



Presentation Materials for the Six Months Ended September 30, 2015

November 6, 2015



MIRAIT Holdings Corporation

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Financial Overview of the Six Months Ended September 30, 2015

1. Financial Overview

Units: bil. yen	FYE March 2015	FYE March 2016	YoY	
	2Q actual results (Ratio)	2Q actual results (Ratio)	Change	Percentage change
Orders received	148.1	124.4	- 23.7	- 16.0%
Net sales	123.1 (100%)	112.0 (100%)	- 11.1	- 9.0%
NTT	42.8	37.8	- 5.0	- 11.6%
Multi-carrier	45.9	32.8	- 13.1	- 28.5%
Environmental & social innovation	14.7	22.0	+ 7.3	+ 49.6%
ICT solutions	19.6	19.3	- 0.3	- 1.8%
Gross profit	15.4 (12.5%)	8.4 (7.6%)	- 7.0 (- 4.9p)	- 44.9%
SG&A	9.4 (7.7%)	9.8 (8.8%)	+ 0.4 (+ 1.1p)	+ 4.0%
Operating income	5.9 (4.8%)	- 1.3 (-)	- 7.2 (-)	-
Ordinary income	6.2 (5.1%)	- 1.1 (-)	- 7.3 (-)	-
Profit attributable to owners of parent	3.9 (3.2%)	- 1.2 (-)	- 5.1 (-)	-
Construction account carried forward	98.7	95.9	- 2.8	-

Key Points

- Orders received
⇒ Orders received totaled 124.4 bil. yen (-23.7 bil. yen)

Orders received Units: bil. yen	FYE March 2015	FYE March 2016	
	2Q actual result	2Q actual results	YoY Change
NTT	45.5	44.7	- 0.8
Multi-carrier	52.6	34.2	- 18.4
Environmental & Social	24.5	21.8	- 2.7
ICT	25.2	23.5	- 1.7
Total	148.1	124.4	- 23.7

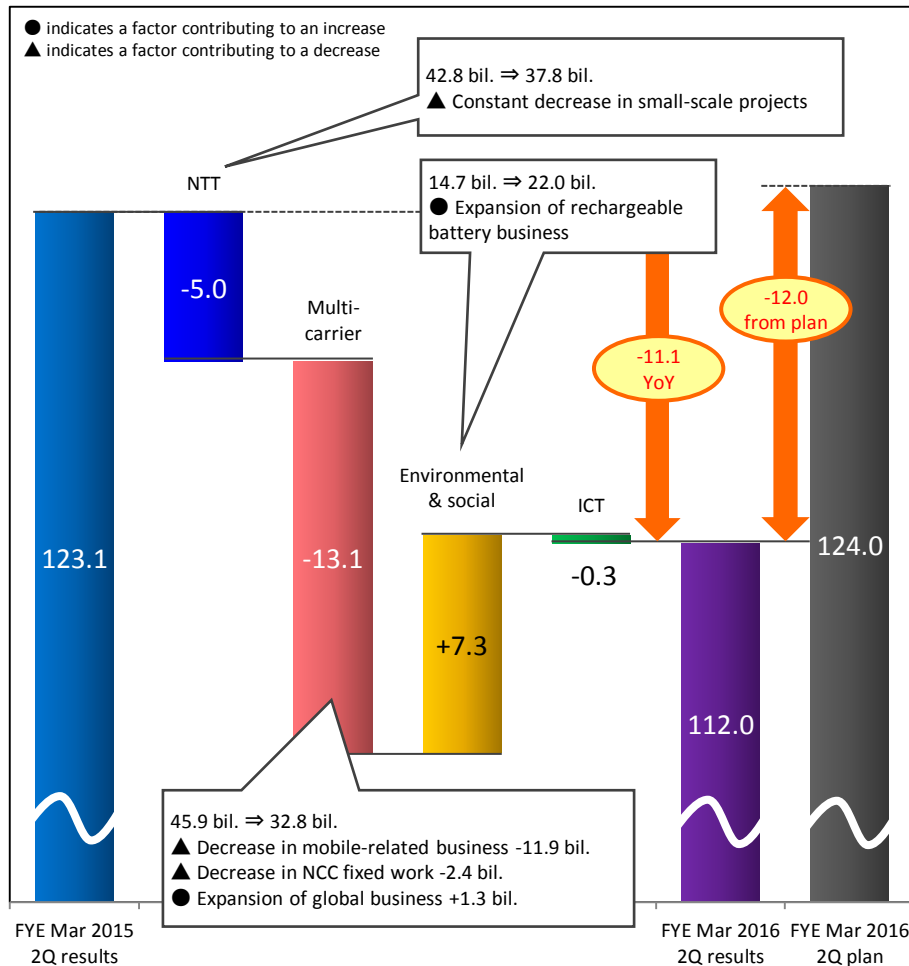
- Net sales
⇒ In the multi-carrier business, a significant decrease in sales related to the mobile business led to a decline to 112 bil. yen (down 11.1 bil. yen yoy)
- Gross profit
⇒ A decline in mobile-related work and unprofitable projects in software development (a 2.1 bil. yen provision for loss on construction contracts was recorded) led to a significant decline to 8.4 bil. yen (down 7.0 bil. yen yoy)
- SG&A
⇒ Increased to 9.8 bil. yen (up 0.4 bil. yen yoy) due to M&A and increased selling expenses
- Operating income
⇒ Loss of 1.3 bil. yen (down 7.2 bil. yen)
- Profit attributable to owners of parent
⇒ Loss of 1.2 bil. yen (down 5.1 bil. yen)
- Construction account carried forward
⇒ Decreased to 95.9 bil. yen (down 2.8 bil. yen)

2. Details of Net Sales [YoY Change]

- Small-scale projects in the NTT business have constantly decreased
- The multi-carrier business has decreased significantly due to a **decline in mobile-related business and NCC fixed work**
- The environmental & social innovation business is increasing due to the **expansion of the rechargeable battery business**
- The ICT solutions business remained flat from the previous year

Net sales

(Units: bil. yen)

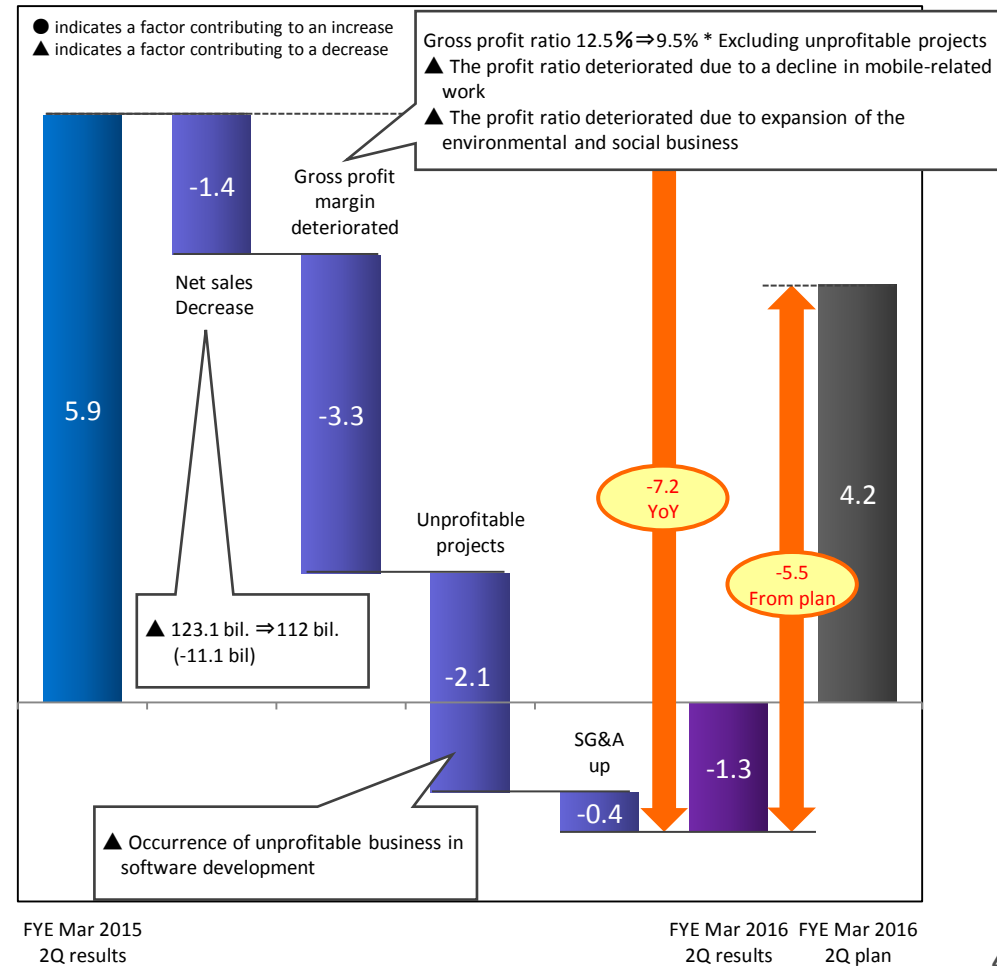


3. Details of Operating Income [YoY Change]

- A decrease in sales was a factor contributing to the 1.4 bil. yen decrease in earnings
- A **deterioration in the profit ratio associated with the decline in mobile-related work** contributed to a 3.3 bil. yen decrease in earnings
- **Unprofitable projects in software development** contributed to a 2.1 bil. yen decrease in earnings
- In SG&A, an increase in selling expenses contributed to a 0.4 bil. yen decrease in earnings yoy

Operating income

(Units: bil. yen)





II. Full-year Plan

1. Revision of the Full-year Plan

Units: bil. yen	FYE March 2015 Actual results	FYE March 2016			
		Initial plan	Revised plan	Comparison with initial plan	YoY change
		(a)	(b)	(c)	(c)-(b)
Orders received	293.6	310.0	310.0	0.0	+ 16.4
Net sales	283.7 (100%)	310.0 (100%)	295.0 (100%)	- 15.0	+ 11.3
NTT	95.6	86.0	92.0	+ 6.0	- 3.6
Multi-carrier	96.1	90.0	82.5	- 7.5	- 13.6
Environmental & social innovation	45.8	78.0	65.5	- 12.5	+ 19.7
ICT solutions	46.1	56.0	55.0	- 1.0	+ 8.9
Gross profit	33.1 (11.7%)	34.5 (11.1%)	28.7 (9.7%)	- 5.8 (- 1.4p)	- 4.4 (- 2.0p)
SG&A	18.9 (6.7%)	19.5 (6.3%)	19.7 (6.7%)	+ 0.2 (+ 0.4p)	+ 0.8 (0.0p)
Operating income	14.1 (5.0%)	15.0 (4.8%)	9.0 (3.1%)	- 6.0 (- 1.7p)	- 5.1 (- 1.9p)
Ordinary income	14.8 (5.2%)	15.5 (5.0%)	9.5 (3.2%)	- 6.0 (- 1.8p)	- 5.3 (- 2.0p)
Profit attributable to owners of parent	11.1 (3.9%)	10.0 (3.2%)	6.0 (2.0%)	- 4.0 (- 1.2p)	- 7.1 (- 1.9p)

