

Financial Results Presentation for Q2 FYE 3/2022

November 24, 2021



MIRAIT

MIRAIT Holdings Corporation

Today's Agenda

I

Financial Results for Q2 FYE 3/22

II

FYE 3/22 Full-year Forecast

1

FYE 3/22 Full-year Forecast

2

Shareholder Returns

III

Topics

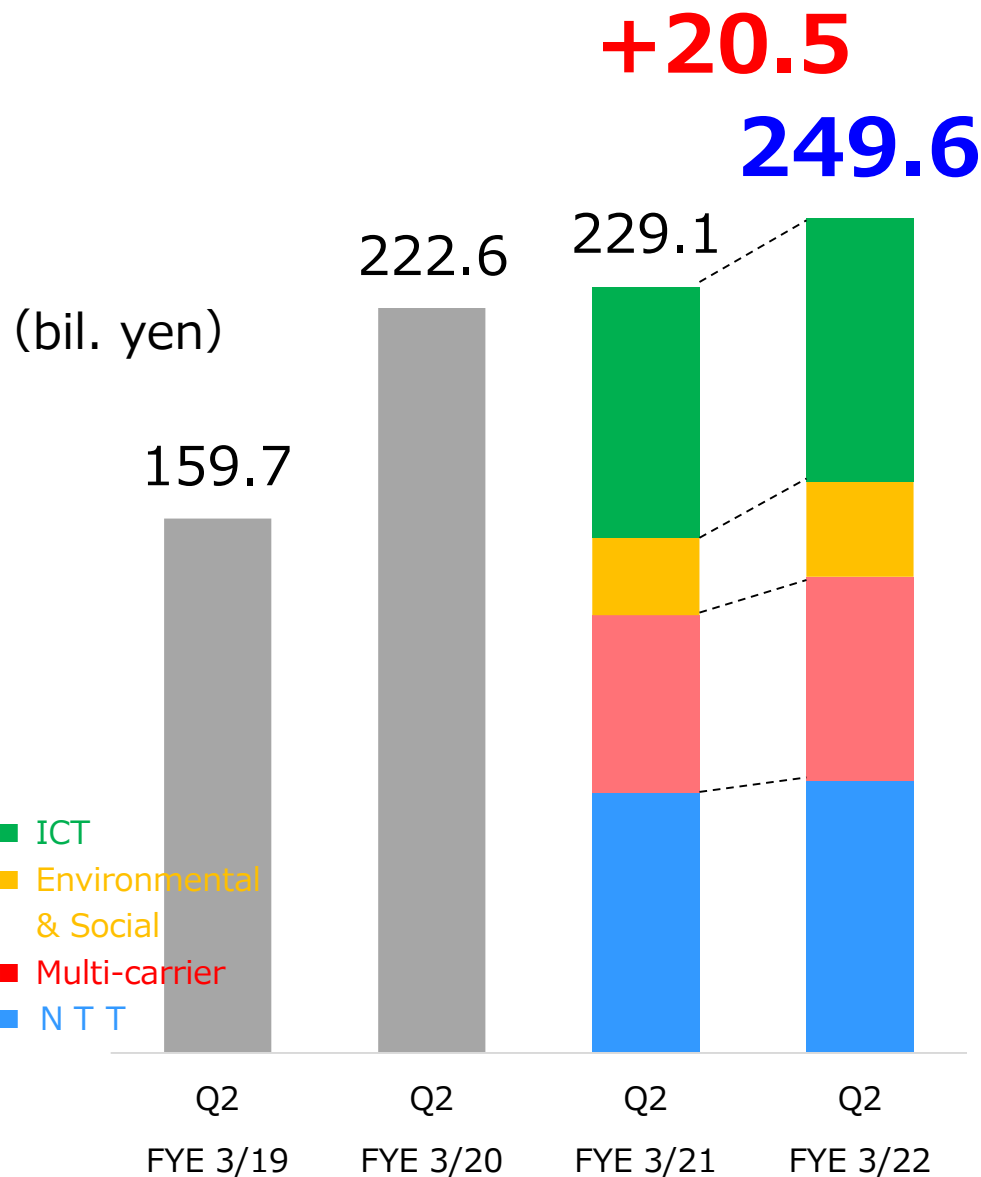
IV

Management Strategy for the New Group
after the Merger of Three Companies

I . Financial Results



Orders received



Orders received

