



Supplementary Materials for the Fiscal year Ended March 31, 2017

April 28, 2017

MIRAIT Holdings Corporation

1. Financial Results

Units: bil. yen	FYE March 2016		FYE March 2017			FYE March 2018		
	Full-year results	Composition ratio	Full-year results	Composition ratio	YoY Change (Percentage change) (b) - (a)	Full-year Forecast	Composition ratio	YoY Change (Percentage change) (c) - (b)
	(a)		(b)			(c)		
Orders received	260.7	—	323.3	—	+ 62.6 (+ 24.0%)	310.0	—	- 13.3 (- 4.1%)
Net sales	269.5	100%	283.2	100%	+ 13.7 (+ 5.1%)	310.0	100%	+ 26.8 (+ 9.5%)
Gross profit on sales	25.8	9.6%	33.5	11.8%	+ 7.7 (+ 29.8%)	37.2	12.0%	+ 3.7 (+ 11.0%)
SG&A	19.7	7.3%	23.4	8.3%	+ 3.7 (+ 18.8%)	24.7	8.0%	+ 1.3 (+ 5.6%)
Operating income	6.1	2.3%	10.0	3.5%	+ 3.9 (+ 63.9%)	12.5	4.0%	+ 2.5 (+ 25.0%)
Ordinary income	6.7	2.5%	10.5	3.7%	+ 3.8 (+ 56.7%)	13.0	4.2%	+ 2.5 (+ 23.8%)
Profit attributable to owners of parent	3.6	1.3%	6.4	2.3%	+ 2.8 (+ 77.8%)	8.0	2.6%	+ 1.6 (+ 25.0%)
Construction account carried forward	74.7	—	114.8	—	+ 40.1	—	—	—

* 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 2016	FYE March 2017	YoY Change (Percentage change)	FYE March 2018 (Plan)	YoY Change (Percentage change)
	(a)	(b)	(b) - (a)	(c)	(c) - (b)
NTT Business	95.7	104.2	+ 8.5 (+ 8.9%)	92.0	- 12.2 (- 11.7%)
Multi-carrier business	73.1	88.6	+ 15.5 (+ 21.2%)	84.5	- 4.1 (- 4.6%)
Environmental & social innovation business	46.2	59.0	+ 12.8 (+ 27.7%)	56.0	- 3.0 (- 5.1%)
ICT solution business	45.5	71.4	+ 25.9 (+ 56.9%)	77.5	+ 6.1 (+ 8.5%)
Total	260.7	323.3	+ 62.6 (+ 24.0%)	310.0	- 13.3 (- 4.1%)

Net sales: Units: bil. yen	FYE March 2016	FYE March 2017	YoY Change (Percentage change)	FYE March 2018 (Plan)	YoY Change (Percentage change)
	(a)	(b)	(b) - (a)	(c)	(c) - (b)
NTT Business	95.1	98.2	+ 3.1 (+ 3.3%)	95.0	- 3.2 (- 3.3%)
Multi-carrier business	76.1	76.9	- 0.8 (- 1.1%)	79.0	+ 2.1 (+ 2.7%)
Environmental & social innovation business	53.6	42.0	- 11.6 (- 21.6%)	59.0	+ 17.0 (+ 40.5%)
ICT solution business	44.5	65.9	+ 21.4 (+ 48.1%)	77.0	+ 11.1 (+ 16.8%)
Total	269.5	283.2	+ 13.7 (+ 5.1%)	310.0	+ 26.8 (+ 9.5%)

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

3. Earnings by Segment

Units: bil. yen	MIRAIT (Consolidated Basis)					MIRAIT Technologies (Consolidated Basis)					MIRAIT Singapore(Consolidated Basis)				
	FYE March 2016		FYE March 2017		Change	FYE March 2016		FYE March 2017		Change	FYE March 2016		FYE March 2017		Change
	Full-year Results	Ratio	Full-year Results	Ratio		Full-year Results	Ratio	Full-year Results	Ratio		Full-year Results	Ratio	Full-year Results	Ratio	
Net sales	178.8	100%	175.0	100%	- 3.8	100.7	100%	105.6	100%	+ 4.9	—	—	12.0	100%	—
Gross Profit	16.6	9.3%	20.5	11.7%	+ 3.9	9.1	9.0%	9.3	8.8%	+ 0.2	—	—	3.5	29.2%	—
SG&A	12.1	6.8%	13.2	7.5%	+ 1.1	7.5	7.4%	7.7	7.3%	+ 0.2	—	—	2.8	23.3%	—
Operating income	4.5	2.5%	7.3	4.2%	+ 2.8	1.5	1.5%	1.5	1.4%	+ 0.0	—	—	0.7	5.8%	—

* 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