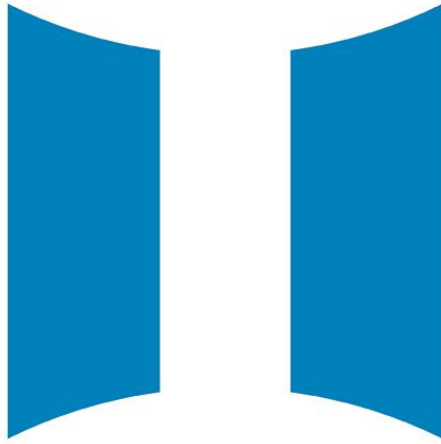


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**The Power to Build Tomorrow.**



**MIRAIT  
ONE**

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**FACT BOOK 2024**

# CORPORATE PROFILE

(As of March 31, 2024)

## COMPANY NAME

Company Name      MIRAIT ONE Corporation

## MAIN CONSOLIDATED SUBSIDIARIES

Lantrovision(S)Ltd., TTK Co., Ltd., SOLCOM Co., Ltd., Shikokutsuken Co., Ltd., SEIBU CONSTRUCTION CO., LTD., MIRAIT ONE SYSTEMS Corporation, Kokusai Kogyo Co., Ltd.

※Number of consolidated companies    85

## REPRESENTATIVE DIRECTOR

President and Chief Executive Officer    NAKAYAMA Toshiki

## NUMBER OF EMPLOYEES

Consolidated    16,985

## ESTABLISHED

October 1, 2010

## TERM - END

March 31, every year

## HEADQUARTERS

5-6-36 Toyosu Koto-ku Tokyo Japan

## RATING

R&I (Rating & Investment Information, Inc.)    **A**

JCR (Japan Credit Rating Agency, Ltd.)    **A+**

## OUTLINE OF BUSINESS

Electrical and electrical communications facilities and equipment Construction and related projects  
Telecommunications systems Software products and solutions Construction-related distribution, security, and consulting

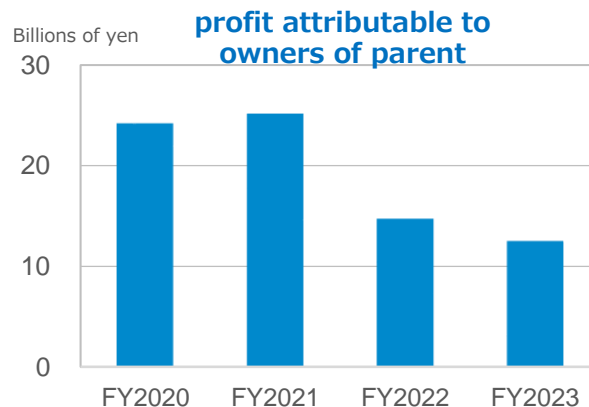
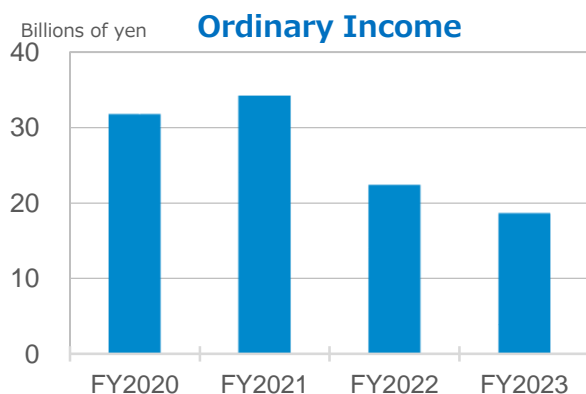
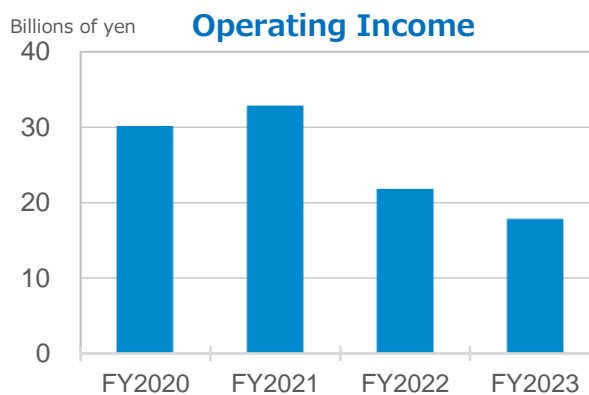
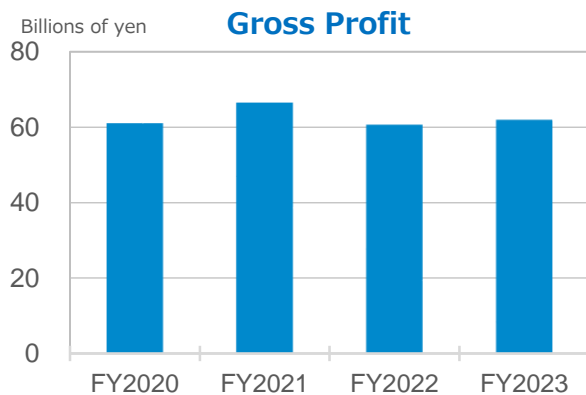
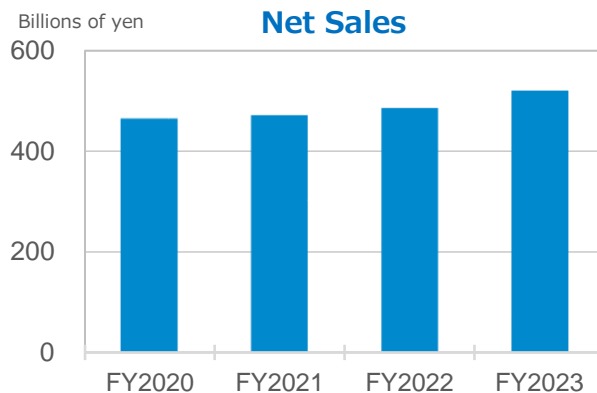
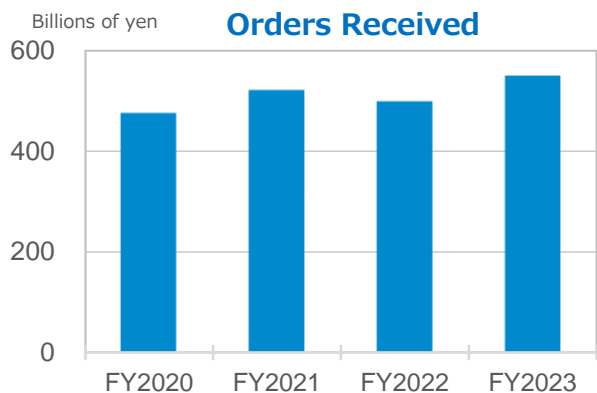
## SECURITIES TRADED