Key Points of Revision

● Orders received

⇒ Orders received in other businesses cover the decline in the multi-carrier business

Orders received Units: bil. yen	FYE March 2016		
	Initial plan	Revised plan	Comparison with initial plan
NTT	86.0	89.0	+ 3.0
Multi-carrier	91.0	87.0	- 4.0
Environmental & Social	76.0	76.0	0.0
ICT	57.0	58.0	+ 1.0
Total	310.0	310.0	0.0

● Net sales

⇒ Total net sales revised to 295 bil. yen (down 15 bil. yen)

⇒ NTT business will expand by **increasing maintenance work through facility improvement proposals** and change to orders including materials through a change in the NTT system

⇒ In the multi-carrier business, **mobile-related business and NCC fixed work will decline**

⇒ Although the environmental and social innovation business may see an increase in rechargeable batteries, there will be a decrease in relation to the initial plan due to a **delay in solar power work**

● Gross profit

⇒ **A reduction in mobile-related business, unprofitable projects in software development**, and the delay of solar power work will lead to gross profit of 28.7 bil. Yen (down 5.8 bil. yen)

● Operating income

⇒ Revised to 9 bil. yen (down 6 bil. yen)

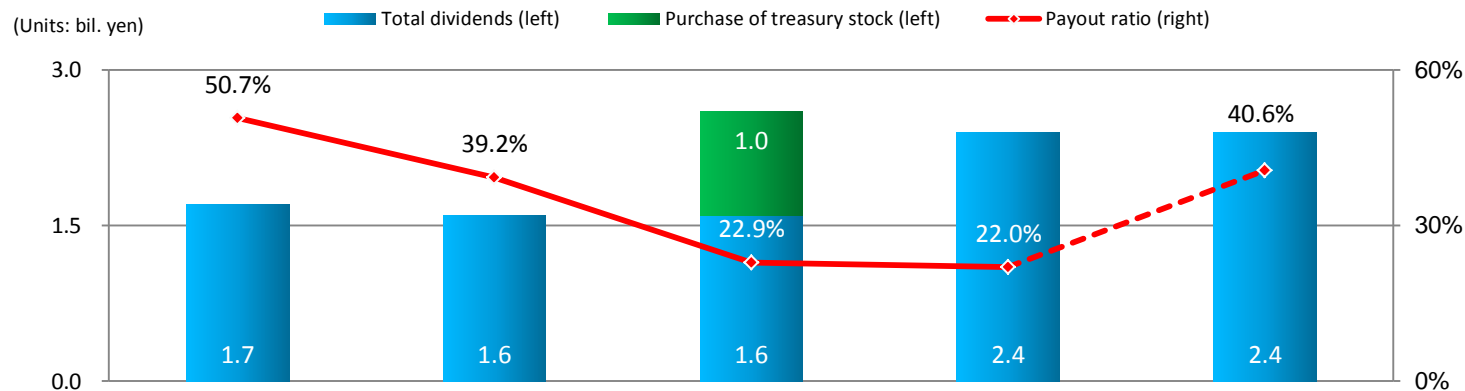
● Profit attributable to owners of parent

⇒ Revised to 6 bil. yen (down 4 bil. yen)

2. Shareholder Returns

- Our basic dividend policy is to pay steadily and consistently in consideration of our business performance and the dividend payout ratio
- The dividend forecast for the year ended March 31, 2016, is for **maintaining a 30-yen per share dividend (15-yen interim dividend, 15-yen year-end dividend)**

Shareholder Returns



		FYE March 2012	FYE March 2013	FYE March 2014	FYE March 2015	FYE March 2016 (Plan)
Total dividends		1.7 bil. yen	1.6 bil. yen	1.6 bil. yen	2.4 bil. Yen	2.4 bil. Yen
Profit attributable to owners of parent		3.2 bil. yen	4.2 bil. yen	7.1 bil. yen	11.1 bil. yen	6.0 bil. Yen
Annual dividends per share	Interim	10 yen	10 yen	10 yen	15 yen	15 yen
	Year-end	10 yen	10 yen	10 yen	15 yen	15 yen
	Total	20 yen	20 yen	20 yen	30 yen	30 yen
Purchase of treasury stock		—	—	1.0 bil. yen	—	—
Consolidated payout ratio		50.7%	39.2%	22.9%	22.0%	40.6%
Consolidated overall returns		50.7%	39.2%	36.7%	22.0%	40.6%
ROE		3.3%	4.1%	6.7%	9.5%	4.8%



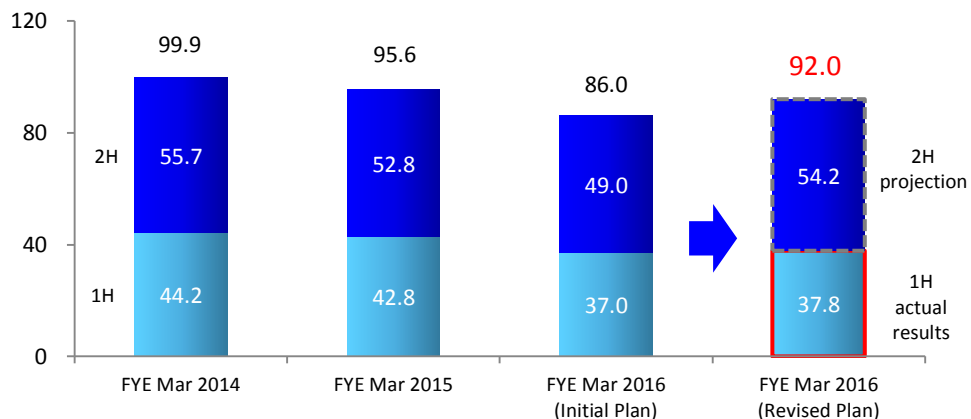
III. Specific Measures in Each Business

1. Efforts in the NTT Business

- Although sales were in a declining trend as a result of a reduction in investment by NTT due to optical equipment requirements being met, **facility management services are on the increase**
- During the second half of the year, net sales are expected to increase from the initial plan due to **an increase in maintenance work through facility improvement proposals and a change to orders including materials through a change in the NTT system**
- We will promote business improvement measures such as the consolidation of offices and concentration of support operations (design, order creation, photo inspection, etc.) while creating a **system able to generate profit even when sales are decreasing**

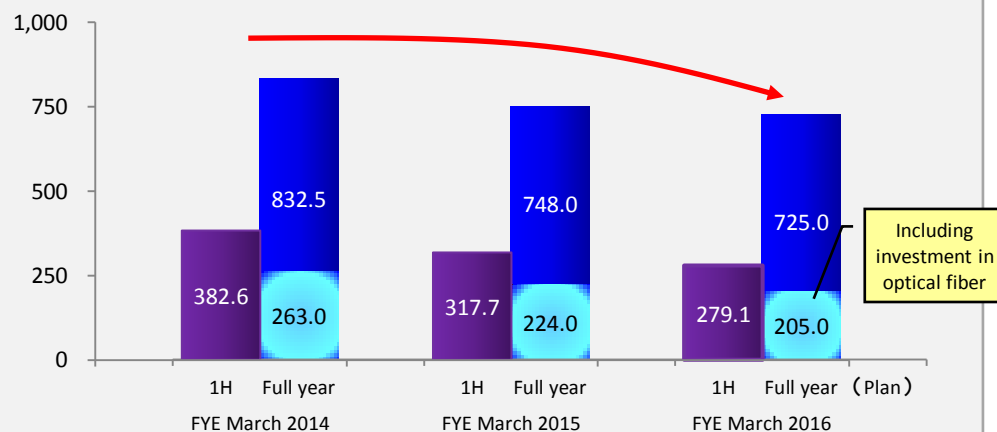
Net Sales

(Units: bil. yen)



(Reference) Capital Investment by NTT East/West and NTT Communications

(Units: bil. yen)



Efforts During the First Half of the Year

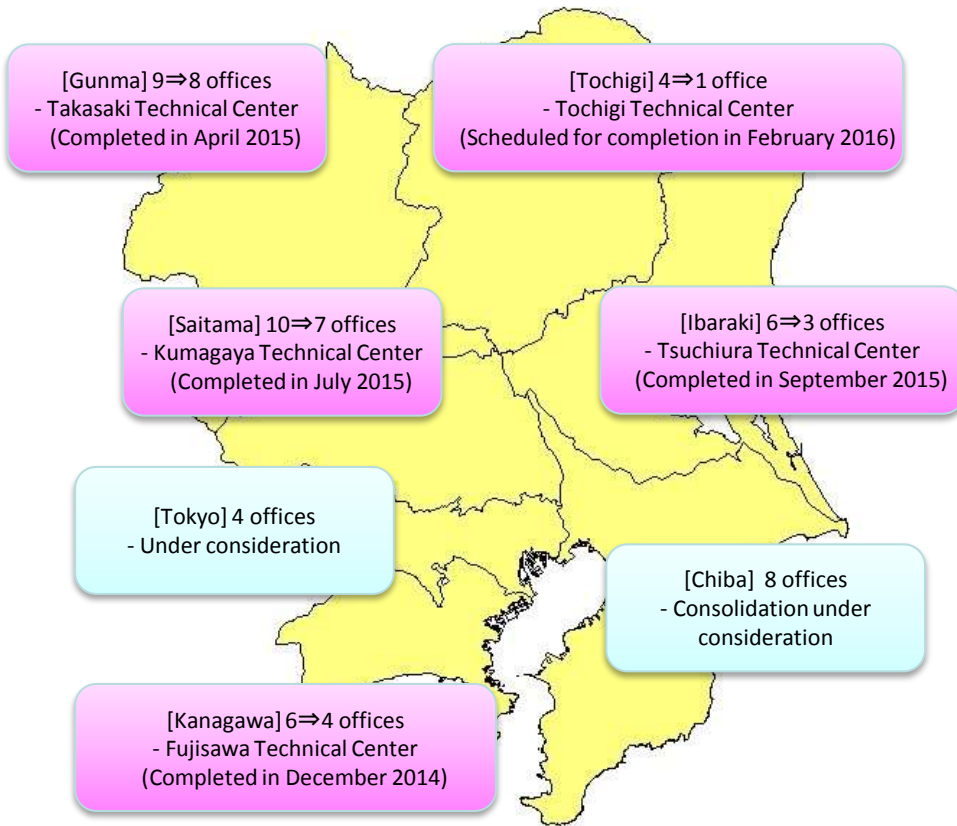
	Content	
Increased sales	Expansion of facility management services	<ul style="list-style-type: none"> • (East) Expansion of area of total acceptance of access maintenance and in-home maintenance • (West) Total acceptance of access maintenance, ongoing trials for in-home maintenance
	Strengthening of sales	<ul style="list-style-type: none"> • Proposals to NTT for improving facilities ⇒ Removal of unused cables from power poles to buildings ⇒ Changing locations using multiple cables with few wires to cables with many wires
	Wide-area work	<ul style="list-style-type: none"> • Expansion of pole renewal ⇒ Chugoku area • Efforts in Tohoku reconstruction work
Improvement of efficiency	Consolidation of offices/consolidation of installation support work	<ul style="list-style-type: none"> • Reduction of direct and indirect operations and promotion of efficiency through consolidation of offices in each area within East Japan • Creation of an efficient operating structure by consolidating support operations
	KAIZEN activities	<ul style="list-style-type: none"> • Cost reduction through revision of sundry expenses • Improvement of construction cost through the integration of operations ⇒ Reduction of administrative personnel through the consolidation of access operations
	Personnel shift	<ul style="list-style-type: none"> • Promotion of shift of personnel to growth areas ⇒ Approximately 20 planned this year (10 in the first half) • Transfer to maintenance areas ⇒ Approximately 50 planned this year (20 in the first half)

