



December 12, 2018

To whom it may concern

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

## **Conclusion of Comprehensive Collaboration Agreement between Shizuoka City in Shizuoka Prefecture and TOKAI Cable Network Corporation**

We are pleased to announce that Shizuoka City in Shizuoka Prefecture (Mayor: Nobuhiro Tanabe) and TOKAI Cable Network Corporation (headquarters: Numazu City, Shizuoka Prefecture, Representative Director and President: Mitsuhiya Suzuki, hereinafter “TCN”), a TOKAI Group’s company running CATV business, concluded the comprehensive collaboration agreement today to promote collaborative activities utilizing the resources they have, further invigorate the regional community, and improve the service for citizens.

The Group was established in Yaizu City, Shizuoka Prefecture, in 1950 as a town gas operator and entered into the liquefied petroleum gas (LPG) business. After moving our headquarters to Shizuoka City and have consistently provided various services closely related to our daily lives to meet the needs of the times. Our business has extended from Shizuoka Prefecture to Kanto district and throughout Japan. Especially in Shizuoka Prefecture, more than 60% of the households are our customers, and we contribute to the development of the prefecture’s economy.

The city of Shizuoka has great access to the core cities of Japan's economy such as Tokyo, Nagoya, and Osaka. With a mild climate and rich nature as well as uniqueness in industry and culture, it has grown as one of the key cities of the country. On the other hand, the city faces the urgent issue of declining population and has undertaken different initiatives to increase the number of those who move into the city, reduce the number of those who move out of the city, and increase the number of births in order to overcome the decline in population and revitalize the region. As such, the local authority establishes the comprehensive collaboration agreement as part of these efforts and promotes the use of skills and assets of the city and the partnering corporates and organizations, as well as the collaboration and cooperation between them to rejuvenate the local community.

TCN will push forward the initiatives utilizing its insights and experience in the application of ICT, providing information targeting to the Tokyo area, and city promotion in collaboration and cooperation with Shizuoka City based on this agreement. We plan to implement various programs\* including the development of Wi-Fi network system in public area using local BWA (regional wireless system), supporting video production with intent to promote migration, cooperating and providing image of the events held in Shizuoka City such as Shizuoka Festival, Abekawa River Fireworks Festival, and Daidogei (street performance) World Cup.

\* Please see the attached press release by TCN for the initiatives in details.

The Group’s CATV business including TCN utilizes our strength as the regional operator to enhance its role as the local provider of critical infrastructure and builds credibility and position as the business operator that works for regional revitalization and improvement of the quality of the lives of the residents by actively engaging with local governments.

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TOKAI Cable Network Corporation

## **Announcement on the Conclusion of Comprehensive Collaboration Agreement with Shizuoka City in Shizuoka Prefecture to Promote Regional Revitalization**

We are pleased to announce that TOKAI Cable Network Corporation (headquarters: Numazu City, Shizuoka Prefecture, Representative Director and President: Mitsu haya Suzuki, hereinafter the “Company”), concluded the comprehensive collaboration agreement with Shizuoka City in Shizuoka Prefecture to revitalize the region. The agreement aims to collaborate and cooperate with Shizuoka City which faces the urgent issue of declining population and promote the regional revitalization, utilizing the Company’s insights and experience in the application of ICT, providing information to the Tokyo area, and city promotion.

Based on this agreement, as the part of the regional revitalization initiatives, the Company will prepare for the acquisition of radio operator license for local BWA system<sup>\*1</sup> in Shizuoka City, while opening the radio station in the city and developing the radio service for local municipalities.

The Company continues to work on the solutions to the local issues by collaborating with local governments in our coverage area and seek to enliven the regional community.

### [Specific programs (scheduled)]

#### Provision of public services using local BWA

- Developing Wi-Fi network system in Shimizu area (stop-by places such as Shimizu station and its surrounding area and Miho-no-Matsubara)
- Providing mobile routers during an emergency such as natural disasters
- Promoting migration through “Trial Home” and the development of Wi-Fi network system

#### Offering information on Shizuoka City, targeting to Tokyo metropolitan area

- Supporting the video production to promote migration, spreading information by collaboration with the CATV stations in the Tokyo area
- Promoting telecommuting (telework)

#### Working together for city promotion

- Cooperating and providing the images of the events held in the city including Shizuoka Festival, Abekawa River Fireworks Festival, and Daidogei (street performance) World Cup

\*1 Local BWA: a wireless system developed to improve public services in the region by using radio waves in different frequency bands from those of major telecommunications carriers. BWA stands for Broadband Wireless Access.

**[Inquiries about this press release]**

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