



July 12, 2017

To whom it may concern

TOKAI Holdings Corporation
 Katsuhiko Tokita, President & CEO
 (Code No. 3167 Tokyo Stock Exchange First Section)

Launch of “Hikari-de-net 10G,” Fastest Internet Services in Shizuoka Prefecture, Using Own Fiber-optic Lines

TOKAI Cable Network Corporation (Headquarters: Numazu-shi, Shizuoka; President & CEO: Yasuhiro Fukuda), a wholly-owned subsidiary of TOKAI Holdings Corporation (hereinafter “the Company”) engaging in the Group’s CATV business, will start offering “Hikari-de-net 10G,” Internet connection services offering a maximum downstream speed of 10Gbps*¹, the fastest*² in Shizuoka Prefecture, on July 14 as described in the attachment.

The Company engages in the CATV business in five prefectures across Japan (Shizuoka, Kanagawa, Chiba, Nagano, and Okayama Prefectures), providing services to a total of 740,000 customers including broadcasting services to 510,000 customers and communication services to 230,000 customers.

There has been a sharp increase in communication traffic for consumer services due to the recent increase in devices with communication functions. In order to respond to the situation, the Company has developed an environment to expand the data transmission capacity by changing its head-end equipment*³ from GE-PON to 10G-EPON, realizing the fastest Internet connection services in Shizuoka Prefecture.

By providing multiple services, including Internet connection services offering a maximum downstream speed of 10Gbps ahead of other companies as well as broadcasting services and Hikari Denwa, the Company will strive to increase ARPU (Average Revenue Per User) and promote the acquisition of new customers while enhancing services for the existing customers with the use of smartphone set discount*⁴.

Under the TLC (Total Life Concierge) vision, TOKAI Group proposes comprehensive lineup of various lifestyle infrastructure services, including energy, information and communications, and CATV. Currently, 2.56 million customers are using the Group services. Going forward, by continuing to actively work toward providing products and services that can contribute to solving regional and social issues, the Group will aim to improve customer satisfaction.

*¹ Best effort service (maximum downstream speed: 10Gbps, upstream: 1Gbps)

*² Research by IID, Inc. (conducted in March 2017)

*³ Equipment to transmit voice, video, data, and others to users

*⁴ au “Smart Value” or SoftBank “Ouchiwari”



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Launch of “Hikari-de-net 10G,” Fastest Internet Services in Shizuoka Prefecture

TOKAI Cable Network Corporation (Headquarters: Numazu-shi, Shizuoka; President & CEO: Yasuhiro Fukuda; hereinafter “the Company”) will start offering “Hikari-de-net 10G,” 10Gbps Internet connection service providing the fastest*¹ communication speed in Shizuoka Prefecture, on July 14 (service areas will be gradually expanded in the future).

In addition, prior to the launch of the service, the Company starts accepting advance reservations from today.

In order to respond to a sharp increase in household communication traffic caused by the recent increase in devices with communication functions, the Company has changed its head-end equipment*² from GE-PON to 10G-EPON.

As a result of the change, the Company has significantly improved the specifications of its communications services being offered to consumers from a maximum downstream speed of 1Gbps*³ to a maximum downstream speed of 10Gbps*³.

The Company will strive to propose comfortable lifestyles to customers living in its service areas by providing new services while constantly incorporating ever-evolving technologies.

■ Service logo

■ Product overview

Name	Hikari-de-net 10G
Start of applications	July 12, 2017 (Wednesday)
Service launch	July 14, 2017 (Friday)
Service areas (excl. certain areas)	*To be gradually launched from certain areas Mishima-shi, Numazu-shi, Gotemba-shi, Oyama-cho, Susono-shi, Izu-shi, Izunokuni-shi, Shimizu-cho, Nagaizumi-cho, Kannami-cho, Fuji-shi, Fujinomiya-shi, Yaizu-shi, Fujieda-shi, Shimada-shi, Shizuoka-shi (Shimizu-ku)
Service details	Internet connection services Maximum downstream speed of 10Gbps (best effort) Kaspersky Security and five email addresses are equipped as standard, Compatible with au “Smart Value” ^{*4} and SoftBank “Ouchiwari” ^{*5}
Initial cost (excl. tax)	15,000 yen ^{*6}
Monthly fee (excl. tax)	5,300 yen

*¹ Research by IID, Inc. (conducted in March 2017)

*² Equipment to transmit voice, video, data, and others to users

*³ Best effort service

*⁴ Subscription to broadcasting services or optical primary telephone services will be necessary.

*⁵ Subscription to optical primary telephone services will be necessary.

*⁶ In addition to the above, an additional administrative fee of 800 yen is charged as the initial cost.

A special discount plan is available for customers who sign up for “Hikari-de-net 10G” at the same time as the Company’s broadcasting and optical primary telephone services.

Example of set plan (monthly fee excluding tax)

$$\begin{array}{ccccccc} \boxed{\text{Hikari-de-net}} & + & \boxed{\text{Hikari de TV}} & + & \boxed{\text{Hikari Denwa}} & - & \boxed{\text{Set discount}} & = & \mathbf{¥7,000} \\ \mathbf{10G} & & & & & & & & \\ \mathbf{¥5,300} & & \mathbf{¥2,500} & & \mathbf{¥1,300} & & \mathbf{-¥2,100} & & \end{array}$$

[Inquiries regarding the service]

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