



Supplementary Financial Information For the Three Months ended June 30, 2024

August 9, 2024

MIRAIT ONE Corporation

1. Financial Results

Units: bil. yen	FYE March 2024	FYE March 2025		FYE March 2024		FYE March 2025		
	Q1 actual results (a)	Q1 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	141.8	158.0	+16.2	+11.4%	549.0	25.8%	580.0	27.2%
Net sales	100.5	117.3 ※1 [107.0]	+16.8 [+6.5]	+16.7% [+6.5%]	518.3 [505.3]	19.4% [19.9%]	570.0	20.6%
Gross profit (Gross profit margin)	10.6 (10.5%)	15.2 (13.0%)	+4.6 (+2.5p)	+43.4%	61.7 (11.9%)	17.2%	83.0 (14.6%)	18.3%
SG&A (SG&A ratio)	9.7 (9.7%)	13.7 (11.7%)	+4.0 (+2.0p)	+41.2%	43.9 (8.5%)	22.1%	56.0 (9.8%)	24.5%
Operating income (Operating income ratio)	0.9 (0.9%)	1.5 (1.3%)	+0.6 (+0.4p)	+66.7%	17.8 (3.4%)	5.1%	27.0 (4.7%)	5.6%
※2 EBITDA (EBITDA ratio)	3.1 (3.1%)	4.5 (3.8%)	+1.4 (+0.7p)	+45.2%	28.0 (5.4%)	11.1%	40.0 (7.0%)	11.3%
Ordinary income (Ordinary income ratio)	1.5 (1.5%)	2.5 (2.1%)	+1.0 (+0.6p)	+66.7%	18.6 (3.6%)	8.1%	28.0 (4.9%)	8.9%
Profit attributable to owners of parent (Profit margin)	-0.6 (-)	0.7 (0.6%)	+1.3 (-)	-	12.5 (2.4%)	-	18.0 (3.2%)	3.9%
Construction account carried forward	264.0	294.1	+30.1	+11.4%	253.4	—	—	—

※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 2024	FYE March 2025		
	Q1 actual results (a)	Q1 actual results (b)	YoY Change	
			Amount (b) - (a)	% (b)/(a)
Corporate/Environmental and social infrastructure domain	83.3	98.8	+15.5	+18.6%
Environmental & social innovation business	48.0	56.3	+8.3	+17.3%
ICT solution business	35.3	42.5	+7.2	+20.4%
Telecommunications infrastructure domain	58.5	59.2	+0.7	+1.2%
NTT business	43.7	47.3	+3.6	+8.2%
Multi-carrier business	14.8	11.9	-2.9	-19.6%
Total	141.8	158.0	+16.2	+11.4%

FYE March 2024		FYE March 2025	
Full-year Results (c)	Progress (a)/(c)	Full-year Forecast (d)	Progress (b)/(d)
315.2	26.4%	368.5	26.8%
174.5	27.5%	227.0	24.8%
140.7	25.1%	141.5	30.0%
233.8	25.0%	211.5	28.0%
189.2	23.1%	174.5	27.1%
44.6	33.2%	37.0	32.2%
549.0	25.8%	580.0	27.2%

Orders received (*2MIRAI (future) domains) %	FYE March 2025 Q1 actual results
MIRAI domains composition ratio	43%

FYE March 2024 Full-year Results	FYE March 2025 Full-year Forecast
38%	45%

Net sales Units : bil. Yen	FYE March 2024	FYE March 2025		
	Q1 actual results (a)	Q1 actual results (b)	YoY Change	
			Amount (b) - (a)	% (b)/(a)
Corporate/Environmental and social infrastructure domain	52.2	66.6	+14.4	+27.6%
Environmental & social innovation business	25.7	※1 [28.1]	+12.7 [+2.4]	+49.4% [+9.3%]
ICT solution business	26.5	28.2	+1.7	+6.4%
Telecommunications infrastructure domain	48.3	50.7	+2.4	+5.0%
NTT business	37.8	42.6	+4.8	+12.7%
Multi-carrier business	10.5	8.1	-2.4	-22.9%
Total	100.5	117.3	+16.8	+16.7%

FYE March 2024		FYE March 2025	
Full-year Results (c)	Progress (a)/(c)	Full-year Forecast (d)	Progress (b)/(d)
286.9	18.2%	351.0	19.0%
143.8 [130.8]	17.9% [19.6%]	208.5	18.4%
143.1	18.5%	142.5	19.8%
231.4	20.9%	219.0	23.2%
181.8	20.8%	175.5	24.3%
49.6	21.2%	43.5	18.6%
518.3	19.4%	570.0	20.6%

Net sales (*2MIRAI (future) domains) %	FYE March 2025 Q1 actual results
MIRAI domains composition ratio	43%

FYE March 2024 Full-year Results	FYE March 2025 Full-year Forecast
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 2024	FYE March 2025		
	Q1 actual results (a)	Q1 actual results (b)	YoY Change	
			Amount (b) - (a)	% (b) / (a)
Corporate/Environmental and social infrastructure domain	174.1	203.4	+29.3	+16.8%
Environmental & social innovation business	123.8	150.0	+26.2	+21.2%
ICT solution business	50.3	53.4	+3.1	+6.2%
Telecommunications infrastructure domain	89.9	90.7	+0.8	+0.9%
NTT business	55.7	62.0	+6.3	+11.3%
Multi-carrier business	34.2	28.7	-5.5	-16.1%
合計	264.0	294.1	+30.1	+11.4%

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 2024	FYE March 2025		
	Q1 actual results (a)	Q1 actual results (b)	YoY Change	
			Amount (b) - (a)	% (b) / (a)
Environmental & social innovation business	1.9 (7.4%)	4.6 (12.0%)	+2.7 (+4.6p)	+142.1%
ICT solution business	3.5 (13.2%)	4.2 (14.9%)	+0.7 (+1.7p)	+20.0%
Telecommunications infrastructure domain	5.2 (10.8%)	6.4 (12.6%)	+1.2 (+1.8p)	+23.1%
Total	10.6 (10.5%)	15.2 (13.0%)	+4.6 (+2.5p)	+43.4%

FYE March 2024		FYE March 2025	
Full-year Results (c)	Progress (a) / (c)	Full-year Forecast (d)	Progress (b) / (d)
14.3 (9.9%)	13.3%	29.0 (13.9%)	15.9%
16.4 (11.5%)	21.3%	23.0 (16.1%)	18.3%
31.0 (13.4%)	16.8%	31.0 (14.2%)	20.6%
61.7 (11.9%)	17.2%	83.0 (14.6%)	18.3%

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