

Financial Results Presentation for FYE 3/2021

May 21, 2021



MIRAIT

MIRAIT Holdings Corporation

Today's Agenda

I

Financial Results for FYE 3/2021

II

FYE 3/22 full-year forecast

1

FYE 3/22 full-year forecast

2

Shareholder Returns

III

Topics

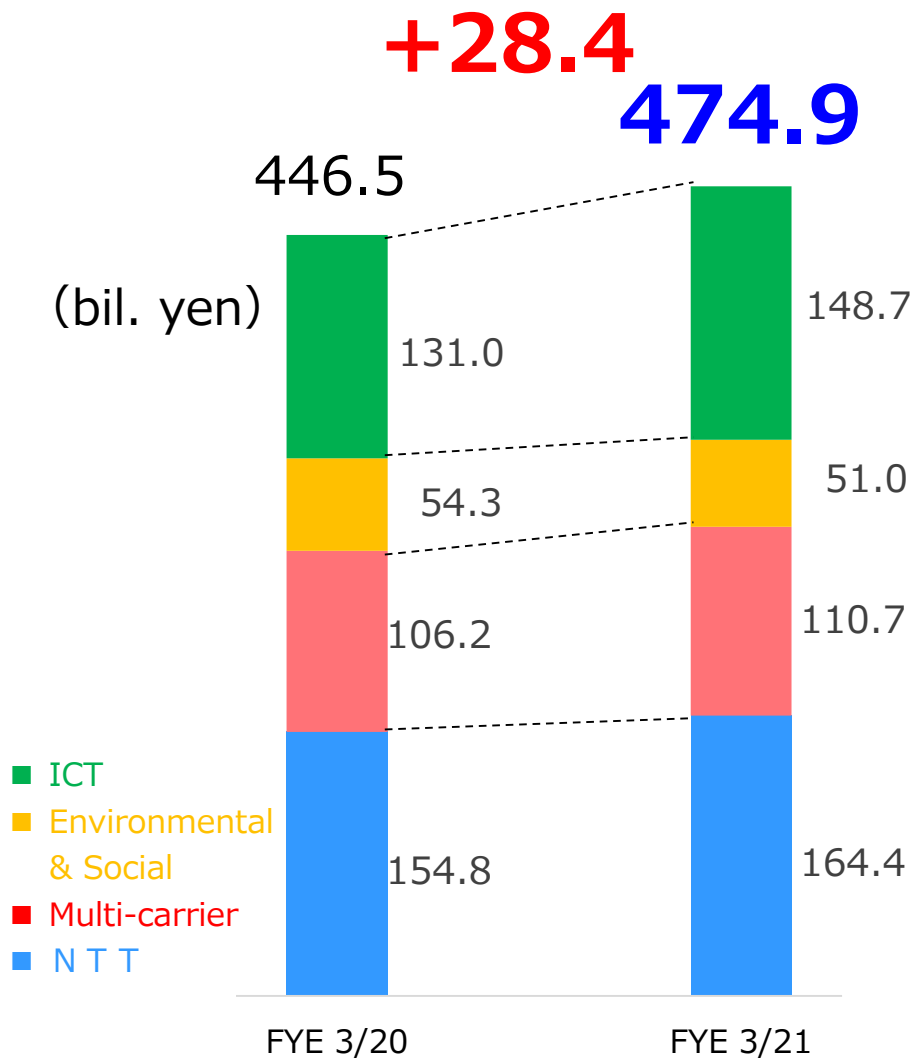
IV

Progress on Proposed Restructuring/
Merger of Three Companies

I. Financial Results



Orders received



474.9 bil. yen

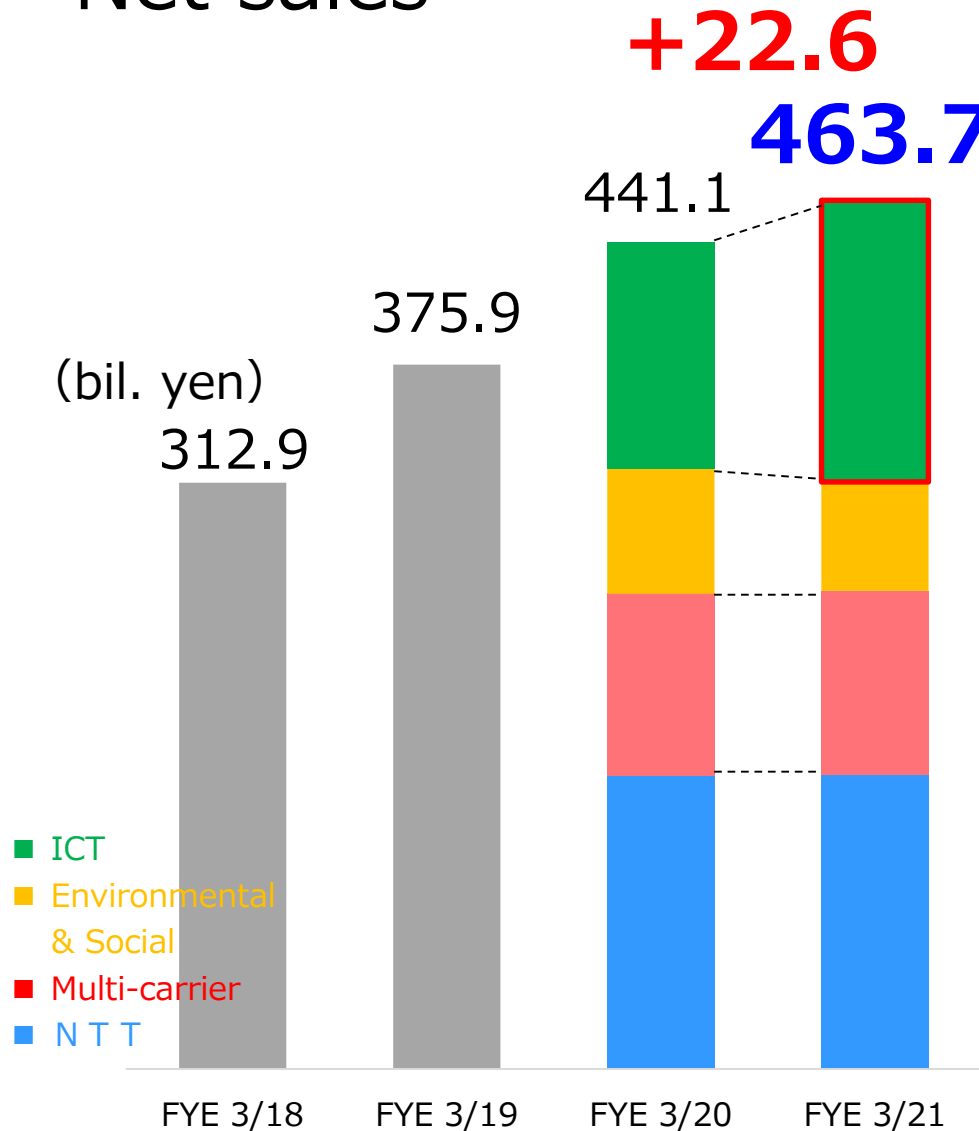
(+28.4 bil. yen yoy)



- Work to build advanced wireless networks
- Rakuten projects nation-wide
- Projects for educational facilities (GIGA School)
- ▲ Mega-solar projects

Record-high orders

Net sales



463.7 bil. yen
(+22.6 bil. yen yoy)

5th consecutive
year of
record-high sales
driven by ICT
business



Net sales
157.0 bil. yen
(+0.7 bil. yen yoy)



- Facility management
- ▲ Civil engineering

Multi-carrier Business



Net sales
98.2 bil. yen
(+1.0 bil. yen)



- Rakuten projects nation-wide
- CATV work
- ▲Delays in projects

Environmental & Social Innovation Business



Net sales
58.1 bil. yen
(▲8.6 bil. yen)



