

**ARTERIA**

## **ARTERIA Group's Strengths**

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June 23, 2021

ARTERIA Networks Corporation

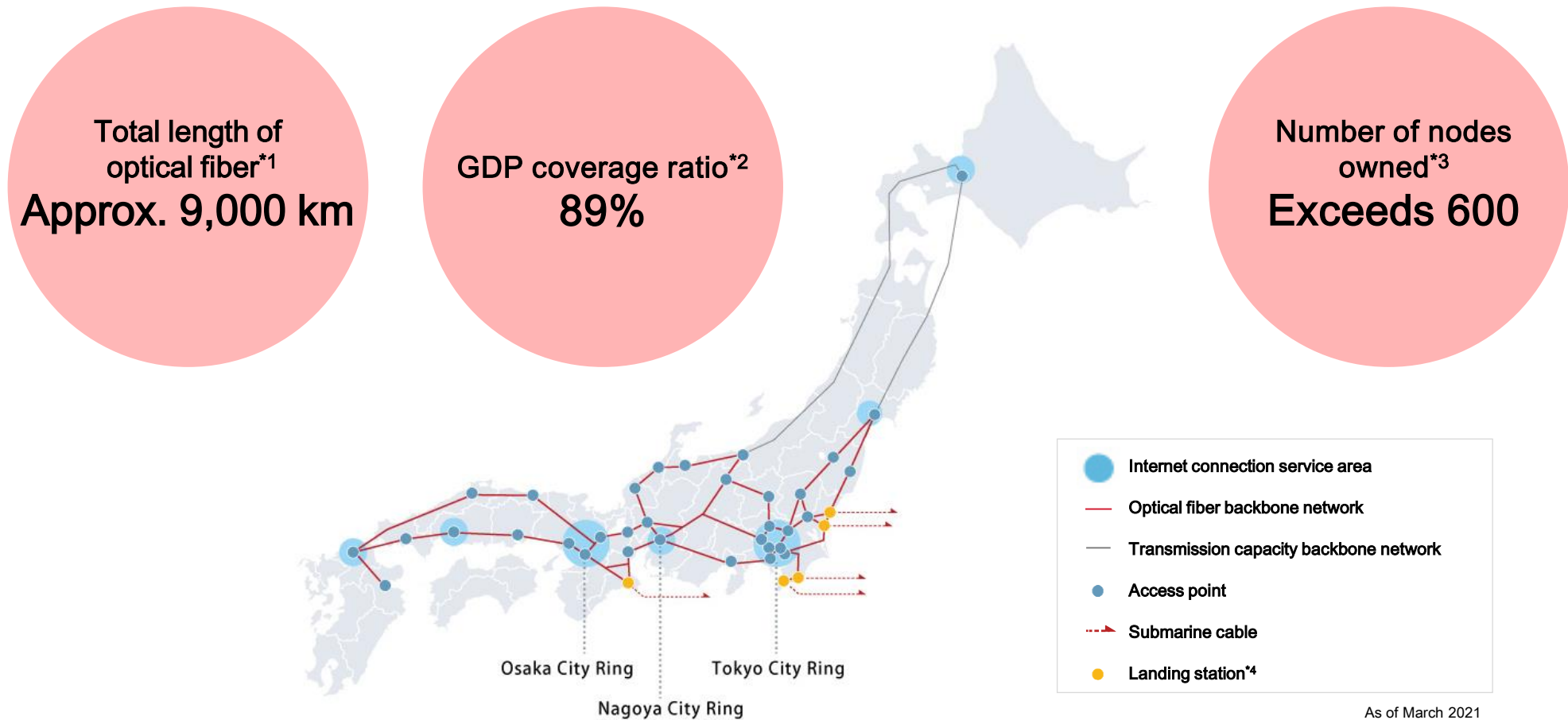
**1** Nationwide Optical Fiber Network

**2** Provisioning Large Variety of Industries Leveraging Flexibility and Agility

**3** Unrivalled Leading Market Share in Building-wide ISP for Condominiums

# Nationwide Optical Fiber Network

- Optical fiber network covers major cities and wide area within Japan.
- Focused CAPEX in high-in-demand areas enables efficient services rollout.



