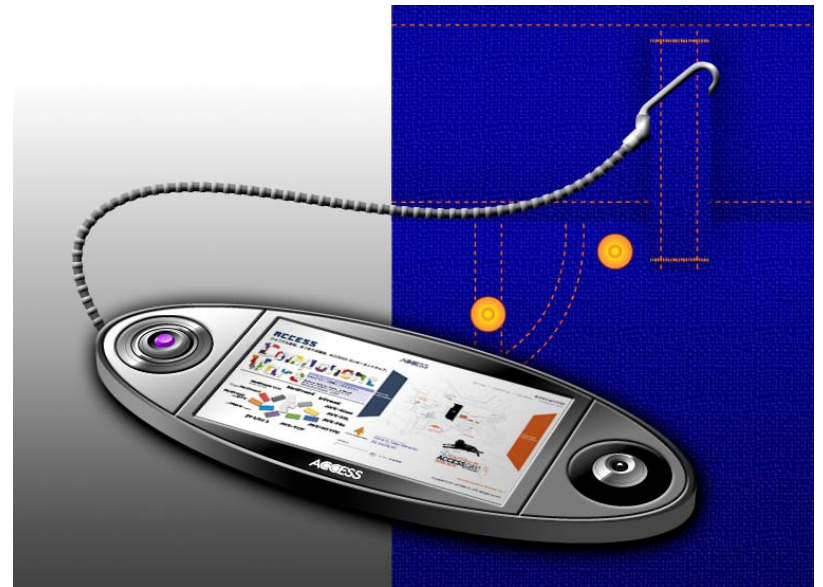


# Year to 01/2005

## Investors' meeting

**ACCESS Corp.**  
**April, 2005**



## **Disclaimer**

- **Prospective corporate performance, included in this document, derives from the company's view based on information available at the moment.**
- **It is strongly recommended not to carry out your investments in the shares with a 100% reliance on the prospective numbers, as they could be meaningfully different in reality due to lots of uncertain factors.**

# Key Points of Today's Presentation

- **In overseas markets for next-generation cell phones, ACCESS has established a superior competitive position by providing solutions to meet the demands of communication carriers, cell phone manufacturers, OS platform vendors and other companies.**
- **There is an urgent need to build a manufacturing framework capable of meeting the needs of overseas volume markets and capturing market share. ACCESS is now working on a plan to accomplish this.**
- **ACCESS is also formulating plans for aggressive growth in digital home electronics market categories other than cell phones.**
- **Cumulative worldwide shipments of equipment with ACCESS software reached 164.90 million units and ACCESS software was used in a total of 515 product models as of January 31, 2005.**

# 1 . Issues and Progress Since the IPO

# Issues and Progress Since the IPO

## Issues

## Topics

2001

- Need to respond to rapid growth of i-mode
- Erosion of gross profit margin
- Decline in royalties

- Adherence to forecast management
- Use of external resources
- Enhancement of value-added functions for browsers

2002

- Market expansion in Japan
- Greater awareness as a key technology for browsers
- Initiatives to return to profitability

- Direct licensing agreement with DoCoMo for FOMA
- Review of proposed investments
- Cuts in advertising and other expenses; completion of major R&D projects
- Established position in Japan as a platform

2003

- Made inroads in overseas markets
- Promoted high-end models
- Reallocated resources, fluctuations in business volume

- Comprehensive contract with China Unicom
- Adoption of SMIL Player
- Growth in providers of i-mode services
- Achieved consolidated profitability China Unicom

2004

- Full-scale growth outside Japan
- Tie-ups with prominent carriers and manufacturers
- Build a highly profitable operating framework

- Provision of "software components" to overseas customers
- Comprehensive contracts with Samsung Electronics and Sony Ericsson, supply of software for Nokia S60 Series
- Established dispersed manufacturing system and reduced development costs

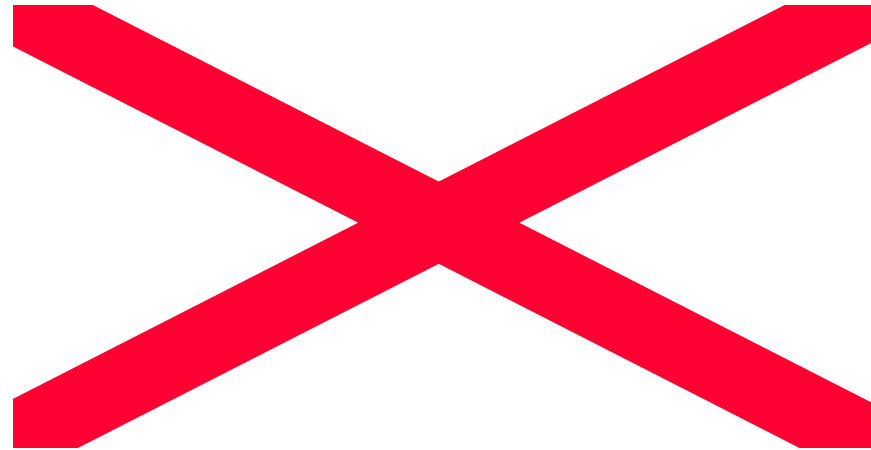
2005

- Target high-volume markets
- Formulate measures to achieve further growth
- Reinforce position in digital home electronics market

## **2. How ACCESS is Responding to Trends in the Global Cell Phone Market**

# Growth in Global Demand for Cell Phones

For 2G/2.5G cell phones, provision of browser, messaging and Java software.  
For 3G cell phones, provision of high-performance software for "rich" value-added data services.