Cost improvement (Annual target): -1 bil. yen
In the first half: -0.4 bil. yen

Measures to improve efficiency through consolidation of offices

- Efficient coordination of operation (responses to low and high seasons) in consolidated areas and extensive utilization of skilled personnel
- Reduction of administrative personnel (personal expenses) and work vehicles, etc.
- In combination to the already completed **consolidation of offices in the Kansai region, we are decreasing the total number by around 30% (approx. 70→approx. 50 offices)**
- Additional consolidation is also being considered

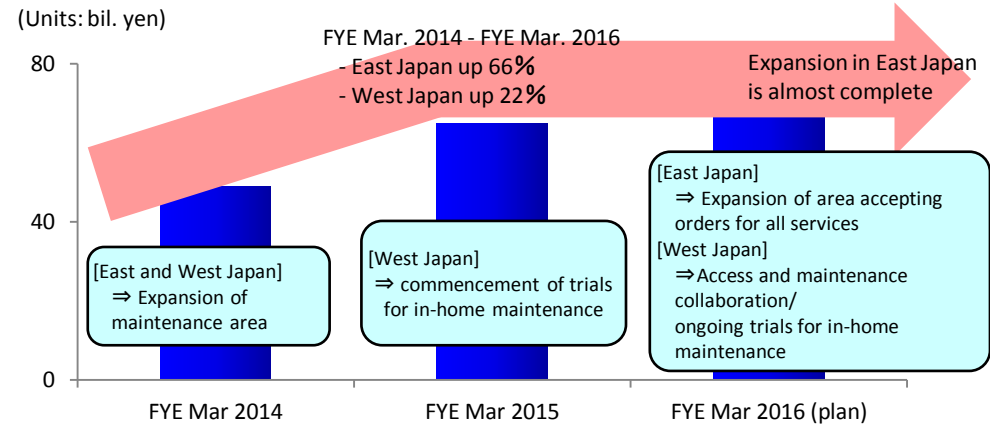
<Consolidation of offices in the Kanto Area>



Areas of expansion in the NTT business

- Facility management services
⇒ **Increase of areas fully accepting** access maintenance and in-home maintenance in East Japan
⇒ **Full acceptance of access maintenance collaboration at the end of FY2015** in West Japan
Collaboration for in-home maintenance is scheduled to begin in certain areas in FY2016 Q2
- Efforts to propose facility improvements
⇒ Proposal and implementation of work to address deterioration of facilities under the natural environment and congested equipment, etc. for NTT

<Expansion of facility management services>



<Efforts to expand facility improvement proposals>

Proposals for the improvement of facilities are being made due to the composition of facilities not susceptible to faults and failures occurring in regional environments such as areas where maintenance work is accepted associated with the expansion of facility management services

[Typical cases]

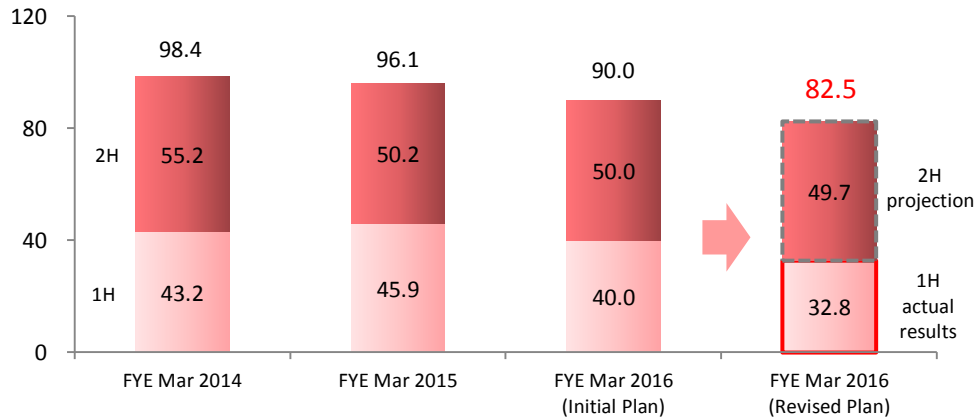
1	Removal of unused cables from power poles to buildings
2	Changing locations using multiple cables with few wires to cables with many wires
3	Repainting of simple exchanges
4	Change from multiple lines to the same building to a cable

2. Efforts in the Multi-carrier Business

- The capital investment trends of mobile carriers are varied by each communications carrier, and work on based stations and LTE, etc. is decreasing
- **Work to cater for new technologies and new frequencies** is expected in the latter half of the fiscal year
- In response to the increase of high-volume, small-scale projects, we will continue to **promote measures to improve productivity**
- **Overseas, business domains are being expanded to meet the requests of local communications carriers, etc.** In future, we aim to secure stable business volume

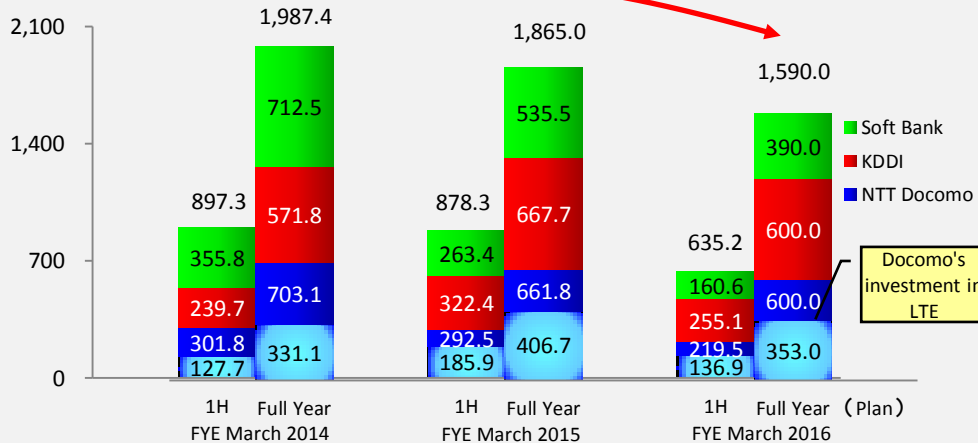
Net Sales

(Units: bil. yen)



(Reference) Capital investment by the three major mobile carriers

(Units: bil. yen)



Efforts During the First Half of the Year

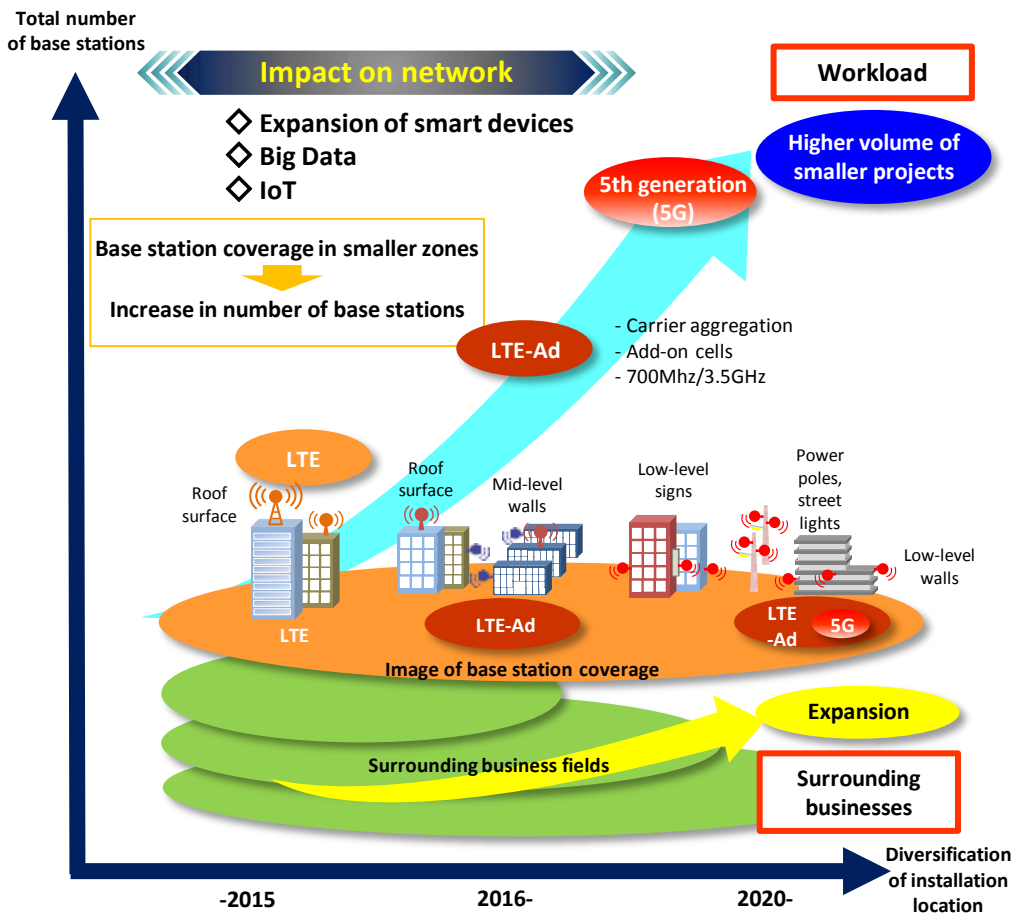
	Content	
Increased sales	LTE, etc.	<ul style="list-style-type: none"> • Although we focused on LTE-related business, it was sluggish ⇒ We are proceeding to establish a system aimed at implementing 700MHz and LTE-A from next year onwards ⇒ Efforts aimed at receiving ongoing orders for WiMAX work (Sales for the first six months: 1.2X yoy)
	Work to resolve poor signal areas	<ul style="list-style-type: none"> • Indoor work (Sales for the first six months: 1.8X yoy) • JMCIA efforts (Sales for the first six months: 2X yoy) ⇒ Work to resolve poor signal areas on private railways
	Stock business Surrounding businesses	<ul style="list-style-type: none"> • Efforts in fixed and network work • Efforts in base station maintenance, registration and inspection operations • Efforts in solutions linked with communication carriers
	Global business	<ul style="list-style-type: none"> • Australia ⇒ National project to implement FTTx (until 2020)
Improvement of efficiency	Strengthening of management	<ul style="list-style-type: none"> • Improvement of productivity through efficient handling of high-volume, small-scale projects ⇒ Promotion of internalization in response to the characteristics of work and the volume of work ⇒ Seeking standardization of processes through the utilization of work management tools (Visualization of progress, systemization of the creation of installation photographs inspection forms)
	Resource optimization	<ul style="list-style-type: none"> • Appropriate allocation of personnel through the flow of personnel on a nationwide scale (First half: Approx. 90 personnel moved) • Strengthening of group management structure ⇒ Progress management of partner companies and optimization of workload, training and improvement of skills to respond to new installation formats

