Supplementary Financial Information for the Six Months ended September 30, 2020

November 12, 2020

MIRAIT Holdings Corporation

1. Financial Results

Units: bil. yen	FYE March 2020	FYE March 2021			FYE March 2020		FYE March 2021	
	Q2 actual results (a)	Q2 actual results (b)	YoY Change		Full-year Results (c)	Progress (a)／(c)	Full-year Plan (d)	Progress (b)／(d)
			Amount (b)－(a)	% (b)／(a)				
Orders received	222.6	229.1	+ 6.5	+ 2.9%	446.5	49.9%	450.0	50.9%
Net sales	182.9	191.7	+ 8.8	+ 4.8%	441.1	41.5%	445.0	43.1%
Gross profit (Gross profit margin)	19.5 (10.7%)	21.4 (11.2%)	+ 1.9 (+0.5p)	+ 9.7%	52.1	37.4%	53.3	40.2%
SG&A (SG&A ratio)	14.6 (8.0%)	14.6 (7.6%)	+ 0.0 (-0.4p)	+ 0.0%	30.1	48.5%	30.3	48.2%
Operating income (Operating income ratio)	4.9 (2.7%)	6.7 (3.5%)	+ 1.8 (+0.8p)	+ 36.7%	21.9	22.4%	23.0	29.1%
Ordinary Income (Ordinary income ratio)	5.5 (3.0%)	7.7 (4.0%)	+ 2.2 (+1.0p)	+ 40.0%	23.2	23.7%	24.3	31.7%
Profit attributable to owners of parent (Profit margin)	3.3 (1.8%)	4.7 (2.5%)	+ 1.4 (+0.7p)	+ 42.4%	15.2	21.7%	16.0	29.4%
Construction account carried forward	184.6	187.7	+3.1	—	150.3	—	—	—

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

2. Orders Received and Net Sales by Business Category

Orders received Units: bil. Yen	FYE March 2020 Q2 actual results	FYE March 2021 Q2 actual results			FYE March 2020 Full-year Results		FYE March 2021 Full-year Plan	
	(a)	(b)	YoY Change (b)－(a)	Percentage change (b)／(a)	(c)	Progress (a)／(c)	(d)	Progress (b)／(d)
NTT Business	77.6	77.8	+ 0.2	+ 0.3%	154.8	50.1%	156.0	49.9%
Multi-carrier business	52.9	53.0	+ 0.1	+ 0.2%	106.2	49.8%	102.0	52.0%
Environmental & social innovation business	25.6	23.3	- 2.3	- 9.0%	54.3	47.1%	59.0	39.5%
ICT solution business	66.4	74.8	+ 8.4	+ 12.7%	131.0	50.7%	133.0	56.2%
Total	222.6	229.1	+ 6.5	+ 2.9%	446.5	49.9%	450.0	50.9%

Net sales Units: bil. Yen	FYE March 2020 Q2 actual results	FYE March 2021 Q2 actual results			FYE March 2020 Full-year Results		FYE March 2021 Full-year Plan	
	(a)	(b)	YoY Change (b)－(a)	Percentage change (b)／(a)	(c)	Progress (a)／(c)	(d)	Progress (b)／(d)
NTT Business	65.7	68.3	+ 2.6	+ 4.0%	156.3	42.0%	155.0	44.1%
Multi-carrier business	38.7	39.8	+ 1.1	+ 2.8%	97.2	39.8%	100.0	39.8%
Environmental & social innovation business	26.5	25.8	- 0.7	- 2.6%	66.7	39.7%	59.0	43.7%
ICT solution business	51.9	57.7	+ 5.8	+ 11.2%	120.8	43.0%	131.0	44.0%
Total	182.9	191.7	+ 8.8	+ 4.8%	441.1	41.5%	445.0	43.1%

* 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