



Supplementary Financial Information for the Six Months ended September 30, 2023

November 10, 2023

MIRAIT ONE Corporation

1. Financial Results

Units: bil. yen	FYE March 2023	FYE March 2024			FYE March 2023		FYE March 2024	
	Q2 actual results (a)	Q2 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	240.4	262.1	+21.7	+9.0%	498.2	48.3%	530.0	49.5%
Net sales	202.0	216.6	+14.6	+7.2%	484.0	41.7%	520.0	41.7%
Gross profit (Gross profit margin)	21.2 (10.5%)	21.8 (10.1%)	+0.6 (-0.4p)	+2.8%	60.5 (12.5%)	35.0%	67.5 (13.0%)	32.3%
SG&A (SG&A ratio)	20.3 (10.0%)	19.4 (9.0%)	-0.9 (-1.0p)	-4.4%	38.7 (8.0%)	52.5%	41.5 (8.0%)	46.7%
Operating income (Operating income ratio)	0.9 (0.4%)	2.4 (1.1%)	+1.5 (+0.7p)	+166.7%	21.8 (4.5%)	4.1%	26.0 (5.0%)	9.2%
EBITDA (EBITDA ratio)	2.8 (1.4%)	7.1 (3.3%)	+4.3 (+1.9p)	+153.6%	31.2 (6.4%)	9.0%	34.4 (6.6%)	20.6%
Ordinary income (Ordinary income ratio)	1.4 (0.7%)	3.1 (1.4%)	+1.7 (+0.7p)	+121.4%	22.3 (4.6%)	6.3%	26.5 (5.1%)	11.7%
Profit attributable to owners of parent (Profit margin)	0.4 (0.2%)	0.2 (0.1%)	-0.2 (-0.1p)	-50.0%	14.7 (3.0%)	2.7%	18.0 (3.5%)	1.1%
Construction account carried forward	247.4	268.2	+20.8	+8.4%	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		
	Q2 actual results (a)	Q2 actual results (b)	YoY Change	
			Amount (b) - (a)	% (b)/(a)
Corporate/Environmental and social infrastructure domain	119.2	143.8	+ 24.6	+ 20.6%
Environmental & social innovation business	54.2	75.3	+ 21.1	+ 38.9%
ICT solution business	65.0	68.5	+ 3.5	+ 5.4%
Telecommunications infrastructure domain	121.2	118.3	- 2.9	- 2.4%
NTT business	92.3	92.4	+ 0.1	+ 0.1%
Multi-carrier business	28.9	25.9	- 3.0	- 10.4%
Total	240.4	262.1	+ 21.7	+ 9.0%

FYE March 2023		FYE March 2024	
Full-year Results (c)	Progress (a) / (c)	Full-year Forecast (d)	Progress (b) / (d)
259.1	46.0%	299.5	48.0%
116.3	46.6%	160.0	47.1%
142.8	45.5%	139.5	49.1%
239.1	50.7%	230.5	51.3%
184.5	50.0%	177.5	52.1%
54.6	52.9%	53.0	48.9%
498.2	48.3%	530.0	49.5%

Orders received (*MIRAI (future) domains) %	FYE March 2024 Q2 actual results
MIRAI domains composition ratio	3 4 %

FYE March 2023 Full-year Results
3 0 %

Net sales Units : bil. Yen	FYE March 2023	FYE March 2024		
	Q2 actual results (a)	Q2 actual results (b)	YoY Change	
			Amount (b) - (a)	% (b)/(a)
Corporate/Environmental and social infrastructure domain	94.6	115.0	+ 20.4	+ 21.6%
Environmental & social innovation business	41.4	53.4	+ 12.0	+ 29.0%
ICT solution business	53.2	61.6	+ 8.4	+ 15.8%
Telecommunications infrastructure domain	107.4	101.6	- 5.8	- 5.4%
NTT business	80.6	80.1	0.5	- 0.6%
Multi-carrier business	26.8	21.5	- 5.3	- 19.8%
Total	202.0	216.6	+ 14.6	+ 7.2%

FYE March 2023		FYE March 2024	
Full-year Results (c)	Progress (a) / (c)	Full-year Forecast (d)	Progress (b) / (d)
239.8	39.4%	284.0	40.5%
112.0	37.0%	143.5	37.2%
127.8	41.6%	140.5	43.8%
244.2	44.0%	236.0	43.1%
184.3	43.7%	177.5	45.1%
59.9	44.7%	58.5	36.8%
484.0	41.7%	520.0	41.7%

Net sales (*MIRAI (future) domains) %	FYE March 2024 Q2 actual results
MIRAI domains composition ratio	3 3 %

FYE March 2023 Full-year Results	FYE March 2024 Full-year Forecast
2 9 %	3 5 %

(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		
	Q2 actual results (a)	Q2 actual results (b)	YoY Change	
			Amount (b) - (a)	% (b) / (a)
Corporate/Environmental and social infrastructure domain	148.1	171.8	+ 23.7	+ 16.0%
Environmental & social innovation business	109.4	123.3	+ 13.9	+ 12.7%
ICT solution business	38.7	48.5	+ 9.8	+ 25.3%
Telecommunications infrastructure domain	99.3	96.4	- 2.9	- 2.9%
NTT business	61.8	62.1	+ 0.3	+ 0.5%
Multi-carrier business	37.5	34.3	- 3.2	- 8.5%
合計	247.4	268.2	+ 20.8	+ 8.4%

We have released on our website the "Action to implement management that is conscious of cost of capital and stock price", as requested by the Tokyo Stock Exchange.

(<https://ir.mirait-one.com/en/realizing/index.html>)

4. Gross profit by business segment

Gross profit (Gross profit margin) Units: bil. Yen	FYE March 2023	FYE March 2024		
	Q2 actual results (a)	Q2 actual results (b)	YoY Change	
			Amount (b) - (a)	% (b) / (a)
Environmental & social innovation business	2.4 (5.8%)	2.9 (5.4%)	+ 0.5 (- 0.4p)	+ 20.8%
ICT solution business	7.3 (13.7%)	6.8 (11.0%)	- 0.5 (- 2.7p)	- 6.8%
Telecommunications infrastructure domain	11.5 (10.7%)	12.1 (11.9%)	+ 0.6 (+ 1.2p)	+ 5.2%
Total	21.2 (10.5%)	21.8 (10.1%)	+ 0.6 (- 0.4p)	+ 2.8%

FYE March 2023		FYE March 2024	
Full-year Results (c)	Progress (a) / (c)	Full-year Forecast (d)	Progress (b) / (d)
10.6 (9.5%)	22.6%	15.0 (10.5%)	19.3%
18.1 (14.2%)	40.3%	20.5 (14.6%)	33.2%
31.8 (13.0%)	36.2%	32.0 (13.6%)	37.8%
60.5 (12.5%)	35.0%	67.5 (13.0%)	32.3%

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