



# Supplementary Financial Information for the Fiscal year Ended March 31, 2023

May 15, 2023

MIRAIT ONE Corporation

# 1. Financial Results

Units: bil. yen	FYE March 2022	FYE March 2023			FYE March 2024		
	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	521.3	498.2	-23.1	- 4.4%	530.0	+ 31.8	+ 6.4%
Net sales	470.3	484.0 [432.4]	+ 13.7 [-37.9]	+ 2.9% [- 8.1%]	520.0	+ 36.0	+ 7.4%
Gross profit (Gross profit margin)	66.2 (14.1%)	60.5 (12.5%)	- 5.7 (- 1.6p)	- 8.6%	67.5	+ 7.0	+ 11.6%
SG&A (SG&A ratio)	33.4 (7.1%)	38.7 (8.0%)	+ 5.3 (+ 0.9p)	+ 15.9%	41.5	+ 2.8	+ 7.2%
Operating income (Operating income ratio)	32.8 (7.0%)	21.8 (4.5%)	- 11.0 (- 2.5p)	- 33.5%	26.0	+ 4.2	+ 19.3%
Ordinary Income (Ordinary income ratio)	34.1 (7.3%)	22.3 (4.6%)	- 11.8 (- 2.6p)	- 34.6%	26.5	+ 4.2	+ 18.8%
Profit attributable to owners of parent (Profit margin)	25.1 (5.3%)	14.7 (3.1%)	- 10.4 (- 2.3p)	- 41.4%	18.0	+ 3.3	+ 22.4%
Construction account carried forward	208.4	※ 222.7	+ 14.3	+ 6.9%	—	—	—

– The figures in [ ] represent values excluding the results of Seibu Construction Co., Ltd.

※ Results for the Current Fiscal Year by Business Segment of Carryover Construction Costs (bil. yen)

- Environmental & social innovation business : 101.4
- ICT solution business : 41.5
- NTT business : 49.9
- Multi-carrier business : 29.9

## 2. Orders Received, Net Sales

Orders received Units : bil. Yen	FYE March 2022	FYE March 2023			FYE March 2024		
	Full-year Results (a)	Full-year Results (b)	YoY Change		Full-year Forecast (c)	YoY Change	
			Amount (b) – (a)	% (b) / (a)		Amount (b) – (a)	% (b) / (a)
Corporate/Environmental and social infrastructure domain	261.6	259.1	- 2.5	- 1.0%	299.5	+ 40.4	+ 15.6%
Environmental & social innovation business	117.5	116.3	- 1.2	- 1.0%	166.5	+ 50.2	+ 43.2%
ICT solution business	144.1	142.8	- 1.3	- 0.9%	133.0	- 9.8	- 6.9%
Telecommunications infrastructure domain	259.7	239.1	- 20.6	- 7.9%	230.5	- 8.6	- 3.6%
NTT business	191.5	184.5	- 7.0	- 3.7%	179.5	- 5.0	- 2.7%
Multi-carrier business	68.2	54.6	- 13.6	- 19.9%	51.0	- 3.6	- 6.6%
<b>Total</b>	<b>521.3</b>	<b>498.2</b>	<b>- 23.1</b>	<b>- 4.4%</b>	<b>530.0</b>	<b>+ 31.8</b>	<b>+ 6.4%</b>

Net sales Units : bil. Yen	FYE March 2022	FYE March 2023			FYE March 2024		
	Full-year Results (a)	Full-year Results (b)	YoY Change		Full-year Forecast (c)	YoY Change	
			Amount (b) – (a)	% (b) / (a)		Amount (b) – (a)	% (b) / (a)
Corporate/Environmental and social infrastructure domain	196.9	239.8	+ 42.9	+ 21.8%	288.0	+ 48.2	+ 20.1%
Environmental & social innovation business	55.6	112.0 [60.4]	+ 56.4 [+ 4.8]	+ 101.4% [+ 8.6%]	147.5	+ 35.5	+ 31.7%
ICT solution business	141.3	127.8	- 13.5	- 9.6%	140.5	+12.7	+ 9.9%
Telecommunications infrastructure domain	273.4	244.2	- 29.2	- 10.7%	232.0	- 12.2	- 5.0%
NTT business	204.3	184.3	- 20.0	- 9.8%	176.0	- 8.3	- 4.5%
Multi-carrier business	69.1	59.9	- 9.2	- 13.3%	56.0	- 3.9	- 6.5%
<b>Total</b>	<b>470.3</b>	<b>484.0</b> [432.4]	<b>+ 13.7</b> [- 37.9]	<b>+ 2.9%</b> [- 8.1%]	<b>520.0</b>	<b>+ 36.0</b>	<b>+ 7.4%</b>

– The figures in [ ] represent values excluding the results of Seibu Construction Co., Ltd.

– Orders received and sales figures for the previous fiscal year (full year ending March 2022) have been rearranged according to the new business classification.

### 3. Gross profit by business segment

Gross profit (Gross profit margin) Units: bil. Yen	FYE March 2022	FYE March 2023			FYE March 2024		
	Full-year Results (a)	Full-year Results (b)	YoY Change		Full-year Forecast (c)	YoY Change	
			Amount (b) – (a)	% (b) / (a)		Amount (b) – (a)	% (b) / (a)
Environmental & social innovation business	6.5 (11.7%)	10.6 (9.5%)	+ 4.1 (- 2.2p)	+ 63.1%	15.0 (10.2%)	+ 4.4 (+ 0.7p)	+ 41.5%
ICT solution business	20.4 (14.4%)	18.1 (14.2%)	- 2.3 (- 0.2p)	- 11.3%	22.0 (15.7%)	+ 3.9 (+ 1.5p)	+ 21.5%
Telecommunications infrastructure domain	39.3 (14.4%)	31.8 (13.0%)	- 7.5 (- 1.4p)	- 19.1%	30.5 (13.1%)	- 1.3 (+ 0.1p)	- 4.1%
<b>Total</b>	66.2 (14.1%)	60.5 (12.5%)	- 5.7 (- 1.6p)	- 8.6%	67.5 (13.0%)	+ 7.0 (+ 0.5p)	+ 11.6%

— Orders received and sales figures for the previous fiscal year (full year ending March 2022) have been rearranged according to the new business classification.

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