Tokyo Stock Exchange, Prime Section  
(Securities Code    1417)

## CAPITAL

CAPITAL      7.0 billion

# FINANCIAL HIGHLIGHT



(Millions of yen)	FY2020	FY2021	FY2022	FY2023
<b>Orders Received</b>	<b>474,984</b>	<b>521,310</b>	<b>498,268</b>	<b>549,057</b>
<b>Net Sales</b>	<b>463,744</b>	<b>470,385</b>	<b>483,987</b>	<b>518,384</b>
<b>Gross Profit</b>	<b>60,790</b>	<b>66,216</b>	<b>60,495</b>	<b>61,782</b>
<b>Operating Income</b>	<b>30,129</b>	<b>32,804</b>	<b>21,803</b>	<b>17,830</b>
<b>Ordinary Income</b>	<b>31,739</b>	<b>34,152</b>	<b>22,384</b>	<b>18,690</b>
<b>Profit attributable to owners of parent</b>	<b>24,205</b>	<b>25,163</b>	<b>14,781</b>	<b>12,535</b>

# FINANCIAL HIGHLIGHT (Quarterly Results)

(Billions of yen)	FY2020					FY2021				
	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Full-year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Full-year
<b>Orders Received</b>	109.1	120.0	122.1	123.7	474.9	133.2	116.4	108.6	163.1	521.3
Composition Ratio	23.0%	25.3%	25.7%	26.0%	100.0%	25.6%	22.3%	20.8%	31.3%	100.0%
<b>Net Sales</b>	89.5	102.2	112.7	159.3	463.7	100.5	111.3	112.7	145.8	470.3
Composition Ratio	19.3%	22.0%	24.3%	34.4%	100.0%	21.4%	23.7%	24.0%	31.0%	100.0%
<b>Gross Profit</b>	9.2	12.2	16.1	23.2	60.7	13.0	14.6	15.9	22.7	66.2
Composition Ratio	15.2%	20.1%	26.5%	38.2%	100.0%	19.6%	22.1%	24.0%	34.3%	100.0%
<b>Gross Margin Ratio</b>	10.3%	11.9%	14.3%	14.6%	13.1%	12.9%	13.1%	14.1%	15.6%	14.1%
<b>SG&amp;A</b>	7.5	7.1	7.5	8.5	30.6	8.3	8.2	7.9	9.0	33.4
Composition Ratio	24.5%	23.2%	24.5%	27.8%	100.0%	24.9%	24.6%	23.7%	26.9%	100.0%
<b>SG&amp;A Ratio</b>	8.4%	6.9%	6.7%	5.3%	6.6%	8.3%	7.4%	7.0%	6.2%	7.1%
<b>Operating Income</b>	1.7	5.0	8.7	14.7	30.1	4.7	6.3	8.1	13.7	32.8
Composition Ratio	5.6%	16.6%	28.9%	48.8%	100.0%	14.3%	19.2%	24.7%	41.8%	100.0%
<b>Operating Income Ratio</b>	1.9%	4.9%	7.7%	9.2%	6.5%	4.7%	5.7%	7.2%	9.4%	7.0%
<b>Ordinary Income</b>	2.5	5.2	9.2	14.8	31.7	5.1	6.6	8.4	14.0	34.1
Composition Ratio	7.9%	16.4%	29.0%	46.7%	100.0%	15.0%	19.4%	24.6%	41.1%	100.0%
<b>Ordinary Income Ratio</b>	2.8%	5.1%	8.2%	9.3%	6.8%	5.1%	5.9%	7.5%	9.6%	7.3%
<b>profit attributable to owners of parent</b>	1.2	3.5	9.2	10.3	24.2	2.7	5.1	7.4	9.9	25.1
Composition Ratio	5.0%	14.5%	38.0%	42.6%	100.0%	10.8%	20.3%	29.5%	39.4%	100.0%
<b>profit attributable to owners of parent Ratio</b>	1.3%	3.4%	8.2%	6.5%	5.2%	2.7%	4.6%	6.6%	6.8%	5.3%