- Air conditioning
- Water utility/ sewage
- ▲ Mega-solar
- ▲ Electrical work

ICT Solutions Business



Net sales

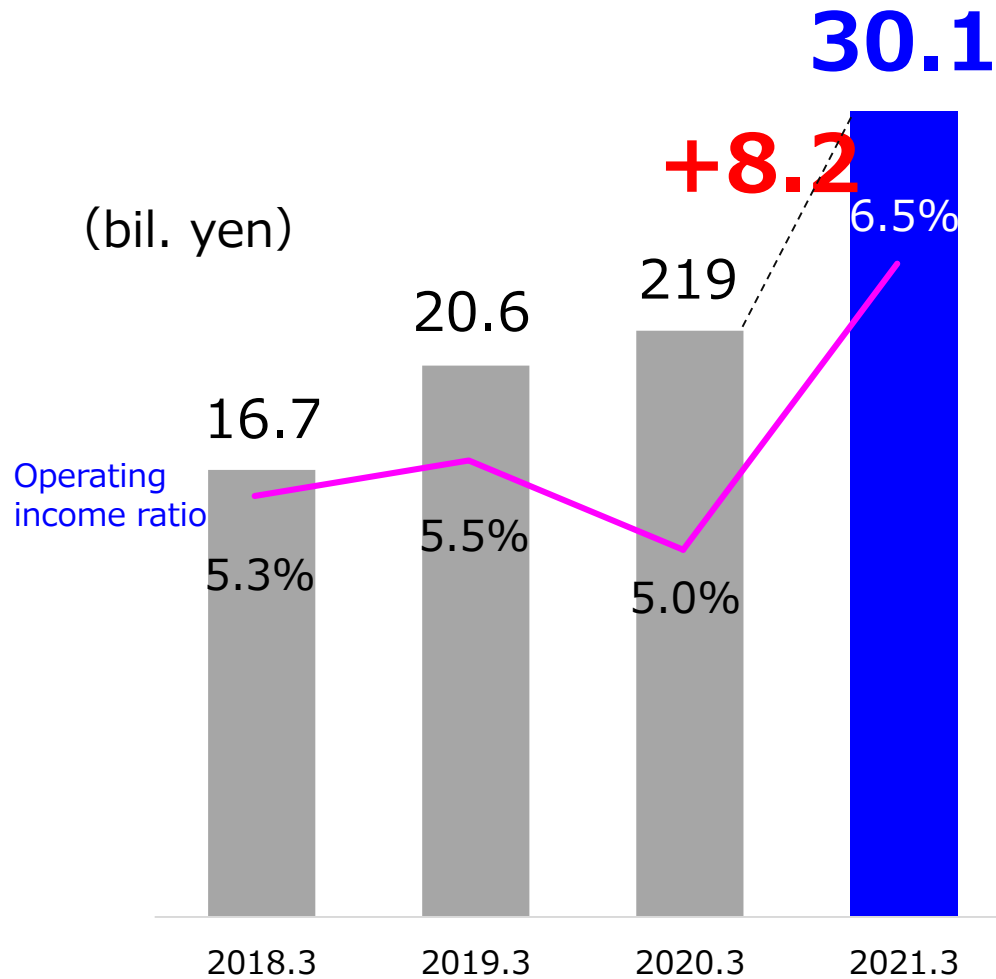
150.3 bil. yen

(+29.5 bil. yen)



- Domestic LAN/ Wi-Fi
- Sales of goods
(GIGA school and mobile-related)
- ▲ Lantrovision

Operating income



30.1 bil. yen

(+8.2 bil. yen yoy)

