



# Supplementary Financial Information for the Nine Months ended December 31, 2021

February 10, 2022

MIRAIT Holdings Corporation

# 1. Financial Results

Units: bil. yen	FYE March 2021	FYE March 2022			FYE March 2021		FYE March 2022	
	Q3 actual results (a)	Q3 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	351.2	358.2	+ 7.0	+2.0%	474.9	74.0%	490.0	73.1%
Net sales	304.4	324.5	+ 20.1	+6.6%	463.7	65.6%	480.0	67.6%
Gross profit (Gross profit margin)	37.5 (12.3%)	43.5 (13.4%)	+ 6.0 (+1.1p)	+16.0%	60.7	61.8%	63.9	68.1%
SG&A (SG&A ratio)	22.1 (7.3%)	24.4 (7.5%)	+ 2.3 (+0.2p)	+10.4%	30.6	72.2%	31.9	76.5%
Operating income (Operating income ratio)	15.4 (5.1%)	19.1 (5.9%)	+ 3.7 (+0.8p)	+24.0%	30.1	51.2%	32.0	59.7%
Ordinary Income (Ordinary income ratio)	16.9 (5.6%)	20.1 (6.2%)	+ 3.2 (+0.6p)	+18.9%	31.7	53.3%	33.5	60.0%
Profit attributable to owners of parent (Profit margin)	13.9 (4.6%)	15.2 (4.7%)	+ 1.3 (+0.1p)	+9.4%	24.2	57.4%	22.5	67.6%
Construction account carried forward	197.1	195.3	– 1.8	– 0.9%	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		
	Q3 actual results (a)	Q3 actual results (b)	YoY Change	
			Amount (b) – (a)	% (b) / (a)
NTT business	118.8	118.3	-0.5	-0.4%
Multi-carrier business	82.7	85.2	+2.5	+3.0%
Environmental & social innovation business	35.8	42.2	+6.4	+17.9%
ICT solution business	113.8	112.4	-1.4	-1.2%
<b>Total</b>	<b>351.2</b>	<b>358.2</b>	<b>+7.0</b>	<b>+2.0%</b>

FYE March 2021		FYE March 2022	
Full-year Results (c)	Progress (a) / (c)	Full-year Forecast (d)	Progress (b) / (d)
164.4	72.3%	155.0	76.3%
110.7	74.7%	104.5	81.5%
51.0	70.2%	69.0	61.2%
148.7	76.5%	161.5	69.6%
<b>474.9</b>	<b>74.0%</b>	<b>490.0</b>	<b>73.1%</b>

Net sales Units: bil. Yen	FYE March 2021	FYE March 2022		
	Q3 actual results (a)	Q3 actual results (b)	YoY Change	
			Amount (b) – (a)	% (b) / (a)
NTT business	107.4	114.7	+7.3	+6.8%
Multi-carrier business	65.3	69.8	+4.5	+6.9%
Environmental & social innovation business	38.0	35.7	-2.3	-6.1%
ICT solution business	93.5	104.3	+10.8	+11.6%
<b>Total</b>	<b>304.4</b>	<b>324.5</b>	<b>+20.1</b>	<b>+6.6%</b>

FYE March 2021		FYE March 2022	
Full-year Results (c)	Progress (a) / (c)	Full-year Forecast (d)	Progress (b) / (d)
157.0	68.4%	160.0	71.7%
98.2	66.5%	105.0	66.5%
58.1	65.4%	61.5	58.0%
150.3	62.2%	153.5	67.9%
<b>463.7</b>	<b>65.6%</b>	<b>480.0</b>	<b>67.6%</b>

Construction account carried forward Units: bil. Yen	FYE March 2021	FYE March 2022		
	Q3 actual results (a)	Q3 actual results (b)	YoY Change	
			Amount (b) – (a)	% (b) / (a)
NTT business	45.2	44.8	-0.4	-0.9%
Multi-carrier business	64.9	75.6	+10.7	+16.5%
Environmental & social innovation business	39.5	41.0	+1.5	+3.8%
ICT solution business	47.4	33.7	-13.7	-28.9%
<b>Total</b>	<b>197.1</b>	<b>195.3</b>	<b>-1.8</b>	<b>-0.9%</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