Source: UBS estimates

# Global Market Expansion and Unit Royalty Income

2G/2.5G

3G

**Demand**

- Rising performance of i-mode cell phones outside Japan
- Growing use of value-added data services

- Display of rich content that combines video and audio
- Higher performance browsers able to support faster data transmission speeds

**Solution**

- Supply software by combining required components into a single product (Mobile Client Suite)

- Compatibility with a variety of high-performance network software

**NetFront**  
Mobile Client Suite

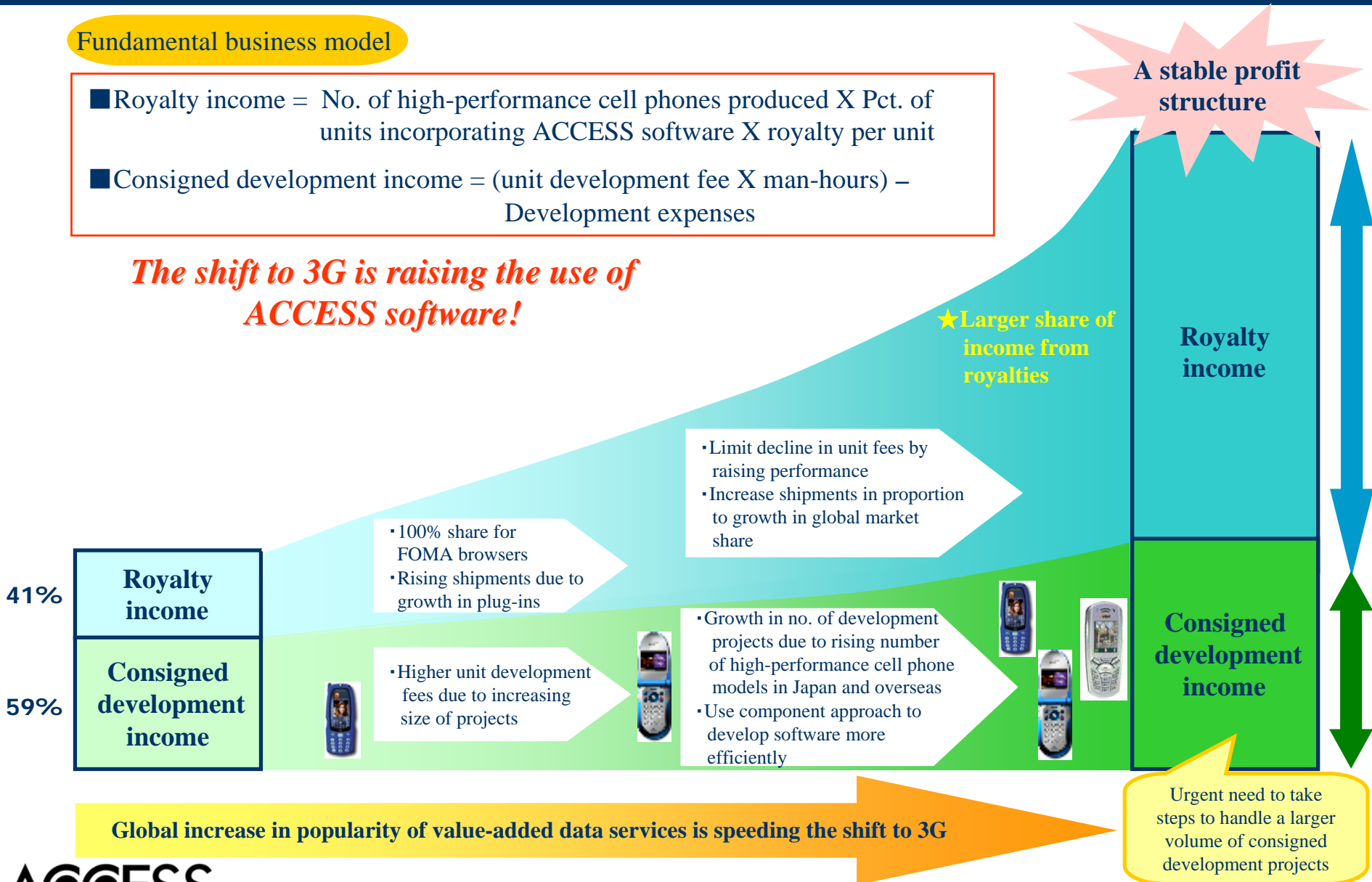
**Unit royalty income is steady due to the rising value of software for cell phone browsers**

# How Market Advances Are Altering the Profit Structure

## Fundamental business model

- Royalty income = No. of high-performance cell phones produced X Pct. of units incorporating ACCESS software X royalty per unit
- Consigned development income = (unit development fee X man-hours) – Development expenses

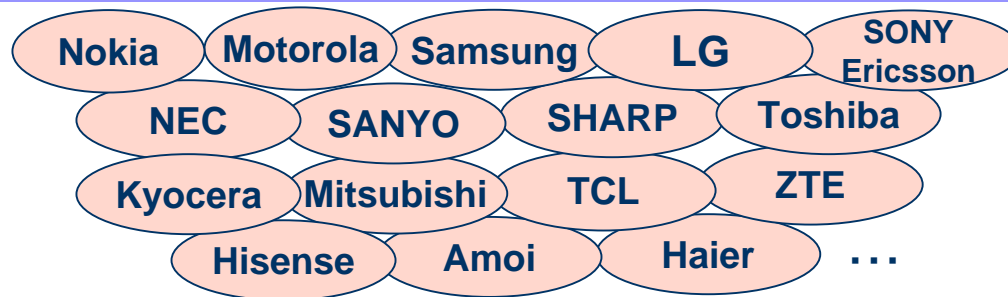
*The shift to 3G is raising the use of ACCESS software!*