Operating income ratio

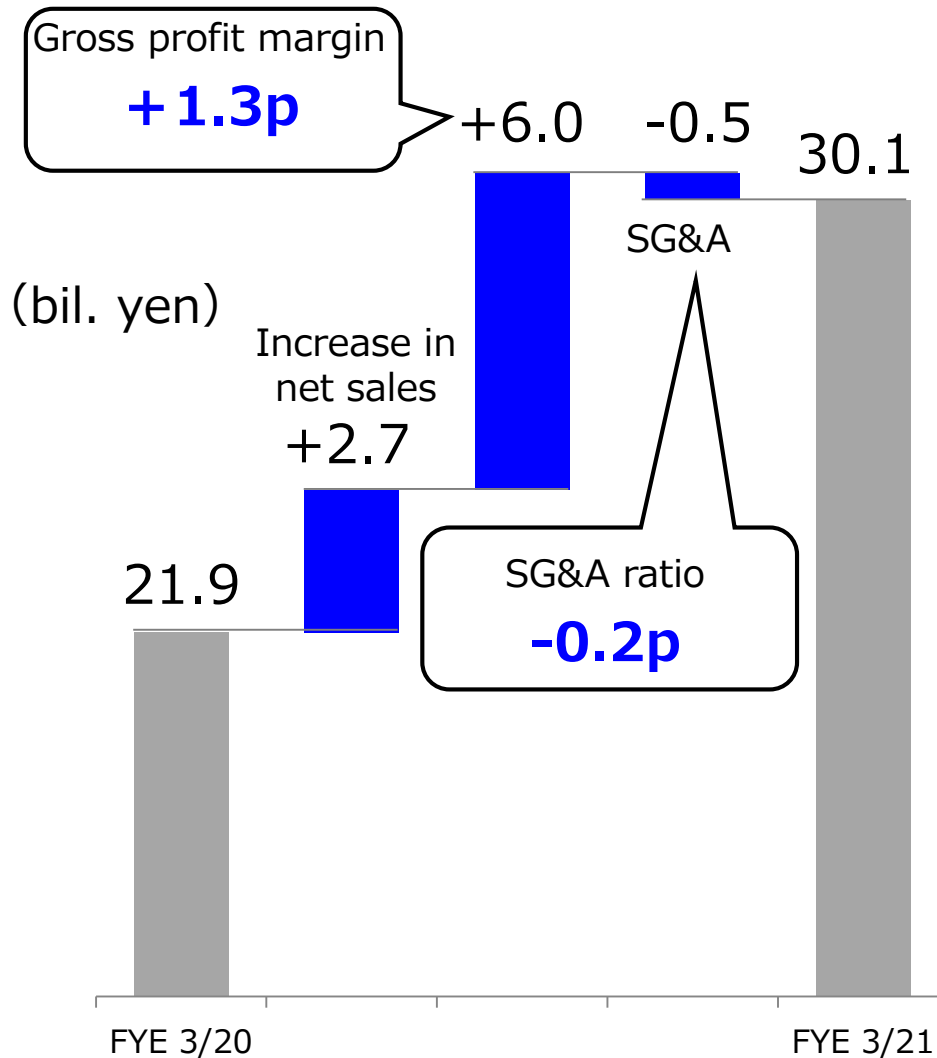
6.5%



Record-high

for the **5th**
consecutive year

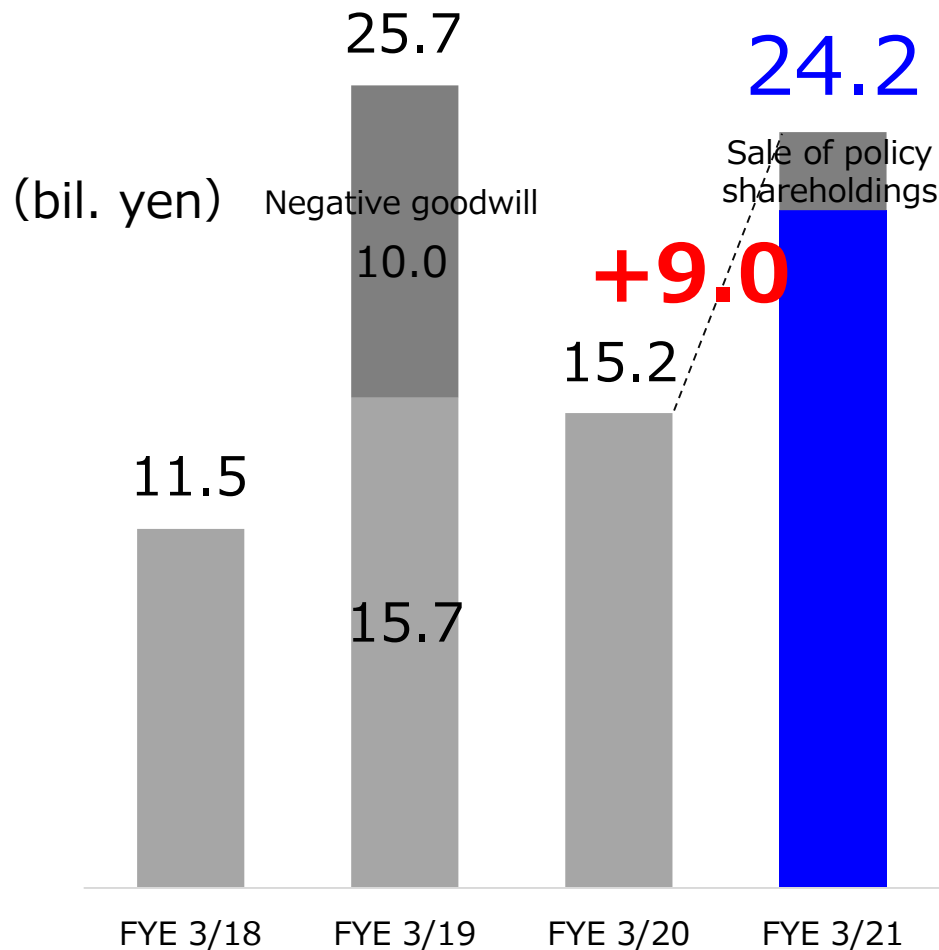
Operating income



Operating income
30.1 bil. yen
(+8.2 bil. yen)

- Further operational efficiency
- Improved SG&A ratio
- Contribution of ICT business





Net income



Net income
24.2 bil. yen
(+9.0 bil. yen yoy)

Improved profit margin
+
Sale of policy shareholdings

Medium-term Plan (FYE 3/20~3/22) targets versus actual

	Medium-term Target (for FYE 3/22)		Actual (FYE 3/21)
Net sales	450.0 bil.yen		463.7 bil. yen
Op. income	27.0 bil. yen		30.1 bil. yen
Op. income ratio	6%		6.5%
ROE	more than 8%		11.0%



Targets achieved one year in advance

A photograph of construction workers at night. In the foreground, a worker in a white shirt and yellow safety pants is lifting a large, grey pipe into a trench. Another worker in a white shirt and dark pants is kneeling nearby. In the background, another worker in a white shirt and dark pants is visible. A yellow truck is parked on the left. The scene is illuminated by bright work lights. The text "II. FYE 3/22 full-year forecast" is overlaid in the center.

II. FYE 3/22
full-year forecast

FYE 3/22 full-year forecast

Orders received	480.0 bil. yen
Net sales	470.0 bil. yen
Operating income	30.5 bil. yen



Make the strong earnings results
achieved in FYE 3/21

Mirait's **"True Potential"**

Shareholder returns

Strengthen shareholder returns

Dividend 45 yen \Rightarrow 50 yen
(2nd consecutive year of dividend increase)

Share repurchase 3.0 bil. yen
(3rd consecutive year of share repurchase)