As of March 2021

\*1 As of March 2021

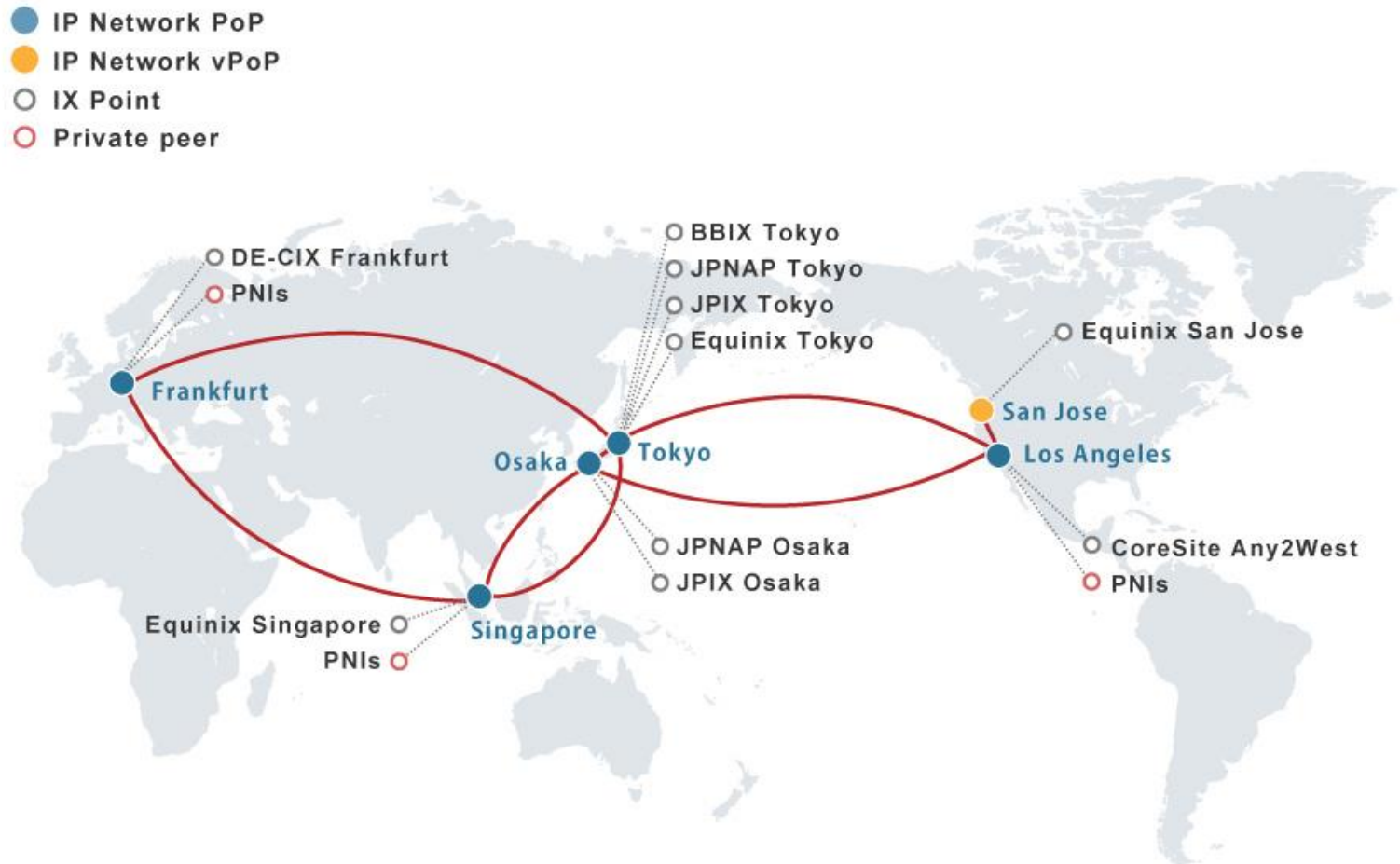
\*2 Percentage of 89% only represents gross prefectural product of 32 prefectures (as of 2017) where ARTERIA owns its network access points / landing stations (as of May 1, 2021) and does not represent the gross prefectural product generated by actual or potential access to ARTERIA's network

\*3 This represents the number of station buildings of the FTTx (Fiber To The x) service provided by the Company.

\*4 Landing station: location where a submarine or other underwater cable makes landfall.

## IP Backbone Network expanding overseas (coming soon)

- Offer international redundancy configuration and high quality, low-latency service by expanding IP backbone network to Asia, North America, and Europe.