# Collaboration With Major Carriers and Manufacturers



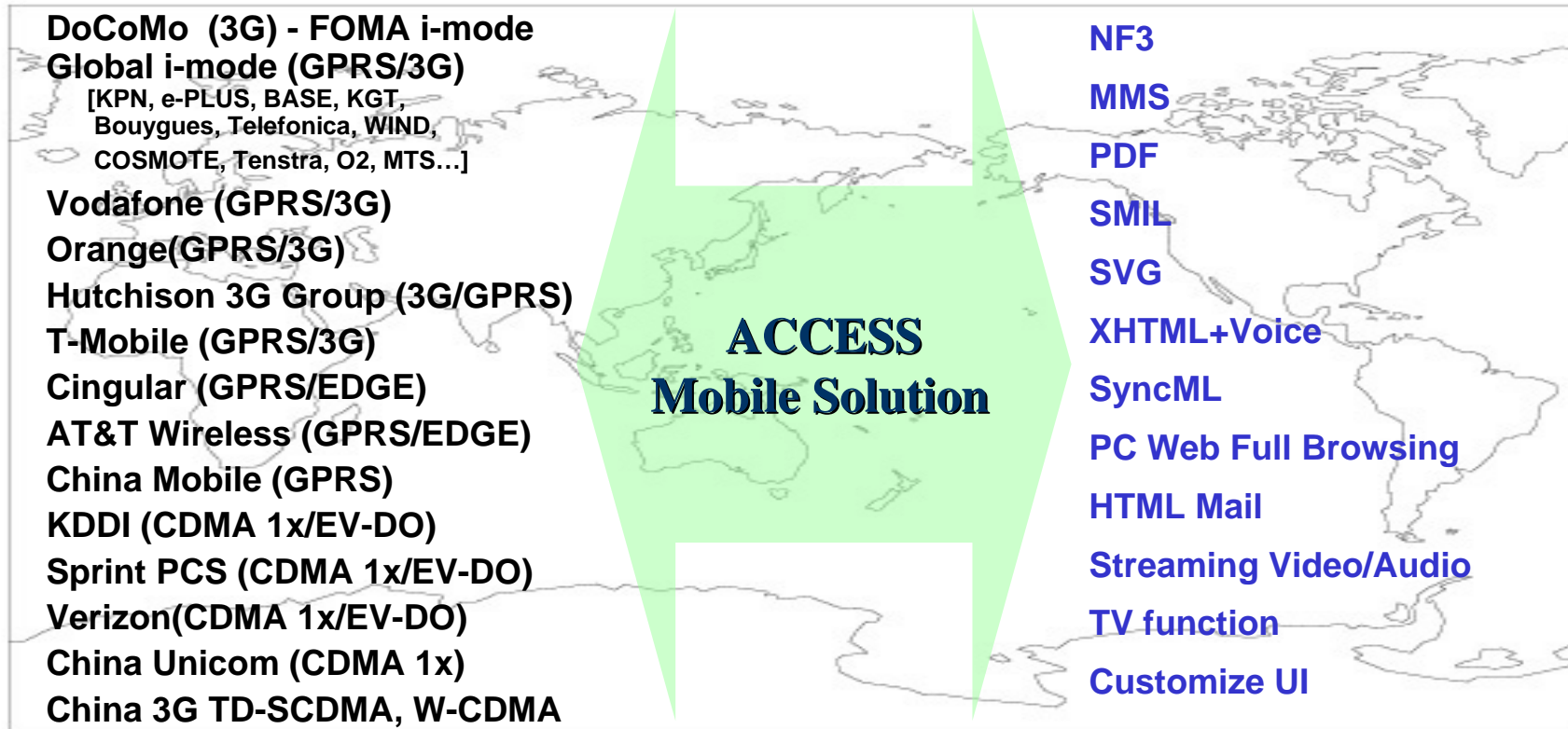
## ACCESS Mobile Solution



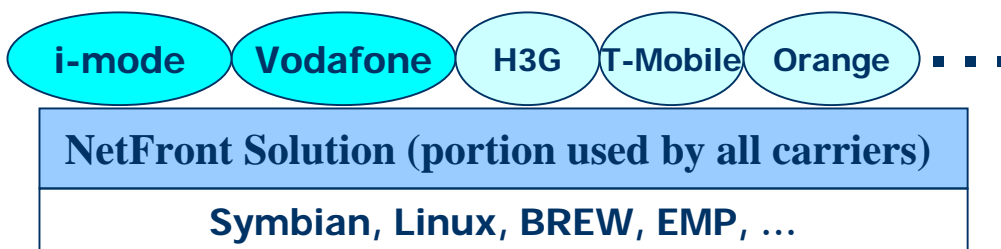
★ Figures in parentheses show the number of subscribers in millions as of February, 2005

(\*Source: Company web sites)

# Growing Acceptance of Mobile Solution by the World's 12 Top Carriers



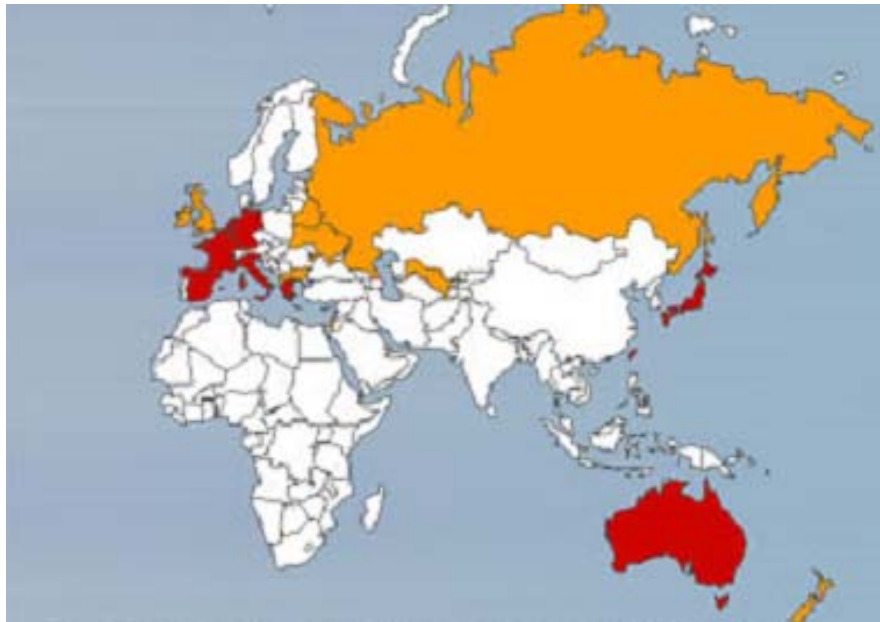
Supports the unique expansion specs of each carrier





**Capturing new orders by establishing specs for new services**

# The Growing Global Coverage of i-mode

ACCESS supplies a line of integrated client software (Browser, iMail, iMMS, Doja, others) for overseas i-mode services



 i-mode service already available (10 countries and regions)  
 i-mode service to be introduced (11 countries and regions)



Source: NTT DoCoMo January 2005 information meeting

- ◆ A growing number of carriers are signing i-mode service licenses
  - mm02 in the U.K. (November 2004)
  - MTS in Russia (December 2004)
- ◆ Have supplied software for about 5.3 million overseas i-mode cell phones (as of January 31, 2005). About 170 million potential new users
- ◆ Have supplied browsers and a variety of other software to manufacturers in Japan and around the world.





