Supplementary Financial Information for the Nine Months ended December 31, 2019

February 4, 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.

Units: bil. yen	FYE March 2019	FYE March 2020			FYE March 2019		FYE March 2020	
	Q3 actual results (a)	Q3 actual results (b)	YoY Change Amount (b)－(a)	YoY Change % (b)／(a)	Full-year Results (c)	Progress (a)／(c)	Full-year Plan (d)	Progress (b)／(d)
Orders received	267.2 (243.8)	334.5 (257.7)	+ 67.3 (+ 13.9)	+ 25.2% (+ 5.7%)	392.6 (320.4)	68.1% (76.1%)	420.0 (325.5)	79.6% (79.2%)
Net sales	230.0 (222.3)	288.5 (228.4)	+ 58.5 (+ 6.1)	+ 25.4% (+ 2.7%)	375.9 (330.8)	61.2% (67.2%)	430.0 (335.5)	67.1% (68.1%)
Gross profit (Gross profit margin)	28.2 (12.3%) (26.9) (12.1%)	31.2 (10.8%) (25.3) (11.1%)	+ 3.0 (- 1.5p) (- 1.6) (- 1.0p)	+ 10.6% (- 5.9%)	46.9 (41.3)	60.1% (65.1%)	50.5 (41.5)	61.8% (61.0%)
SG&A (SG&A ratio)	18.4 (8.0%) (17.7) (8.0%)	22.1 (7.7%) (18.1) (7.9%)	+ 3.7 (- 0.3p) (+ 0.4) (- 0.1p)	+ 20.1% (+ 2.3%)	26.2 (23.6)	70.2% (75.0%)	29.0 (23.5)	76.2% (77.0%)
Operating income (Operating income ratio)	9.8 (4.3%) (9.2) (4.1%)	9.0 (3.1%) (7.2) (3.2%)	- 0.8 (- 1.2p) (- 2.0) (- 0.9p)	- 8.2% (- 21.7%)	20.6 (17.6)	47.6% (52.3%)	21.5 (18.0)	41.9% (40.0%)
Ordinary Income (Ordinary income ratio)	10.8 (4.7%) (10.2) (4.6%)	10.3 (3.6%) (8.1) (3.5%)	- 0.5 (- 1.1p) (- 2.1) (- 1.1p)	- 4.6% (- 20.6%)	21.9 (18.7)	49.3% (54.5%)	23.0 (19.0)	44.8% (42.6%)
Profit attributable to owners of parent (Profit margin)	8.7 (3.8%) (7.4) (3.3%)	6.3 (2.2%) (4.6) (2.0%)	- 2.4 (- 1.6p) (- 2.8) (- 1.3p)	- 27.6% (- 37.8%)	25.7 (13.5)	33.9% (54.8%)	15.0 (12.5)	42.0% (36.8%)
Construction account carried forward	165.4	191.0	+ 25.6	—	144.9	—	—	—

* 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 Units: bil. Yen	FYE March 2019	FYE March 2020			FYE March 2019		FYE March 2020	
	Q3 actual results	Q3 actual results			Full-year Results		Full-year Plan	
	(a)	(b)	YoY Change (b)－(a)	Percentage change (b)／(a)	(c)	Progress (a)／(c)	(d)	Progress (b)／(d)
NTT Business	88.8 (71.8)	113.8 (71.7)	+ 25.0 (- 0.1)	+ 28.2% (- 0.1%)	137.7 (97.5)	64.5% (73.6%)	154.0 (98.0)	73.9% (73.2%)
Multi-carrier business	70.5 (67.5)	81.8 (70.6)	+ 11.3 (+ 3.1)	+ 16.0% (+ 4.6%)	95.1 (86.7)	74.1% (77.9%)	100.0 (90.5)	81.8% (78.0%)
Environmental & social innovation business	35.2 (33.6)	38.6 (31.8)	+ 3.4 (- 1.8)	+ 9.7% (- 5.4%)	58.4 (43.7)	60.3% (76.9%)	60.0 (48.0)	64.3% (66.3%)
ICT solution business	72.6 (70.9)	100.2 (83.5)	+ 27.6 (+ 12.6)	+ 38.0% (+ 17.8%)	101.2 (92.4)	71.7% (76.7%)	106.0 (89.0)	94.5% (93.8%)
Total	267.2 (243.8)	334.5 (257.7)	+ 67.3 (+ 13.9)	+ 25.2% (+ 5.7%)	392.6 (320.4)	68.1% (76.1%)	420.0 (325.5)	79.6% (79.2%)

Net sales Units: bil. Yen	FYE March 2019	FYE March 2020			FYE March 2019		FYE March 2020	
	Q3 actual results	Q3 actual results			Full-year Results		Full-year Plan	
	(a)	(b)	YoY Change (b)－(a)	Percentage change (b)／(a)	(c)	Progress (a)／(c)	(d)	Progress (b)／(d)
NTT Business	74.4 (68.6)	102.2 (66.2)	+ 27.8 (- 2.4)	+ 37.4% (- 3.5%)	128.3 (101.8)	58.0% (67.4%)	155.0 (99.0)	65.9% (66.9%)
Multi-carrier business	59.5 (58.5)	61.5 (54.3)	+ 2.0 (- 4.2)	+ 3.4% (- 7.2%)	92.5 (87.6)	64.3% (66.8%)	98.0 (89.0)	62.8% (61.0%)
Environmental & social innovation business	33.1 (32.8)	43.3 (38.4)	+ 10.2 (+ 5.6)	+ 30.8% (+ 17.1%)	56.3 (50.3)	58.8% (65.2%)	74.0 (62.0)	58.5% (61.9%)
ICT solution business	62.9 (62.5)	81.3 (69.3)	+ 18.4 (+ 6.8)	+ 29.3% (+ 10.9%)	98.7 (90.9)	63.7% (68.8%)	103.0 (85.5)	78.9% (81.1%)
Total	230.0 (222.3)	288.5 (228.4)	+ 58.5 (+ 6.1)	+ 25.4% (+ 2.7%)	375.9 (330.8)	61.2% (67.2%)	430.0 (335.5)	67.1% (68.1%)

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

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