



Supplementary Financial Information for the Nine Months ended December 31, 2018

February 4, 2019

MIRAIT Holdings Corporation

1. Financial Results

* Existing Group is Mirait, Mirait Technologies and Lantrovision.

Units: bil. yen	FYE March 2018	FYE March 2019			FYE March 2019	FYE March 2018	FYE March 2019		FYE March 2019
	Q3 actual results	Q3 actual results			Q3 actual results	Full-year Results	Full-year Plan		Full-year Plan
	(a)	(b)	YoY Change		【Reference】 Existing Group	(c)	(d)	Progress (b)/(d)	【Reference】 Existing Group
			Amount (b) - (a)	%					
Orders received	246.0	267.2	+ 21.2	+ 8.6%	243.8	326.3	385.0	69.4%	320.0
Net sales	206.6	230.0	+ 23.4	+ 11.3%	222.3	312.9	365.0	63.0%	324.0
Gross profit (Gross profit margin)	25.8 (12.5%)	28.2 (12.3%)	+ 2.4 (- 0.2p)	+ 9.3%	26.9 (12.1%)	39.7 (12.7%)	44.4 (12.2%)	63.5%	39.6 (12.2%)
SG&A (SG&A ratio)	17.2 (8.3%)	18.4 (8.0%)	+ 1.2 (- 0.3p)	+ 7.0%	17.7 (8.0%)	23.0 (7.4%)	25.9 (7.1%)	71.0%	23.1 (7.1%)
Operating income (Operating income ratio)	8.6 (4.2%)	9.8 (4.3%)	+ 1.2 (+ 0.1p)	+ 14.0%	9.2 (4.1%)	16.7 (5.3%)	18.5 (5.1%)	53.0%	16.5 (5.1%)
Ordinary Income (Ordinary income ratio)	9.6 (4.6%)	10.8 (4.7%)	+ 1.2 (+ 0.1p)	+ 12.5%	10.2 (4.6%)	17.8 (5.7%)	19.7 (5.4%)	54.8%	17.6 (5.4%)
Profit attributable to owners of Parent (Profit margin)	5.8 (2.8%)	8.7 (3.8%)	+ 2.9 (+ 1.0p)	+ 50.0%	7.3 (3.3%)	11.5 (3.7%)	13.2 (3.6%)	65.9%	11.8 (3.6%)
Construction account carried forward	154.3	165.4	+ 11.1	—	—	128.2	—	—	—

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

* Negative goodwill by the integration is excluded.

2. Orders Received and Net Sales by Business Category

* Existing Group is Mirait, Mirait Technologies and Lantrovision.

Orders received	FYE March 2018	FYE March 2019		FYE March 2019	FYE March 2018	FYE March 2019		FYE March 2019
	Q3 actual results	Q3 actual results		Q3 actual results	Full-year Results	Full-year Plan		Full-year Plan
	Units: bil. Yen (a)	(b)	YoY Change (Percentage change) (b) - (a)	【Reference】 Existing Group	(c)	(d)	Progress (b) / (d)	【Reference】 Existing Group
NTT Business	69.5	88.8	+ 19.3 (+ 27.8%)	71.8	97.5	132.0	67.3%	94.0
Multi-carrier business	70.1	70.5	+ 0.4 (+ 0.6%)	67.5	88.3	89.5	78.8%	82.0
Environmental & social innovation business	44.1	35.2	- 8.9 (- 20.2%)	33.6	54.3	65.5	53.7%	52.0
ICT solution business	62.2	72.6	+ 10.4 (+ 16.7%)	70.9	86.0	98.0	74.1%	92.0
Total	246.0	267.2	+ 21.2 (+ 8.6%)	243.8	326.3	385.0	69.4%	320.0

Net sales	FYE March 2018	FYE March 2019		FYE March 2019	FYE March 2018	FYE March 2019		FYE March 2019
	Q3 actual results	Q3 actual results		Q3 actual results	Full-year Results	Full-year Plan		Full-year Plan
	Units: bil. Yen (a)	(b)	YoY Change (Percentage change) (b) - (a)	【Reference】 Existing Group	(c)	(d)	Progress (b) / (d)	【Reference】 Existing Group
NTT Business	68.4	74.4	+ 6.0 (+ 8.8%)	68.6	100.5	122.0	61.0%	97.0
Multi-carrier business	55.1	59.5	+ 4.4 (+ 8.0%)	58.5	84.1	90.5	65.7%	86.0
Environmental & social innovation business	25.5	33.1	+ 7.6 (+ 29.8%)	32.8	43.6	61.0	54.3%	55.0
ICT solution business	57.4	62.9	+ 5.5 (+ 9.6%)	62.5	84.6	91.5	68.7%	86.0
Total	206.6	230.0	+ 23.4 (+ 11.3%)	222.3	312.9	365.0	63.0%	324.0

* 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