Source: Created by MIRAIT based on materials (Note) 1. With regard to KDDI, consolidated capital investment for UQ is shown from first half of the year ended March 2015 published by each company

2. With regard to SoftBank, capital investment within the domestic communication business is shown from the year ended March 2014

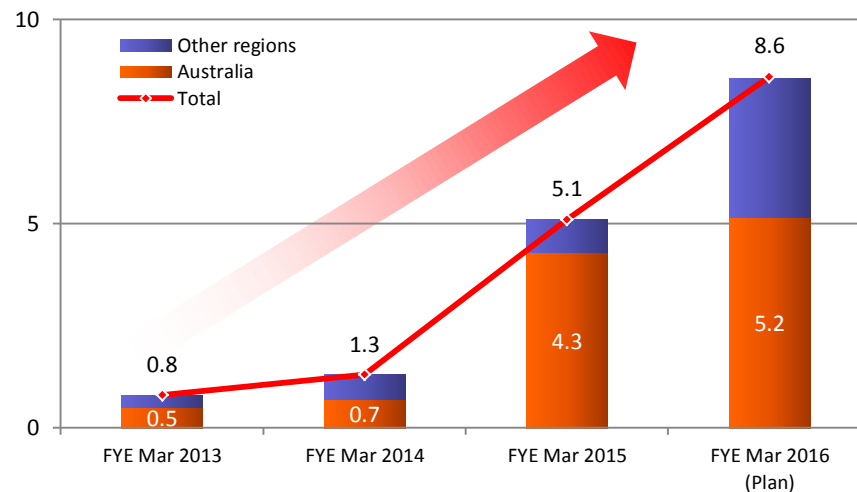
Future trends in the mobile business

- The target population coverage of 700MHz is 80% for FY 2017-2018, and it is assumed that base station work will increase from next fiscal year
- LTE-related work such as add-on cells, carrier aggregation and 3.5GHz will be implemented from next fiscal year
- 5th generation (5G) is expected to begin in 2020



Net sales in the global business

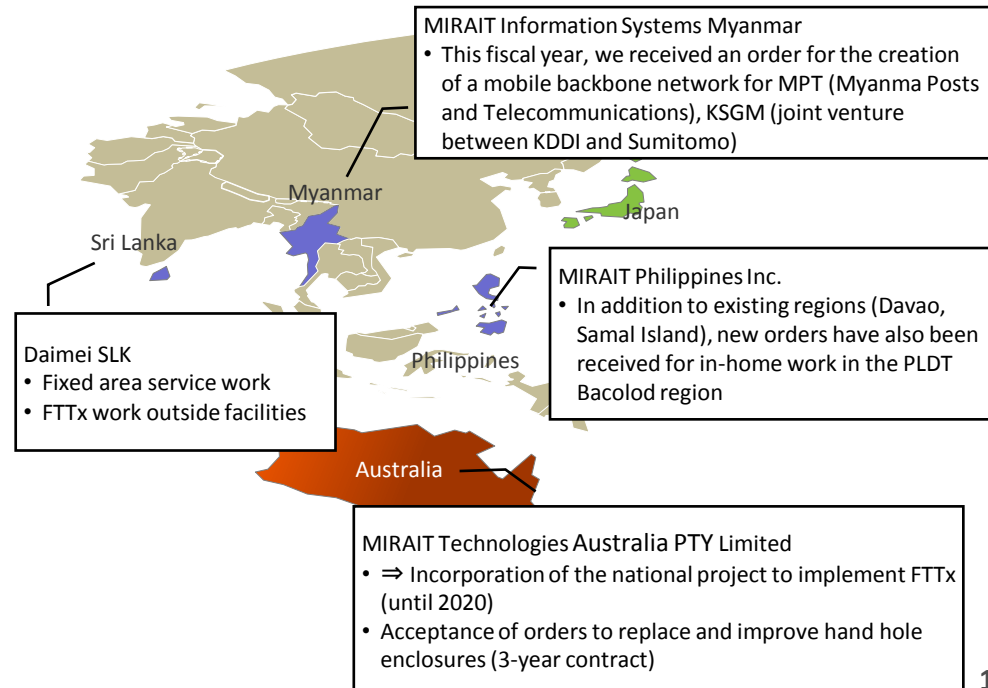
(Units: bil. yen)



* Australian subsidiary under scope of consolidation

* Philippine subsidiary subject to equity method

* Sri Lankan and Myanmar subsidiaries not included in scope of consolidation

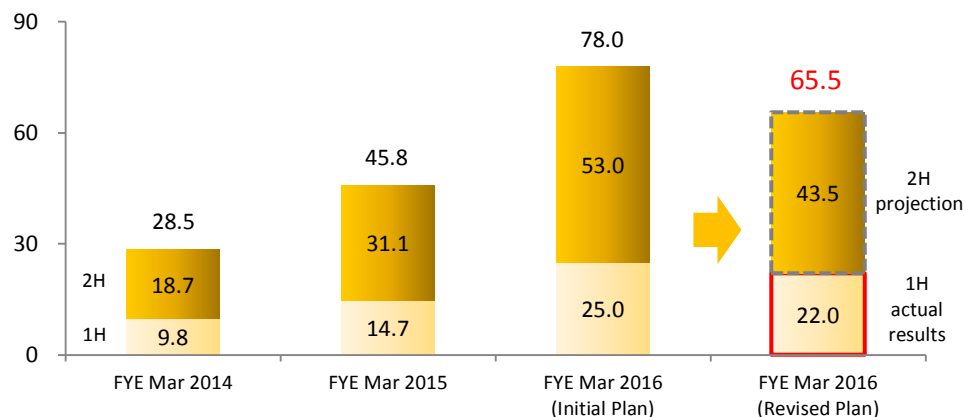


3. Efforts in the Environmental & Social Innovation and ICT Solution Business

- Development of new products, creation of new businesses and expansion of business domains
- The environmental and social innovation business is focused on the expansion of new energy business such as EV charging and rechargeable batteries, but there has been an increase of delays to the next term due to the slow progress of solar power work
- The ICT solution business creates new solution such as cloud and Wi-Fi
- To prevent unprofitable projects, risk management is being strengthened for large-scale projects (thorough review before accepting orders, creation of rules for management and reporting of progress)

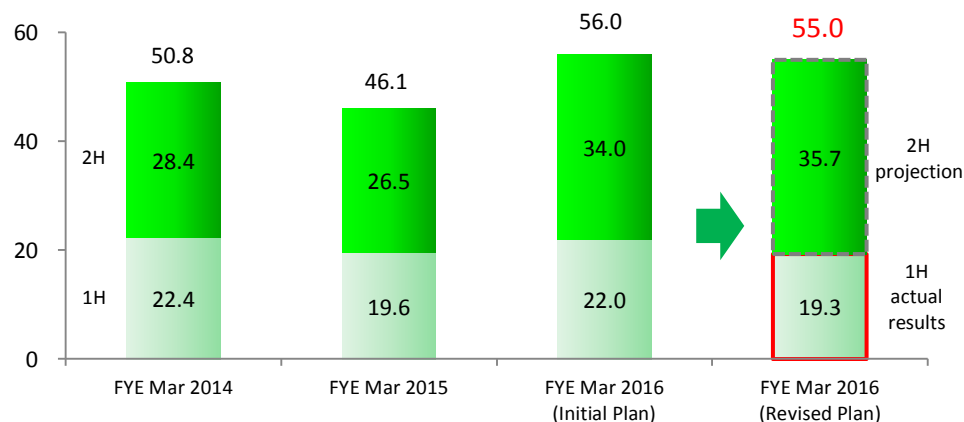
Net sales (Environmental & Social Innovation Business)

(Units: bil. yen)



Sales (ICT Solution Business)




(Units: bil. yen)



Efforts During the First Half of the Year

		Content
Environmental & Social Innovation	Solar power	<ul style="list-style-type: none"> • Net sales were limited to 4.3 bil. yen (power generation: 71.5MW) ⇒ Focus on promotion of the completion of work by strengthening progress management of projects delayed until the latter half of the year • Expansion of business by strengthening relationships with partners
	Environmental and Energy	<ul style="list-style-type: none"> • Expansion of household rechargeable battery business ⇒ Sales in the first half: 4.3 bil. yen/ 2,600locations • Installation of EV charging equipment (highway parking areas and service areas, etc.) ⇒ Sales in the first half: 1.2 bil. yen/ 104locations • Expansion of business such as regional LED
	Public works, etc.	<ul style="list-style-type: none"> • Focus on establishment of infrastructure and redevelopment projects expected to have steady demand moving toward 2020 ⇒ Expansion of public works projects (public utility conduits, water and sewage, US military) ⇒ Order received for electrical facilities at New Toyosu Market 0.3bil. Yen
ICT Solutions	Wi-Fi and wireless equipment	<ul style="list-style-type: none"> • Expansion of work to establish local governments' disaster communication systems ⇒ Orders received in first half: 0.8 bil. yen/ Ehime, Saga, etc. • Creation of regional Wi-Fi for local governments and universities ⇒ Sales in the first half: 0.3 bil. yen/ 80locations
	Stock Business	<ul style="list-style-type: none"> • Maintenance and operation of large-scale data centers (outsourced by operators) ⇒ Sales in the first half: 0.2 bil. yen/ 11locations • Increased orders for ee-TaB* ⇒ Services are currently being provided in 7 hotels (1,250 rooms)
	Communications equipment, etc.	<ul style="list-style-type: none"> • PBX, LAN, server renewal ⇒ local government server renewal, resort hotel PBX, etc • National network renewal, switchover projects, etc ⇒ Sales in the first half: 0.4 bil. yen/ 470locations

