12.3%	12.8%	13.2%	12.4%	12.9%	13.4%	12.6%	13.0%	13.4%
Telephony	電話	14.0%	14.5%	15.3%	14.3%	14.6%	15.7%	14.2%	14.8%	16.2%	14.5%	15.1%	16.3%
Total number of subscribers	総加入世帯	25.7%	25.9%	26.2%	25.8%	26.0%	26.5%	25.9%	26.1%	26.9%	26.0%	26.2%	26.8%
Average monthly churn rate ^{(*)5}:	平均月次解約率^{(注)5}:												
Cable television	ケーブルテレビ	1.18%	1.27%	1.08%	1.13%	1.24%	1.03%	1.06%	1.24%	0.95%	1.11%	1.15%	0.95%
High-speed Internet access	高速インターネット接続	1.48%	1.43%	1.33%	1.23%	1.21%	1.16%	1.15%	1.19%	1.11%	1.13%	1.15%	1.10%
Telephony	電話	0.88%	0.92%	0.87%	0.85%	0.85%	0.77%	0.83%	0.81%	0.72%	0.78%	0.81%	0.71%
ARPU ^{(*)6}:	ARPU^{(注)6}:												
Cable television	ケーブルテレビ	¥5,441	¥5,492	¥5,415	¥5,482	¥5,514	¥5,343	¥5,452	¥5,513	¥5,280	¥5,509	¥5,493	¥5,277
High-speed Internet access	高速インターネット接続	4,494	4,384	4,274	4,464	4,355	4,189	4,433	4,322	4,154	4,428	4,297	4,132
Telephony	電話	2,405	2,241	2,166	2,372	2,217	2,087	2,361	2,213	2,030	2,328	2,176	2,002
Average revenue per unit per month	加入世帯平均	7,703	7,688	7,617	7,732	7,683	7,521	7,711	7,673	7,442	7,756	7,675	7,419
Breakdown of service bundling ^{(*)7}:	サービス別の利用割合^{(注)7}:												
Cable television only	ケーブルテレビのみ	32.2%	30.0%	27.8%	31.5%	29.4%	27.0%	31.0%	28.9%	26.4%	30.5%	28.3%	26.0%
High-speed Internet access only	高速インターネット接続のみ	7.5%	7.1%	6.7%	7.4%	7.2%	6.6%	7.3%	7.2%	6.7%	7.2%	6.9%	6.5%
Telephony only	電話のみ	7.2%	7.8%	8.3%	7.3%	8.0%	8.4%	7.5%	8.4%	8.5%	7.6%	8.2%	8.7%
Cable television + High-speed Internet access	ケーブルテレビ+高速インターネット接続	9.6%	8.2%	7.1%	9.3%	7.8%	7.0%	9.0%	7.3%	6.8%	8.6%	7.3%	6.9%
Cable television + Telephony	ケーブルテレビ+電話	13.4%	13.5%	14.3%	13.4%	13.4%	14.7%	13.5%	13.4%	15.2%	13.6%	14.0%	15.3%
High-speed Internet access + Telephony	高速インターネット接続+電話	5.0%	6.2%	6.3%	5.3%	6.6%	6.2%	5.6%	6.8%	6.1%	5.9%	6.3%	6.1%
All three services (Triple Play)	3サービス全て	25.2%	27.2%	29.5%	25.7%	27.6%	30.0%	26.2%	28.0%	30.3%	26.8%	29.0%	30.5%

Both number of homes passed and number of subscribers have been rounded to the nearest hundred.

*1. Number of households that are connected to the network and can receive J.COM services

*2. Total number of revenue generating units (RGUs) for services supplied

*3. Number of households subscribing to one or more services

*4. Penetration rate = Number of subscribers / Number of homes passed X 100

*5. Average monthly churn rate = Monthly number of disconnects from a service / Monthly weighted-average number of services provided

*6. Monthly average revenue per unit (ARPU)

*7. Due to rounding, the sums of individual items might not equal 100%.

