



Supplementary Financial Information Nine Months ended December 31, 2023

February 13, 2024

MIRAIT ONE Corporation

1. Financial Results

Units: bil. yen	FYE March 2023	FYE March 2024		FYE March 2023		FYE March 2024		
	Q3 actual results (a)	Q3 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	368.6	※ ¹ 413.5	+44.9	+12.2%	498.2	74.0%	550.0	75.2%
Net sales	320.7	343.8	+23.1	+7.2%	484.0	66.3%	520.0	66.1%
Gross profit (Gross profit margin)	35.5 (11.1%)	34.7 (10.1%)	-0.8 (-1.0p)	-2.3%	60.5 (12.5%)	58.7%	65.0 (12.5%)	53.4%
SG&A (SG&A ratio)	29.4 (9.2%)	29.8 (8.7%)	+0.4 (-0.5p)	+1.4%	38.7 (8.0%)	76.0%	45.0 (8.7%)	66.2%
Operating income (Operating income ratio)	6.1 (1.9%)	4.9 (1.4%)	-1.2 (-0.5p)	-19.7%	21.8 (4.5%)	28.0%	20.0 (3.8%)	24.5%
〔 ※ ² EBITDA (EBITDA ratio) 〕	13.1 (4.1%)	11.9 (3.5%)	-1.2 (-0.6p)	-9.2%	31.2 (6.4%)	42.0%	28.8 (5.5%)	41.3%
Ordinary income (Ordinary income ratio)	6.5 (2.0%)	5.8 (1.7%)	-0.7 (-0.3p)	-10.8%	22.3 (4.6%)	29.1%	20.5 (3.9%)	28.3%
Profit attributable to owners of parent (Profit margin)	3.3 (1.0%)	0.9 (0.3%)	-2.4 (-0.7p)	-72.7%	14.7 (3.0%)	22.4%	14.0 (2.7%)	6.4%
Construction account carried forward	257.5	292.4	+ 34.9	+ 13.6%	222.7	—	—	—

※¹ Includes 25 billion yen of construction account carried forward by Kokusai Kogyo Co., Ltd

※² 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		
	Q3 actual results (a)	Q3 actual results (b)	YoY Change	
			Amount (b) - (a)	% (b)/(a)
Corporate/Environmental and social infrastructure domain	190.0	236.3	+46.3	+24.4%
Environmental & social innovation business	84.0	※ ¹ 130.9	+46.9	+55.8%
ICT solution business	106.0	105.4	-0.6	-0.6%
Telecommunications infrastructure domain	178.6	177.2	-1.4	-0.8%
NTT business	135.8	141.3	+5.5	+4.1%
Multi-carrier business	42.8	35.9	-6.9	-16.1%
Total	368.6	413.5	+44.9	+12.2%

FYE March 2023		FYE March 2024	
Full-year Results (c)	Progress (a) / (c)	Full-year Forecast (d)	Progress (b) / (d)
259.1	73.3%	321.5	73.5%
116.3	72.2%	184.5	70.9%
142.8	74.2%	137.0	76.9%
239.1	74.7%	228.5	77.5%
184.5	73.6%	185.5	76.2%
54.6	78.4%	43.0	83.5%
498.2	74.0%	550.0	75.2%

Orders received (※ ² MIRAI (future) domains) %	FYE March 2024 Q2 actual results
MIRAI domains composition ratio	37 %

FYE March 2023 Full-year Results	※ ¹
30 %	Includes 25 billion yen of construction account carried forward by Kokusai Kogyo Co., Ltd

Net sales Units : bil. Yen	FYE March 2023	FYE March 2024		
	Q3 actual results (a)	Q3 actual results (b)	YoY Change	
			Amount (b) - (a)	% (b)/(a)
Corporate/Environmental and social infrastructure domain	156.1	185.9	+29.8	+19.1%
Environmental & social innovation business	71.0	87.1	+16.1	+22.7%
ICT solution business	85.1	98.8	+13.7	+16.1%
Telecommunications infrastructure domain	164.6	157.9	-6.7	-4.1%
NTT business	123.3	124.6	+1.3	+1.1%
Multi-carrier business	41.3	33.3	-8.0	-19.4%
Total	320.7	343.8	+23.1	+7.2%

FYE March 2023		FYE March 2024	
Full-year Results (c)	Progress (a) / (c)	Full-year Forecast (d)	Progress (b) / (d)
239.8	65.1%	288.0	64.5%
112.0	63.4%	145.0	60.1%
127.8	66.6%	143.0	69.1%
244.2	67.4%	232.0	68.1%
184.3	66.9%	180.0	69.2%
59.9	68.9%	52.0	64.0%
484.0	66.3%	520.0	66.1%

Net sales (※ ² MIRAI (future) domains) %	FYE March 2024 Q2 actual results
MIRAI domains composition ratio	34 %

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

※² 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		
	Q3 actual results (a)	Q3 actual results (b)	YoY Change	
			Amount (b) - (a)	% (b) / (a)
Corporate/Environmental and social infrastructure domain	157.9	193.3	+35.4	+22.4%
Environmental & social innovation business	109.9	145.2	+35.3	+32.1%
ICT solution business	48.0	48.1	+0.1	+0.2%
Telecommunications infrastructure domain	99.6	99.1	-0.5	-0.5%
NTT business	62.5	66.6	+4.1	+6.6%
Multi-carrier business	37.1	32.5	-4.6	-12.4%
Total	257.5	292.4	+34.9	+13.6%

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		
	Q3 actual results (a)	Q3 actual results (b)	YoY Change	
			Amount (b) - (a)	% (b) / (a)
Environmental & social innovation business	5.3 (7.5%)	5.9 (6.8%)	+0.6 (-0.7p)	+11.3%
ICT solution business	11.4 (13.4%)	9.0 (9.1%)	-2.4 (-4.3p)	-21.1%
Telecommunications infrastructure domain	18.8 (11.4%)	19.8 (12.5%)	+1.0 (+1.1p)	+5.3%
Total	35.5 (11.1%)	34.7 (10.1%)	-0.8 (-1.0p)	-2.3%

FYE March 2023		FYE March 2024	
Full-year Results (c)	Progress (a) / (c)	Full-year Forecast (d)	Progress (b) / (d)
10.6 (9.5%)	50.0%	16.0 (11.0%)	36.9%
18.1 (14.2%)	63.0%	17.0 (11.9%)	52.9%
31.8 (13.0%)	59.1%	32.0 (13.8%)	61.9%
60.5 (12.5%)	58.7%	65.0 (12.5%)	53.4%

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