



# Supplementary Materials for the Fiscal year Ended March 31, 2016

April 28, 2016

MIRAIT Holdings Corporation

# 1. Financial Overview

Units: bil. yen	FYE March 2015		FYE March 2016			FYE March 2017		
	Full-year results (a)	Composition ratio	Full-year results (b)	Composition ratio	YoY Change (Percentage change) (b) - (a)	Full-year Forecast (c)	Composition ratio	YoY Change (Percentage change) (c) - (b)
Orders received	293.6	—	260.7	—	- 32.9 (- 11.2%)	310.0	—	+ 49.3 (+ 18.9%)
Net sales	283.7	100%	269.5	100%	- 14.2 (- 5.0%)	300.0	100%	+ 30.5 (+ 11.3%)
Gross profit on sales	33.1	11.7%	25.8	9.6%	- 7.3 (- 22.1%)	37.5	12.5%	+ 11.7 (+ 45.3%)
SG&A	18.9	6.7%	19.7	7.3%	+ 0.8 (+ 4.2%)	23.5	7.8%	+ 3.8 (+ 19.3%)
Operating income	14.1	5.0%	6.1	2.3%	- 8.0 (- 56.7%)	14.0	4.7%	+ 7.9 (+ 129.5%)
Ordinary income	14.8	5.2%	6.7	2.5%	- 8.1 (- 54.7%)	14.5	4.8%	+ 7.8 (+ 116.4%)
Profit attributable to owners of parent	11.1	3.9%	3.6	1.3%	- 7.5 (- 67.6%)	9.3	3.1%	+ 5.7 (+ 158.3%)

\* 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	FYE March 2016	YoY Change (Percentage change)	FYE March 2017 (Plan)	YoY Change (Percentage change)
	(a)	(b)	(b) - (a)	(c)	(c) - (b)
NTT Business	96.5	95.7	- 0.8 (- 0.8%)	91.5	- 4.2 (- 4.4%)
Multi-carrier business	94.1	73.1	- 21.0 (- 22.3%)	83.0	+ 9.9 (+ 13.5%)
Environmental & social innovation business	55.2	46.2	- 9.0 (- 16.3%)	67.0	+ 20.8 (+ 45.0%)
ICT solution business	47.7	45.5	- 2.2 (- 4.6%)	68.5	+ 23.0 (+ 50.5%)
<b>Total</b>	<b>293.6</b>	<b>260.7</b>	<b>- 32.9</b> <b>(- 11.2%)</b>	<b>310.0</b>	<b>+ 49.3</b> <b>(+ 18.9%)</b>

  

Net sales: Units: bil. yen	FYE March 2015	FYE March 2016	YoY Change (Percentage change)	FYE March 2017 (Plan)	YoY Change (Percentage change)
	(a)	(b)	(b) - (a)	(c)	(c) - (b)
NTT Business	95.6	95.1	- 0.5 (- 0.5%)	93.5	- 1.6 (- 1.7%)
Multi-carrier business	96.1	76.1	- 20.0 (- 20.8%)	85.0	+ 8.9 (+ 11.7%)
Environmental & social innovation business	45.8	53.6	+ 7.8 (+ 17.0%)	59.0	+ 5.4 (+ 10.1%)
ICT solution business	46.1	44.5	- 1.6 (- 3.5%)	62.5	+ 18.0 (+ 40.4%)
<b>Total</b>	<b>283.7</b>	<b>269.5</b>	<b>- 14.2</b> <b>(- 5.0%)</b>	<b>300.0</b>	<b>+ 30.5</b> <b>(+ 11.3%)</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
	Full-year Results	Ratio	Full-year Results	Ratio		Full-year results	Ratio	Full-year results	Ratio	
Net sales	187.9	100%	178.8	100%	- 9.1	107.2	100%	100.7	100%	- 6.5
Gross Profit	23.3	12.4%	16.6	9.3%	- 6.7	9.7	9.0%	9.1	9.0%	- 0.6
SG&A	11.8	6.3%	12.1	6.8%	+ 0.3	7.3	6.8%	7.5	7.4%	+ 0.2
Operating income	11.4	6.1%	4.5	2.5%	- 6.9	2.3	2.1%	1.5	1.5%	- 0.8

\* 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