# Collaboration with Prominent Cell Phone Manufacturers

Used based on separate contracts for each model

Manufacturer	Cell phone market share	Topics
	30.7%	Uses NetFront in the S6670 smart phone, its latest model. NetFront V3.2 for Series 60.
	15.4%	NetFront i-mode Global Profile used in Motorola's first i-mode handset

Use based on comprehensive agreements

Manufacturer	Cell phone market share	Topics
	12.6%	Signed contract for provision of leading-edge Internet software technology for use in all cell phone products
	6.2%	Signed comprehensive contract for use of NetFront browser in all cell phone products

**Our target is to capture a majority of the global market**

*ACCESS has an outstanding reputation for 3G applications due to its past accomplishments, advanced technology and market orientation.*

# The Technological Superiority of ACCESS

ACCESS NetFront is suitable for a broad range of applications, incorporating sophisticated architecture that meets the demand for cell phones that are easy and fun to use while incorporating a complete Internet capability.



**NetFront**  
 -Supports the WAP2.0 and OMA standards  
 -Also covers the latest W3C specs

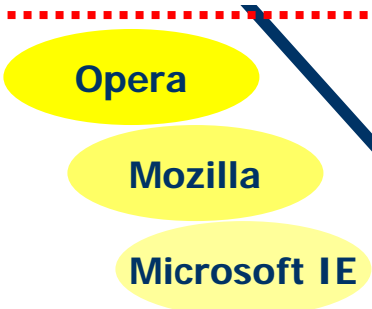
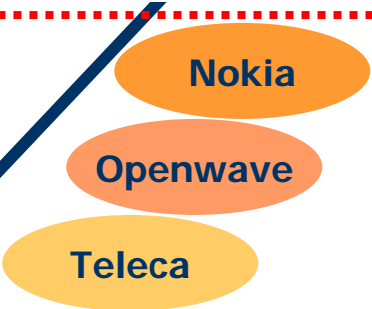
Big change in architecture needed to support DOM and D-HTML

Browser design change needed for use as an application in cell phones

DOM  
 Dynamic HTML  
 (Full Browsing)

Embedded engine  
 (real-time, extensible,  
 reliable, ...)

XHTML-MP  
 WCSS  
 ECMAScript-MP



PC browser made compact by removing certain functions

Cell phone browser (WAP1.x)

PC browser

# The Overall Superiority of ACCESS

## Establishment of joint specs with other players

- Have taken the lead in standardizing and advancing technologies by establishing specs with players that have infrastructure platforms
- Helps reduce man-hours for development and testing by offering total solutions for all platforms.
- Selling licenses to hardware makers and enhancing services by constantly creating new proposals.

## Superior scale and collaboration with key partners

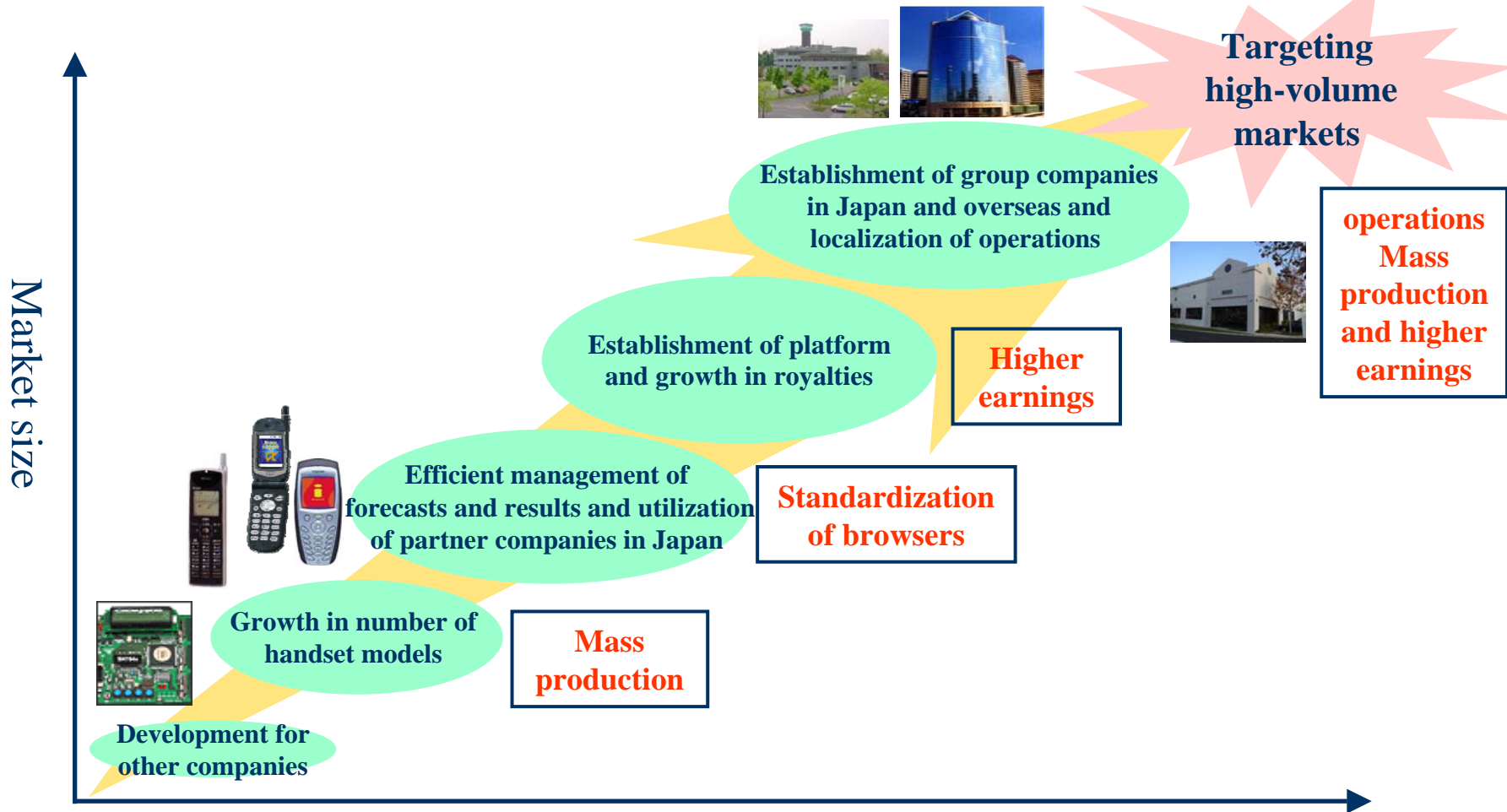
- Established worldwide operating bases to provide detailed, on-site support to overseas customers (distinguishes ACCESS from competitors)
- Have completed establishment of alliances with major OS and CPU vendors
- Have forged alliances with third parties involved in plug-ins and other core technologies