ホームバス世帯数および加入世帯数は100世帯未満を四捨五入して表記

(注)1. ネットワークが敷設済みで、サービスの提供が可能な世帯数

(注)2. 合計サービス提供数 (Revenue Generating Units)

(注)3. いずれか1つ以上のサービスに加入している世帯数

(注)4. 加入率 = 加入世帯数 ÷ ホームバス世帯数 × 100

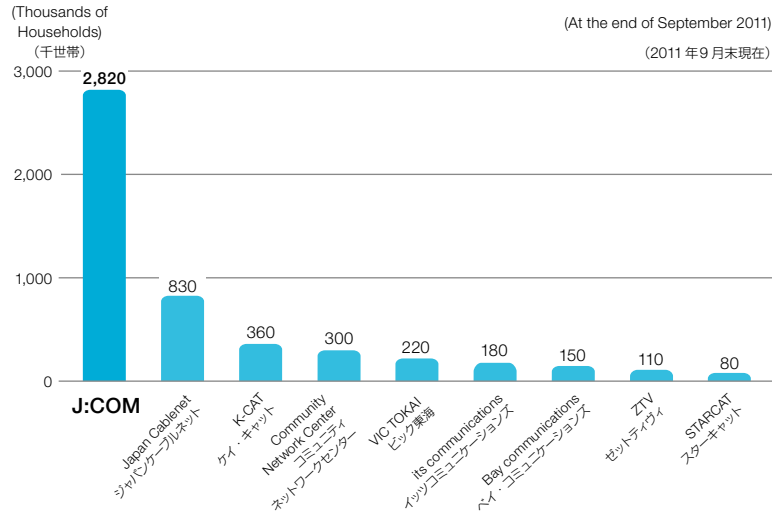
(注)5. 平均月次解約率 = 当該期間中の解約数 ÷ 当該期間中の加重平均契約サービス数 ÷ 当該期間の月数

(注)6. 加入世帯当たり平均月次収益 (Average Revenue per Unit)

(注)7. 各数値は四捨五入をしているため合計値は必ずしも100%になりません。

Number of Subscribing Households to Pay Cable TV Services

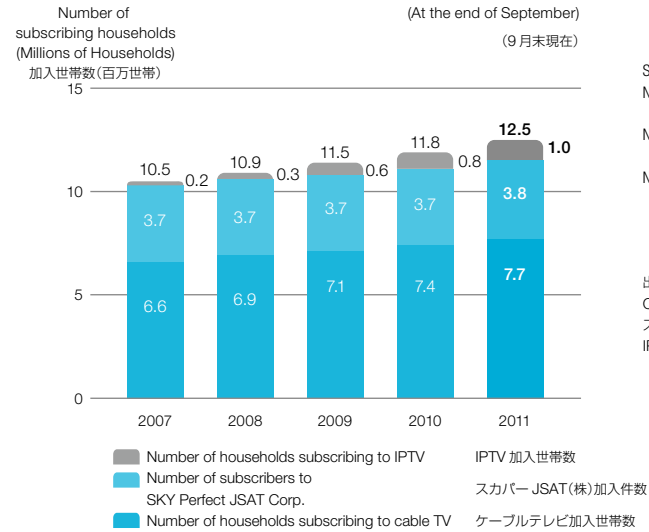
有料ケーブルテレビ加入世帯数



Sources: December 2011 edition of *HOSO Journal* and Jupiter Telecommunications Co., Ltd. publicly released materials
 出所:「放送ジャーナル」2011年12月号、当社公表資料

Pay Multi-Channel Broadcasting Market

有料多チャンネル放送市場

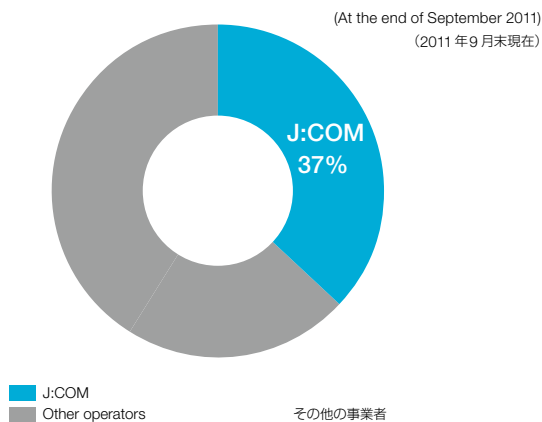


Sources:
 Number of Households Subscribing to Cable TV: December 2011 edition of *HOSO Journal*
 Number of Subscribers to SKY Perfect JSAT Corp.: SKY Perfect JSAT Corp. publicly released materials
 Number of Households Subscribing to IPTV: *Kebruterebi no genjū (Report on the Current Circumstances of Cable Television)* (Ministry of Internal Affairs and Communications)

出所:
 CATV加入世帯数:「放送ジャーナル」(2011年12月号)
 スカパーJSAT(株)加入件数:スカパーJSAT(株)公表資料
 IPTV加入世帯数:総務省「ケーブルテレビの現状」

Share of Pay Cable TV Market

有料ケーブルテレビ市場のシェア



Sources: December 2011 edition of *HOSO Journal* and Jupiter Telecommunications Co., Ltd. publicly released materials
 出所:「放送ジャーナル」2011年12月号、当社公表資料

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