249.6 bil. yen

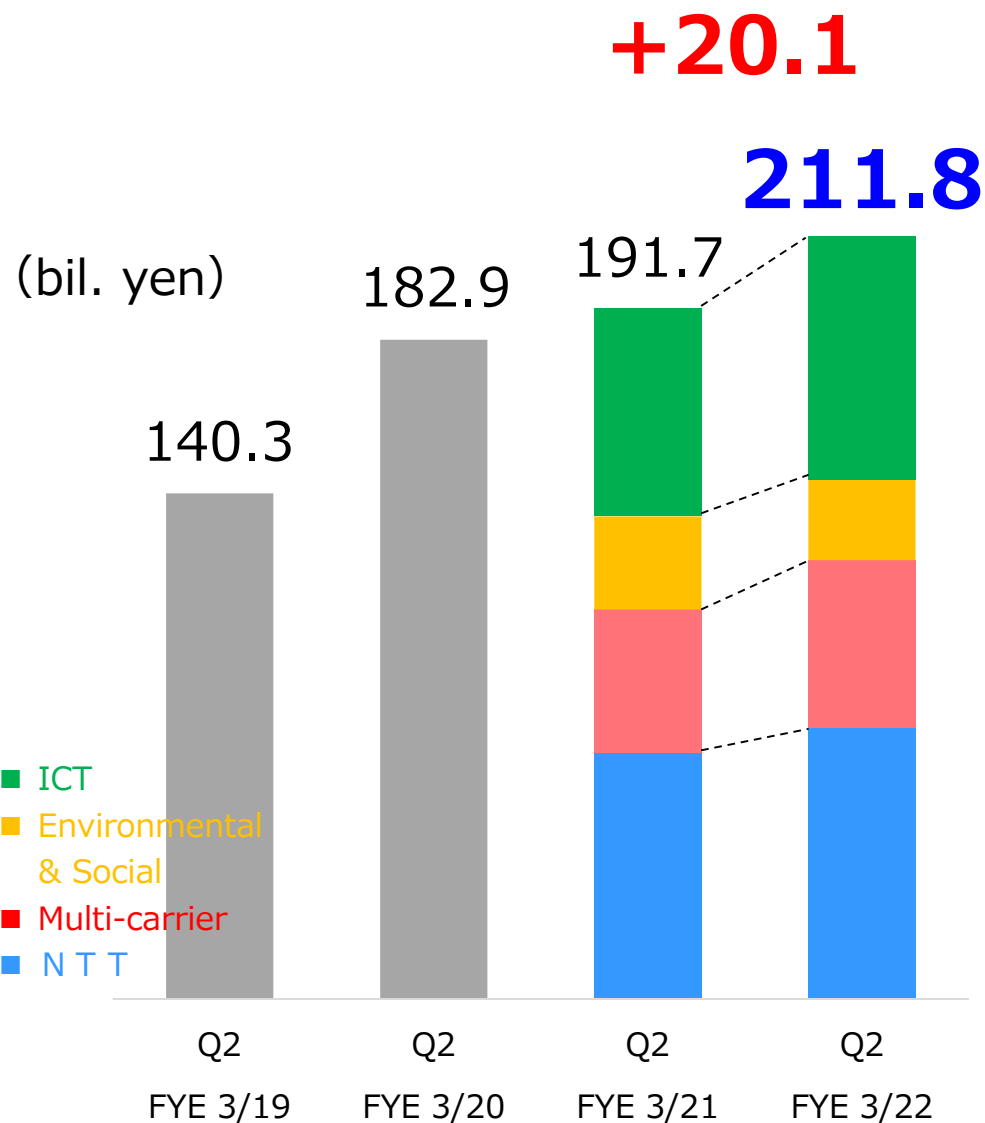
(+ 20.5 bil. yen yoy)



- Work to build advanced wireless networks
- 5G-related work
- Large-scale electrical work
- Datacenter work

Record-high orders

Net sales



Net sales
211.8 bil. yen
(+20.1 bil. yen yoy)

**5th consecutive
year of
record-high sales**



Net sales
75.2 bil. yen

(+6.9 bil. yen yoy)



- Work to build advanced wireless networks
- Facility management
- ▲ Civil engineering

