

## Supplementary Financial Information for the Fiscal year Ended March 31, 2019

May 9, 2019

**MIRAIT Holdings Corporation** 

## 1. Financial Results

\* (Referecne) indicates results for the MIRAIT Group (Mirait, Mirait Technologies and Lantrovision(S) Ltd.) excluding the impact from the merged companies.

	FYE March 2018	FYE March 2019			FYE March 2019	FYE March 2020			FYE March 2020
	Full-year Results	Full-year Results			Full-year Results	Full-year Plan			Full-year Plan
Unit: bil. yen	(a)	(b)	YoY Change		(Reference)		YoY Change		(Reference)
			Amount (b) — (a)	% (b) ∕ (a)	Existing Group	(c)	Amount (c) — (b)	% (c)∕(b)	Existing Group
Orders received	326.3	392.6	+ 66.3	+ 20.3%	320.4	420.0	+ 27.4	+ 7.0%	325.5
Net sales	312.9	375.9	+ 63.0	+ 20.1%	330.8	430.0	+ 54.1	+ 14.4%	335.5
Gross profit (Gross profit margin)	39.7	46.9	+ 7.2	+ 18.1%	41.3	50.5	+ 3.6	+ 7.7%	41.5
	(12.7%)	(12.5%)	(- 0.2p)		(12.5%)	(11.7%)	(- 0.8p)		(12.4%)
SG&A (SG&A ratio)	23.0	26.2	+ 3.2	+ 13.9%	23.6	29.0	+ 2.8	+ 10.7%	23.5
	(7.4%)	(7.0%)	(- 0.4p)		(7.1%)	(6.7%)	(- 0.3p)		(7.0%)
Operating income (Operating income ratio)	16.7	20.6	+ 3.9	+ 23.4%	17.6	21.5	+ 0.9	+ 4.4%	18.0
	(5.3%)	(5.5%)	(+ 0.2p)		(5.3%)	(5.0%)	(- 0.5p)		(5.4%)
Ordinary Income	17.8	21.9	+ 4.1	+ 23.0%	18.7	23.0	+ 1.1	+ 5.0%	19.0
(Ordinary income ratio)	(5.7%)	(5.8%)	(+ 0.1p)		(5.7%)	(5.3%)	(- 0.5p)		(5.7%)
Profit attributable to owners of Parent (Profit margin)	11.5	25.7	+ 14.2	+ 123.5%	13.5	15.0	- 10.7	- 41.6%	12.5
	(3.7%)	(6.8%)	(+ 3.1p)		(4.1%)	(3.5%)	(- 3.3p)		(3.7%)
Construction account carried forward	128.2	144.9	+ 16.7	_	_	_	_	_	_

<sup>\*</sup> 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.