\*Los Angeles, San Jose: Scheduled for October 2021

\*Singapore: Scheduled for November 2021

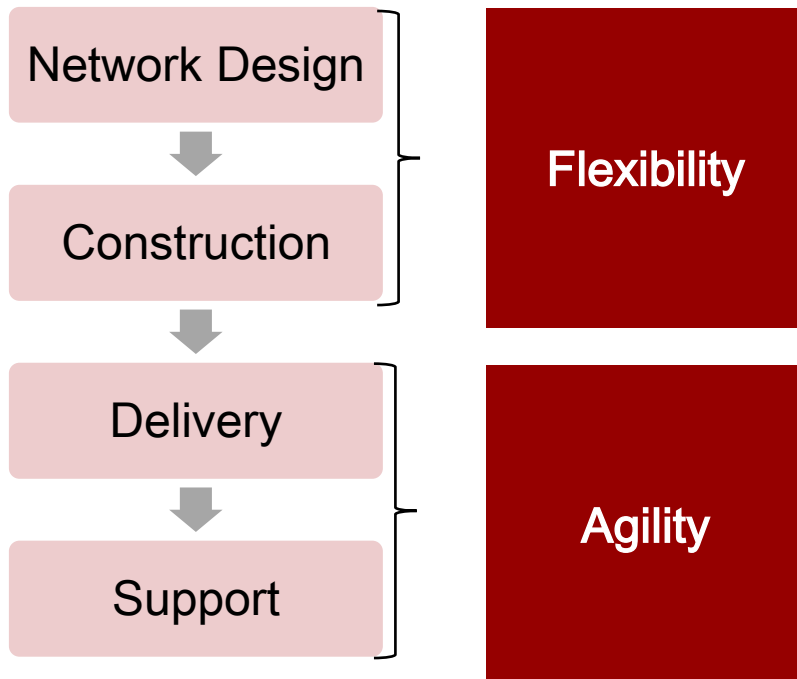
\*Frankfurt: Scheduled for FY22

# Provisioning Large Variety of Industries Leveraging Flexibility and Agility

- Obtained high customer satisfaction through the provision of one-stop solutions and cultivation of flexibility and agility.
- Demonstrate our value as a vital arterial network supporting people's lives and business in all kinds of ways as the importance of networks continues to increase.