Multi-carrier Business



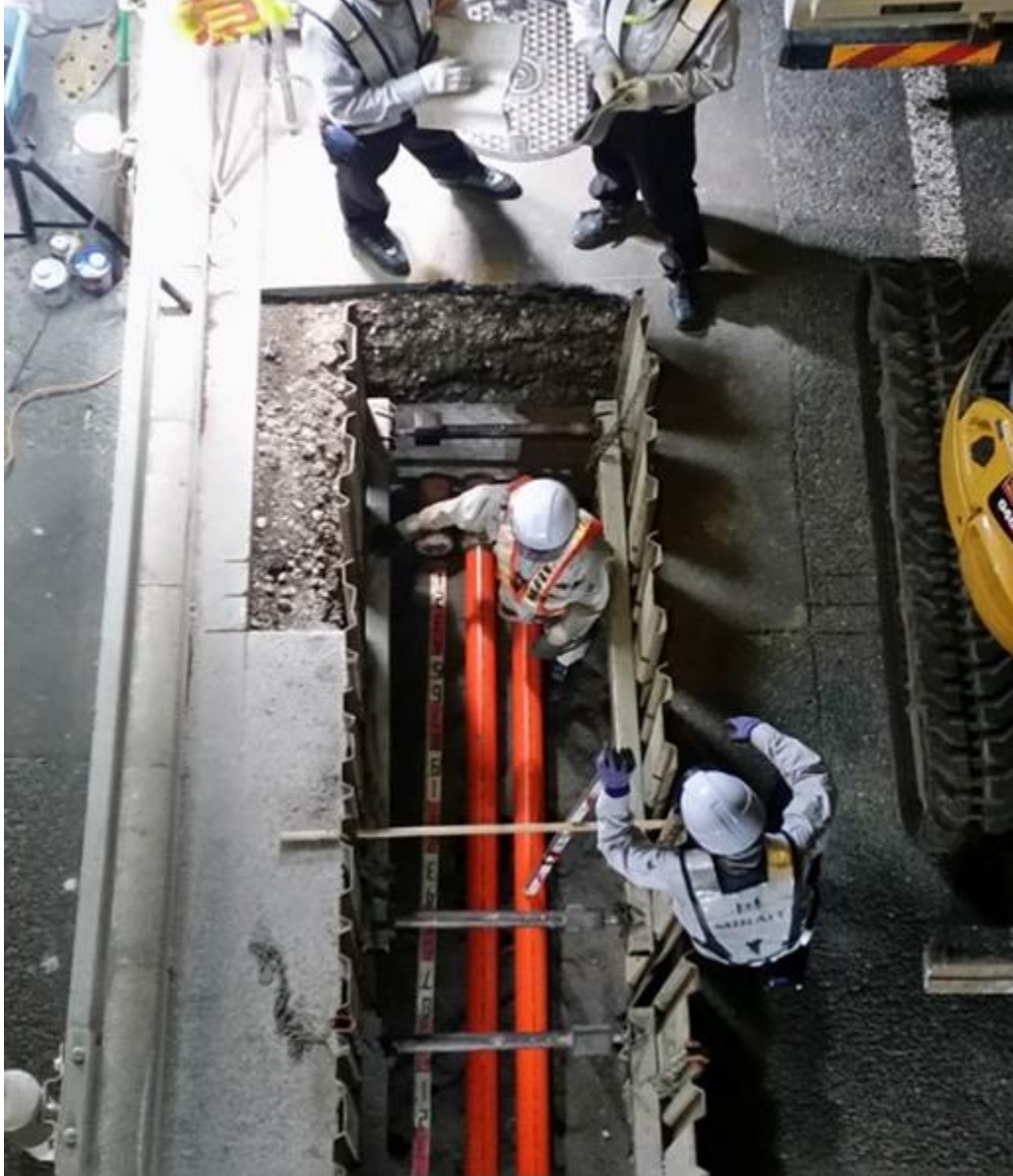
Net sales
46.5 bil. yen

(+6.7 bil. yen yoy)



- 5G-related work
- Rakuten projects nation-wide
- CATV work
- ▲Some delays in delivery of materials and parts

Environmental & Social Innovation Business



Net sales
22.4 bil. yen

(-3.4 bil. yen yoy)



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

ICT Solutions Business



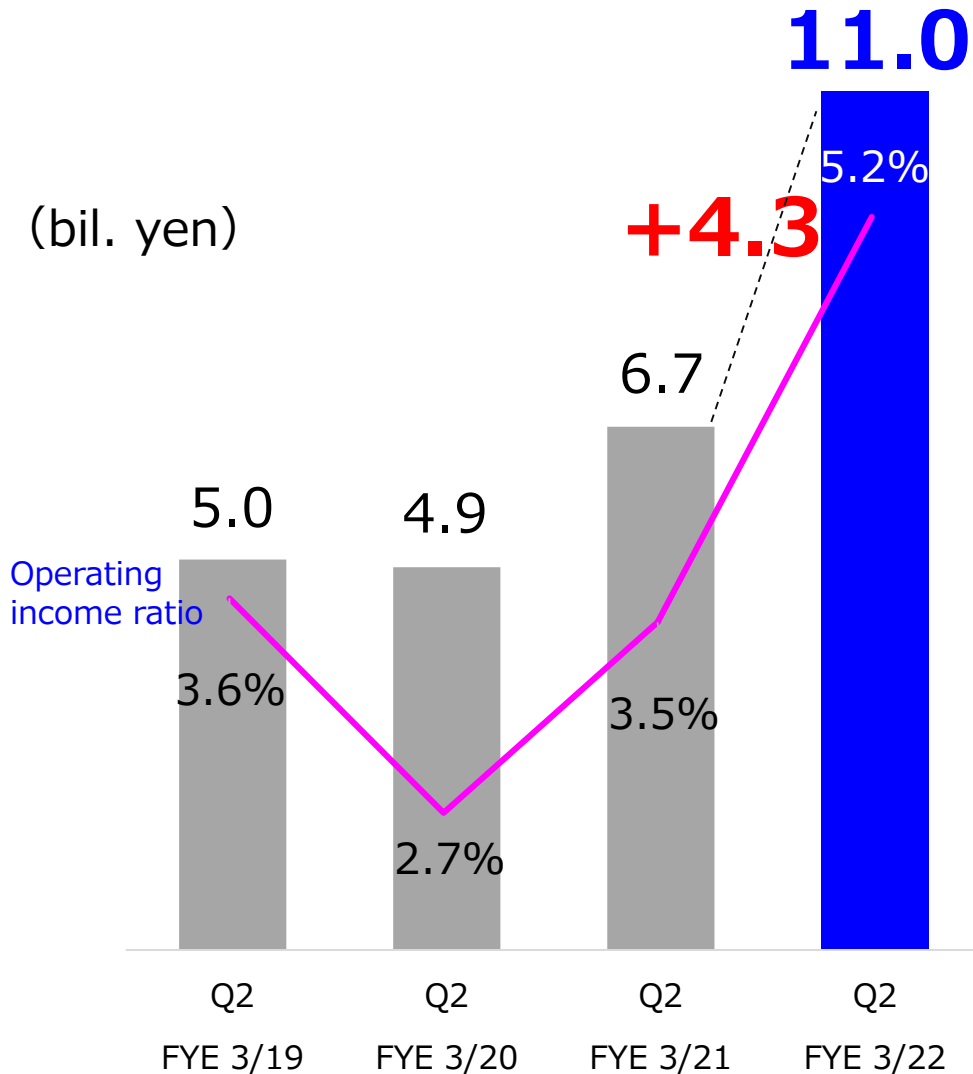
Net sales
67.6 bil. yen

(+9.9 bil. yen yoy)