III. Topics



Developing multi-skilled engineers

Reducing costs and securing workforce

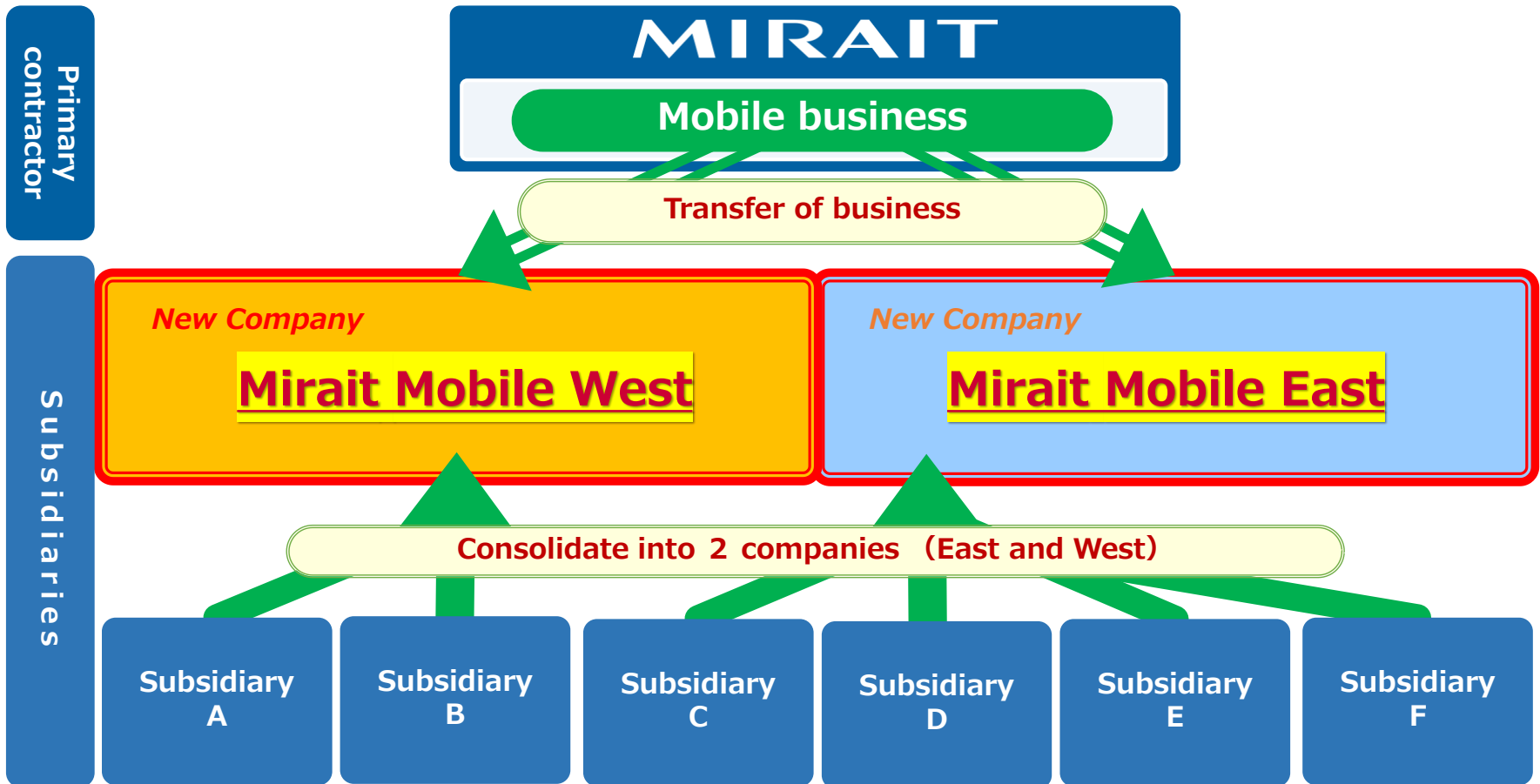


Nation-wide deployment of fixed-communication engineers for mobile base station inspection work

Productivity gains

Consolidation/ integration of mobile-related work

Streamline/ consolidate operational processes to enhance efficiency



Verification test for e-Sports

Participating in the building of local 5G networks and technological tests

(Local 5G Verification Test by Ministry of Internal Affairs and Communication)