**Shorter time-to-market and a big lead over competitors thanks to the ability to quickly adapt to the high-performance service specs and platforms of all carriers. A growing trend toward making a decision between internal development and using ACCESS.**

### **3. Build an operating framework for high-volume markets**

# The Shift in Business Expansion

Building a business model and creating the optimal organization in order to expand in step with growth in cell phone-related markets



# Risks Associated With Market Growth and ACCESS Countermeasures

Now building a more efficient operating framework to support growth in orders from overseas carriers and cell phone manufacturers

## Needs

### Communication carrier needs

- Rapid response to demands related to specs
- Consulting for new services
- Development of prototypes and execution of trials

### manufacturer needs

- Stable and speedy supply of large volumes of products of many types
- Provision of quality core technologies

## Issues and initiatives

### Issues

- Urgent need to build a system capable of handling a large volume of work on a global scale

### Initiatives

- Moving more manufacturing activities outside Japan
- Dynamically allocating resources to match needs of each project
- Rapidly hiring project managers that can make an immediate contribution
- Use partner companies in Japan and overseas and strengthen their management
- Forge more alliances and take other actions

## Targeted benefits

- Eliminate lost opportunities to capture orders, increase market share
- Eliminate losses on consigned development projects by reducing personnel expenses, creating a consistently profitable structure
- Improve customer satisfaction through provision of timely and detailed support

# Initiatives to Achieve Growth

**Bold ideas to enlarge the group in step with market growth**



1. Reinforce measures to fill out the technology portfolio

- Shorten lead times by not relying solely on internal technology, but also acquiring companies and forming alliances with partners having useful technologies.

2. Acquire engineering resources

- Stable supply of resources through use of external partner companies as well as an organization created through acquisitions and alliances

3. Capture market share

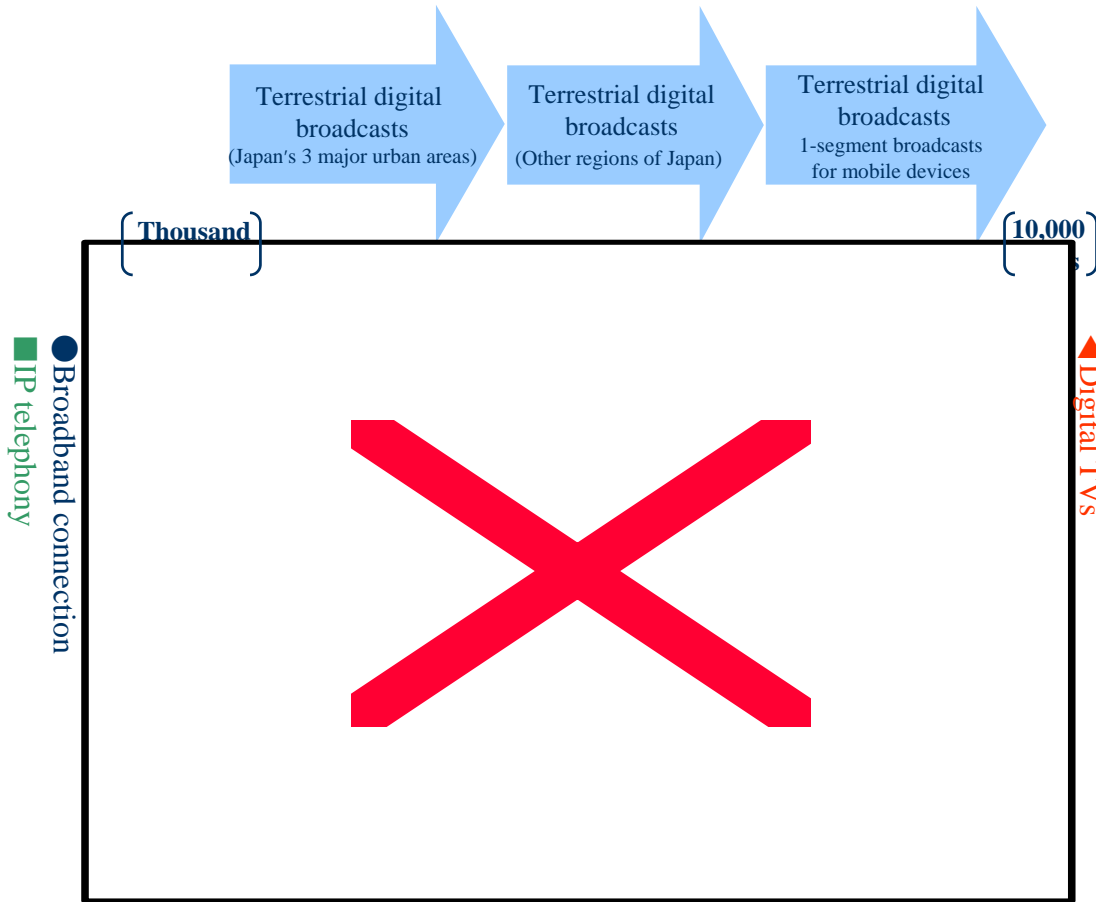
- Capture market share through synergies with organizations that have a share of the same market.

**Will include M&A and business alliances as options for executing a growth strategy that leverages the core competences of the ACCESS Group.**

## **4. Targeting the Digital Home Electronics Market**

# The Rising Use of Broadband and Emergence of New Markets

As the broadband penetration rate in Japan climbs, conventional TVs and telephones are being linked to high-volume networks to produce entirely new applications. The result is the emergence of new markets.