- Domestic LAN
- Datacenter work
- Global (Lantrovision)
- Sales of goods
(Mobile-related)

Operating income



Operating income
11.0 bil. yen

(+4.3 bil. yen yoy)

Operating income ratio

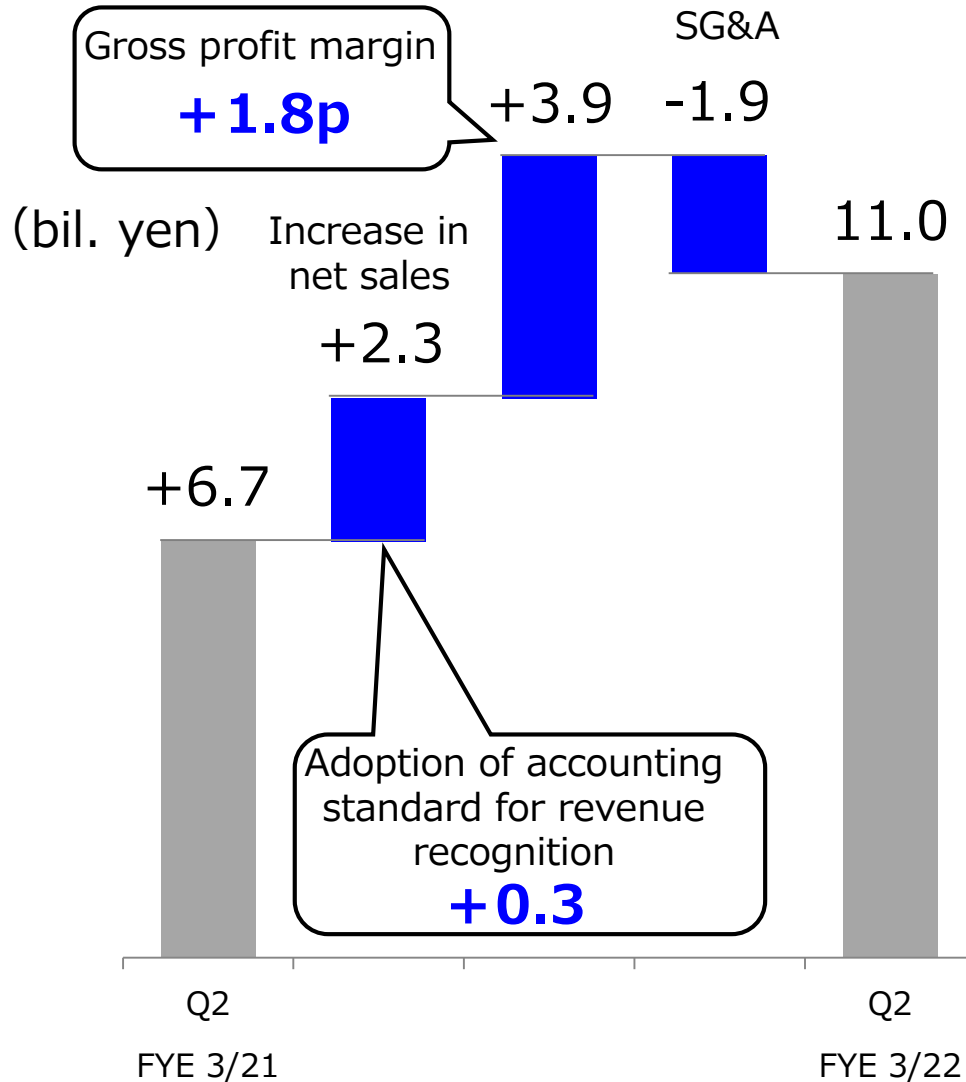
5.2%

(+1.7p yoy)