Performance evaluation of local 5G
and testing of area systems



**Creation of optimal
5G environment**



Leveraging drones in a “with COVID” environment

Launch of service for anti-bacterial/
anti-virus coating



Reduce frequency of sterilization
required at event venues



Resolving social issues

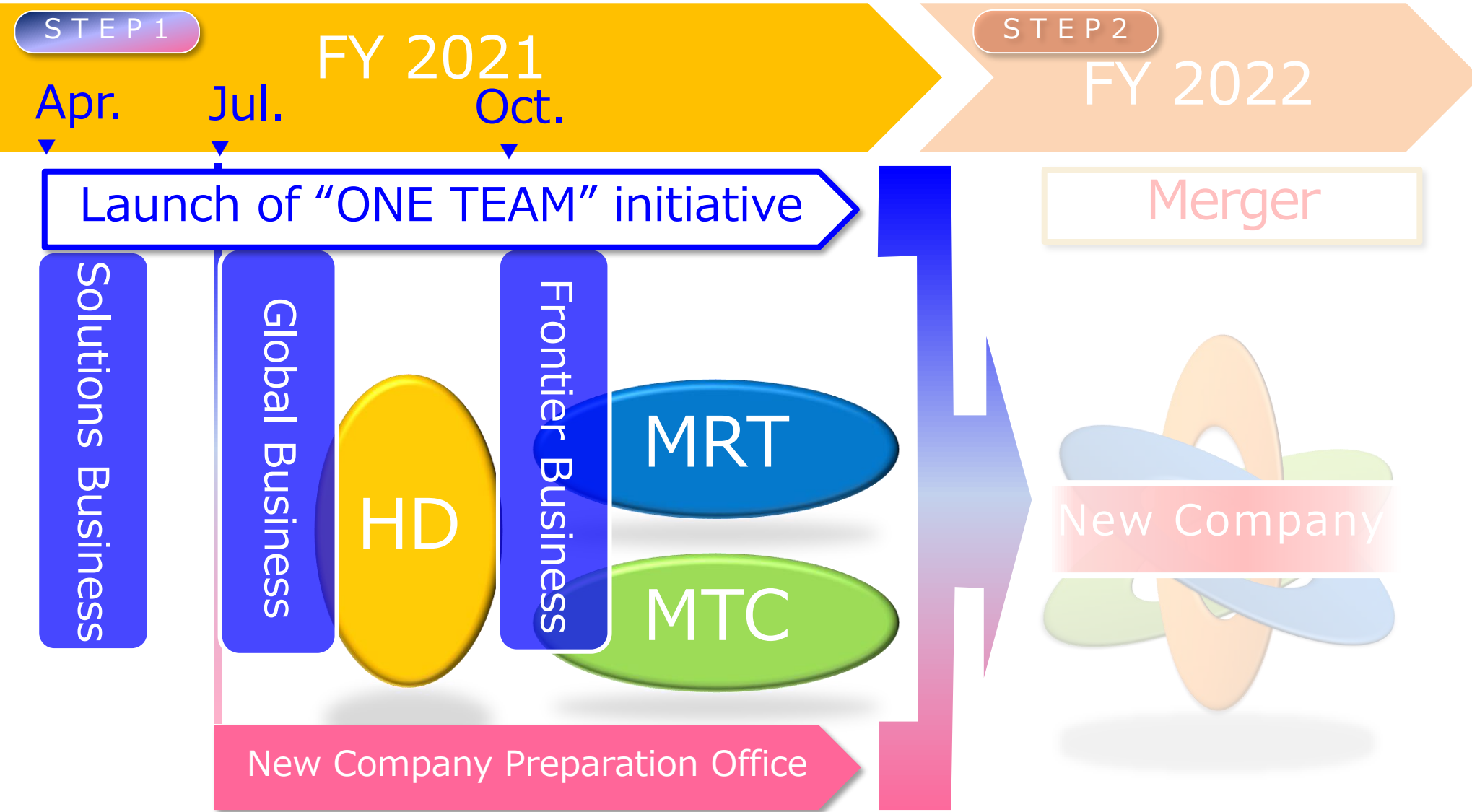
(Preventing spread of infection)
(Mentioned in the media: 19
newspapers/ TV)

-
- Accelerating the transformation of the business structure –

IV. Progress on Proposed Restructuring/ Merger of Three Companies



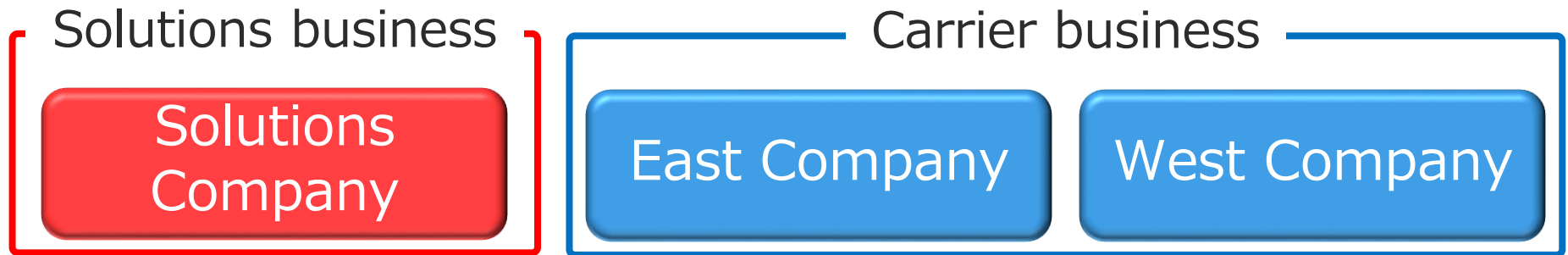
Steps for restructuring/ merger of three companies



