

Results for the Three Months Ended June 30, 2023

August 10, 2023

EXEO Group, Inc.

1. Consolidated Figures



(1) Overview

(¥bn)

	FY 2022		FY 2023			
	1st quarter	Full year	1st quarter		Full year	
	A	B	Actual C	YOY C/A	Plan D	YOY D/B
Orders received	152.3	625.6	170.4	112%	620.0	99%
Net sales	120.8	627.6	124.3	103%	630.0	100%
Gross profit	12.7% 15.3	13.0% 81.8	13.1% 16.2	106%	14.5% 91.2	111%
SG&A expenses	9.6% 11.6	7.9% 49.2	11.1% 13.8	119%	9.1% 57.2	116%
Operating profit	3.1% 3.7	5.2% 32.5	2.0% 2.4	67%	5.4% 34.0	104%
Ordinary profit	4.7% 5.7	5.4% 33.7	3.8% 4.7	82%	5.5% 34.9	103%
Profit attributable to owners of parent	2.4% 2.9	3.5% 22.2	2.1% 2.6	90%	3.7% 23.6	106%

Note: All amounts less than ¥100m are disregarded.

1. Consolidated Figures



(2) Orders Received, Net Sales

(¥bn)

					FY 2022		FY 2023			
					1st quarter	Full year	1st quarter		Full year	
							Actual	YOY	Plan	YOY
					A	B	C	C/A	D	D/B
Orders Received	ENGINEERING-SOLUTIONS	Telecoms Carriers	NTT Group engineering	Access engineering	40.0	157.4	34.3	86%	138.0	88%
				Network engineering	4.1	20.9	4.3	106%	19.8	95%
				Mobile engineering	6.9	26.7	6.3	92%	24.1	90%
				Sub-total	51.0	205.1	45.1	88%	181.9	89%
			NCCs	12.9	50.9	11.2	87%	45.9	90%	
			Sub-total	64.0	256.0	56.4	88%	227.8	89%	
			Urban infrastructure	33.3	177.8	54.8	165%	188.8	106%	
			Sub-total	97.3	433.9	111.2	114%	416.6	96%	
			SYSTEM-SOLUTIONS	55.0	191.7	59.1	107%	203.4	106%	
			TOTAL	152.3	625.6	170.4	112%	620.0	99%	
Net Sales	ENGINEERING-SOLUTIONS	Telecoms Carriers	NTT Group engineering	Access engineering	36.6	153.4	32.3	88%	142.3	93%
				Network engineering	3.6	21.3	2.6	73%	20.8	97%
				Mobile engineering	6.0	34.0	4.6	77%	25.9	76%
				Sub-total	46.3	208.8	39.6	86%	189.0	91%
			NCCs	13.0	62.3	12.7	97%	51.4	82%	
			Sub-total	59.3	271.1	52.3	88%	240.4	89%	
			Urban infrastructure	27.8	165.3	31.7	114%	186.3	113%	
			Sub-total	87.2	436.5	84.0	96%	426.7	98%	
			SYSTEM-SOLUTIONS	33.6	191.0	40.3	120%	203.3	106%	
			TOTAL	120.8	627.6	124.3	103%	630.0	100%	

Note: All amounts less than ¥100m are disregarded.

1. Consolidated Figures

(3) Amount Carried Forward

(¥bn)

					FY 2022		FY 2023			
					1st quarter	Full year	1st quarter		Full year	
					A	B	Actual C	YOY C/A	Plan D	YOY D/B
Amount Carried Forward	ENGINEERING-SOLUTIONS	Telecoms Carriers	NTT Group engineering	Access engineering	29.8	30.5	32.1	108%	—	—
				Network engineering	10.8	9.8	11.5	107%	—	—
				Mobile engineering	33.0	24.9	26.6	81%	—	—
				Sub-total	73.7	65.2	70.4	95%	—	—
				NCCs	64.6	53.2	51.8	80%	—	—
			Sub-total	138.3	118.5	122.2	88%	—	—	
			Urban infrastructure	123.6	133.3	156.5	127%	—	—	
			Sub-total	262.0	251.9	278.8	106%	—	—	
			SYSTEM-SOLUTIONS	62.1	45.8	66.9	108%	—	—	
			TOTAL	324.2	297.8	345.7	107%	—	—	