Record-high

for the **2nd**
consecutive year

Operating income



Operating income

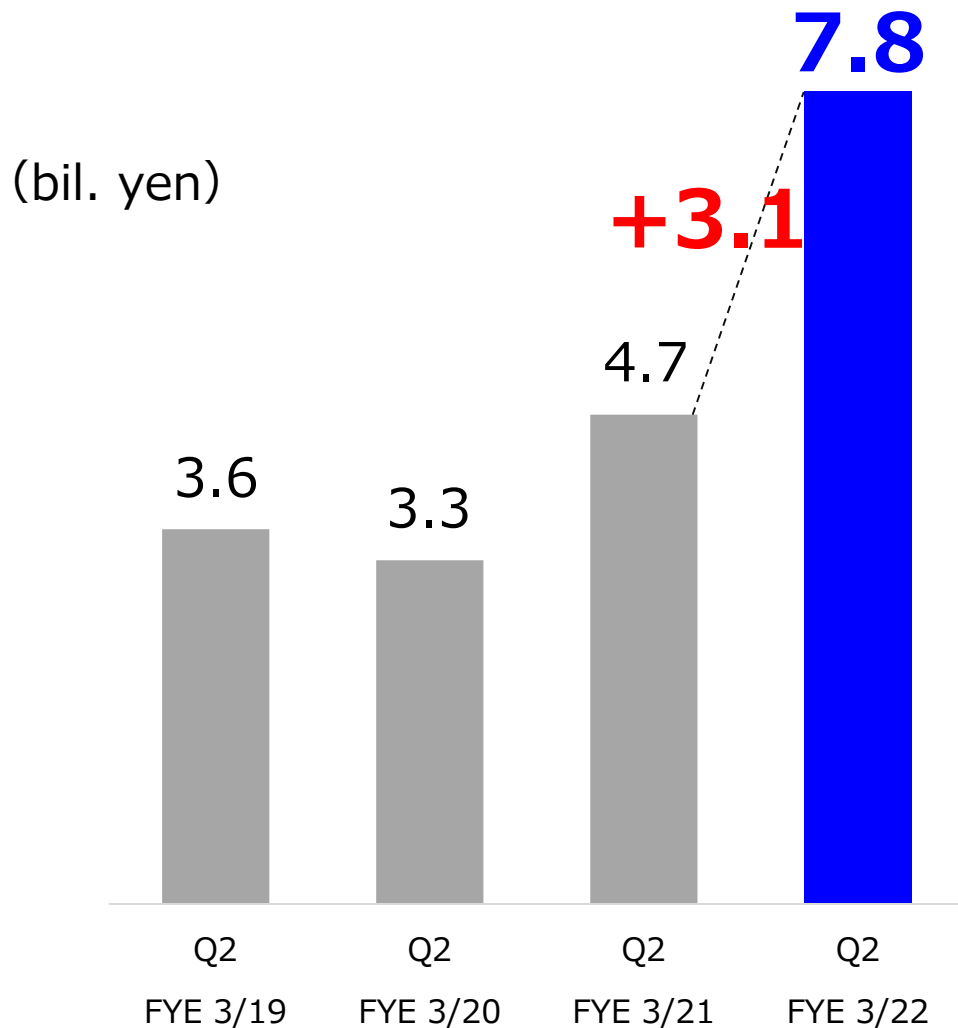
11.0 bil. yen

(+4.3 bil. yen yoy)



- Further operational efficiency
- Profit growth in non-communication businesses (Environmental and Social Innovation, ICT)

Net income




Net income
7.8 bil. yen

(+ 3.1 bil. yen yoy)



Record-high
for the **2nd**
consecutive year



II. FYE 3/22
Full-year Forecast

FYE 3/22 full-year forecast

Upward revision of initial forecast

Orders received 480.0 \Rightarrow **490.0** bil. yen (+10.0)

Net sales 470.0 \Rightarrow **480.0** bil. yen (+10.0)

Op. income 30.5 \Rightarrow **32.0** bil. yen (+ 1.5)

Net income 21.0 \Rightarrow **22.5** bil. yen (+ 1.5)

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)



Further dividend increase in H2

50 yen \Rightarrow 55 yen

III. Topics



Designated as DX-Certified Business Operator

Achieved DX Certification from METI
(DX-Certified Business Operator)



Digital Transformation Certification

Creating new values

**Contribute to DX of
communities/
enterprises**



Inclusion in JPX-Nikkei 400

Selected as constituent for JPX-Nikkei 400
index in FY2021



JPX-NIKKEI 400

Comprised of companies that meet global investment standards such as the efficient use of capital and investor-focused management perspectives



Enhanced corporate value

IV. Management Strategy for the New Group after the Merger of Three Companies



Progress on establishment of the New Group and merger of three companies

STEP 1

STEP 2

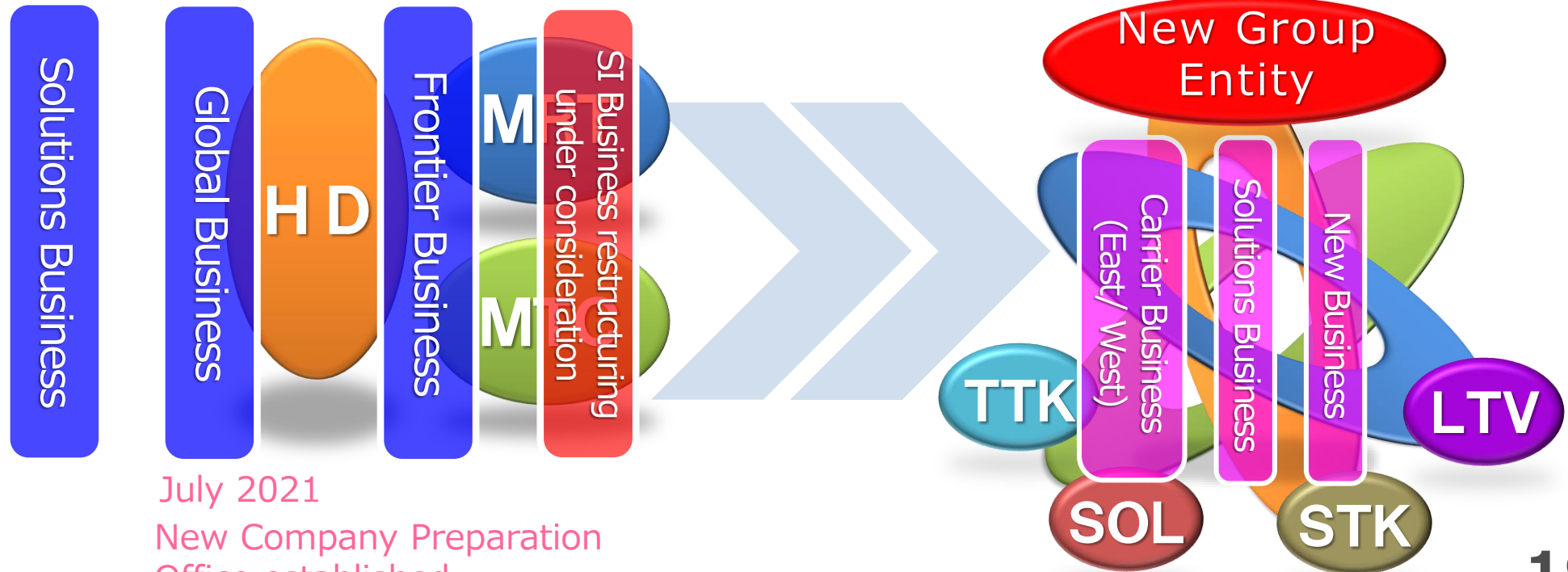
FY2021

FY2022

Apr Jul Oct Present

▼ July (plan)
 Merger of three companies/
 establishment of New Group
 < Strengthen group coordination >