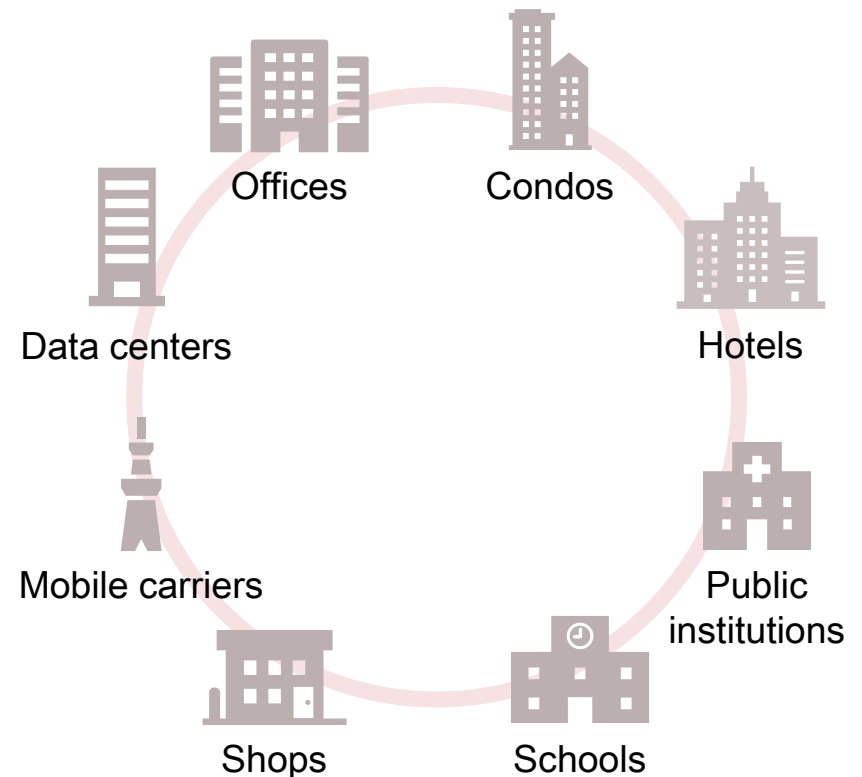
High Evaluation From Customers

Providing added value through flexibility and agility



Contribute to Realizing DX of Society, and Society 5.0

Our communication services are used in various fields



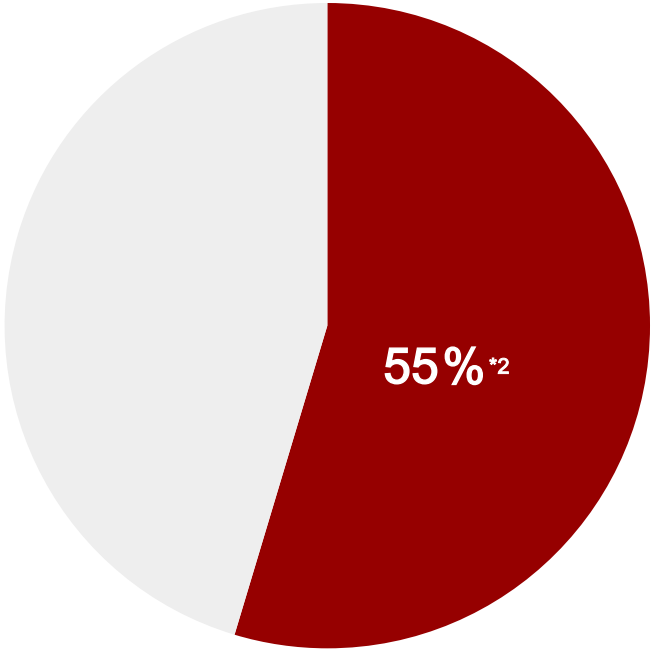
# Unrivalled Leading Market Share in Building-wide ISP for Condominiums\*1

(Number of paying units end of FY20: Approx. 800,000)

- Unrivalled leading share in the newly-built owned condo market, and a high growth rate in the rental condo market.

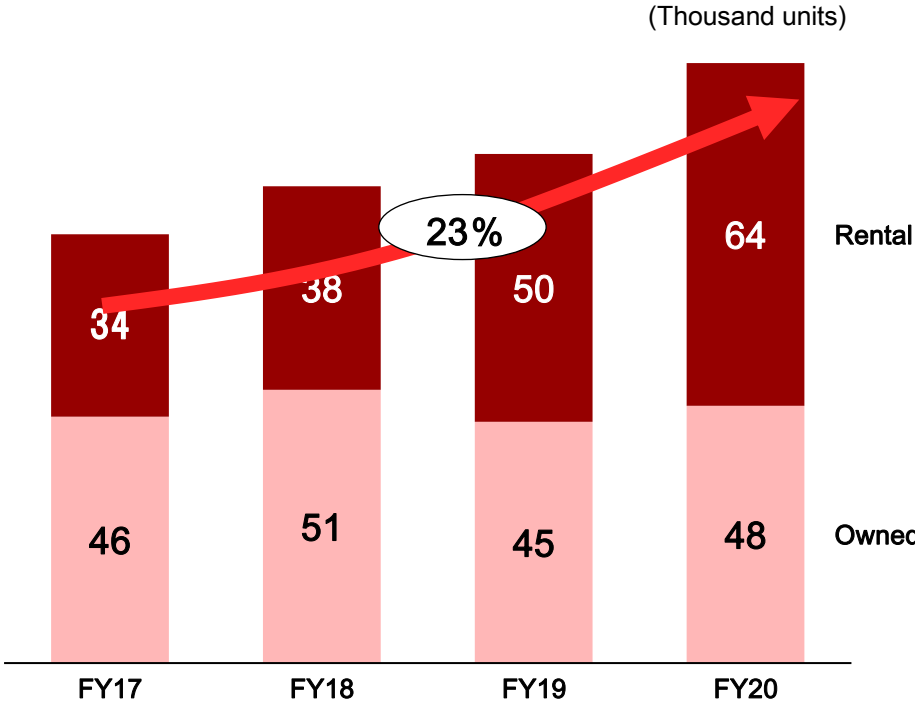
## Unrivalled Share In Owned-condo Market

Installed in more than half of newly built condos



## Growth In Rental Condo Market

CAGR of new orders in rental: 23%\*3



■ ARTERIA (building-wide ISP service)  
 ■ Other provider (building-wide ISP and other type of services)

\*1 Source : MM Research Institute, whole-building type ISP for condominiums in Japan (March 2020)  
 \*2 Shows the ratio of actual number new orders for ARTERIA's condominium internet services for newly-built condos in 2019 compared to the number of condo units sold that went on sale in major cities in Japan in the same year, published in the "National Condominium Market Trend 2020 (Annual Summary)" published by Real Estate Economic Institute Co., Ltd .  
 \*3 Based on ARTERIA's sales data (number of new orders for ARTERIA's condominium internet services as of June 1, 2021).

Connecting New Abilities

ARTERIA