Sources: Nomura Research Institute, Fuji Chimera Research Institute  
"2004 Digital Home Network Status and Outlook"

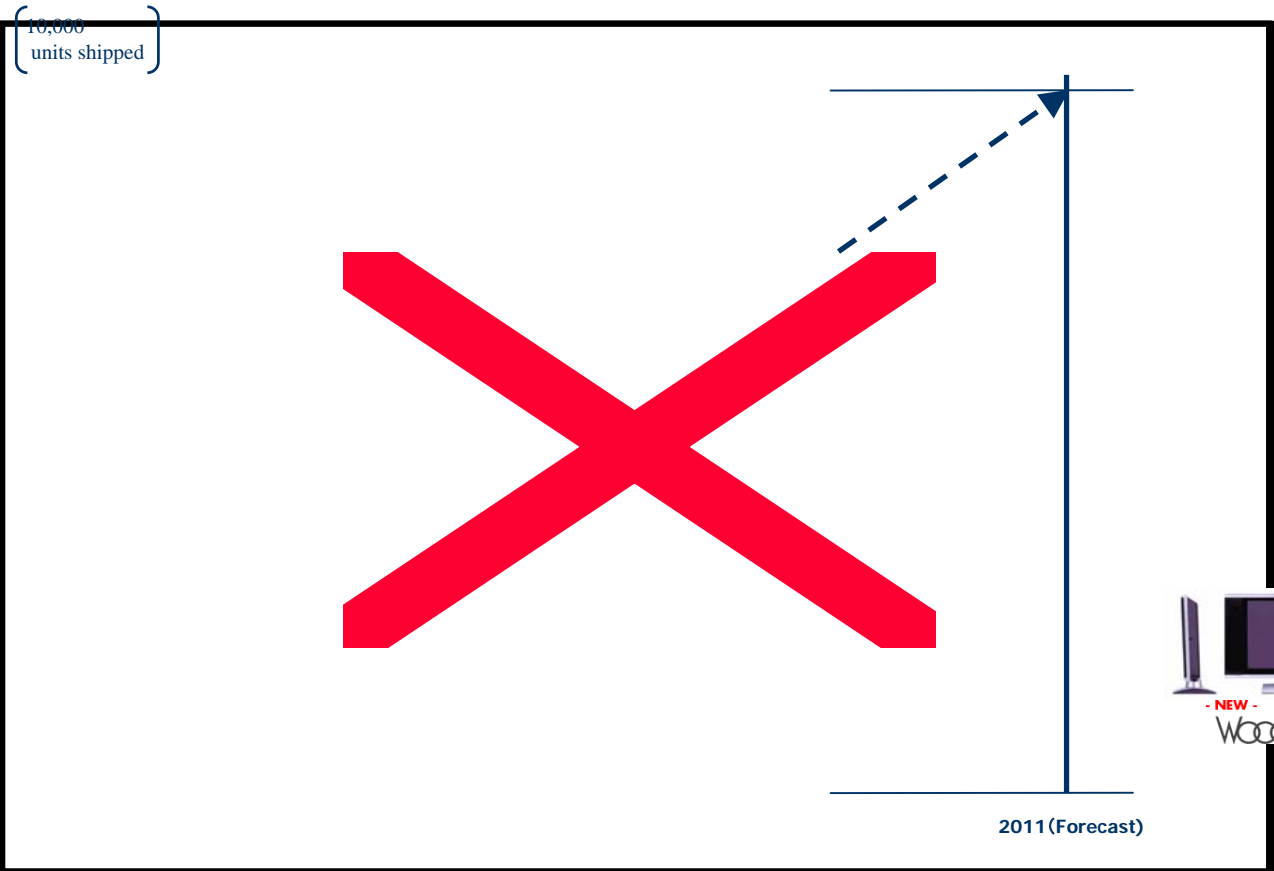
- ◆ Expansion is also foreseen in information and content distribution services combining digital broadcasts and the Internet.
- ◆ The switch of fixed-line phones to low-cost IP phones is accelerating. IP telephony will offer value-added services in addition to voice connections.
- ◆ Households will be linked by high-speed networks, making possible home appliance control and other services.

Primarily non-PC broadband wireless products like cell phones and digital home electronics

***Promoting a uniquely Japanese-style model for the information-communication industry!***

# The Shift From Analog to Digital TV

Average TV shipments in Japan have been 9.59 million units over the past five years. The rapid growth foreseen in shipments of digital TVs will create a big opportunity for ACCESS.



TV broadcasts in Japan are to become digital by 2011.

There will be an increase in the use of HTML browsers to receive digital broadcasts.

Large home appliance and electronics manufacturers will begin offering ACCESS products.

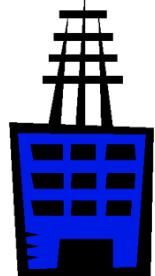


Source: Fuji Chimera Research Institute  
"2004 Digital Home Network Status and Outlook"

# Covering Terrestrial Digital Broadcasts for Cell Phones

Terrestrial digital broadcasts for mobile devices will begin during the 2005 fiscal year. With its experience and expertise in supplying cell phone browsers, ACCESS can also cover the technical specs for broadcasts to mobile devices.

**Terrestrial digital  
1-segment  
broadcast**

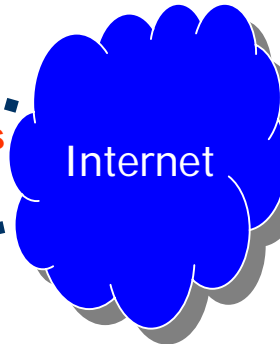


TV Video  
+  
Data Links



Only ACCESS can combine a cell phone browser and data broadcast browser!

