



# Business Results for the First Quarter ended June 30, 2015

August 4, 2015

MIRAIT Holdings Corporation

## 1. Financial Overview

Units: bil. yen	FYE March 2016						FYE March 2015			
	1Q results (a)	Composition ratio	Changes against previous FY (a) – (c)	Rate of changes against previous FY (a)-(c)/(c)	Full year plan (b)	Progress rate (a)/(b)	1Q results (c)	Composition ratio	Full year actual (d)	Progress rate (c)/(d)
Orders received	61.0	–	(9.0)	(12.8%)	310.0	19.7%	70.0	–	293.6	23.9%
Net sales	51.6	100%	(5.3)	(9.2%)	310.0	16.7%	56.9	100%	283.7	20.1%
Gross profit on sales	4.4	8.7%	(2.4)	(34.3%)	34.5	13.0%	6.8	12.0%	33.1	20.6%
SGA	5.0	9.7%	+ 0.3	+ 7.1%	19.5	25.8%	4.7	8.3%	18.9	24.8%
Operating income	(0.5)	–	(2.6)	–	15.0	–	2.1	3.7%	14.1	14.9%
Ordinary income	(0.2)	–	(2.5)	–	15.5	–	2.3	4.1%	14.8	15.8%
Profit attributable to owners of parent	(0.2)	–	(1.7)	–	10.0	–	1.5	2.7%	11.1	14.0%

\* Figures are rounded down to one decimal place (bil. yen)

## 2. Orders Received and Net Sales by Business Category

<Orders received> Units: bil. yen	FYE March 2016					FYE March 2015		
	1Q results (a)	Changes against previous FY (a) – (c)	Rate of changes against previous FY (a)-(c)/(c)	Full year plan (b)	Progress rate (a)/(b)	1Q results (c)	Full year actual (d)	Progress rate (c)/(d)
NTT	22.0	+ 0.6	+ 2.8%	86.0	25.6%	21.4	96.5	22.2%
Multi-carrier	17.3	(9.3)	(35.0%)	91.0	19.1%	26.6	94.1	28.4%
Environmental & Social Innovation	9.4	+ 0.2	+ 2.6%	76.0	12.5%	9.2	55.2	16.6%
ICT Solution	12.2	(0.5)	(4.0%)	57.0	21.4%	12.7	47.7	26.7%
<b>Total</b>	<b>61.0</b>	<b>(9.0)</b>	<b>(12.8%)</b>	<b>310.0</b>	<b>19.7%</b>	<b>70.0</b>	<b>293.6</b>	<b>23.9%</b>

<Net sales> Units: bil. yen	FYE March 2016					FYE March 2015		
	1Q results (a)	Changes against previous FY (a) – (c)	Rate of changes against previous FY (a)-(c)/(c)	Full year plan (b)	Progress rate (a)/(b)	1Q results (c)	Full year actual (d)	Progress rate (c)/(d)
NTT	19.0	(2.8)	(12.9%)	86.0	22.2%	21.8	95.6	22.9%
Multi-carrier	16.3	(4.5)	(21.6%)	90.0	18.2%	20.8	96.1	21.7%
Environmental & Social Innovation	7.5	+ 1.9	+ 33.6%	78.0	9.6%	5.6	45.8	12.3%
ICT Solution	8.7	+ 0.2	+ 2.5%	56.0	15.6%	8.5	46.1	18.5%
<b>Total</b>	<b>51.6</b>	<b>(5.3)</b>	<b>(9.2%)</b>	<b>310.0</b>	<b>16.7%</b>	<b>56.9</b>	<b>283.7</b>	<b>20.1%</b>

\* Figures are rounded down to one decimal place (bil. yen)

## 3. Overview of Earnings by Segment

Units: bil. yen	MIRAIT (Consolidated Basis)					MIRAIT Technologies (Consolidated Basis)				
	FYE March 2015		FYE March 2016		Change	FYE March 2015		FYE March 2016		Change
	1Q Results	Ratio	1Q Results	Ratio		1Q Results	Ratio	1Q Results	Ratio	
Net sales	37.3	100%	32.6	100%	(4.7)	22.0	100%	20.7	100%	(1.3)
Gross profit	4.7	12.7%	2.4	7.3%	(2.3)	2.0	9.3%	2.0	10.0%	+ 0.0
SG & A expenses	2.9	7.9%	3.1	9.8%	+ 0.2	1.8	8.3%	1.8	9.1%	+ 0.0
Operating income	1.7	4.8%	(0.7)	—	(2.4)	0.2	1.0%	0.1	0.9%	(0.1)

\* Figures are rounded down to one decimal place (bil. yen)

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

The 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