(Billions of yen)	FY2022					FY2023				
	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Full-year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Full-year
<b>Orders Received</b>	128.8	111.6	128.2	129.6	498.2	141.8	120.4	151.3	135.5	549.0
Composition Ratio	25.9%	22.4%	25.7%	26.0%	100.0%	25.8%	21.9%	27.6%	24.7%	100.0%
<b>Net Sales</b>	95.3	106.7	118.7	163.3	484.0	100.5	116.1	127.2	174.5	518.3
Composition Ratio	19.7%	22.0%	24.5%	33.7%	100.0%	19.4%	22.4%	24.5%	33.7%	100.0%
<b>Gross Profit</b>	9.0	12.2	14.3	25.0	60.5	10.6	11.2	12.9	27.0	61.7
Composition Ratio	14.9%	20.2%	23.6%	41.3%	100.0%	17.2%	18.2%	20.9%	43.8%	100.0%
<b>Gross Margin Ratio</b>	9.4%	11.4%	12.0%	15.3%	12.5%	10.5%	9.6%	10.1%	15.5%	11.9%
<b>SG&amp;A</b>	10.1	10.2	9.1	9.3	38.7	9.7	9.7	10.3	14.2	43.9
Composition Ratio	26.1%	26.4%	23.5%	24.0%	100.0%	22.1%	22.1%	23.5%	32.3%	100.0%
<b>SG&amp;A Ratio</b>	10.6%	9.6%	7.7%	5.7%	8.0%	9.7%	8.4%	8.1%	8.1%	8.5%
<b>Operating Income</b>	-1.1	2.0	5.2	15.7	21.8	0.9	1.5	2.6	12.8	17.8
Composition Ratio	—	9.2%	23.9%	72.0%	100.0%	5.1%	8.4%	14.6%	71.9%	100.0%
<b>Operating Income Ratio</b>	—	1.9%	4.4%	9.6%	4.5%	0.9%	1.3%	2.0%	7.3%	3.4%
<b>Ordinary Income</b>	-0.6	2.0	5.1	15.8	22.3	1.5	1.6	2.6	12.9	18.6
Composition Ratio	—	9.0%	22.9%	70.9%	100.0%	8.1%	8.6%	14.0%	69.4%	100.0%
<b>Ordinary Income Ratio</b>	—	1.9%	4.3%	9.7%	4.6%	1.5%	1.4%	2.0%	7.4%	3.6%
<b>profit attributable to owners of parent</b>	-0.8	1.2	2.9	11.4	14.7	-0.5	0.7	0.7	11.6	12.5
Composition Ratio	—	8.2%	19.7%	77.6%	100.0%	—	5.6%	5.6%	92.8%	100.0%
<b>profit attributable to owners of parent Ratio</b>	—	1.1%	2.4%	7.0%	3.0%	—	0.6%	0.6%	6.6%	2.4%

# FINANCIAL HIGHLIGHT

## (Orders Received, Net Sales, and Operating Income by Segment)

(Billions of yen)	MIRAIT ONE			Lantrovision			T T K			SOLCOM			Shikokutsuken		
	FY2022	FY2023		FY2022	FY2023		FY2022	FY2023		FY2022	FY2023		FY2022	FY2023	
	Full-year Results (a)	Full-year Results (b)	YoY Amount (b) – (a)	Full-year Results (a)	Full-year Results (b)	YoY Amount (b) – (a)	Full-year Results (a)	Full-year Results (b)	YoY Amount (b) – (a)	Full-year Results (a)	Full-year Results (b)	YoY Amount (b) – (a)	Full-year Results (a)	Full-year Results (b)	YoY Amount (b) – (a)
Orders Received	306.1	295.0	-11.1	25.3	30.2	+4.9	39.1	41.6	+2.5	34.1	35.1	+1.0	22.2	25.0	+2.8
Net Sales	290.3	297.4	+7.1	25.4	27.5	+2.1	38.4	37.6	-0.8	33.9	33.5	-0.4	24.2	23.1	-1.1
Environmental Social Innovation Business	49.4	54.9	+5.5	—	—	—	3.3	3.4	+0.1	2.4	3.0	+0.6	5.6	4.0	-1.6
ICT Solutions Business	64.6	75.8	+11.2	25.2	27.5	+2.3	5.1	4.1	-1.0	4.1	4.1	+0.0	6.8	8.5	+17
Telecommunications Infrastructure domain	175.5	165.1	-10.4	—	—	—	29.8	29.7	-0.1	27.2	26.1	-1.1	11.5	10.4	-1.1
Inter-segment sales or transfers	0.6	1.6	+10	0.2	0.0	-0.2	0.1	0.3	+0.2	0.4	0.2	-0.2	0.1	0.0	-0.1
Operating Income (Operating Income Ratio)	12.7 (4.4%)	6.6 (2.2%)	-6.1 (-2.2%)	1.6 (6.3%)	1.5 (5.5%)	-0.1 (-0.8%)	2.8 (7.3%)	2.7 (7.2%)	-0.1 (-0.1%)	1.1 (3.2%)	1.4 (4.2%)	+0.3 (+1.0%)	2.3 (9.5%)	2.4 (10.4%)	+0.1 (+0.9%)

(Billions of yen)	SEIBU CONSTRUCTION			MIRAIT ONE SYSTEMS			Kokusai Kogyo			Total (Elimination of intersegment transactions by offset.)		
	FY2022	FY2023		FY2022	FY2023		FY2022	FY2023		FY2022	FY2023	
	Full-year Results (a)	Full-year Results (b)	YoY Amount (b) – (a)	Full-year Results (a)	Full-year Results (b)	YoY Amount (b) – (a)	Full-year Results (a)	Full-year Results (b)	YoY Amount (b) – (a)	Full-year Results (a)	Full-year Results (b)	YoY Amount (b) – (a)
Orders Received	54.0	62.6	+8.6	24.4	26.0	+1.6	—	33.1	+33.1	498.2	549.0	+50.8
Net Sales	51.6	66.9	+15.3	25.3	26.9	+1.6	—	13.0	+13.0	484.0	518.3	+34.3
Environmental Social Innovation Business	51.1	65.2	+14.1	—	—	—	—	13.0	+13.0	112.0	143.8	+31.8
ICT Solutions Business	—	—	—	21.7	23.0	+1.3	—	—	—	127.8	143.1	+15.3
Telecommunications Infrastructure domain	—	—	—	—	—	—	—	—	—	244.2	231.4	-12.8
Inter-segment sales or transfers	0.4	1.6	+1.2	3.6	3.9	+0.3	—	—	—	—	—	—
Operating Income (Operating Income Ratio)	0.5 (1.0%)	1.5 (2.2%)	+1.0 (+1.2%)	1.1 (4.3%)	1.9 (7.1%)	+0.8 (+2.8%)	— (-)	0.6 (4.6%)	+0.6 (-)	21.8 (4.5%)	17.8 (3.4%)	-4.0 (-1.1%)