**Wireless  
Network**



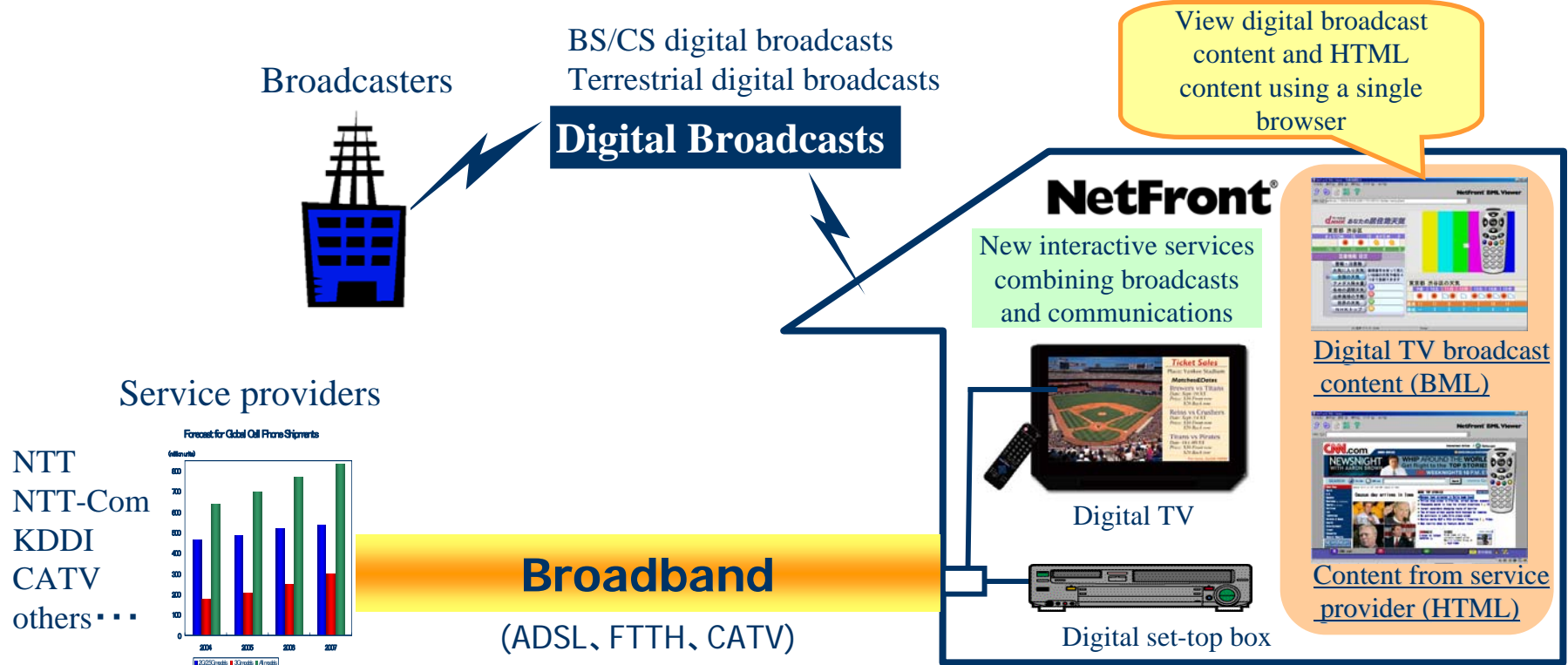
**New Services**

- Commerce
- Contents Deliver
- Presents etc...

- Using a cell phone browser (XHTML/HTML) as the base, a broadcasting function was added and integrated. This permits viewing cell phone content and data broadcast content using a single browser.
- Work is proceeding on the commercialization of products for a number of carriers and manufacturers.

***ACCESS's ability to cover both TV and cell phones is a huge advantage as the barrier separating these two technologies disappears!***

# Growth in Household TV Network Links Due to Rising Use of Broadband



- More manufacturers will offer these products due to the growing incorporation of network connection functions in household TVs.
- Orders are strong for broadband/CATV digital set-top boxes, including from overseas companies.

**2011: Termination of analog broadcasts**  
⇒ Certain growth in market for digital TVs and set-top boxes

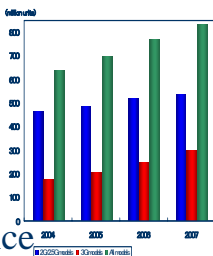
*Using strength in cell phones to build a powerful position in the market for digital TVs and other digital home electronics.*

# Broadband IP Cell Phone – Home Digital Networks Also Spreading

As broadband networks spread, IP phones are increasingly replacing conventional home phones. A new market is emerging as home appliances are integrated into home networks, which in turn are linked to cell phones.

Service providers

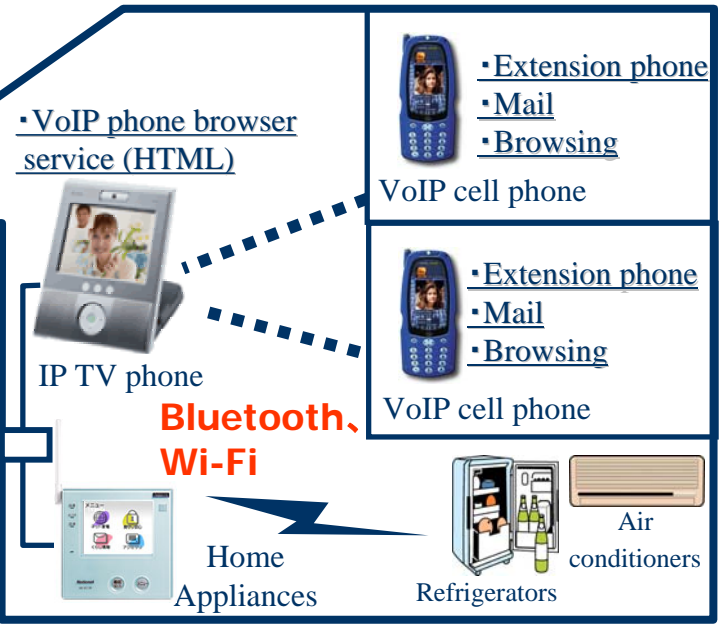
Forecast for Global Cell Phone Shipments



NTT  
NTT-Com  
KDDI  
Yahoo!  
CATV  
Home appliance  
manufacturers

**Broadband**

(ADSL, FTTH, CATV)



- IP TV phones: NTT East/West Home network control terminals: Major home appliance manufacturers
- The digital home network is a major market. Integrating cell phones with digital home networks opens up opportunities for developing new services.

*Leveraging cell phone technology to make inroads into new digital home markets*

## 5. Supplementary Material

# Major New Products in First Quarter



NTT DoCoMo  
FOMA SH900i



NTT DoCoMo  
FOMA P900i



NTT DoCoMo  
FOMA N900i



NTT DoCoMo  
FOMA F900i



au by KDDI  
WIN W21H



Panasonic  
Overseas i-mode P341i



Toshiba  
beautiful face 32L400V



Sony Air Board LF-X1



Capcom Bio Hazard Outbreak

# Major New Products in Second Quarter



NEC 3G handset for H3G  
e616



i-mode handset for Greece  
NEC 331i



Pioneer HDD Cybernavi  
Series



Casio Cassiopeia DT-5100  
(with JV-Lite®2 CE Edition)



NTT East/West Fresh Phone  
VP1000



Sega Pro Soccer Club o  
Tsukurou! '04

# Major New Products in Third Quarter



NTT DoCoMo FOMA  
F900iC



i-mode global handset NEC  
N410i i



i-mode global handset  
Samsung S341i



Samsung X859 for China  
Unicom



Sanyo SCP-8100 for Canada  
and New Zealand



Treo 650

**palmOne**

So much  
more than  
just talk.