Efforts in New Businesses

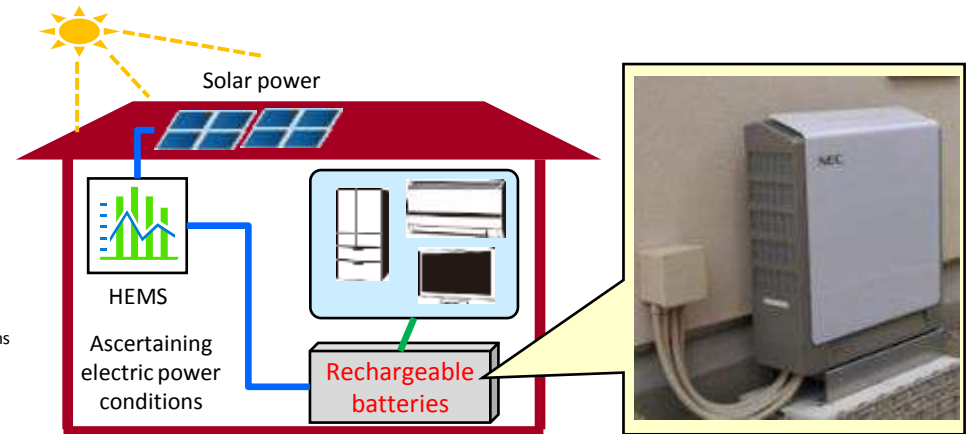
<p>Digital information stand (PONTANA)</p>	<ul style="list-style-type: none"> Development of the PONTANA digital information stand with Wi-Fi functionality The honto.jp e-bookstore service is scheduled to begin by the end of the year in collaboration with Dai Nippon Printing Consideration is also being given to the commencement of provision of regional information through partnerships with local governments, etc 	
<p>IoT (Internet of Things) Solutions</p>	<ul style="list-style-type: none"> We worked with the Kobe City, NTT West and Sensus Japan to commence a trial related to the remote collection of information on water usage by combining a 280MHz wireless network with smart water meters 	
<p>Wi-Fi solutions</p>	<ul style="list-style-type: none"> Cloud Wi-Fi efforts (+ carrier lines, + related products) ⇒ These are packaged for proposals to local governments and multi-store users Proposals to building innovation operators 	

■ (Reference) Wi-Fi needs of local governments ⇒ 2/3 of local governments (municipal) have not implemented Wi-Fi

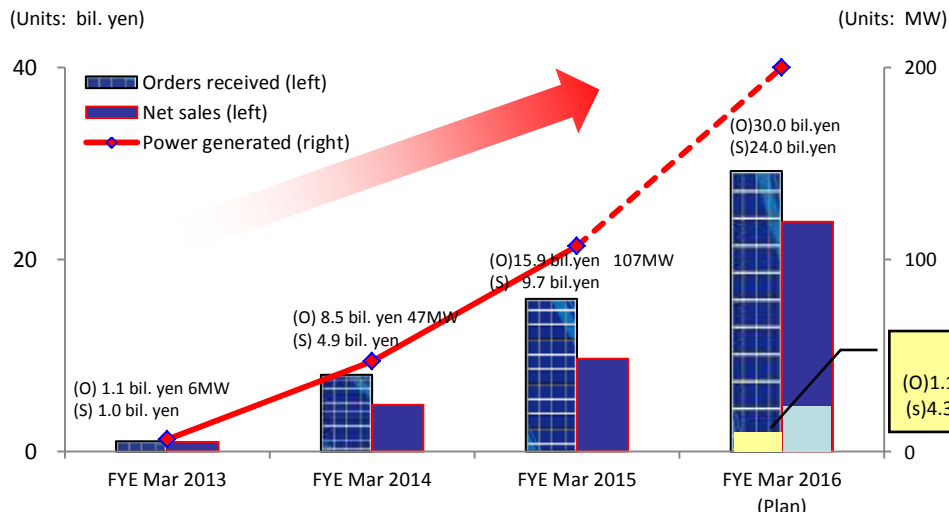
<p>Tourism</p>	<p>Hospitality services</p>	<ul style="list-style-type: none"> - Provision of Internet access - Promotion of customers and shopping
<p>Disaster prevention and mitigation</p>	<p>Information communication functions</p>	<ul style="list-style-type: none"> - Flexible means of communication according to disaster conditions - Provision of Internet access during disasters
<p>Residential services</p>	<p>Administrative efficiency</p>	<ul style="list-style-type: none"> - Service for accepting applications to utilize Wi-Fi - Provision of Internet access in public facilities

Establishment of a company for the expansion of new energy business

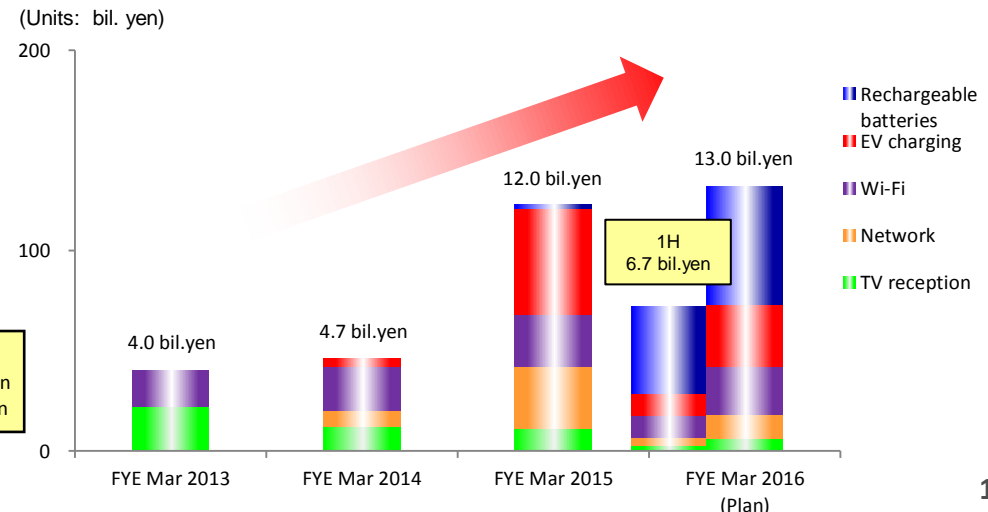
- “MIRAIX” was established in October as a joint venture with Orix Corporation (Investment ratio: 66.51% MIRAIX / 33.49% ORIX)
- Installation and sale of solar power and rechargeable battery systems nationwide
- In the future, we will provide environmental & energy + various ICT services in the housing market



Orders Received and Power Generated in Solar Power Work



Net Sales in Nationwide Installation Work (Excluding Solar)



IV. Reference Materials

1. Company Overview

(1) Overview of MIRAIT Holdings

Established	October 1, 2010
Capital stock	7 bil. yen
President (CEO)	Masatoshi Suzuki
Shares	[Total outstanding shares] 85,381,866 shares
Listed securities exchanges	Tokyo Stock Exchange First Section (Code No.: 1417)
Ratings	Rating & Investment Information, Inc. (R&I) A- Japan Credit Rating Agency, Ltd. (JCR) A
Location	5-6-36 Toyosu, Koto-ku, Tokyo
Business locations	[Domestic] 26 locations *Total number of locations of MIRAIT and MIRAIT Technologies [Overseas] 6 locations (Singapore, Hong Kong, Sri Lanka, Australia, Philippines, Myanmar)
Number of consolidated subsidiaries (As of September 30, 2015)	35
Employees: (As of September 30, 2015)	[Consolidated] 7,469 (Mirait Holdings: 98) (Mirait : Consolidated 4,430, Non-consolidated 2,653) (Mirait Technologies: Consolidated 2,941, Non-consolidated 920)
Term-end	March 31, every year

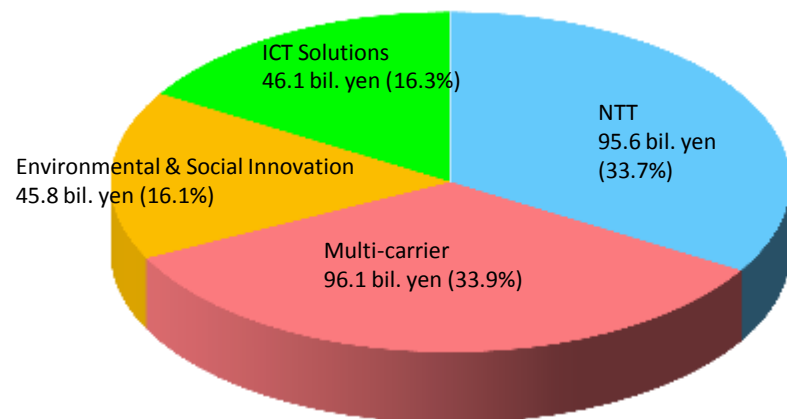
(2) Business Composition

- The Group conducts business in a wide range of areas including ICT, the environment and energy, based on the creation of communication infrastructure (fixed communication and mobile communication) that is its main business.