(Note) ● In December 2023, The Company acquired shares of Kokusai Kogyo Co., Ltd. ("Kokusai Kogyo") and added it to the scope of consolidation. Accordingly, "Kokusai Kogyo" is added to the Company's reportable segments. The financial results figures for Kokusai Kogyo reflect consolidated operating results for three months based on the business combination accounting as a result of Kokusai Kogyo becoming a subsidiary. Please note that orders received have been recorded from December 2023 onwards, and orders received include the amount of construction work carried over from the time of subsidiary acquisition.

● Transactions between group companies are not eliminated in the results of each group company (Information for each reportable segment).

# CONSOLIDATED BALANCE SHEETS

(Unit : bil. yen)

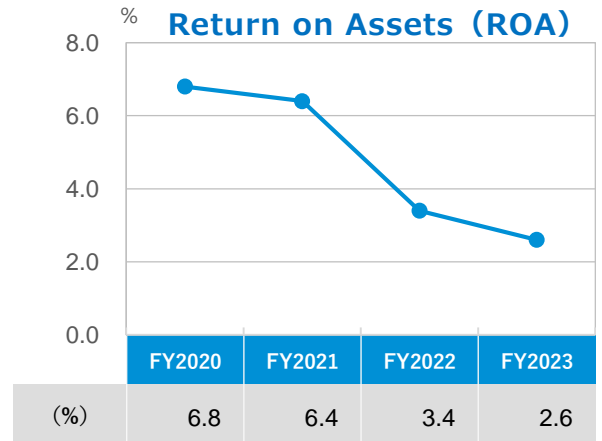
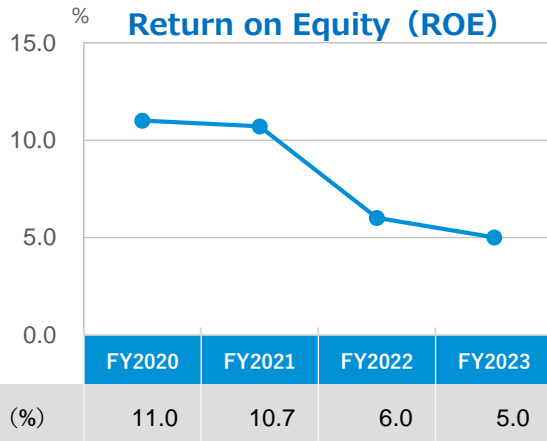
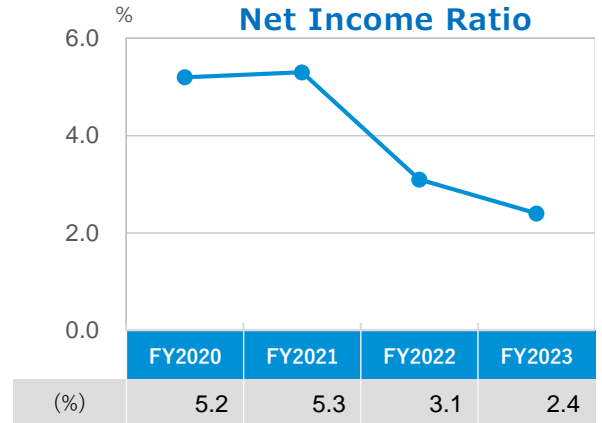
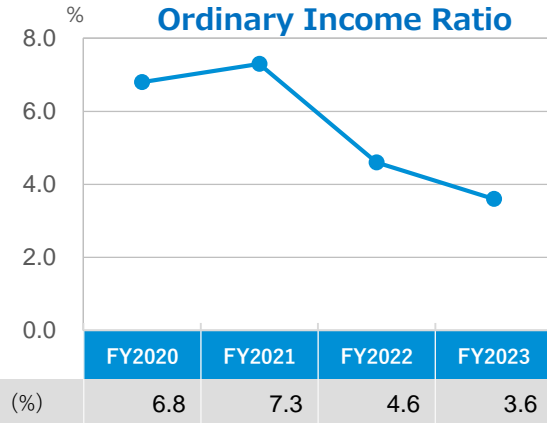
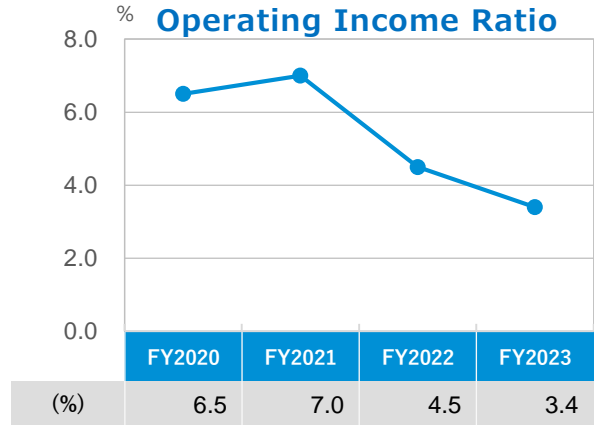
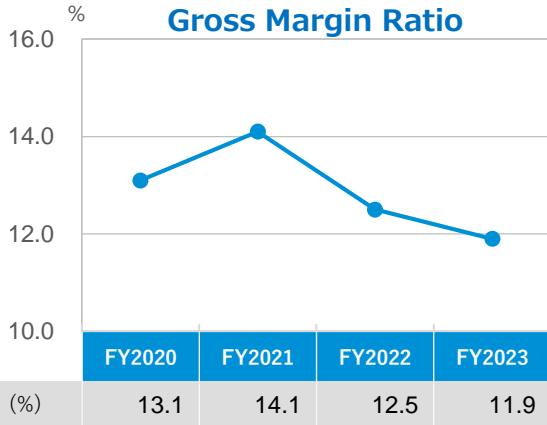
<b>Total assets</b>		<b>Liabilities 127.4</b>	
<b>358.7</b>		( Breakdown )	
( Breakdown )		Accounts payable for construction contracts and others	63.2
<b>Current assets</b>	<b>233.4</b>	Interest-bearing debt	10.1
Cash and deposits	44.7	<b>Net assets</b>	
Accounts receivable from completed construction contracts	147.6	<b>231.3</b>	
Construction contracts	30.7	( Breakdown )	
<b>Non-current assets</b>	<b>125.2</b>	Capital stock	7.0
Tangible fixed assets	88.6	Capital surplus	69.6
Intangible fixed assets	7.5	Retained earnings	155.2
Investments and other assets	31.0	Treasury stock	-10.8
		Minority interest	4.9
<b>B/S at the end of FY2020</b>			

