



Supplementary Financial Information for the Fiscal year Ended March 31, 2024

May 13, 2024

MIRAIT ONE Corporation

1. Financial Results

Units: bil. yen	FYE March 2023	FYE March 2024			FYE March 2025		
	Full-year Results (a)	Full-year Results (b)	YoY Change		Full-year Forecast (c)	YoY Change	
			Amount (b) – (a)	% (b) / (a)		Amount (c) – (b)	% (c) / (b)
Orders received	498.2	549.0 ※ ¹ [515.9]	+50.8 [+17.7]	+10.2% [+3.6%]	580.0	+31.0	+5.6%
Net sales	484.0	518.3 ※ ¹ [505.3]	+34.3 [+21.3]	+7.1% [+4.4%]	570.0	51.7	+10.0%
Gross profit (Gross profit margin)	60.5 (12.5%)	61.7 (11.9%)	+1.2 (-0.6p)	+2.0%	83.0 (14.6%)	+21.3 (+2.7p)	+34.5%
SG&A (SG&A ratio)	38.7 (8.0%)	43.9 (8.5%)	+5.2 (+0.5p)	+13.4%	56.0 (9.8%)	+12.1 (+1.3p)	+27.6%
Operating income (Operating income ratio)	21.8 (4.5%)	17.8 (3.4%)	-4.0 (-1.1p)	-18.3%	27.0 (4.7%)	+9.2 (+1.3p)	+51.7%
〔※ ² EBITDA (EBITDA ratio)〕	31.2 (6.4%)	28.0 (5.4%)	-3.2 (-1.0p)	-10.3%	40.0 (7.0%)	+12.0 (+1.6p)	+42.9%
Ordinary income (Ordinary income ratio)	22.3 (4.6%)	18.6 (3.6%)	-3.7 (-1.0p)	-16.6%	28.0 (4.9%)	+9.4 (+1.3p)	+50.5%
Profit attributable to owners of parent (Profit margin)	14.7 (3.0%)	12.5 (2.4%)	-2.2 (-0.6p)	-15.0%	18.0 (3.2%)	+5.5 (+0.8p)	+44.0%
Construction account carried forward	222.7	253.4	+30.7	+13.8%	—	—	—

※¹ The figures in [] represent values excluding the results of Kokusai Kogyo Co., Ltd

※² EBITDA : Operating income + Depreciation and amortization + goodwill amortization

2. Orders Received, Net Sales by business segment

Orders received Units : bil. Yen	FYE March 2023	FYE March 2024			FYE March 2025		
	Full-year Results (a)	Full-year Results (b)	YoY Change		Full-year Forecast (c)	YoY Change	
			Amount (b) - (a)	% (b)/(a)		Amount (c) - (b)	% (c)/(b)
Corporate/Environmental and social infrastructure domain	259.1	315.2	+56.1	+21.7%	368.5	+53.3	+16.9%
Environmental & social innovation business	116.3	※ ¹ [141.4]	+58.2 [+25.1]	+50.0% [+21.6%]	227.0	+52.5	+30.1%
ICT solution business	142.8	140.7	-2.1	-1.5%	141.5	+0.8	+0.6%
Telecommunications infrastructure domain	239.1	233.8	-5.3	-2.2%	211.5	-22.3	-9.5%
NTT business	184.5	189.2	+4.7	+2.5%	174.5	-14.7	-7.8%
Multi-carrier business	54.6	44.6	-10.0	-18.3%	37.0	-7.6	-17.0%
Total	498.2	549.0	+50.8	+10.2%	580.0	+31.0	+5.6%

Orders received (※ ² MIRAI (future) domains) %	FYE March 2024 Full-year Results	FYE March 2025 Full-year Forecast
MIRAI domains composition ratio	38 %	45 %

Net sales Units : bil. Yen	FYE March 2023	FYE March 2024			FYE March 2025		
	Full-year Results (a)	Full-year Results (b)	YoY Change		Full-year Forecast (c)	YoY Change	
			Amount (b) - (a)	% (b)/(a)		Amount (c) - (b)	% (c)/(b)
Corporate/Environmental and social infrastructure domain	239.8	286.9	+47.1	+19.6%	351.0	+64.1	+22.3%
Environmental & social innovation business	112.0	※ ¹ [130.8]	+31.8 [+18.8]	+28.4% [+16.8%]	208.5	+64.7	+45.0%
ICT solution business	127.8	143.1	+15.3	+12.0%	142.5	-0.6	-0.4%
Telecommunications infrastructure domain	244.2	231.4	-12.8	-5.2%	219.0	-12.4	-5.4%
NTT business	184.3	181.8	-2.5	-1.4%	175.5	-6.3	-3.5%
Multi-carrier business	59.9	49.6	-10.3	-17.2%	43.5	-6.1	-12.3%
Total	484.0	518.3	+34.3	+7.1%	570.0	+51.7	+10.0%

Net sales (※ ² MIRAI (future) domains) %	FYE March 2024 Full-year Results	FYE March 2025 Full-year Forecast
MIRAI domains composition ratio	35 %	43 %

※¹ The figures in [] represent values excluding the results of Kokusai Kogyo Co., Ltd

※² MIRAI (future) domains : We are working on growth fields that we should focus on in the future (①Urban and regional development, corporate Dx and GX business, ②Green energy business, ③Software business, and ④Global business) as "MIRAI (future) domains."

3. Construction account carried forward by business segment

Construction account carried forward Units: bil. Yen	FYE March 2023	FYE March 2024		
	Full-year Results (a)	Full-year Results (b)	YoY Change	
			Amount (b) - (a)	% (b) / (a)
Corporate/Environmental and social infrastructure domain	142.9	171.2	+28.3	+19.8%
Environmental & social innovation business	101.4	132.1	+30.7	+30.3%
ICT solution business	41.5	39.1	-2.4	-5.8%
Telecommunications infrastructure domain	79.8	82.2	+2.4	+3.0%
NTT business	49.9	57.3	+7.4	+14.8%
Multi-carrier business	29.9	24.9	-5.0	-16.7%
Total	222.7	253.4	+30.7	+13.8%

We have released on our website the "Action to implement management that is conscious of cost of capital and stock price", as requested by the Tokyo Stock Exchange.

(<https://ir.mirait-one.com/en/realizing/index.html>)

4. Gross profit by business segment

Gross profit (Gross profit margin) Units: bil. Yen	FYE March 2023	FYE March 2024		
	Full-year Results (a)	Full-year Results (b)	YoY Change	
			Amount (b) - (a)	% (b) / (a)
Environmental & social innovation business	10.6 (9.5%)	14.3 (9.9%)	+3.7 (+0.4p)	+34.9%
ICT solution business	18.1 (14.2%)	16.4 (11.5%)	-1.7 (-2.7p)	-9.4%
Telecommunications infrastructure domain	31.8 (13.0%)	31.0 (13.4%)	-0.8 (+0.4p)	-2.5%
Total	60.5 (12.5%)	61.7 (11.9%)	+1.2 (-0.6p)	+2.0%

FYE March 2025		
Full-year Results (c)	YoY Change	
	Amount (c) - (a)	% (c) / (b)
29.0 (13.9%)	+14.7 (+4.0p)	+102.8%
23.0 (16.1%)	+6.6 (+4.6p)	+40.2%
31.0 (14.2%)	+0.0 (+0.8p)	—
83.0 (14.6%)	+21.3 (+2.7p)	+34.5%

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 ONE Corporation