Business content

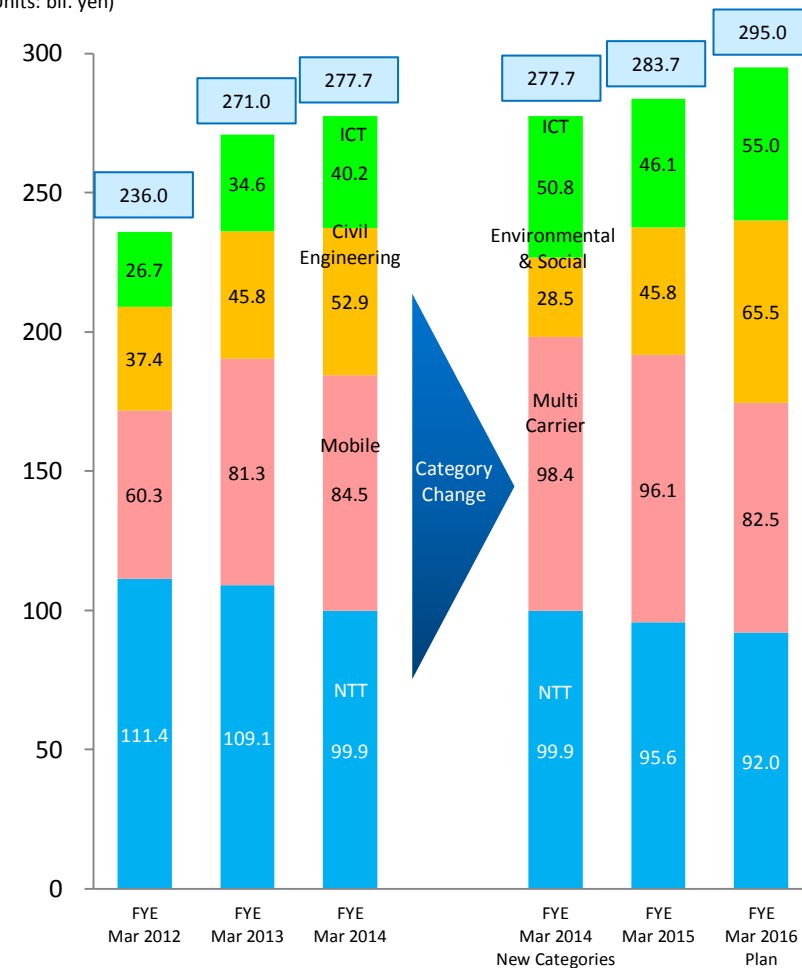
Business category	
(1) NTT Business	Construction, maintenance and operation of fixed communication facilities for the NTT Group
(2) Multi-carrier Business	Construction, maintenance and operation of mobile communication facilities NCC fixed communication equipment, CATV work, Global etc.
(3) Environmental & Social Innovation Business	Environment and new energy Creation of social infrastructure Construction, maintenance and operation of electrical and air conditioning facilities of general companies, etc.
(4) ICT Solution Business	Cloud computing, office solutions, Wi-Fi, software, etc. Construction, maintenance and operation of telecommunication systems of general companies, etc.

Composition of sales in the year ended March 31, 2015



Net sales by business

(Units: bil. yen)



2. Medium-term Management Plan

Business Environment

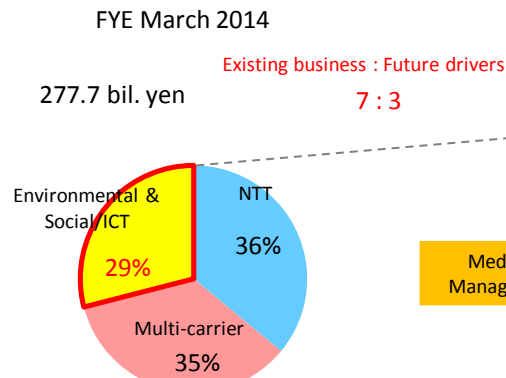
- Abenomics, rebuilding of social infrastructure
- 2020 Olympics and Paralympics in Tokyo
- Innovation of communication technology (higher speeds and capacity)
- Advancement of social innovation through the utilization of ICT

The environment is providing a tailwind

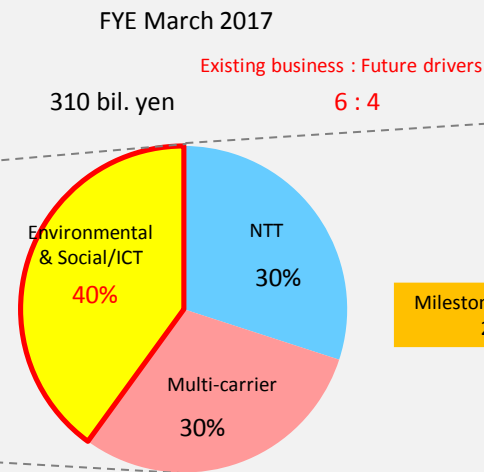
Basic Policy

- Active expansion of the environmental & social innovation and ICT solution businesses which include the drivers for future growth
 - Improvement of productivity through the efficient implementation of existing business (NTT, multi-carrier business)
 - Increase of engineers through a strategic shift of personnel and the training and securing of human resources
- ➡ Aiming to enhance corporate value and achieve sustained growth as a “Comprehensive Engineering & Service Company”

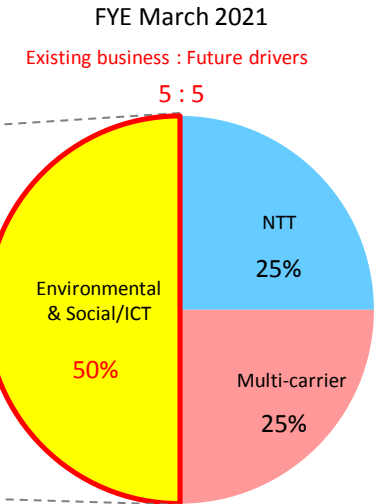
Sales Composition



Medium-term Management Plan



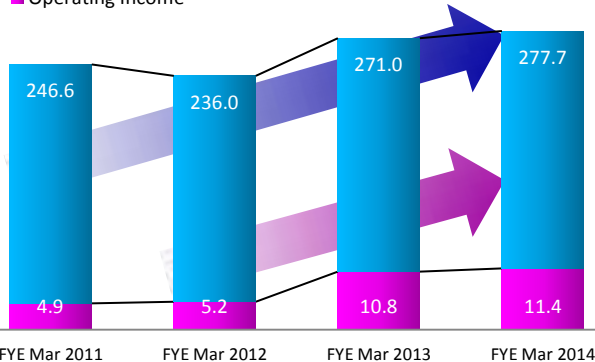
Milestones aimed at 2020



Net Sales and Operating Income

■ Net Sales
■ Operating Income

(Units: billions of yen)



Numerical Plan (March 2017)

Net sales	310.0 bil. Yen
Operating income	17.0 bil. yen
Operating margin	5.5%
ROE (Return on equity)	8% or more

3. Changes in the Business Environment and Business Opportunities

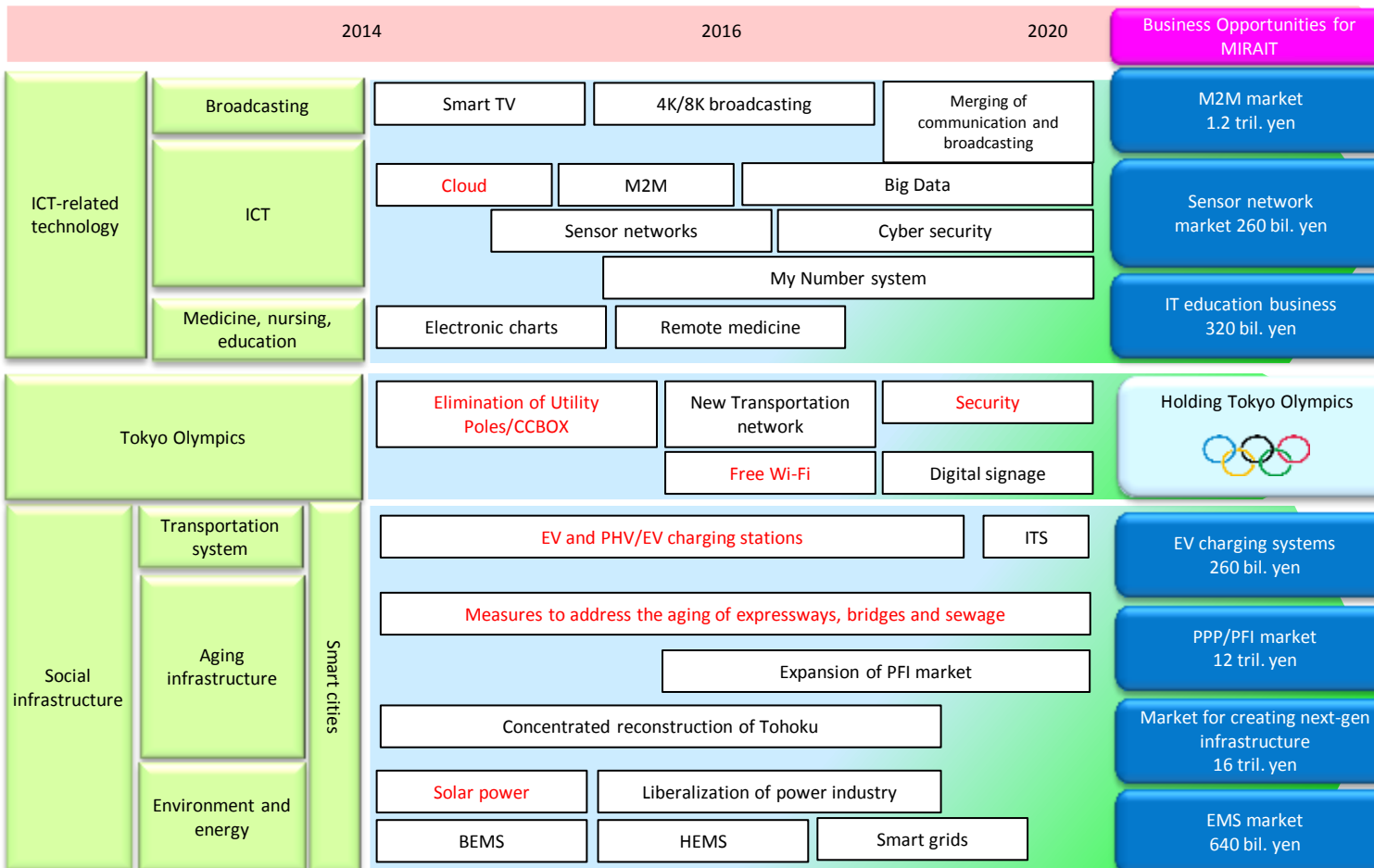
Japan's Structural Problems

- Overcome from low growth and deflation
- Aging infrastructure and large-scale disasters
- Environment and energy issues
- Fiscal deficit
- Low birthrate and aging population, decreasing population, regional depopulation
- Tohoku reconstruction

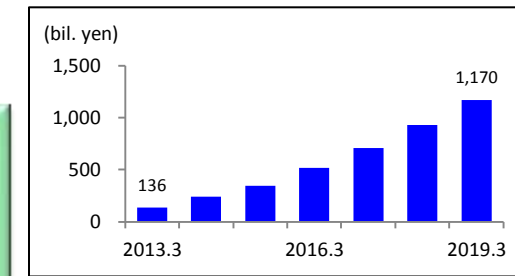
Japanese Government Policy

- Three arrows of Abenomics → Nominal growth rate of +3% for 10 years
- Deregulation and promotion of direct investment in Japan (Doubled to 35 tril. by 2020)
 - Strategic zones, Lower corporate tax, TPP, PFI (4 tril. → 12 tril. over 10 years)
- "Visit Japan" Tourism Strategy expand through the Tokyo Olympics
- Basic Act to Strengthen Japan (Dec 2013) → 15 tril. invested over 3 years
- Renewable energy feed-in tariff system (Jul 2012), Liberalization of power industry (2016~)
- Increase in consumption tax 5% → 8% (Apr 2014) → 10% (Apr 2017)
- Extension of retirement (~65), improve medical, welfare and childcare support
- Reconstruction of Tohoku → Concentration of 13 tril. over 5 years (23 tril. over 10 years)