Launch of "ONE TEAM"



July 2021
 New Company Preparation
 Office established

Achieving growth at the New Group



Important societal issues to be addressed (Materiality)

E Creating and preserving an environmentally-friendly society

- Realize a carbon-free society through business activities
- Contribute to the creation of environmentally-friendly and resilient communities



S Creating and preserving a safe, secure and prosperous society

- Improve safety and quality
- Create social values through partnerships and collaboration



S Creating and preserving a society that respects and promotes the diversity of people and cultures

- Promote development of human resources, workstyle reform and health management
- Promote respect for human rights and D&I



G Creating and preserving a fair and transparent corporate group

- Enhance corporate governance
- Thorough compliance
- Thorough risk management

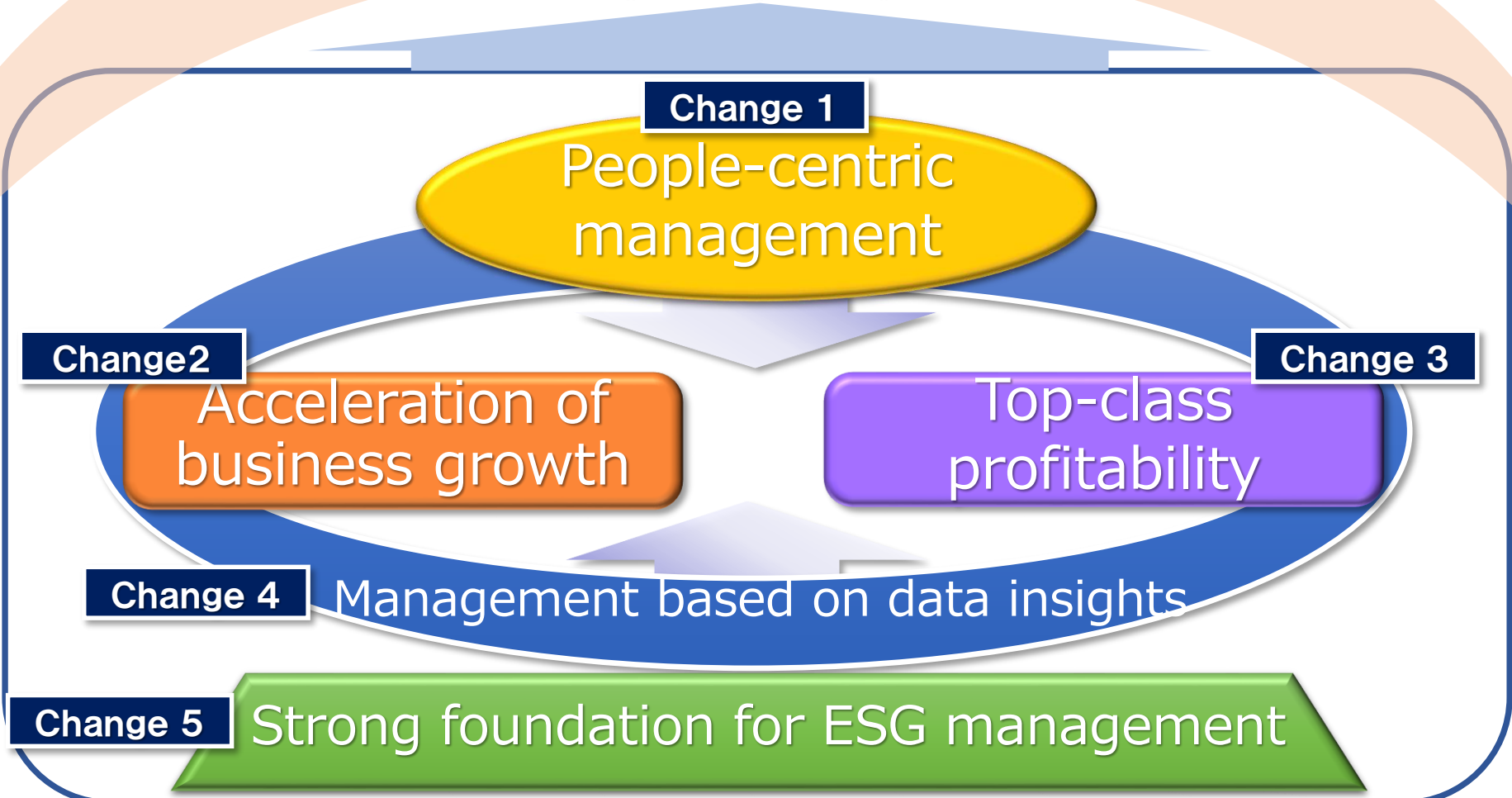


Business transformation and the "Five Changes"

