



# Supplementary Financial Information for the Three Months ended June 30, 2016

July 29, 2016

MIRAIT Holdings Corporation

# 1. Financial Results

Units: bil. yen	FYE March 2016		FYE March 2017			FYE March 2016		FYE March 2017	
	1Q actual results	Composition ratio	1Q actual results	Composition ratio	YoY Change (Percentage change) (b)−(a)	Full-year Results	Progress	Full-year Plan	Progress
	(a)		(b)		(b)−(a)	(c)	(a)∕(c)	(d)	(b)∕(d)
Orders received	61.0	—	65.2	—	+ 4.2 (+ 6.9%)	260.7	23.4%	310.0	21.0%
Net sales	51.6	100%	46.6	100%	- 5.0 (- 9.7%)	269.5	19.1%	300.0	15.5%
Gross profit	4.4	8.5%	3.8	8.2%	- 0.6 (- 13.6%)	25.8	17.1%	37.5	10.1%
SG&A	5.0	9.7%	5.3	11.4%	+ 0.3 (+ 6.0%)	19.7	25.4%	23.5	22.6%
Operating income	- 0.5	—	- 1.5	—	- 1.0 (—)	6.1	—	14.0	—
Ordinary income	- 0.2	—	- 1.5	—	- 1.3 (—)	6.7	—	14.5	—
Profit attributable to owners of parent	- 0.2	—	- 1.3	—	- 1.1 (—)	3.6	—	9.3	—

\* 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 2016 1Q actual results	FYE March 2017 1Q actual results	YoY Change (Percentage change)
	(a)	(b)	(b) - (a)
NTT Business	22.0	22.5	+ 0.5 (+ 2.3%)
Multi-carrier business	17.3	17.9	+ 0.6 (+ 3.5%)
Environmental & social innovation business	9.4	11.9	+ 2.5 (+ 26.6%)
ICT solution business	12.2	12.8	+ 0.6 (+ 4.9%)
<b>Total</b>	<b>61.0</b>	<b>65.2</b>	<b>+ 4.2 (+ 6.9%)</b>

FYE March 2016 Full-year Results	Progress	FYE March 2017 Full-year Plan	Progress
(c)	(a) / (c)	(d)	(b) / (d)
95.7	23.0%	91.5	24.6%
73.1	23.7%	83.0	21.6%
46.2	20.3%	67.0	17.8%
45.5	26.8%	68.5	18.7%
<b>260.7</b>	<b>23.4%</b>	<b>310.0</b>	<b>21.0%</b>

Net sales Units: bil. Yen	FYE March 2016 1Q actual results	FYE March 2017 1Q actual results	YoY Change (Percentage change)
	(a)	(b)	(b) - (a)
NTT Business	19.0	18.7	- 0.3 (- 1.6%)
Multi-carrier business	16.3	12.7	- 3.6 (- 22.1%)
Environmental & social innovation business	7.5	5.3	- 2.2 (- 29.3%)
ICT solution business	8.7	9.8	+ 1.1 (+ 12.6%)
<b>Total</b>	<b>51.6</b>	<b>46.6</b>	<b>- 5.0 (- 9.7%)</b>

FYE March 2016 Full-year Results	Progress	FYE March 2017 Full-year Plan	Progress
(c)	(a) / (c)	(d)	(b) / (d)
95.1	20.0%	93.5	20.0%
76.1	21.4%	85.0	14.9%
53.6	14.0%	59.0	9.0%
44.5	19.6%	62.5	15.7%
<b>269.5</b>	<b>19.1%</b>	<b>300.0</b>	<b>15.5%</b>

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

### 3. Earnings by Segment

Units: bil. yen	MIRAIT (Consolidated Basis)					MIRAIT Technologies (Consolidated Basis)				
	FYE March 2016		FYE March 2017		Change	FYE March 2016		FYE March 2017		Change
	1Q actual results	Ratio	1Q actual results	Ratio		1Q actual results	Ratio	1Q actual results	Ratio	
Net sales	32.6	100%	28.7	100%	- 3.9	20.7	100%	19.3	100%	- 1.4
Gross Profit	2.4	7.3%	1.9	6.6%	- 0.5	2.0	10.0%	1.8	9.3%	- 0.2
SG&A	3.1	9.8%	3.3	11.5%	+ 0.2	1.8	9.1%	1.9	9.8%	+ 0.1
Operating income	- 0.7	—	- 1.3	—	- 0.6	0.1	0.9%	- 0.3	—	- 0.4

\* 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