Changes in the Social Environment

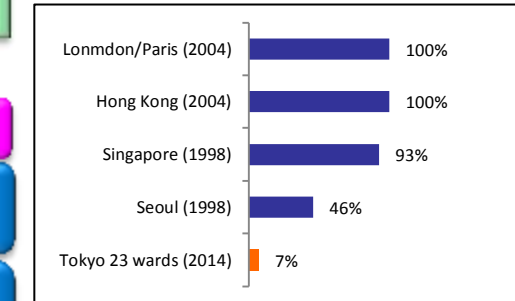


Forecast for the M2M market (domestic)



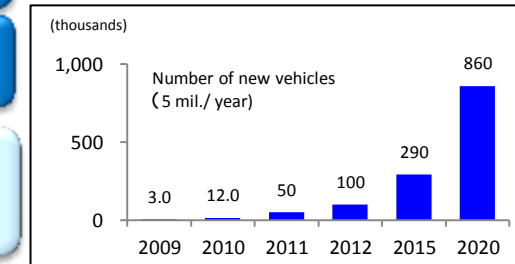
Source: Created by MIRAIT based on materials published by Nomura Research Institute

Comparison of Rate of Elimination of Power Poles with Other Countries



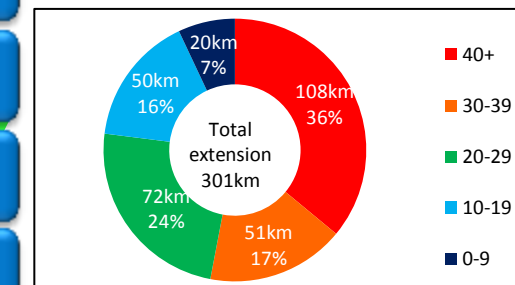
Source: Created by MIRAIT based on materials published by the Ministry of Land, Infrastructure, Transport and Tourism

Outlook for Spread of EV and PHV (Japan)



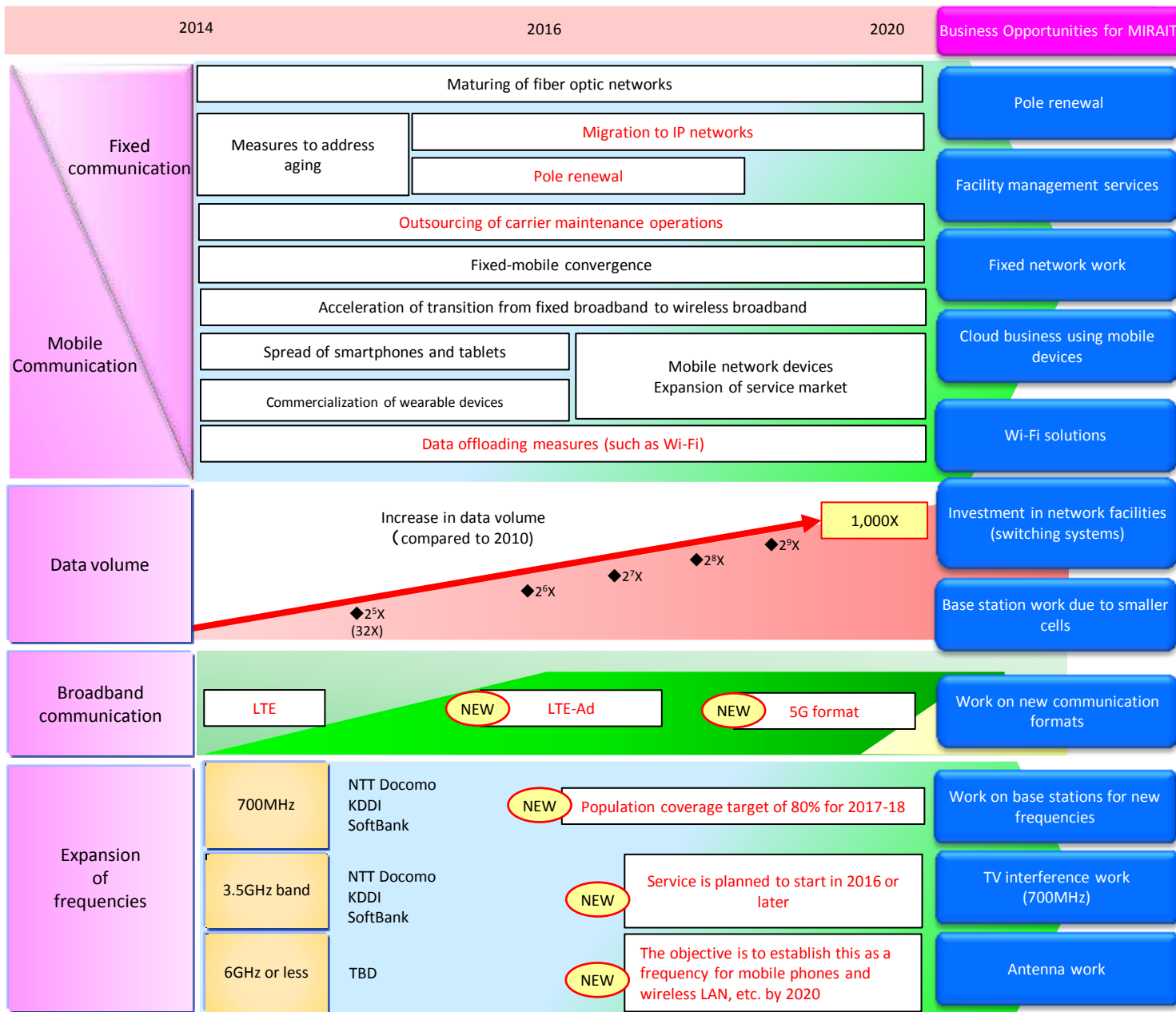
Source: Created by MIRAIT based on materials published by Ministry of the Environment

Age of Metropolitan Expressway Roads (April 2011)

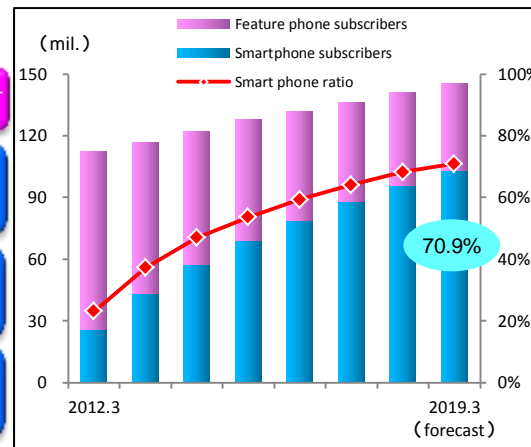


Source: Created by MIRAIT based on materials published by Ministry of Land, Infrastructure, Transport and Tourism

Changes in the Communication Environment

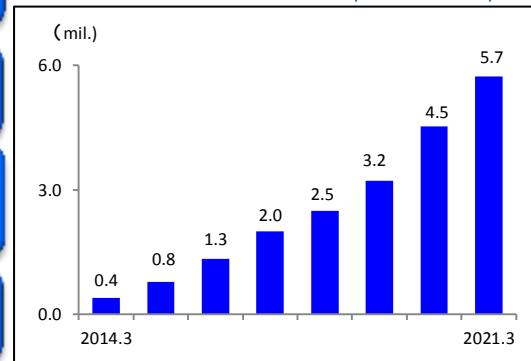


Forecast Size of Smartphone Market (Japan)



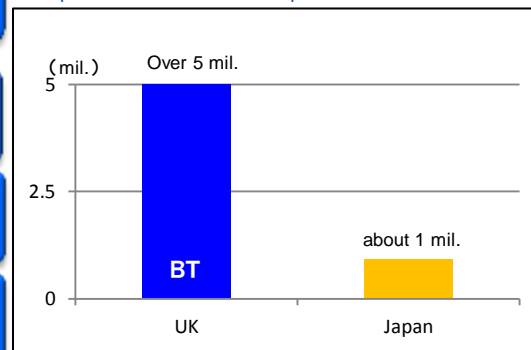
Source: Created by MIRAIT based on materials published by MM Research Institute

Estimate of Wearable Devices Market (Domestic Sales)



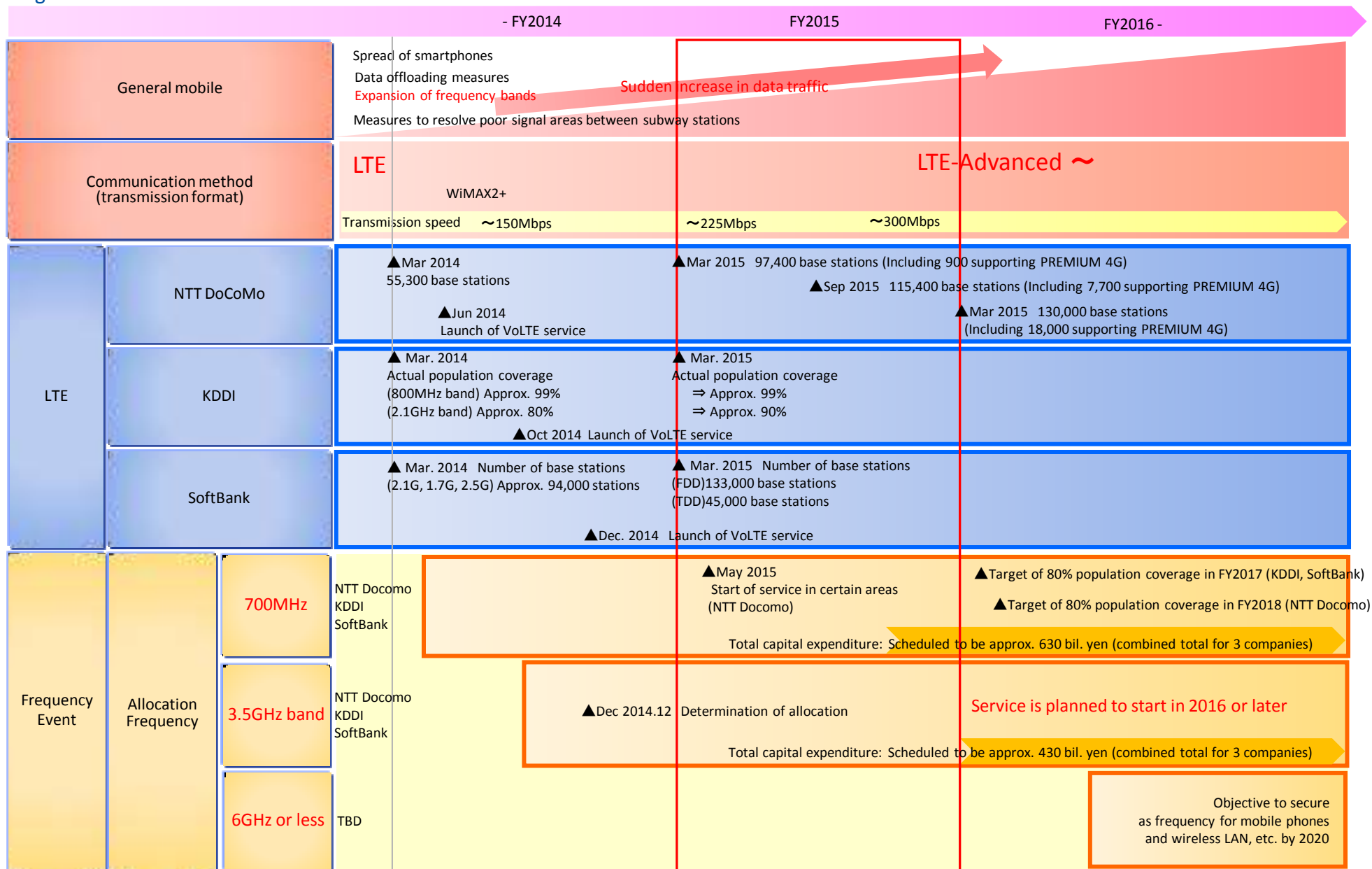
Source: Created by MIRAIT based on materials published by MM Research Institute