Outline of New Company

Adoption of division company system

- ▶ Agile and flexible business operations



Consolidation of back-office/ common functions

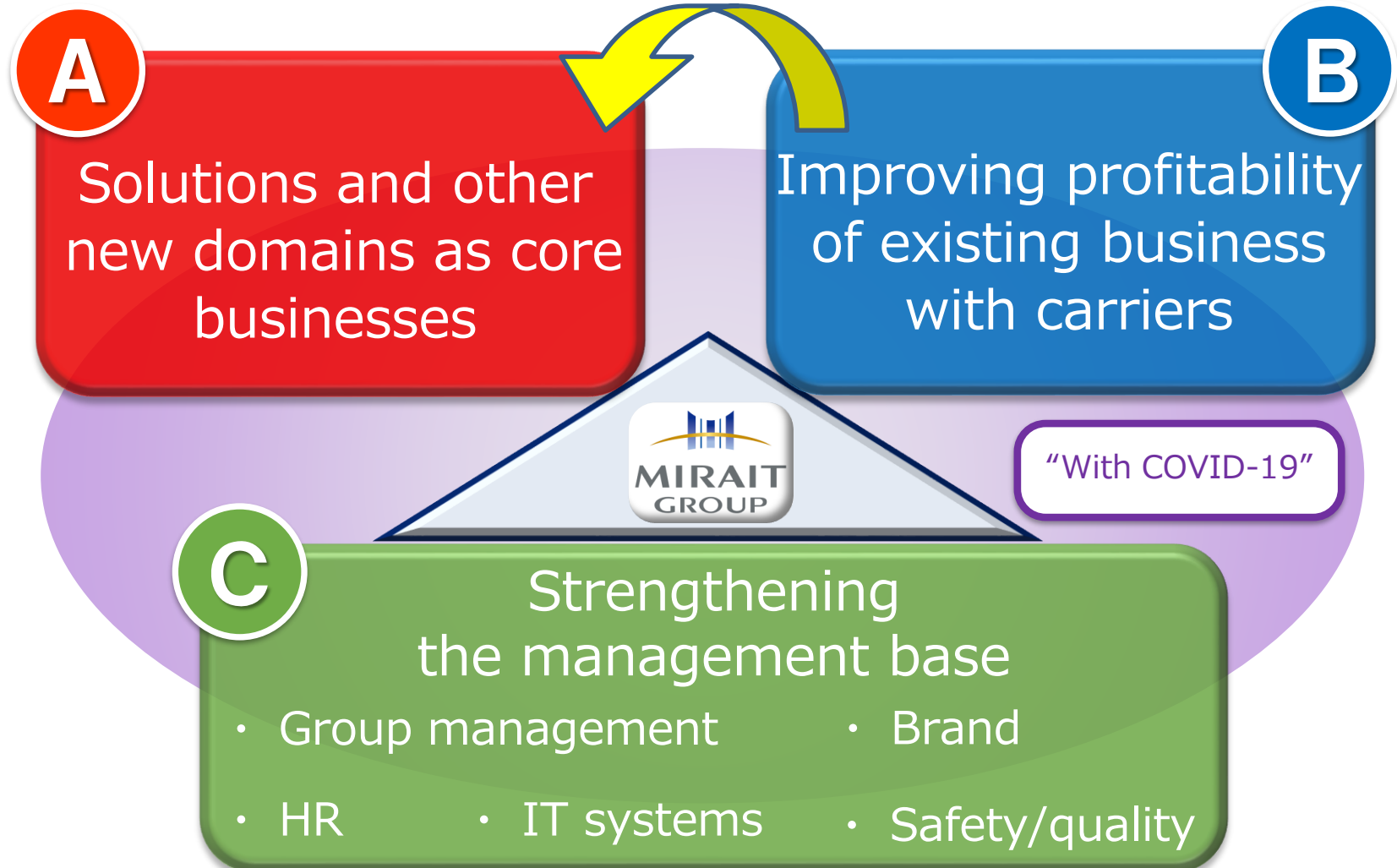
- ▶ Strengthen management base through consolidation/ achieve outstanding efficiency

• General Affairs • PR • Finance/ accounting
• HR • Audit • IT systems etc.

➔ Consolidate

Reference: purpose of restructuring/ merger

Transforming the Business Structure



Building and Maintaining a Bridge to the Future



**MIRAIT
GROUP**

Precautionary Statement

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