

## Business Results for the Third Quarter ended December 31, 2012

February 8, 2013

**MIRAIT Holdings Corporation** 

### Third Quarter Summary FYE March 2013



#### 1. Financial Overview

Units: billions of yen	FYE March 2012	FYE March 2013		FYE Mar	rch 2012	FYE March 2013			
	3Q Actual Results (Ratio)	3Q Actual Results (Ratio)	YoY (YoY Change)	Full-year Results (Ratio)	Progress	Full-year Plan (Ratio)	YoY (YoY Change)	Progress	
	(a)	(b)	(b)-(a)	(c)	(a)/(c)	(d)	(d)-(c)	(b)/(d)	
Orders received	181.5	204.1	<b>+22.5</b> (+12.4%)	252.0	72.0%	261.3	<b>+9.2</b> (+3.7%)	78.1%	
Net sales	155.3 (100%)	<b>178.6</b> (100%)	<b>+25.2</b> (+16.4%)	236.0 (100%)	65.0%	<b>265.0</b> (100%)	<b>+28.9</b> (+12.3%)	67.4%	
Gross profit	14.5 (9.5%)	<b>19.4</b> (10.9%)	<b>+4.9</b> (+34.1%)	24.0 (10.2%)	60.4%	<b>27.4</b> (10.4%)	<b>+3.3</b> (+14.0%)	71.1%	
SGA	14.0 (9.2%)	<b>13.7</b> (7.7%)	<b>-0.3</b> (-2.3%)	18.7 (8.0%)	74.9%	<b>19.1</b> (7.2%)	<b>+0.4</b> (+2.1%)	72.1%	
Operating income	0.4 (0.3%)	<b>5.7</b> (3.2%)	<b>+5.2</b> (+1,205.6%)	5.2 (2.2%)	7.7%	<b>8.3</b> (3.1%)	<b>+3.0</b> (+57.6%)	69.0%	
Ordinary income	1.1 (0.7%)	<b>6.4</b> (3.6%)	<b>+5.3</b> (+478.1%)	6.1 (2.6%)	18.0%	<b>9.0</b> (3.4%)	<b>+2.8</b> (+45.6%)	71.5%	
Net income	0.3 (0.2%)	<b>1.0</b> (0.6%)	<b>+0.7</b> (+202.5%)	3.2 (1.4%)	9.3%	<b>3.3</b> (1.3%)	<b>+0.05</b> (+1.5%)	31.8%	

### Third Quarter Summary FYE March 2013



# 2. Orders Received and Net Sales by Business Sector [MIRAIT HD Consolidated]

Orders received Units: billions of yen	FYF March 2012	FYE March 2013	YoY	FYE Mar	ch 2012	FYE March 2013			
	3Q actual results	3Q actual results	(YoY Change)	Full-year Results	Progress	Full-year Plan	YoY (YoY Change)	Progress	
	(a)	(b)	(b)-(a)	(c)	(a)/(c)	(d)	(d)-(c)	(b)/(d)	
NTT Business	88.5	85.0	-3.4 (-3.9%)	113.7	77.8%	109.8	-3.9 (-3.4%)	77.5%	
Mobile Business	46.2	59.6	+13.4 (+29.0%)	66.0	70.0%	71.5	+5.5 (+8.3%)	83.4%	
ICT Business	18.9	24.4	+5.5 (+29.4%)	27.3	69.3%	33.2	+5.9 (+21.6%)	73.8%	
Civil Engineering Business	27.9	34.9	+7.0 (+25.4%)	44.9	62.1%	46.8	+1.9 (+4.2%)	74.8%	
Total	181.5	204.1	+22.5 (+12.4%)	252.0	72.0%	261.3	+9.2 (3.7%)	78.1%	

		FYE March 2013 3Q actual results	YoY (YoY Change)	FYE Mar	ch 2012	FYE March 2013			
				Full-year Results	Progress	Full-year Plan	YoY (YoY Change)	Progress	
	(a)	(b)	(b)-(a)	(c)	(a)/(c)	(d)	(d)-(c)	(b)/(d)	
NTT Business	75.5	76.6	+1.0 (+1.4%)	111.4	67.8%	111.1	-0.3 (-0.3%)	69.0%	
Mobile Business	39.4	50.2	+10.8 (+27.4%)	60.3	65.4%	75.4	+15.1 (+25.0%)	66.7%	
ICT Business	17.4	22.2	+4.7 (+27.4%)	26.7	65.1%	31.9	+5.2 (+19.5%)	69.6%	
Civil Engineering Business	20.8	29.6	+8.6 (+41.2%)	37.4	55.8%	46.6	+9.2 (+24.6%)	63.3%	
Total	153.3	178.6	+25.2 (+16.4%)	236.0	65.0%	265.0	+28.9 (+12.3%)	67.4%	

#### Third Quarter Summary FYE March 2013



#### 3. Financial Overview by Segment

Units: billions of yen		MIRA	T Corporation 0	Group		MIRAIT Technologies Corporation Group					
	FYE March 2012		FYE March 2013			FYE March 2012		FYE March 2013			
	3Q actual results	Ratio	3Q actual results	Ratio	Change	3Q actual results	Ratio	3Q actual results	Ratio	Change	
Net sales	98.2	100%	123.9	100%	+ 25.6	58.4	100%	57.6	100%	- 0.7	
Gross profit	8.9	9.1%	14.2	11.5%	+ 5.2	5.4	9.3%	5.3	9.3%	- 0.0	
SGA	8.8	9.0%	8.9	7.2%	+ 0.0	5.5	9.5%	5.1	9.0%	- 0.4	
Operating income	0.0	0.1%	5.2	4.3%	+ 5.2	- 0.1	_	0.1	0.3%	+ 0.3	



Statements and quotes relevant to the forecasted values in this handout and the session are the future prospects based on the plans and prospects of the Company at this point in time.

Actual business results could be significantly different from those stated in this handout and briefing due to changes in conditions.

As such, please be advised that we will not be able to guarantee the accuracy of the forecasted values, in this handout and the session, over the period of time to come in the future.

**MIRAIT Holdings Corporation**