



Supplementary Financial Information for the Fiscal year Ended March 31, 2019

May 9, 2019

MIRAIT Holdings Corporation

1. Financial Results

* (Referecne) indicates results for the MIRAIT Group (Mirait, Mirait Technologies and Lantrovision(S) Ltd.) excluding the impact from the merged companies.

Unit: bil. yen	FYE March 2018	FYE March 2019			FYE March 2019	FYE March 2020			FYE March 2020
	Full-year Results	Full-year Results			Full-year Results	Full-year Plan			Full-year Plan
	(a)	(b)	YoY Change		(Reference) Existing Group	(c)	YoY Change		(Reference) Existing Group
			Amount (b) - (a)	% (b) / (a)			Amount (c) - (b)	% (c) / (b)	
Orders received	326.3	392.6	+ 66.3	+ 20.3%	320.4	420.0	+ 27.4	+ 7.0%	325.5
Net sales	312.9	375.9	+ 63.0	+ 20.1%	330.8	430.0	+ 54.1	+ 14.4%	335.5
Gross profit (Gross profit margin)	39.7 (12.7%)	46.9 (12.5%)	+ 7.2 (- 0.2p)	+ 18.1%	41.3 (12.5%)	50.5 (11.7%)	+ 3.6 (- 0.8p)	+ 7.7%	41.5 (12.4%)
SG&A (SG&A ratio)	23.0 (7.4%)	26.2 (7.0%)	+ 3.2 (- 0.4p)	+ 13.9%	23.6 (7.1%)	29.0 (6.7%)	+ 2.8 (- 0.3p)	+ 10.7%	23.5 (7.0%)
Operating income (Operating income ratio)	16.7 (5.3%)	20.6 (5.5%)	+ 3.9 (+ 0.2p)	+ 23.4%	17.6 (5.3%)	21.5 (5.0%)	+ 0.9 (- 0.5p)	+ 4.4%	18.0 (5.4%)
Ordinary Income (Ordinary income ratio)	17.8 (5.7%)	21.9 (5.8%)	+ 4.1 (+ 0.1p)	+ 23.0%	18.7 (5.7%)	23.0 (5.3%)	+ 1.1 (- 0.5p)	+ 5.0%	19.0 (5.7%)
Profit attributable to owners of Parent (Profit margin)	11.5 (3.7%)	25.7 (6.8%)	+ 14.2 (+ 3.1p)	+ 123.5%	13.5 (4.1%)	15.0 (3.5%)	- 10.7 (- 3.3p)	- 41.6%	12.5 (3.7%)
Construction account carried forward	128.2	144.9	+ 16.7	—	—	—	—	—	—

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

2. Orders Received and Net Sales by Business Category

* () indicates results for the MIRAIT Group (Mirait, Mirait Technologies and Lantrovision(S) Ltd.) excluding the impact from the merged companies.

Orders received	FYE March 2018	FYE March 2019			FYE March 2020		
	Full-year Results	Full-year Results			Full-year Plan		
	(a)	(b)	YoY Change (b)−(a)	Percentage change (b)／(a)	(c)	YoY Change (c)−(b)	Percentage change (c)／(b)
NTT Business	97.5	(97.5)	(- 0.0)	(- 0.0%)	(98.0)	(+ 0.5)	(+ 0.5%)
		137.7	+ 40.2	+ 41.2%	154.0	+ 16.3	+ 11.8%
Multi-carrier business	88.3	(86.7)	(- 1.6)	(- 1.8%)	(90.5)	(+ 3.8)	(+ 4.4%)
		95.1	+ 6.8	+ 7.7%	100.0	+ 4.9	+ 5.2%
Environmental & social innovation business	54.3	(43.7)	(- 10.6)	(- 19.5%)	(48.0)	(+ 4.3)	(+ 9.8%)
		58.4	+ 4.1	+ 7.6%	60.0	+ 1.6	+ 2.7%
ICT solution business	86.0	(92.4)	(+ 6.4)	(+ 7.4%)	(89.0)	(- 3.4)	(- 3.7%)
		101.2	+ 15.2	+ 17.7%	106.0	+ 4.8	+ 4.7%
Total	326.3	(320.4)	(- 5.9)	(- 1.8%)	(325.5)	(+ 5.1)	(+ 1.6%)
		392.6	+ 66.3	+ 20.3%	420.0	+ 27.4	+ 7.0%

Net sales	FYE March 2018	FYE March 2019			FYE March 2020		
	Full-year Results	Full-year Results			Full-year Plan		
	(a)	(b)	YoY Change (b)−(a)	Percentage change (b)／(a)	(c)	YoY Change (c)−(b)	Percentage change (c)／(b)
NTT Business	100.5	(101.8)	(+ 1.3)	(+ 1.3%)	(99.0)	(- 2.8)	(- 2.8%)
		128.3	+ 27.8	+ 27.7%	155.0	+ 26.7	+ 20.8%
Multi-carrier business	84.1	(87.6)	(+ 3.5)	(+ 4.2%)	(89.0)	(+ 1.4)	(+ 1.6%)
		92.5	+ 8.4	+ 10.0%	98.0	+ 5.5	+ 5.9%
Environmental & social innovation business	43.6	(50.3)	(+ 6.7)	(+ 15.4%)	(62.0)	(+ 11.7)	(+ 23.3%)
		56.3	+ 12.7	+ 29.1%	74.0	+ 17.7	+ 31.4%
ICT solution business	84.6	(90.9)	(+ 6.3)	(+ 7.4%)	(85.5)	(- 5.4)	(- 5.9%)
		98.7	+ 14.1	+ 16.7%	103.0	+ 4.3	+ 4.4%
Total	312.9	(330.8)	(+ 17.9)	(+ 5.7%)	(335.5)	(+ 4.7)	(+ 1.4%)
		375.9	+ 63.0	+ 20.1%	430.0	+ 54.1	+ 14.4%

* 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