5 Changes

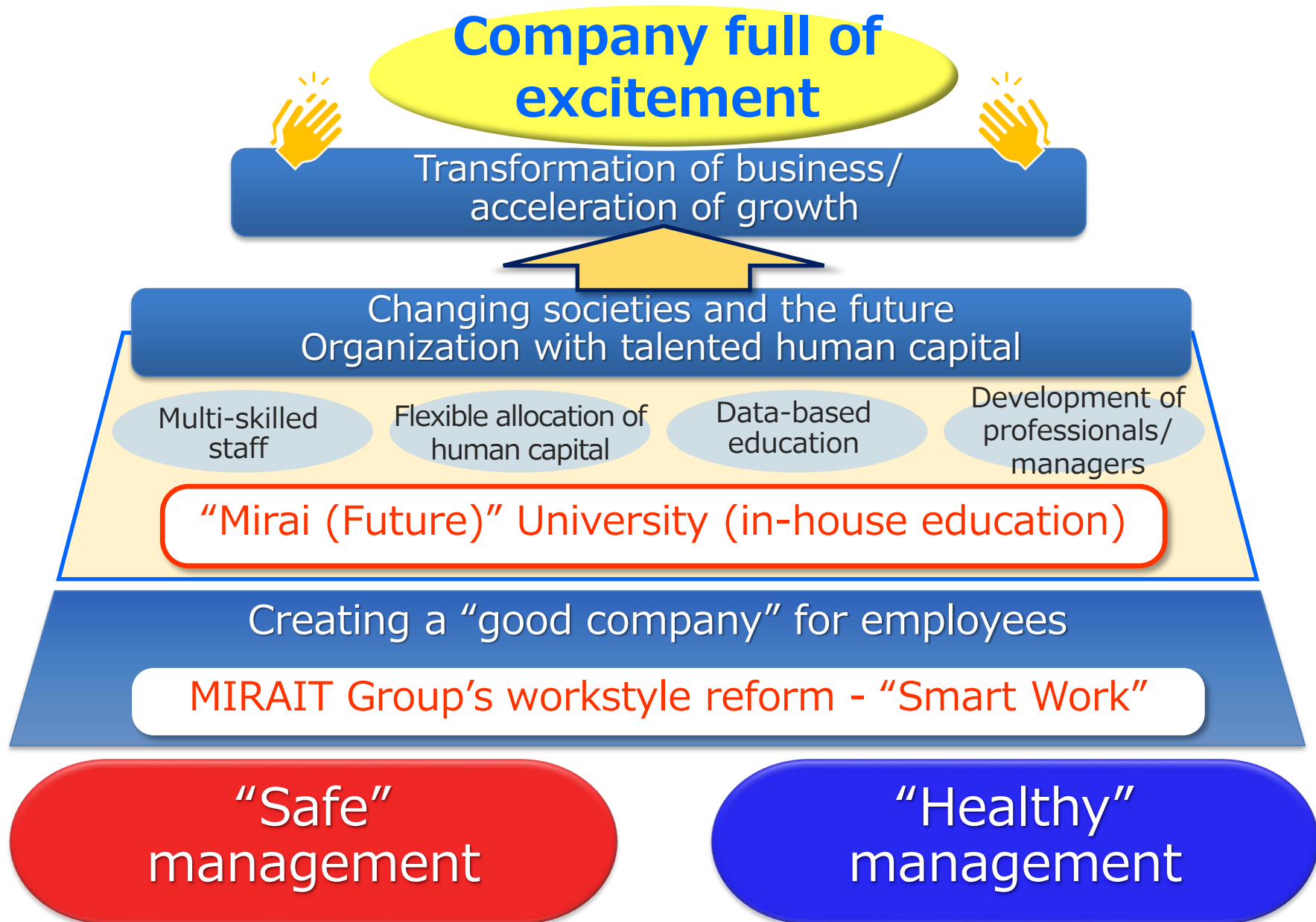
Important societal issues to be addressed (Materiality)

E S G



People-centric Management

Change 1



Acceleration of business growth

Change 2

to date

Base domains

- NTT
- Multi-carrier

Frontier domains

- ICT
- Environmental and social innovation

mix of existing and new businesses

Resource allocation to "Future Domains"

Future domains

Shift to Full-Value Model

Accelerate "community creation" and "enterprise DX/GX" businesses

Launch green power business ⇨ Topic 1

Software company as a strategic sub. ⇨ Topic 2

Expand global businesses

Concentration of resources

Communication foundation domain

Enterprise/
environmental
and social
foundation domain

Launch of green power business

Launch of business to build and sell green power generation facilities and sale of green power



