



# Supplementary Financial Information for the Three Months ended June 30, 2021

August 11, 2021

MIRAIT Holdings Corporation

# 1. Financial Results

Units: bil. yen	FYE March 2021	FYE March 2022			FYE March 2021		FYE March 2022	
	Q1 actual results (a)	Q1 actual results (b)	YoY Change		Full-year Results (c)	Progress (a)/(c)	Full-year Forecast (d)	Progress (b)/(d)
			Amount (b) - (a)	% (b)/(a)				
Orders received	109.1	133.2	+ 24.1	+ 22.1%	474.9	23.0%	480.0	27.8%
Net sales	89.5	100.5	+ 11.0	+ 12.3%	463.7	19.3%	470.0	21.4%
Gross profit (Gross profit margin)	9.2 (10.3%)	13.0 (12.9%)	+ 3.8 (+ 2.6p)	+ 41.3%	60.7	15.2%	62.0	21.0%
SG&A (SG&A ratio)	7.5 (8.4%)	8.3 (8.3%)	+ 0.8 (- 0.1p)	+ 10.7%	30.6	24.5%	31.5	26.3%
Operating income (Operating income ratio)	1.7 (1.9%)	4.7 (4.7%)	+ 3.0 (+ 2.8p)	+ 176.5%	30.1	5.6%	30.5	15.4%
Ordinary Income (Ordinary income ratio)	2.5 (2.8%)	5.1 (5.1%)	+ 2.6 (+ 2.3p)	+ 104.0%	31.7	7.9%	32.0	15.9%
Profit attributable to owners of parent (Profit margin)	1.2 (1.3%)	2.7 (2.7%)	+ 1.5 (+ 1.4p)	+ 125.0%	24.2	5.0%	21.0	12.9%
Construction account carried forward	169.9	194.3	+ 24.4	+ 14.4%	161.6	—	—	—

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

\* The "Accounting Standard for Revenue Recognition" has been applied since FYE March 2022.

## 2. Orders Received, Net Sales and Construction account carried forward

Orders received Units: bil. Yen	FYE March 2021	FYE March 2022		
	Q1 actual results (a)	Q1 actual results (b)	YoY Change	
			Amount (b) - (a)	% (b) / (a)
NTT business	37.1	44.7	+ 7.6	+ 20.5%
Multi-carrier business	27.9	32.9	+ 5.0	+ 17.9%
Environmental & social innovation business	10.4	13.4	+ 3.0	+ 28.8%
ICT solution business	33.5	42.0	+ 8.5	+ 25.4%
<b>Total</b>	<b>109.1</b>	<b>133.2</b>	<b>+ 24.1</b>	<b>+ 22.1%</b>

FYE March 2021		FYE March 2022	
Full-year Results (c)	Progress (a) / (c)	Full-year Forecast (d)	Progress (b) / (d)
164.4	22.6%	159.0	28.1%
110.7	25.2%	103.0	31.9%
51.0	20.4%	71.0	18.9%
148.7	22.5%	147.0	28.6%
<b>474.9</b>	<b>23.0%</b>	<b>480.0</b>	<b>27.8%</b>

Net sales Units: bil. Yen	FYE March 2021	FYE March 2022		
	Q1 actual results (a)	Q1 actual results (b)	YoY Change	
			Amount (b) - (a)	% (b) / (a)
NTT business	32.9	36.7	+ 3.8	+ 11.6%
Multi-carrier business	16.5	22.5	+ 6.0	+ 36.4%
Environmental & social innovation business	13.0	10.8	- 2.2	- 16.9%
ICT solution business	27.0	30.3	+ 3.3	+ 12.2%
<b>Total</b>	<b>89.5</b>	<b>100.5</b>	<b>+ 11.0</b>	<b>+ 12.3%</b>

FYE March 2021		FYE March 2022	
Full-year Results (c)	Progress (a) / (c)	Full-year Forecast (d)	Progress (b) / (d)
157.0	21.0%	161.0	22.8%
98.2	16.8%	105.0	21.4%
58.1	22.4%	60.0	18.0%
150.3	18.0%	144.0	21.0%
<b>463.7</b>	<b>19.3%</b>	<b>470.0</b>	<b>21.4%</b>

Construction account carried forward Units: bil. Yen	FYE March 2021	FYE March 2022		
	Q1 actual results (a)	Q1 actual results (b)	YoY Change	
			Amount (b) - (a)	% (b) / (a)
NTT business	38.0	49.2	+ 11.2	+ 29.5%
Multi-carrier business	59.0	70.5	+ 11.5	+ 19.5%
Environmental & social innovation business	39.1	37.2	- 1.9	- 4.9%
ICT solution business	33.6	37.2	+ 3.6	+ 10.7%
<b>Total</b>	<b>169.9</b>	<b>194.3</b>	<b>+ 24.4</b>	<b>+ 14.4%</b>

\* 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