



# Supplementary Financial Information for the Six Months ended September 30, 2018

November 1, 2018

MIRAIT Holdings Corporation

# 1. Financial Results

\* Existing 3 companies is Mirait, Mirait Technologies and Lantrovision.

\* 3 New Integration companies is TTK, Solcom and Shikokutsuken.

Units: bil. yen	FYE March 2018		FYE March 2019			FYE March 2018		FYE March 2019			
	Q2 actual results	Composition ratio	Q2 actual results	Composition ratio	YoY Change (Percentage change) (b) - (a)	Full-year Results	Progress	Full-year Plan (Existing 3 companies)	Progress	3 New Integration companies	Total (6 companies)
	(a)		(b)		(b) - (a)	(c)	(a) / (c)	(d)	(b) / (d)	(e)	(d) + (e)
Orders received	156.9	—	159.7	—	+ 2.8 (+ 1.8%)	326.3	48.1%	320.0	49.9%	65.0	385.0
Net sales	132.2	100%	140.3	100%	+ 8.1 (+ 6.1%)	312.9	42.2%	324.0	43.3%	41.0	365.0
Gross profit	16.2	12.3%	16.7	11.9%	+ 0.5 (+ 3.1%)	39.7	40.8%	39.6	42.2%	4.8	44.4
SG&A	11.7	8.9%	11.7	8.3%	- 0.0 (- 0.0%)	23.0	50.9%	23.1	50.6%	2.8	25.9
Operating income	4.5	3.4%	5.0	3.6%	+ 0.5 (+ 11.1%)	16.7	26.9%	16.5	30.3%	2.0	18.5
Ordinary income	5.1	3.9%	5.6	4.0%	+ 0.5 (+ 9.8%)	17.8	28.7%	17.6	31.8%	2.1	19.7
Profit attributable to owners of parent	2.7	2.0%	3.6	2.6%	+ 0.9 (+ 33.3%)	11.5	23.5%	11.8	30.5%	1.4	13.2
Construction account carried forward	139.5	—	147.6	—	+ 8.1	128.2	—	—	—	—	—

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

\* Order received in (e) includes the amount of construction account carried forward of 3 new integrated companies.

\* Negative goodwill by the integration is excluded.

## 2. Orders Received and Net Sales by Business Category (Excluding 3 new integrated companies)

Orders received Units: bil. Yen	FYE March 2018 Q2 actual results	FYE March 2019 Q2 actual results	YoY Change (Percentage change)	FYE March 2018 Full-year Results	Progress	FYE March 2019 Full-year Plan	Progress
	(a)	(b)	(b) - (a)	(c)	(a) / (c)	(d)	(b) / (d)
NTT Business	46.5	47.2	+ 0.7 (+ 1.5%)	97.5	47.7%	94.0	50.2%
Multi-carrier business	47.3	44.8	- 2.5 (- 5.3%)	88.3	53.6%	82.0	54.6%
Environmental & social innovation business	20.5	19.3	- 1.2 (- 5.9%)	54.3	37.8%	52.0	37.1%
ICT solution business	42.4	48.3	+ 5.9 (+ 13.9%)	86.0	49.3%	92.0	52.5%
<b>Total</b>	<b>156.9</b>	<b>159.7</b>	<b>+ 2.8 (+ 1.8%)</b>	<b>326.3</b>	<b>48.1%</b>	<b>320.0</b>	<b>49.9%</b>

Net sales Units: bil. Yen	FYE March 2018 Q2 actual results	FYE March 2019 Q2 actual results	YoY Change (Percentage change)	FYE March 2018 Full-year Results	Progress	FYE March 2019 Full-year Plan	Progress
	(a)	(b)	(b) - (a)	(c)	(a) / (c)	(d)	(b) / (d)
NTT Business	44.1	45.1	+ 1.0 (+ 2.3%)	100.5	43.9%	97.0	46.5%
Multi-carrier business	35.8	36.7	+ 0.9 (+ 2.5%)	84.1	42.6%	86.0	42.7%
Environmental & social innovation business	15.6	18.5	+ 2.9 (+ 18.6%)	43.6	35.8%	55.0	33.6%
ICT solution business	36.5	39.8	+ 3.3 (+ 9.0%)	84.6	43.1%	86.0	46.3%
<b>Total</b>	<b>132.2</b>	<b>140.3</b>	<b>+ 8.1 (+ 6.1%)</b>	<b>312.9</b>	<b>42.2%</b>	<b>324.0</b>	<b>43.3%</b>

\* 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