	FYE March 2018		FYE March 2019		FYE March 2020			
Orders received	Full-year Results		Full-year Results		Full-year Plan			
Units: bil. Yen	(a)	(b)	YoY Change (b) — (a)	Percentage change (b) / (a)	(c)	YoY Change (c) — (b)	Percentage change (c) / (b)	
NTT Business	97.5·	(97.5)	(-0.0)	(-0.0%)	(98.0)	(+0.5)	(+0.5%)	
		137.7	+ 40.2	+ 41.2%	154.0	+ 16.3	+ 11.8%	
Multi-carrier business	88.3	(86.7)	(-1.6)	(-1.8%)	(90.5)	(+3.8)	(+4.4%)	
		95.1	+ 6.8	+ 7.7%	100.0	+ 4.9	+ 5.2%	
Environmental & social innovation business	54.3	(43.7)	(-10.6)	(- 19.5%)	(48.0)	(+4.3)	(+9.8%)	
		58.4	+ 4.1	+ 7.6%	60.0	+ 1.6	+ 2.7%	
ICT solution business	86.0	(92.4)	(+6.4)	(+7.4%)	(89.0)	(-3.4)	(-3.7%)	
		101.2	+ 15.2	+ 17.7%	106.0	+ 4.8	+ 4.7%	
Total	326.3	(320.4)	(-5.9)	(-1.8%)	(325.5)	(+5.1)	(+1.6%)	
		392.6	+ 66.3	+ 20.3%	420.0	+ 27.4	+ 7.0%	
	FYE March 2018		FYE March 2019			FYE March 2020		
Net sales	FYE March 2018 Full-year Results		FYE March 2019 Full-year Results			FYE March 2020 Full-year Plan		
Net sales Units: bil. Yen		(b)		Percentage change (b) / (a)	(c)		Percentage change (c)/(b)	
Units: bil. Yen	Full-year Results (a)	(b) (101.8)	Full-year Results YoY Change		(c) (99.0)	Full-year Plan YoY Change		
	Full-year Results		Full-year Results  YoY Change (b)—(a)	(b) / (a)		Full-year Plan YoY Change (c) — (b)	(c)/(b)	
Units: bil. Yen  NTT Business	Full-year Results  (a)  100.5	(101.8)	Full-year Results  YoY Change (b)—(a)  (+1.3)	(b)/(a) (+1.3%)	(99.0)	Full-year Plan  YoY Change (c)—(b)  (-2.8)	(c)/(b) (-2.8%)	
Units: bil. Yen	Full-year Results (a)	(101.8) 128.3	Full-year Results  YoY Change (b)—(a)  (+1.3)  + 27.8	(b)/(a) (+1.3%) +27.7%	(99.0) 155.0	Full-year Plan  YoY Change (c)—(b)  (-2.8)  + 26.7	(c)/(b) (-2.8%) +20.8%	
Units: bil. Yen  NTT Business	Full-year Results  (a)  100.5	(101.8) 128.3 (87.6)	Full-year Results  YoY Change (b)—(a)  (+1.3)  + 27.8  (+3.5)	(b)/(a) (+1.3%) +27.7% (+4.2%)	(99.0) 155.0 (89.0)	Full-year Plan  YoY Change (c)—(b)  (-2.8)  +26.7  (+1.4)	(c)/(b) (-2.8%) +20.8% (+1.6%)	
Units: bil. Yen  NTT Business  Multi-carrier business	Full-year Results  (a)  100.5	(101.8) 128.3 (87.6) 92.5	Full-year Results  YoY Change (b)—(a)  (+1.3)  + 27.8  (+3.5)  + 8.4	(b)/(a) (+1.3%) +27.7% (+4.2%) +10.0%	(99.0) 155.0 (89.0) 98.0	Full-year Plan  YoY Change (c)—(b)  (-2.8) +26.7 (+1.4) +5.5	(c)/(b) (-2.8%) +20.8% (+1.6%) +5.9%	
NTT Business  Multi-carrier business  Environmental & social innovation business	Full-year Results  (a)  100.5  84.1	(101.8) 128.3 (87.6) 92.5 (50.3)	Full-year Results  YoY Change (b)—(a)  (+1.3)  + 27.8  (+3.5)  + 8.4  (+6.7)	(b)/(a) (+1.3%) +27.7% (+4.2%) +10.0% (+15.4%)	(99.0) 155.0 (89.0) 98.0 (62.0)	Full-year Plan  YoY Change (c)—(b)  (-2.8)  +26.7  (+1.4)  +5.5  (+11.7)	(c)/(b) (-2.8%) +20.8% (+1.6%) +5.9% (+23.3%)	
Units: bil. Yen  NTT Business  Multi-carrier business  Environmental & social	Full-year Results  (a)  100.5	(101.8) 128.3 (87.6) 92.5 (50.3) 56.3	Full-year Results  YoY Change (b)—(a)  (+1.3)  + 27.8  (+3.5)  + 8.4  (+6.7)  + 12.7	(b)/(a) (+1.3%) +27.7% (+4.2%) +10.0% (+15.4%) +29.1%	(99.0) 155.0 (89.0) 98.0 (62.0) 74.0	Full-year Plan  YoY Change (c)—(b)  (-2.8)  +26.7  (+1.4)  +5.5  (+11.7)  +17.7	(c)/(b) (-2.8%) +20.8% (+1.6%) +5.9% (+23.3%) +31.4%	
NTT Business  Multi-carrier business  Environmental & social innovation business	Full-year Results  (a)  100.5  84.1	(101.8) 128.3 (87.6) 92.5 (50.3) 56.3 (90.9)	Full-year Results  YoY Change (b)—(a)  (+1.3)  + 27.8  (+3.5)  + 8.4  (+6.7)  + 12.7  (+6.3)	(b)/(a) (+1.3%) +27.7% (+4.2%) +10.0% (+15.4%) +29.1% (+7.4%)	(99.0) 155.0 (89.0) 98.0 (62.0) 74.0 (85.5)	Full-year Plan  YoY Change (c) — (b)  (-2.8)  +26.7  (+1.4)  +5.5  (+11.7)  +17.7  (-5.4)	(c)/(b) (-2.8%) +20.8% (+1.6%) +5.9% (+23.3%) +31.4% (-5.9%)	

<sup>\*</sup> 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