



Supplementary Financial Information for the Three Months ended June 30, 2019

August 1, 2019

MIRAIT Holdings Corporation

1. Financial Results

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

Units: bil. yen	FYE March 2019		FYE March 2020				FYE March 2019		FYE March 2020	
	Q1 actual results (a)		Q1 actual results (b)		YoY Change		Full-year Results (c)	Progress (a) / (c)	Full-year Plan (d)	Progress (b) / (d)
					Amount (b) - (a)	% (b) / (a)				
Orders received	80.4		113.0 (90.2)		+ 32.6 (+ 9.8)	+ 40.5% (+ 12.2%)	392.6 (320.4)	20.5% (25.1%)	420.0 (325.5)	26.9% (27.7%)
Net sales	66.0		83.3 (67.1)		+ 17.3 (+ 1.1)	+ 26.2% (+ 1.7%)	375.9 (330.8)	17.6% (20.0%)	430.0 (335.5)	19.4% (20.0%)
Gross profit (Gross profit margin)	7.9 (12.0%)	8.6 (10.3%) (7.5) (11.2%)		+ 0.7 (- 1.7p) (- 0.4) (- 0.8p)	+ 8.9% (- 5.1%)	46.9 (41.3)	16.8% (19.1%)	50.5 (41.5)	17.0% (18.1%)	
SG&A (SG&A ratio)	5.9 (8.9%)	7.4 (8.9%) (6.1) (9.1%)		+ 1.5 (0.0p) (+ 0.2) (+ 0.2p)	+ 25.4% (+ 3.4%)	26.2 (23.6)	22.5% (25.0%)	29.0 (23.5)	25.5% (26.0%)	
Operating income (Operating income ratio)	1.9 (2.9%)	1.1 (1.3%) (1.4) (2.1%)		- 0.8 (- 1.6p) (- 0.5) (- 0.8p)	- 42.1% (- 26.3%)	20.6 (17.6)	9.2% (10.8%)	21.5 (18.0)	5.1% (7.8%)	
Ordinary Income (Ordinary income ratio)	2.3 (3.5%)	1.7 (2.0%) (1.7) (2.5%)		- 0.6 (- 1.5p) (- 0.6) (- 1.0p)	- 26.1% (- 26.1%)	21.9 (18.7)	10.5% (12.3%)	23.0 (19.0)	7.4% (8.9%)	
Profit attributable to owners of parent (Profit margin)	1.3 (2.0%)	0.9 (1.1%) (0.6) (0.9%)		- 0.4 (- 0.9p) (- 0.7) (- 1.1p)	- 30.8% (- 53.8%)	25.7 (13.5)	5.1% (9.6%)	15.0 (12.5)	6.0% (4.8%)	
Construction account carried forward	142.5		174.6 —		+ 32.1		144.9	—	—	—

* 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 Units: bil. Yen	FYE March 2019	FYE March 2020			FYE March 2019		FYE March 2020	
	Q1 actual results	Q1 actual results			Full-year Results		Full-year Plan	
	(a)	(b)	YoY Change (b) - (a)	Percentage change (b) / (a)	(c)	Progress (a) / (c)	(d)	Progress (b) / (d)
NTT Business	23.8	37.7 (24.2)	+ 13.9 (+ 0.4)	+ 58.4% (+ 1.7%)	137.7 (97.5)	17.3% (24.4%)	154.0 (98.0)	24.5% (24.7%)
Multi-carrier business	23.6	28.5 (24.8)	+ 4.9 (+ 1.2)	+ 20.8% (+ 5.1%)	95.1 (86.7)	24.8% (27.2%)	100.0 (90.5)	28.5% (27.4%)
Environmental & social innovation business	8.3	13.4 (11.9)	+ 5.1 (+ 3.6)	+ 61.4% (+43.4%)	58.4 (43.7)	14.2% (19.0%)	60.0 (48.0)	22.3% (24.8%)
ICT solution business	24.5	33.2 (29.2)	+ 8.7 (+ 4.7)	+ 35.5% (+ 19.2%)	101.2 (92.4)	24.2% (26.5%)	106.0 (89.0)	31.3% (32.8%)
Total	80.4	113.0 (90.2)	+ 32.6 (+ 9.8)	+ 40.5% (+ 12.2%)	392.6 (320.4)	20.5% (25.1%)	420.0 (325.5)	26.9% (27.7%)

Net sales Units: bil. Yen	FYE March 2019	FYE March 2020			FYE March 2019		FYE March 2020	
	Q1 actual results	Q1 actual results			Full-year Results		Full-year Plan	
	(a)	(b)	YoY Change (b) - (a)	Percentage change (b) / (a)	(c)	Progress (a) / (c)	(d)	Progress (b) / (d)
NTT Business	23.5	32.0 (20.6)	+ 8.5 (- 2.9)	+ 36.2% (- 12.3%)	128.3 (101.8)	18.3% (23.1%)	155.0 (99.0)	20.6% (20.8%)
Multi-carrier business	16.5	17.4 (15.5)	+ 0.9 (- 1.0)	+ 5.5% (- 6.1%)	92.5 (87.6)	17.8% (18.8%)	98.0 (89.0)	17.8% (17.4%)
Environmental & social innovation business	7.6	11.5 (10.4)	+ 3.9 (+ 2.8)	+ 51.3% (+ 36.8%)	56.3 (50.3)	13.5% (15.1%)	74.0 (62.0)	15.5% (16.8%)
ICT solution business	18.3	22.3 (20.4)	+ 4.0 (+ 2.1)	+ 21.9% (+ 11.5%)	98.7 (90.9)	18.5% (20.1%)	103.0 (85.5)	21.7% (23.9%)
Total	66.0	83.3 (67.1)	+ 17.3 (+ 1.1)	+ 26.2% (+ 1.7%)	375.9 (330.8)	17.6% (20.0%)	430.0 (335.5)	19.4% (20.0%)

* 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