<b>Total assets</b>		<b>Liabilities</b>	
<b>435.7</b>		<b>186.5</b>	
( Breakdown )		( Breakdown )	
<b>Current assets</b>	<b>276.1</b>	Accounts payable for construction contracts and others	65.6
Cash and deposits	50.9	Interest-bearing debt	59.9
Accounts receivable from completed construction contracts	179.2	<b>Net assets</b>	
Construction contracts	30.9	<b>249.2</b>	
<b>Non-current assets</b>	<b>159.6</b>	( Breakdown )	
Tangible fixed assets	91.5	Capital stock	7.0
Intangible fixed assets	36.9	Capital surplus	69.6
Investments and other assets	31.2	Retained earnings	175.8
		Treasury stock	-15.8
		Minority interest	7.1
<b>B/S at the end of FY2021</b>			

<b>Total assets</b>		<b>Liabilities</b>	
<b>436.7</b>		<b>182.4</b>	
( Breakdown )		( Breakdown )	
<b>Current assets</b>	<b>272.5</b>	Accounts payable for construction contracts and others	66.0
Cash and deposits	32.4	Interest-bearing debt	61.1
Accounts receivable from completed construction contracts	188.1	<b>Net assets</b>	
Construction contracts	31.7	<b>254.3</b>	
<b>Non-current assets</b>	<b>164.2</b>	( Breakdown )	
Tangible fixed assets	93.4	Capital stock	7.0
Intangible fixed assets	38.7	Capital surplus	61.2
Investments and other assets	32.1	Retained earnings	184.0
		Treasury stock	-12.3
		Minority interest	7.4
<b>B/S at the end of FY2022</b>			

<b>Total assets</b>		<b>Liabilities</b>	
<b>519.9</b>		<b>259.9</b>	
( Breakdown )		( Breakdown )	
<b>Current assets</b>	<b>304.6</b>	Accounts payable for construction contracts and others	64.0
Cash and deposits	50.0	Interest-bearing debt	117.0
Accounts receivable from completed construction contracts	205.2	<b>Net assets</b>	
Construction contracts	31.0	<b>260.0</b>	
<b>Non-current assets</b>	<b>215.3</b>	( Breakdown )	
Tangible fixed assets	100.1	Capital stock	7.0
Intangible fixed assets	75.7	Capital surplus	45.8
Investments and other assets	39.5	Retained earnings	190.8
		Treasury stock	-3.7
		Minority interest	8.1
<b>B/S at the end of FY2023</b>			

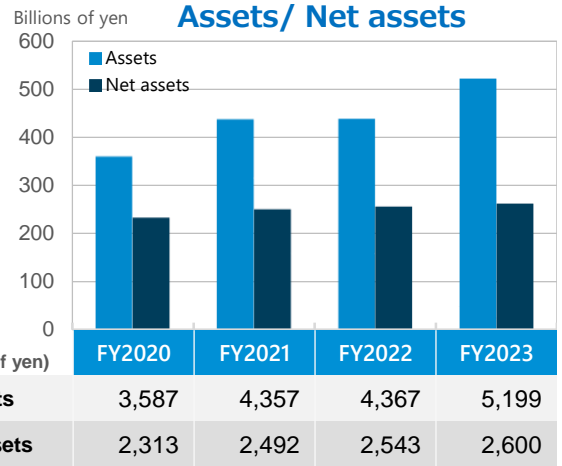
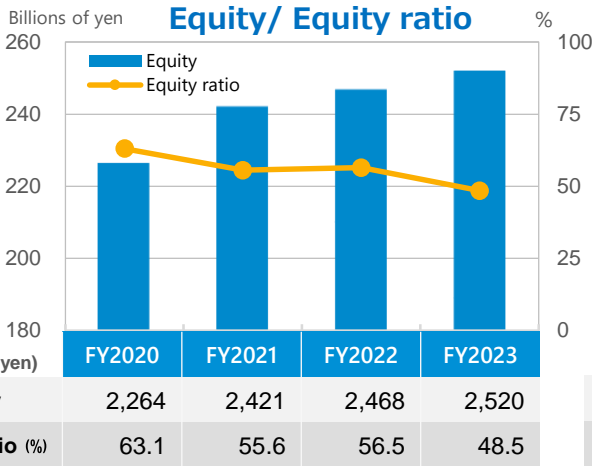
# PROFITABILITY