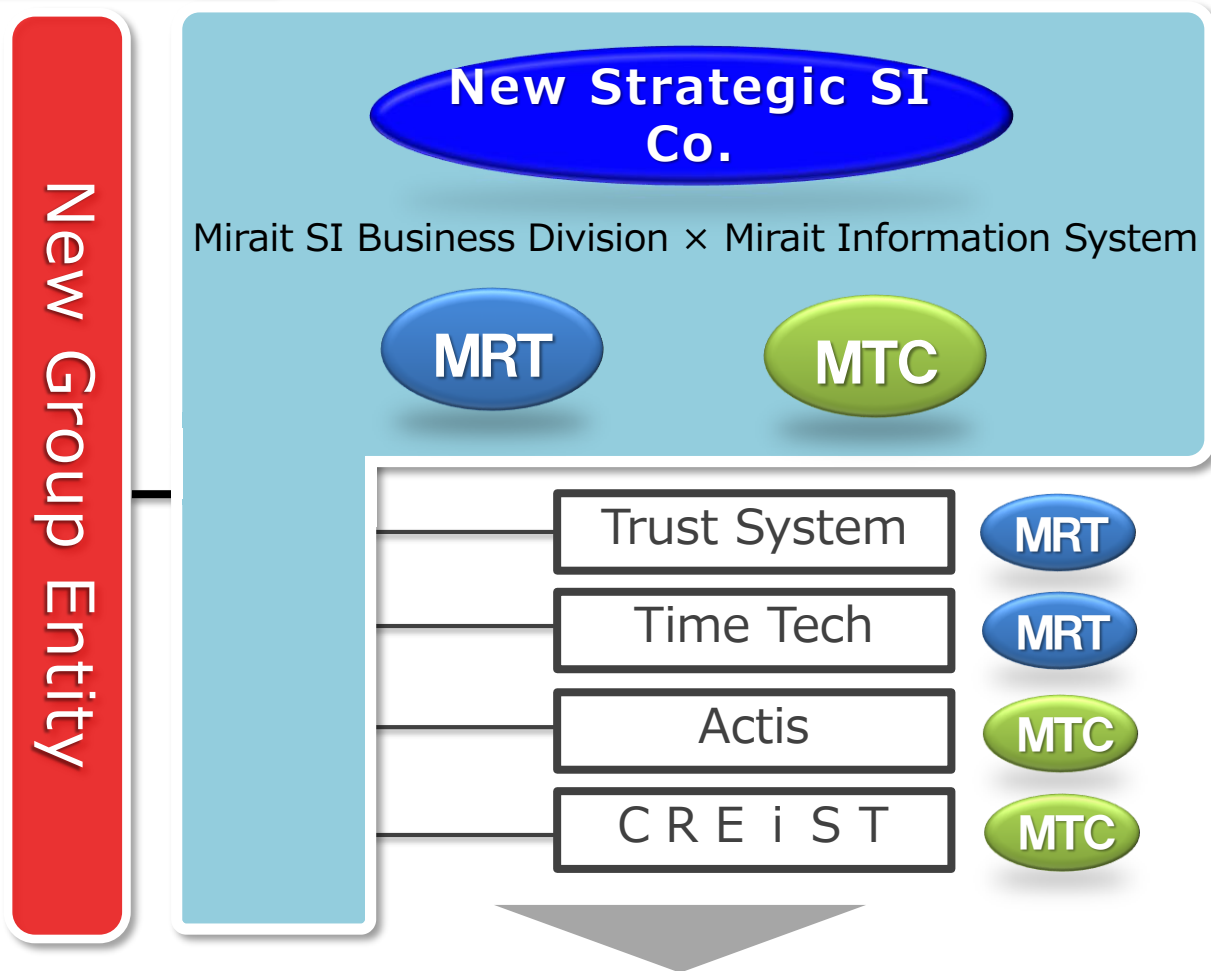
Creating new value through renewable energy business

- Building and selling of power generation facilities
- PPA business (sale of electricity)
- Self-consumption

Contribute to
greening the society

Scheduled to launch business in H2 FY2021

Software business as a strategic subsidiary



- Centralize software-related management resources to further specialize and advance capabilities
- Improve flexibility and agility
- Enhance value for customers using cutting-edge technology

Contribute to customers' business transformation through DX

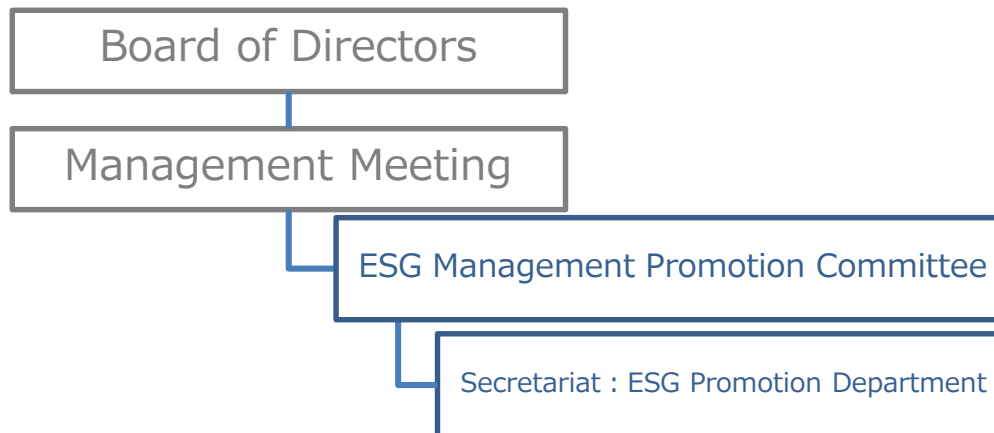
Reorganization
scheduled for
July 2022

Initiatives to strengthen ESG-based management (Step 1)

Change 5

Establishment of ESG management system

- ▶ Established committee to promote ESG management (Sep. 2021)



Chairman : CEO
Members : CEOs of group companies/
executive officers

Environmental initiatives (adoption of TCFD recommendations)

- ▶ Adopted TCFD recommendations (Oct. 2021); to actively disclose information



Evaluation of climate risks and opportunities
and disclosure of future financial impact

Also participated in the TCFD Consortium

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