



# Supplementary Materials for the Nine Months Ended December 31, 2015

February 2, 2016

MIRAIT Holdings Corporation

# 1. Financial Overview

Units: bil. yen	FYE March 2015		FYE March 2016			FYE March 2015		FYE March 2016	
	3Q actual results	Composition ratio	3Q actual results	Composition ratio	YoY Change (Percentage change) (b)–(a)	Full-year Results	Progress	Full-year Forecast	Progress
	(a)		(b)			(c)	(a) / (c)	(d)	(b) / (d)
Orders received	217.4	—	187.5	—	- 29.9 (- 13.8%)	293.6	74.0%	265.0	70.8%
Net sales	188.9	100%	172.8	100%	- 16.1 (- 8.5%)	283.7	66.6%	260.0	66.5%
Gross profit on sales	23.3	12.4%	14.5	8.4%	- 8.8 (- 37.6%)	33.1	70.6%	24.7	59.1%
SG&A	14.0	7.5%	14.6	8.5%	+ 0.6 (+ 4.2%)	18.9	74.2%	19.7	74.4%
Operating income	9.2	4.9%	(0.0)	—	- 9.2 (—)	14.1	65.8%	5.0	—
Ordinary income	9.9	5.3%	0.5	0.3%	- 9.4 (- 94.9%)	14.8	66.9%	5.5	10.5%
Profit attributable to owners of parent	8.1	4.3%	(0.1)	—	- 8.2 (—)	11.1	73.4%	3.6	—

\* 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 3Q actual results	FYE March 2016 3Q actual results	YoY Change (Percentage change)
	(a)	(b)	(b) - (a)
NTT Business	67.4	66.1	- 1.3 (- 1.9%)
Multi-carrier business	75.5	54.1	- 21.4 (- 28.3%)
Environmental & social innovation business	38.6	33.8	- 4.8 (- 12.5%)
ICT solution business	35.8	33.3	- 2.5 (- 6.9%)
<b>Total</b>	<b>217.4</b>	<b>187.5</b>	<b>- 29.9 (- 13.8%)</b>

FYE March 2015 Full-year Results	Progress	FYE March 2016 Full-year Forecast	Progress
(c)	(a) / (c)	(d)	(b) / (d)
96.5	69.8%	89.0	74.3%
94.1	80.3%	78.0	69.5%
55.2	70.0%	51.0	66.4%
47.7	75.0%	47.0	71.0%
<b>293.6</b>	<b>74.0%</b>	<b>265.0</b>	<b>70.8%</b>

Net sales Units: bil. Yen	FYE March 2015 3Q actual results	FYE March 2016 3Q actual results	YoY Change (Percentage change)
	(a)	(b)	(b) - (a)
NTT Business	64.8	60.0	- 4.8 (- 7.3%)
Multi-carrier business	68.8	49.9	- 18.9 (- 27.5%)
Environmental & social innovation business	24.7	33.6	+ 8.9 (+ 35.8%)
ICT solution business	30.4	29.1	- 1.3 (- 4.1%)
<b>Total</b>	<b>188.9</b>	<b>172.8</b>	<b>- 16.1 (- 8.5%)</b>

FYE March 2015 Full-year Results	Progress	FYE March 2016 Full-year Forecast	Progress
(c)	(a) / (c)	(d)	(b) / (d)
95.6	67.8%	92.0	65.3%
96.1	71.6%	73.5	67.9%
45.8	54.1%	50.0	67.3%
46.1	66.0%	44.5	65.6%
<b>283.7</b>	<b>66.6%</b>	<b>260.0</b>	<b>66.5%</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
	3Q actual results	Ratio	3Q actual results	Ratio		3Q actual results	Ratio	3Q actual results	Ratio	
Net sales	123.9	100%	112.2	100%	- 11.7	72.1	100%	66.8	100%	- 5.3
Gross Profit	17.0	13.7%	8.5	7.6%	- 8.5	6.3	8.7%	5.9	8.9%	- 0.4
SG&A	8.7	7.1%	9.0	8.1%	+ 0.3	5.5	7.6%	5.6	8.5%	+ 0.1
Operating income	8.2	6.7%	- 0.5	—	- 8.7	0.8	1.1%	0.2	0.4%	- 0.6

\* 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