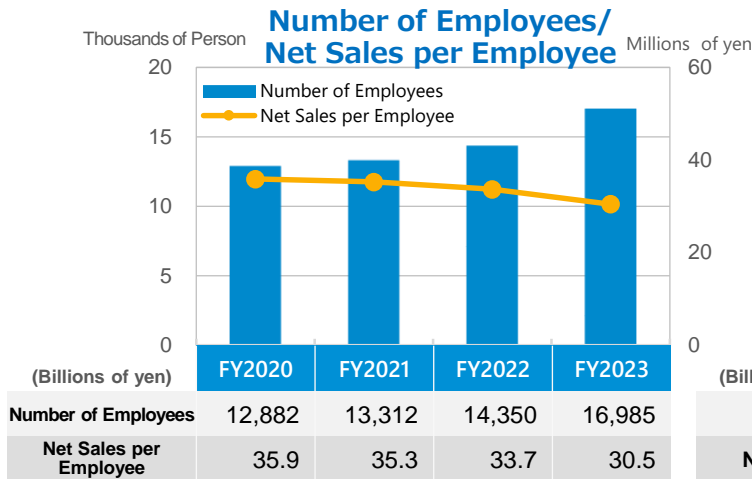
(Note) Gross Margin Ratio=Gross Margin/Net Sales  
 Ordinary Income Ratio=Ordinary Income/Net Sales  
 Return on Equity=Net Income/Equity

Income Ratio=Operating Income/Net Sales  
 Net Income Ratio=Net Income/Net Sales  
 Return on Assets=Net Income/Assets

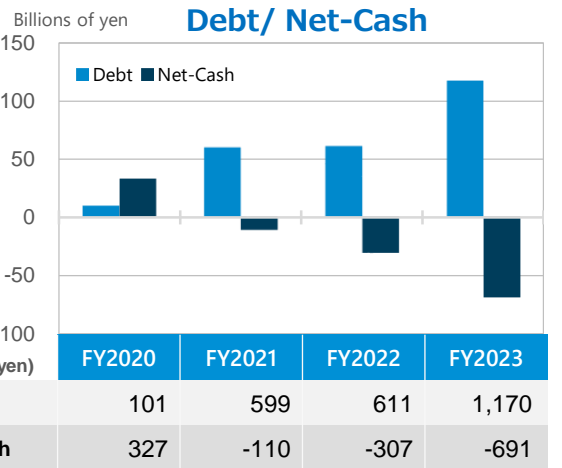
# STABILITY · SCALE



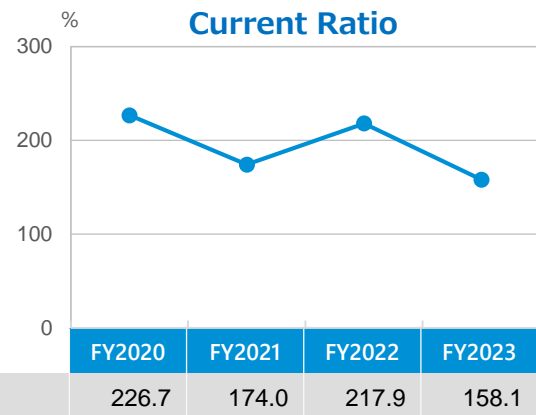
※Equity ratio=Equity / Assets



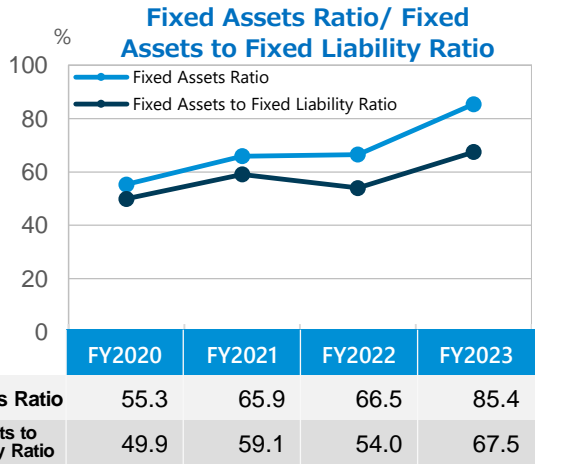
※Net Sales per Employee=Net sales/Employees  
Excluding employees of Seibu Construction Co., Ltd.(FY2021)



※Net-interest bearing debt=Debt – Cash and Cash Equivalent



※Current Ratio = Current assets/Current liabilities × 100%

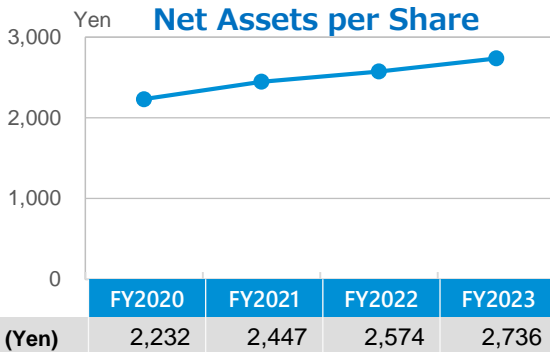


※Fixed Assets Ratio= Fixed Assets/Equity× 100%

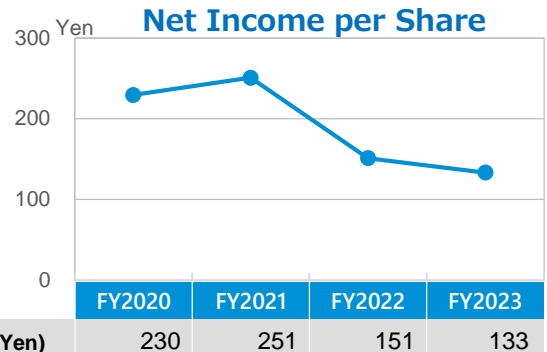
Fixed Assets to Fixed Liability Ratio= Fixed Assets/(Equity + funded liabilities)× 100%



