



Supplementary Financial Information for the Fiscal year Ended March 31, 2020

May 8, 2020

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.

Unit: bil. yen	FYE March 2019	FYE March 2020			FYE March 2021		
	Full-year Results	Full-year Results			Full-year Plan		
	(a)	(b)	YoY Change		(c)	YoY Change	
			Amount (b) – (a)	% (b)/(a)		Amount (c) – (b)	% (c)/(b)
Orders received	392.6 (320.4)	446.5 (344.5)	+ 53.9 (+ 24.1)	+ 13.7% (+ 7.5%)	430.0	- 16.5	- 3.7%
Net sales	375.9 (330.8)	441.1 (344.3)	+ 65.2 (+ 13.5)	+ 17.3% (+ 4.1%)	435.0	- 6.1	- 1.4%
Gross profit (Gross profit margin)	46.9 (12.5%) (41.3) (12.5%)	52.1 (11.8%) (41.4) (12.0%)	+ 5.2 (- 0.7p) (+ 0.1) (- 0.5p)	+ 11.1% (+ 0.2%)	52.6 (12.1%)	+ 0.5 (+ 0.3p)	+ 1.0%
SG&A (SG&A ratio)	26.2 (7.0%) (23.6) (7.1%)	30.1 (6.8%) (24.4) (7.1%)	+ 3.9 (- 0.2p) (+ 0.8) (0.0p)	+ 14.9% (+ 3.4%)	30.5 (7.0%)	+ 0.4 (+ 0.2p)	+ 1.3%
Operating income (Operating income ratio)	20.6 (5.5%) (17.6) (5.3%)	21.9 (5.0%) (16.9) (4.9%)	+ 1.3 (- 0.5p) (- 0.7) (- 0.4p)	+ 6.3% (- 4.0%)	22.0 (5.1%)	+ 0.1 (+ 0.1p)	+ 0.5%
Ordinary Income (Ordinary income ratio)	21.9 (5.8%) (18.7) (5.7%)	23.2 (5.3%) (17.6) (5.1%)	+ 1.3 (- 0.5p) (- 1.1) (- 0.6p)	+ 5.9% (- 5.9%)	23.3 (5.4%)	+ 0.1 (+ 0.1p)	+ 0.4%
Profit attributable to owners of Parent (Profit margin)	25.7 (6.8%) (13.5) (4.1%)	15.2 (3.4%) (11.0) (3.2%)	- 10.5 (- 3.4p) (- 2.5) (- 0.9p)	- 40.9% (- 18.5%)	15.5 (3.6%)	+ 0.3 (+ 0.2p)	+ 2.0%
Construction account carried forward	144.9	150.3	+ 5.4	—	—	—	—

* 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 2019	FYE March 2020			FYE March 2021		
	Full-year Results	Full-year Results			Full-year Plan		
	Units: bil. Yen	(a)	(b)	YoY Change (b)−(a)	Percentage change (b)∕(a)	(c)	YoY Change (c)−(b)
NTT Business	137.7 (97.5)	154.8 (97.0)	+ 17.1 (- 0.5)	+ 12.4% (- 0.5%)	149.0	- 5.8	- 3.7%
Multi-carrier business	95.1 (86.7)	106.2 (93.0)	+ 11.1 (+ 6.3)	+ 11.7% (+ 7.3%)	98.0	- 8.2	- 7.7%
Environmental & social innovation business	58.4 (43.7)	54.3 (44.6)	- 4.1 (+ 0.9)	- 7.0% (+ 2.1%)	61.0	+ 6.7	+ 12.3%
ICT solution business	101.2 (92.4)	131.0 (109.8)	+ 29.8 (+ 17.4)	+ 29.4% (+18.8%)	122.0	- 9.0	- 6.9%
Total	392.6 (320.4)	446.5 (344.5)	+ 53.9 (+ 24.1)	+ 13.7% (+ 7.5%)	430.0	- 16.5	- 3.7%

Net sales	FYE March 2019	FYE March 2020			FYE March 2021		
	Full-year Results	Full-year Results			Full-year Plan		
	Units: bil. Yen	(a)	(b)	YoY Change (b)−(a)	Percentage change (b)∕(a)	(c)	YoY Change (c)−(b)
NTT Business	128.3 (101.8)	156.3 (99.8)	+ 28.0 (- 2.0)	+ 21.8% (- 2.0%)	152.0	- 4.3	- 2.8%
Multi-carrier business	92.5 (87.6)	97.2 (85.2)	+ 4.7 (- 2.4)	+ 5.1% (- 2.7%)	99.0	+ 1.8	+ 1.9%
Environmental & social innovation business	56.3 (50.3)	66.7 (57.8)	+ 10.4 (+ 7.5)	+ 18.5% (+ 14.9%)	61.0	- 5.7	- 8.5%
ICT solution business	98.7 (90.9)	120.8 (101.4)	+ 22.1 (+ 10.5)	+ 22.4% (+ 11.6%)	123.0	+ 2.2	+ 1.8%
Total	375.9 (330.8)	441.1 (344.3)	+ 65.2 (+ 13.5)	+ 17.3% (+ 4.1%)	435.0	- 6.1	- 1.4%

* 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