Carrozzeria AVIC-  
ZH900MD and two other  
models



**NetFront + JV-Lite2 received best software award in browser category from Pocket PC magazine**

# Major New Products in Fourth Quarter



NTT DoCoMo FOMA  
SH901iC



NTT DoCoMo FOMA  
F901iC



NTT DoCoMo FOMA  
N901iC



NTT DoCoMo FOMA  
D901i



NTT DoCoMo FOMA  
P901i



i-mode global handset  
Panasonic  
P342i

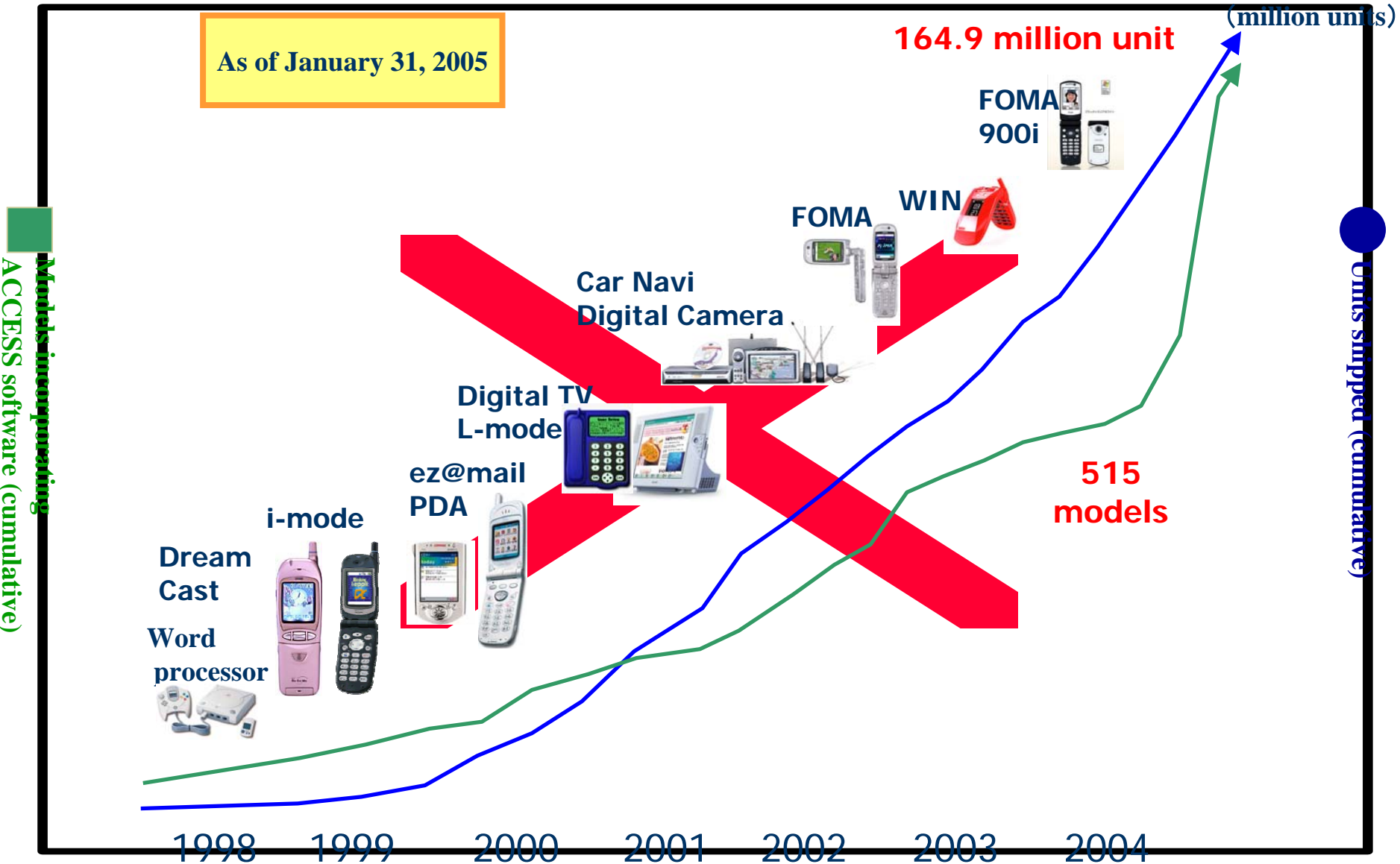


SONY  
Air Board LF-X5



Alticast Capture MHP for TV  
service

# Products Incorporating ACCESS Software and Cumulative Shipments



# Major Press Releases

- 04/12/11 Compatibility with Japanese domain names to become standard with NetFront beginning with the next version
- 05/01/11 NetFront adopted for interactive TV service of Alticast
- 05/01/12 ACCESS and UIQ Technology form global partnership involving advanced mobile browser solution for UIQ platform
- 05/01/19 Release of NetFront version 3.3
- 05/02/01 Units incorporating NetFront products top 150 million worldwide
- 05/02/14 ACCESS and Monotype Imaging collaborate in advanced font display technology for information home electronics browser
- 05/02/14 Announcement of NetFront v3.3 Wireless Profile, a new global standard for full browsers
- 05/02/15 Incorporation of cell phone browser function in OMAP2420 of Texas Instruments
- 05/02/15 Global growth in sales of i-mode software
- 05/02/16 NetFront<sup>(R)</sup> i-mode<sup>(R)</sup> Global Profile carries in the first I mode personal digital assistant in Motorola, Inc.
- 05/02/16 Collaboration with Bouygues Telecom concerning next-generation cell phone service
- 05/03/07 Supply of cell phone application software for use in TD-SCDMA of China's Datang
- 05/03/09 NTT DoCoMo's FOMA adopts Adobe® Reader™ LE that was developed jointly by ACCESS and Adobe Systems
- 05/03/10 NetFront offered as an option on four high-speed multi-purpose devices made by Canon
- 05/03/17 ACCESS browser incorporated in 18 models of Sanyo Electric handsets for sale in the U.S., Canada, Mexico and New Zealand