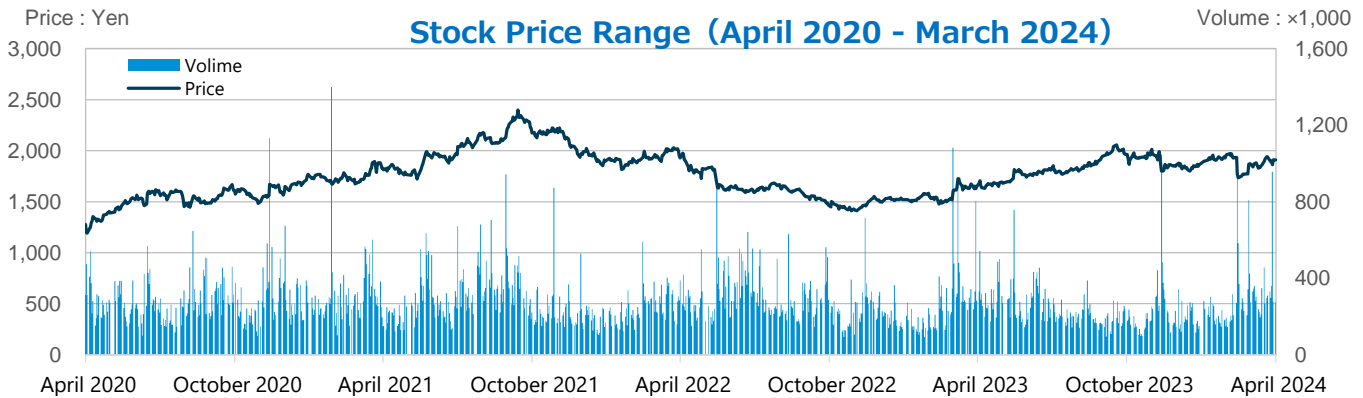
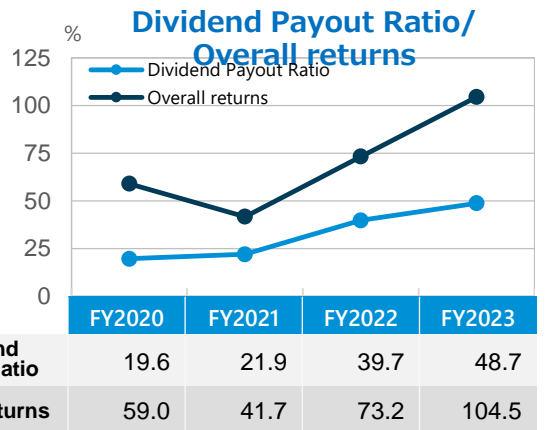
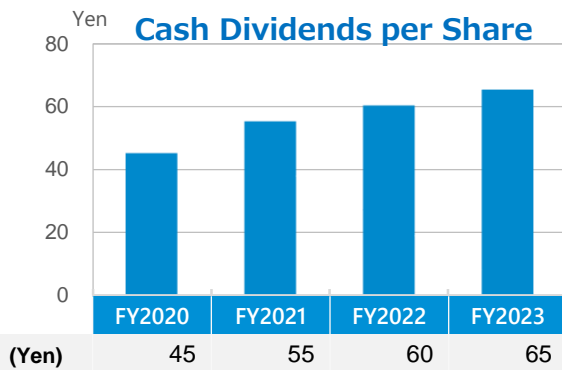
# PER SHARE DATA AND OTHERS



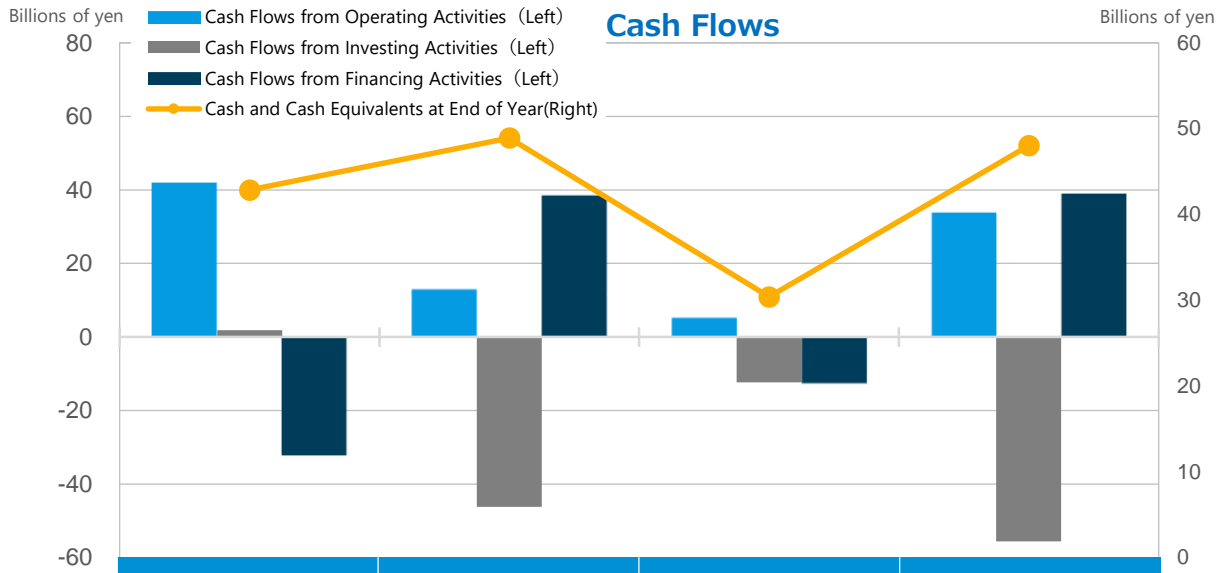
※Net Assets per Share = Net Assets / total number of shares issued