Comparison of Carriers' Wi-Fi Spots



Source: Estimated by MIRAIT based on carriers' HP

Changes in the Mobile Market Environment



Source: Created by MIRAIT based on materials published by each company

(Note) PREMIUM 4G is a communication service using carrier aggregation technology provided by NTT Docomo.

V. Supplementary Materials

1. Performance

Units: bil. yen	FYE March 2012 2Q actual results	FYE March 2013 2Q actual results	FYE March 2014 2Q actual results	FYE March 2015 2Q actual results	FYE March 2016 2Q actual results
Orders received	117.0	134.1	137.9	148.1	124.4
Net sales	101.0	116.5	119.7	123.1	112.0
Gross profit	9.7	12.8	12.0	15.4	8.4
Gross profit ratio	9.7%	11.1%	10.1%	12.5%	7.6%
SG&A	9.5	9.1	9.2	9.4	9.8
SG&A ratio	9.5%	7.9%	7.8%	7.7%	8.8%
Operating income	0.2	3.7	2.7	5.9	- 1.3
Operating income ratio	0.2%	3.2%	2.3%	4.8%	—
Ordinary income	0.7	4.2	3.1	6.2	- 1.1
Ordinary income ratio	0.7%	3.6%	2.6%	5.1%	—
Profit attributable to owners of parent	0.5	0.0	1.7	3.9	- 1.2
Profit attributable to owners of parent ratio	0.6%	0.1%	1.5%	3.2%	—

* 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 2015 2Q actual results	FYE March 2016 2Q actual results	YoY Change (Percentage change)
	(a)	(b)	(b)−(a)
NTT Business	45.5	44.7	- 0.8 (- 1.8%)
Multi-carrier business	52.6	34.2	- 18.4 (- 34.9%)
Environmental & social innovation business	24.5	21.8	- 2.7 (- 11.1%)
ICT solution business	25.2	23.5	- 1.7 (- 6.8%)
Total	148.1	124.4	- 23.7 (- 16.0%)

FYE March 2015 Full-year Results	Progress	FYE March 2016 Full-year Forecast	YoY Change (Percentage change)	Progress
(c)	(a)/(c)	(d)	(d)−(c)	(b)/(d)
96.5	47.2%	89.0	- 7.5 (- 7.8%)	50.3%
94.1	56.0%	87.0	- 7.1 (- 7.5%)	39.4%
55.2	44.5%	76.0	+ 20.8 (+ 37.7%)	28.7%
47.7	52.9%	58.0	+ 10.3 (+ 21.6%)	40.6%
293.6	50.4%	310.0	+ 16.4 (+ 5.6%)	40.2%

Net sales Units: bil. yen	FYE March 2015 2Q actual results	FYE March 2016 2Q actual results	YoY Change (Percentage change)
	(a)	(b)	(b)−(a)
NTT Business	42.8	37.8	- 5.0 (- 11.6%)
Multi-carrier business	45.9	32.8	- 13.1 (- 28.5%)
Environmental & social innovation business	14.7	22.0	+ 7.3 (+ 49.6%)
ICT solution business	19.6	19.3	- 0.3 (- 1.8%)
Total	123.1	112.0	- 11.1 (- 9.0%)

FYE March 2015 Full-year Results	Progress	FYE March 2016 Full-year Forecast	YoY Change (Percentage change)	Progress
(c)	(a)/(c)	(d)	(d)−(c)	(b)/(d)
95.6	44.8%	92.0	- 3.6 (- 3.8%)	41.1%
96.1	47.7%	82.5	- 13.6 (- 14.2%)	39.8%
45.8	32.2%	65.5	+ 19.7 (+ 43.0%)	33.7%
46.1	42.6%	55.0	+ 8.9 (+ 19.3%)	35.1%
283.7	43.4%	295.0	+ 11.3 (+ 4.0%)	38.0%

* 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
	2Q actual results	Ratio	2Q actual results	Ratio		2Q actual results	Ratio	2Q actual results	Ratio	
Net sales	80.1	100%	72.1	100%	- 8.0	47.8	100%	43.9	100%	- 3.9
Gross Profit	10.9	13.6%	4.5	6.3%	- 6.4	4.4	9.4%	3.9	8.9%	- 0.5
SG&A	5.9	7.4%	6.1	8.6%	+ 0.2	3.7	7.8%	3.7	8.5%	+ 0.0
Operating income	4.9	6.2%	- 1.6	—	- 6.5	0.7	1.6%	0.1	0.4%	- 0.6

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

4. Assets, Liabilities and Net Assets

- Total assets decreased from 192.7 bil. yen to 180.0 bil. yen due to a decrease in accounts receivable-trade, including accounts receivable from completed construction contracts
- Liabilities decreased from 66.5 bil. yen to 56.3 bil. yen due to a decrease in accounts payable for construction contracts despite the recording of a provision for loss on construction contracts
- Net assets decreased from 126.1 bil. yen to 123.6 bil. yen due to factors such as a decrease in retained earnings (equity ratio is 66.8%)

Balance Sheet as of March 31, 2015

<p>Assets 192.7 bil. yen</p> <p>(Breakdown)</p> <p>Current assets: 134.2 bil. yen (Cash and deposits: 30.3 bil. yen) (Accounts receivable from completed construction contracts: 76.9 bil. yen)</p> <p>Noncurrent assets: 58.4 bil. yen</p>	<p>Liabilities 66.5 bil. yen</p> <p>(Interest-bearing debt: 0.3 bil. yen) (Accounts payable for construction contracts: 35.4 bil. yen)</p>
	<p>Net assets 126.1 bil. yen</p> <p>(Breakdown)</p> <p>Capital stock: 7.0 bil. yen Capital surplus: 25.9 bil. yen Retained earnings 87.4 bil. yen Treasury stock: -2.6 bil. yen Non-controlling interests: 3.3 bil. yen</p>

Balance Sheet as of September 30, 2015

<p>Assets 180.0 bil. yen</p> <p>(Breakdown)</p> <p>Current assets: 121.1 bil. yen (Cash and deposits: 32.4 bil. yen) (Accounts receivable from completed construction contracts: 49.6 bil. yen)</p> <p>Noncurrent assets: 58.8 bil. yen</p>	<p>Liabilities 56.3 bil. yen</p> <p>(Interest-bearing debt: 0.4 bil. yen) (Accounts payable for construction contracts: 23.5 bil. yen)</p>
	<p>Net assets 123.6 bil. yen</p> <p>(Breakdown)</p> <p>Capital stock: 7.0 bil. yen Capital surplus: 25.9 bil. yen Retained earnings 85.0 bil. yen Treasury stock: -2.6 bil. yen Non-controlling interests: 3.3 bil. yen</p>

Equity:
120.3 bil. yen
Equity ratio
66.8%

5. Key Performance Indicators

Capital-related Indicators

	FYE March 2012	FYE March 2013	FYE March 2014	FYE March 2015	FYE March 2016 (Plan)
Equity ratio	65.3%	60.0%	63.0%	63.8%	64.4%
Return on equity (ROE)	3.3%	4.1%	6.7%	9.5%	4.8%

Shareholder Return Indicators

	FYE March 2012	FYE March 2013	FYE March 2014	FYE March 2015	FYE March 2016 (Plan)
Dividend payout ratio	50.7%	39.2%	22.9%	22.0%	40.6%
Overall returns	50.7%	39.2%	36.7%	22.0%	40.6%

Cash Flows

Units: bil. yen	FYE March 2012 2Q actual results	FYE March 2013 2Q actual results	FYE March 2014 2Q actual results	FYE March 2015 2Q actual results	FYE March 2016 2Q actual results
Operating cash flow	7.5	4.2	7.5	15.3	5.9
Investment cash flow	- 0.0	- 1.1	- 1.5	- 2.2	- 2.6
Financial cash flow	- 1.1	- 1.1	- 1.5	- 1.0	- 1.2
Free cash flow	7.5	3.1	5.9	13.1	3.3

Cash and Deposits/ Interest-bearing Debt

Units: bil. yen	FYE March 2012 2Q actual results	FYE March 2013 2Q actual results	FYE March 2014 2Q actual results	FYE March 2015 2Q actual results	FYE March 2016 2Q actual results
Cash and cash equivalents	25.0	21.6	18.3	28.8	31.3
Interest-bearing debt	- 0.3	- 0.4	- 0.5	- 0.5	- 0.4
Net cash	24.7	21.2	17.8	28.3	30.9

- (Notes) 1. Net cash is the amount obtained by deducting interest-bearing debt from cash and cash equivalents
 2. Cash and cash equivalents exclude deposits and securities not maturing within 3 months.

Capital Investment and Depreciation and Amortization

Units: bil. yen	FYE March 2012		FYE March 2013		FYE March 2014		FYE March 2015		FYE March 2016	
	2Q Results	Full-year Results	2Q Results	Full-year Results	2Q Results	Full-year Results	2Q Results	Full-year Results	2Q Results	Full-year Plan
Capital expenditure	0.8	3.4	1.5	2.9	1.0	3.2	1.0	3.2	2.2	4.3
Depreciation and amortization	1.3	2.7	1.2	2.5	1.0	2.2	1.2	2.4	1.1	2.4

* 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 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