(4) Segment profit

(¥bn)

				FY 2022		FY 2023			
				1st quarter	Full year	1st quarter		Full year	
				A	B	Actual C	YOY C/A	Plan D	YOY D/B
Profit	Telecoms Carriers			7.3%	6.4%	3.5%		6.0%	
				4.3	17.3	1.8	42%	14.3	83%
	Urban infrastructure			-1.6%	6.2%	1.9%		5.7%	
				-0.4	10.2	0.6	—	10.5	102%
	SYSTEM-SOLUTIONS			-0.5%	2.6%	0.2%		4.5%	
				-0.1	4.8	0.0	—	9.0	186%
	TOTAL			3.7	32.5	2.4	67%	34.0	104%

Note: All amounts less than ¥100m are disregarded.

2. Non-consolidated Figures

(1) Overview

(¥bn)

	FY 2022		FY 2023			
	1st quarter	Full year	1st quarter		Full year	
	A	B	Actual C	YOY C/A	Plan D	YOY D/B
Orders received	63.1	277.8	71.0	113%	270.0	97%
Net sales	59.3	295.1	52.6	89%	280.0	95%
Gross profit	9.7% 5.7	9.8% 29.0	9.2% 4.8	84%	9.3% 26.1	90%
SG&A expenses	6.5% 3.8	5.2% 15.3	7.4% 3.9	101%	6.0% 16.8	110%
Operating profit	3.2% 1.9	4.6% 13.7	1.8% 0.9	50%	3.6% 10.1	74%
Ordinary profit	5.5% 3.2	5.5% 16.0	27.3% 14.3	440%	4.0% 11.3	70%
Profit	29.5% 17.4	9.5% 27.9	25.6% 13.5	77%	7.3% 20.3	73%

Note: All amounts less than ¥100m are disregarded.

2. Non-consolidated Figures

(2) Orders Received, Net Sales and Amount Carried Forward

(¥bn)

			FY2022		FY2023			
			1st quarter	Full year	1st quarter		Full year	
			A	B	Actual	YOY	Plan	YOY
					C	C/A	D	D/B
Orders Received	ENGINEERING-SOLUTIONS	NTT Group engineering	28.3	114.1	24.3	86%	102.1	89%
		NCCs	8.5	34.5	6.7	79%	28.9	84%
		Urban infrastructure	15.8	103.4	32.1	203%	117.6	114%
		Sub-total	52.7	252.1	63.2	120%	248.6	99%
	SYSTEM-SOLUTIONS	10.3	25.6	7.7	75%	21.4	83%	
	TOTAL	63.1	277.8	71.0	113%	270.0	97%	
Net Sales	ENGINEERING-SOLUTIONS	NTT Group engineering	26.2	120.8	21.1	81%	108.5	90%
		NCCs	8.0	41.9	8.3	103%	34.2	81%
		Urban infrastructure	16.3	99.3	19.1	117%	115.1	116%
		Sub-total	50.5	262.2	48.7	96%	257.8	98%
	SYSTEM-SOLUTIONS	8.7	32.8	3.9	45%	22.2	67%	
	TOTAL	59.3	295.1	52.6	89%	280.0	95%	
Amount Carried Forward	ENGINEERING-SOLUTIONS	NTT Group engineering	54.7	45.8	48.9	89%	—	—
		NCCs	44.4	36.5	34.9	79%	—	—
		Urban infrastructure	90.3	94.8	107.9	119%	—	—
		Sub-total	189.5	177.1	191.8	101%	—	—
	SYSTEM-SOLUTIONS	15.9	7.3	10.9	69%	—	—	
	TOTAL	205.5	184.5	202.8	99%	—	—	

Note: All amounts less than ¥100m are disregarded.

Disclaimer Regarding Forward-Looking Statements

Forward-looking statements in this document are based on information available to our company as of the date of publication. Actual results may differ materially from these forecasts due to various factors.

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