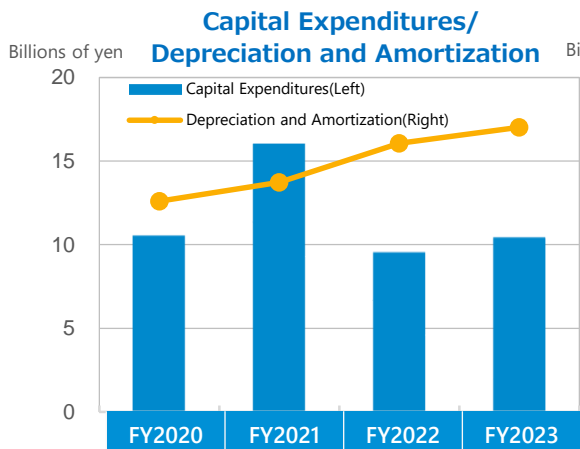
※Net income per share = Net income / average total number of shares issued



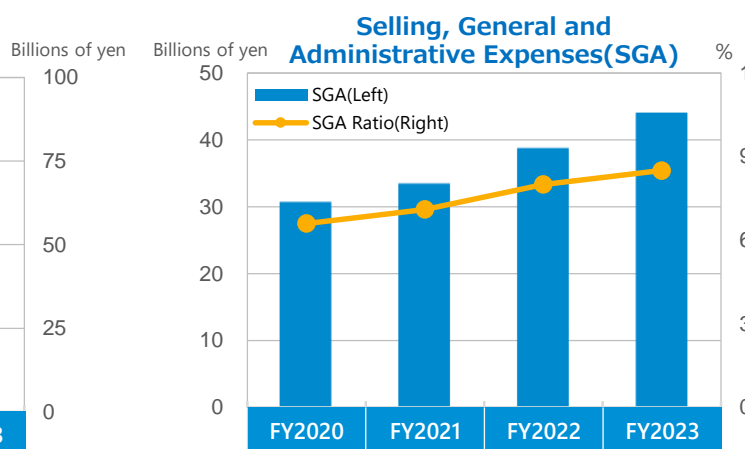
## CASH FLOWS / CAPITAL EXPENDITURES SELLING, GENERAL AND ADMINISTRATIVE EXPENSES



(Billions of yen)	FY2020	FY2021	FY2022	FY2023
Cash Flows from Operating Activities	416	130	53	336
Cash Flows from Investing Activities	19	-462	-123	-555
Cash Flows from Financing Activities	-322	384	-126	-388
Cash and Cash Equivalents at End of Year	429	489	304	480



Capital Expenditures	FY2020	FY2021	FY2022	FY2023
Capital Expenditures	106	160	96	105
Depreciation and Amortization	63	69	80	85



SGA	FY2020	FY2021	FY2022	FY2023
SGA	307	334	387	440
SGA Ratio	6.6	7.1	8.0	8.5

※SGA Ratio= SGA/Net Sales

# SHAREHOLDER'S INFORMATION

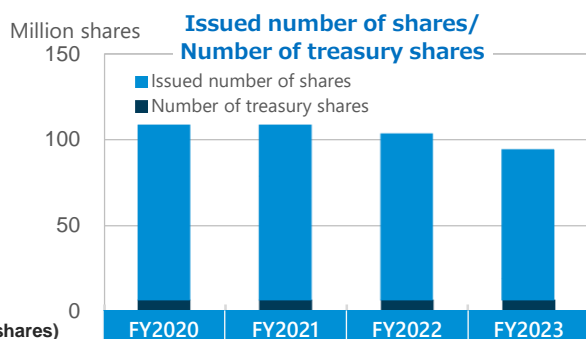
(As of March 31, 2024)

■ Securities traded 【Securities Code】 Stock Exchange , Prime Section 【1417】

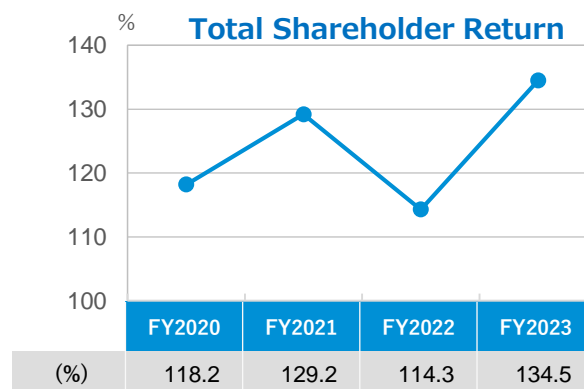
■ Share unit number 100 株

■ Number of Shareholders 30,706 名 (Treasury stock is excluded)

■ Issued number of shares/ Number of treasury shares ■ Total Shareholder Return (TSR)



(1,000 shares)	FY2020	FY2021	FY2022	FY2023
① Issued number of shares	108,325	108,325	103,325	94,325
② Number of treasury shares	6,482	8,971	7,114	1,652
①-②	101,843	99,354	96,211	92,673



## ■ Major Shareholders

Name of Shareholders	Number of Shares in thousands	Ratio of Shareholding
The Master Trust Bank of Japan, Ltd. (Trust Account)	14,566	15.7%
Custody Bank of Japan, Ltd. (Trust Account)	7,020	7.6%
Sumitomo Electric Industries, Ltd.	3,668	4.0%
MIRAIT ONE Employee's Stock Option Plan	2,119	2.3%
Sumitomo Densetsu Co, Ltd.	1,991	2.2%
STATE STREET BANK AND TRUST COMPANY 505001	1,985	2.1%
Mizuho Bank, Ltd.	1,300	1.4%
THE BANK OF NEW YORK, TREATY JASDEC ACCOUNT	1,264	1.4%
STATE STREET BANK WEST CLIENT - TREATY 505234	1,227	1.3%
JP MORGAN CHASE BANK 385781	1,167	1.3%

## ■ Shareholder Composition (Treasury stock is excluded)

