



# Supplementary Financial Information for the Nine Months ended December 31, 2017

February 2, 2018

MIRAIT Holdings Corporation

# 1. Financial Results

Units: bil. yen	FYE March 2017		FYE March 2018			FYE March 2017		FYE March 2018	
	Q3 actual results	Ratio	Q3 actual results	Ratio	YoY Change (Percentage change) (b)–(a)	Full-year Results	Progress	Full-year Plan	Progress
	(a)		(b)			(c)	(a) / (c)	(d)	(b) / (d)
Orders received	231.8	—	246.0	—	+ 14.2 (+ 6.1%)	323.3	71.7%	310.0	79.4%
Net sales	171.5	100%	206.6	100%	+ 35.1 (+ 20.5%)	283.2	60.6%	310.0	66.6%
Gross profit	18.4	10.7%	25.8	12.5%	+ 7.4 (+ 40.2%)	33.5	54.9%	37.2	69.4%
SG&A	17.1	10.0%	17.2	8.3%	+ 0.1 (+ 0.6%)	23.4	73.1%	24.7	69.6%
Operating income	1.2	0.7%	8.6	4.2%	+ 7.4 (+ 616.7%)	10.0	12.0%	12.5	68.8%
Ordinary income	1.4	0.8%	9.6	4.6%	+ 8.2 (+ 585.7%)	10.5	13.3%	13.0	73.8%
Profit attributable to owners of parent	0.2	0.1%	5.8	2.8%	+ 5.6 (—)	6.4	3.1%	8.0	72.5%
Construction account carried forward	135.0	—	154.3	—	+ 19.3	114.8	—	—	—

\* 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 2017 Q3 actual results	FYE March 2018 Q3 actual results	YoY Change (Percentage change)	FYE March 2017 Full-year Results	Progress	FYE March 2018 Full-year Plan	Progress
	(a)	(b)	(b) - (a)	(c)	(a) / (c)	(d)	(b) / (d)
NTT Business	72.9	69.5	- 3.4 (- 4.7%)	104.2	70.0%	92.0	75.5%
Multi-carrier business	63.4	70.1	+ 6.7 (+ 10.6%)	88.6	71.6%	84.5	83.0%
Environmental & social innovation business	45.1	44.1	- 1.0 (+ 2.2%)	59.0	76.4%	56.0	78.8%
ICT solution business	50.2	62.2	+ 12.0 (+ 23.9%)	71.4	70.3%	77.5	80.3%
<b>Total</b>	<b>231.8</b>	<b>246.0</b>	<b>+ 14.2 (+ 6.1%)</b>	<b>323.3</b>	<b>71.7%</b>	<b>310.0</b>	<b>79.4%</b>

  

Net sales Units: bil. Yen	FYE March 2017 Q3 actual results	FYE March 2018 Q3 actual results	YoY Change (Percentage change)	FYE March 2017 Full-year Results	Progress	FYE March 2018 Full-year Plan	Progress
	(a)	(b)	(b) - (a)	(c)	(a) / (c)	(d)	(b) / (d)
NTT Business	61.6	68.4	+ 6.8 (+ 11.0%)	98.2	62.7%	97.0	70.5%
Multi-carrier business	45.4	55.1	+ 9.7 (+ 21.4%)	76.9	59.0%	84.0	65.6%
Environmental & social innovation business	22.5	25.5	+ 3.0 (+ 13.3%)	42.0	53.6%	49.0	52.0%
ICT solution business	42.0	57.4	+ 15.4 (+ 36.7%)	65.9	63.7%	80.0	71.8%
<b>Total</b>	<b>171.5</b>	<b>206.6</b>	<b>+ 35.1 (+ 20.5%)</b>	<b>283.2</b>	<b>60.6%</b>	<b>310.0</b>	<b>66.6%</b>

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

### 3. Earnings by Segment

Units: bil. yen	MIRAIT (Consolidated Basis)					MIRAIT Technologies (Consolidated Basis)					Lantrovision (Consolidated Basis)				
	FYE March 2017		FYE March 2018		Change	FYE March 2017		FYE March 2018		Change	FYE March 2017		FYE March 2018		Change
	Q3 actual results	Ratio	Q3 actual results	Ratio		Q3 actual results	Ratio	Q3 actual results	Ratio		Q3 actual results	Ratio	Q3 actual results	Ratio	
Net sales	103.6	100%	129.8	100%	+ 26.2	65.4	100%	70.9	100%	+ 5.5	7.7	100%	11.1	100%	+ 3.4
Gross Profit	10.2	9.8%	17.5	13.5%	+ 7.3	5.8	8.9%	6.7	9.4%	+ 0.9	2.1	27.3%	1.4	12.6%	- 0.7
SG&A	9.8	9.5%	10.0	7.7%	+ 0.2	5.7	8.7%	5.9	8.3%	+ 0.2	1.8	23.4%	1.3	11.7%	- 0.5
Operating income	0.4	0.4%	7.5	5.8%	+ 7.1	0.1	0.2%	0.8	1.1%	+ 0.7	0.3	3.9%	0.1	0.9%	- 0.2

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

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