



# Supplementary Financial Information for the Three Months ended June 30, 2023

August 10, 2023

MIRAIT ONE Corporation

# 1. Financial Results

Units: bil. yen	FYE March 2023	FYE March 2024		FYE March 2023		FYE March 2024		
	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	128.8	141.8	+ 13.0	+ 10.1%	498.2	25.9%	530.0	26.8%
Net sales	95.3	100.5	+ 5.2	+ 5.5%	484.0	19.7%	520.0	19.3%
Gross profit (Gross profit margin)	9.0 (9.4%)	10.6 (10.5%)	+ 1.6 (+ 1.1p)	+ 17.8%	60.5 (12.5%)	14.9%	67.5 (13.0%)	15.7%
SG&A (SG&A ratio)	10.1 (10.6%)	9.7 (9.7%)	- 0.4 (-0.9p)	- 4.0%	38.7 (8.0%)	26.1%	41.5 (8.0%)	23.4%
Operating income (Operating income ratio)	- 1.1 (-)	0.9 (0.9%)	+ 2.0 (-)	-	21.8 (4.5%)	-	26.0 (5.0%)	3.5%
EBITDA (EBITDA ratio)	1.1 (1.2%)	3.1 (3.1%)	+ 2.0 (+1.9p)	-	31.2 (6.4%)	-	34.4 (6.6%)	-
Ordinary income (Ordinary income ratio)	- 0.7 (-)	1.5 (1.5%)	+ 2.2 (-)	-	22.3 (4.6%)	-	26.5 (5.1%)	5.7%
Profit attributable to owners of parent (Profit margin)	- 0.8 (-)	- 0.6 (-)	+ 0.2 (-)	-	14.7 (3.0%)	-	18.0 (3.5%)	-
Construction account carried forward	242.0	264.0	+ 22.0	+ 9.1%	222.7	-	-	-

(Note) • EBITDA : Operating income + Depreciation and amortization + goodwill amortization

## 2. Orders Received, Net Sales by business segment

Orders received Units : bil. Yen	FYE March 2023	FYE March 2024			FYE March 2023		FYE March 2024	
	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)				
Corporate/Environmental and social infrastructure domain	65.4	83.3	+ 17.9	+ 27.4%	259.1	25.2%	299.5	27.8%
Environmental & social innovation business	32.1	48.0	+ 15.9	+ 49.5%	116.3	27.6%	166.5	28.8%
ICT solution business	33.3	35.3	+ 2.0	+ 6.0%	142.8	23.3%	133.0	26.5%
Telecommunications infrastructure domain	63.4	58.5	- 4.9	- 7.7%	239.1	26.5%	230.5	25.4%
NTT business	46.7	43.7	- 3.0	- 6.4%	184.5	25.3%	179.5	24.3%
Multi-carrier business	16.7	14.8	- 1.9	- 11.4%	54.6	30.6%	51.0	29.0%
<b>Total</b>	<b>128.8</b>	<b>141.8</b>	<b>+ 13.0</b>	<b>+ 10.1%</b>	<b>498.2</b>	<b>25.9%</b>	<b>530.0</b>	<b>26.8%</b>

Orders received (*MIRAI (future) domains) %	FYE March 2024 Q1 actual results
MIRAI domains composition ratio	40 %

FYE March 2023 Full-year Results
30 %

Net sales Units : bil. Yen	FYE March 2023	FYE March 2024			FYE March 2023		FYE March 2024	
	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)				
Corporate/Environmental and social infrastructure domain	43.8	52.2	+ 8.4	+ 19.2%	239.8	18.3%	288.0	18.1%
Environmental & social innovation business	18.6	25.7	+ 7.1	+ 38.2%	112.0	16.6%	147.5	17.4%
ICT solution business	25.2	26.5	+ 1.3	+ 5.2%	127.8	19.7%	140.5	18.9%
Telecommunications infrastructure domain	51.4	48.3	- 3.1	- 6.0%	244.2	21.0%	232.0	20.8%
NTT business	38.1	37.8	- 0.3	- 0.8%	184.3	20.7%	176.0	21.5%
Multi-carrier business	13.2	10.5	- 2.7	- 20.5%	59.9	22.0%	56.0	18.8%
<b>Total</b>	<b>95.3</b>	<b>100.5</b>	<b>+ 5.2</b>	<b>+ 5.5%</b>	<b>484.0</b>	<b>19.7%</b>	<b>520.0</b>	<b>19.3%</b>

Net sales (*MIRAI (future) domains) %	FYE March 2024 Q1 actual results
MIRAI domains composition ratio	34 %

FYE March 2023 Full-year Results	FYE March 2024 Full-year Forecast
29 %	35 %

(Note) \*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 2023	FYE March 2024		
	Q1 actual results (a)	Q1 actual results (b)	YoY Change	
			Amount (b) - (a)	% (b)/(a)
Corporate/Environmental and social infrastructure domain	145.7	174.1	+ 28.4	+ 19.5%
Environmental & social innovation business	109.9	123.8	+ 13.9	+ 12.6%
ICT solution business	35.8	50.3	+ 14.5	+ 40.5%
Telecommunications infrastructure domain	96.3	89.9	- 6.4	- 6.6%
NTT business	57.5	55.7	- 1.8	- 3.1%
Multi-carrier business	38.8	34.2	- 4.6	- 11.9%
合計	242.0	264.0	+ 22.0	+ 9.1%

### 4. Gross profit by business segment

Gross profit (Gross profit margin) Units: bil. Yen	FYE March 2023	FYE March 2024		
	Q1 actual results (a)	Q1 actual results (b)	YoY Change	
			Amount (b) - (a)	% (b)/(a)
Environmental & social innovation business	1.1 (5.9%)	1.9 (7.4%)	+ 0.8 (+ 1.5p)	+ 72.7%
ICT solution business	3.3 (13.1%)	3.5 (13.2%)	+ 0.2 (+ 0.1p)	+ 6.1%
Telecommunications infrastructure domain	4.5 (8.8%)	5.2 (10.8%)	+ 0.7 (+ 2.0p)	+ 15.6%
Total	9.0 (9.4%)	10.6 (10.5%)	+ 1.6 (+ 1.1p)	+ 17.8%

FYE March 2023		FYE March 2024	
Full-year Results (c)	Progress (a)/(c)	Full-year Forecast (d)	Progress (b)/(d)
10.6 (9.5%)	10.4%	15.0 (10.2%)	12.7%
18.1 (14.2%)	18.2%	22.0 (15.7%)	15.9%
31.8 (13.0%)	14.2%	30.5 (13.1%)	17.0%
60.5 (12.5%)	14.9%	67.5 (13.0%)	15.7%

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