

Results for the Three Months Ended June 30, 2024

August 9, 2024

EXEO Group, Inc.

1. Consolidated Figures



(1) Overview

(¥bn)

	FY 2023		FY 2024			
	1st quarter	Full year	1st quarter		Full year	
			Actual	YOY	Plan	YOY
Orders received	170.4	656.5	168.9	-1%	640.0	-3%
Net sales	124.3	614.0	125.4	+1%	630.0	+3%
Gross profit	13.1%	14.5%	13.2%		15.0%	
	16.2	89.1	16.5	+2%	94.5	+6%
SG&A expenses	11.1%	9.0%	10.9%		9.3%	
	13.8	55.0	13.6	-1%	58.5	+6%
Operating profit	2.0%	5.6%	2.3%		5.7%	
	2.4	34.1	2.9	+18%	36.0	+6%
Ordinary profit	3.8%	6.0%	4.3%		5.8%	
	4.7	36.9	5.3	+14%	36.3	-2%
Profit attributable to owners of parent	2.1%	3.3%	2.4%		3.5%	
	2.6	20.0	3.0	+15%	22.3	+11%

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

1. Consolidated Figures



(2) Orders Received, Net Sales

(¥bn)

					FY 2023		FY 2024			
					1st quarter	Full year	1st quarter		Full year	
							Actual	YOY	Plan	YOY
Orders Received	ENGINEERING-SOLUTIONS	Telecoms Carriers	NTT Group engineering	Access engineering	34.3	149.8	39.1	+14%	140.8	-6%
				Network engineering	4.3	22.4	5.5	+26%	20.3	-10%
				Mobile engineering	6.3	26.6	7.8	+23%	27.9	+5%
			Sub-total	45.1	198.9	52.5	+16%	189.0	-5%	
		NCCs	11.2	43.4	10.8	-4%	33.2	-24%		
		Sub-total	56.4	242.4	63.3	+12%	222.2	-8%		
		Urban infrastructure	54.8	230.6	42.9	-22%	221.4	-4%		
		Sub-total	111.2	473.1	106.2	-5%	443.6	-6%		
SYSTEM-SOLUTIONS					59.1	183.4	62.6	+6%	196.4	+7%
TOTAL					170.4	656.5	168.9	-1%	640.0	-3%
Net Sales	ENGINEERING-SOLUTIONS	Telecoms Carriers	NTT Group engineering	Access engineering	32.3	150.0	36.4	+13%	146.7	-2%
				Network engineering	2.6	20.2	4.6	+74%	22.1	+9%
				Mobile engineering	4.6	29.1	5.2	+13%	28.9	-1%
			Sub-total	39.6	199.4	46.2	+17%	197.7	-1%	
		NCCs	12.7	54.0	9.4	-26%	38.3	-29%		
		Sub-total	52.3	253.4	55.7	+6%	236.0	-7%		
		Urban infrastructure	31.7	177.2	31.9	+1%	200.0	+13%		
		Sub-total	84.0	430.7	87.6	+4%	436.0	+1%		
SYSTEM-SOLUTIONS					40.3	183.3	37.7	-6%	194.0	+6%
TOTAL					124.3	614.0	125.4	+1%	630.0	+3%

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

1. Consolidated Figures



(3) Amount Carried Forward

(¥bn)

					FY 2023		FY 2024			
					1st quarter	Full year	1st quarter		Full year	
							Actual	YOY	Plan	YOY
Amount Carried Forward	ENGINEERING-SOLUTIONS	Telecoms Carriers	NTT Group engineering	Access engineering	32.1	30.3	31.8	-1%	-	-
				Network engineering	11.5	12.0	13.5	+17%	-	-
				Mobile engineering	26.6	22.3	24.9	-6%	-	-
			Sub-total	70.4	64.7	70.3	-0%	-	-	
			NCCs	51.8	42.7	44.1	-15%	-	-	
			Sub-total	122.2	107.5	114.4	-6%	-	-	
			Urban infrastructure	156.5	187.9	198.8	+27%	-	-	
			Sub-total	278.8	295.4	313.3	+12%	-	-	
			SYSTEM-SOLUTIONS	66.9	49.1	74.7	+12%	-	-	
			TOTAL	345.7	344.5	388.1	+12%	-	-	

(4) Segment profit

(¥bn)

				FY 2023		FY 2024			
				1st quarter	Full year	1st quarter		Full year	
						Actual	YOY	Plan	YOY
Profit	Telecoms Carriers			3.5%	6.6%	7.9%		6.7%	
			1.8	16.8	4.4	+144%	15.7	-7%	
	Urban infrastructure			1.9%	6.2%	-5.3%		5.2%	
			0.6	11.0	-1.6	-	10.3	-7%	
	SYSTEM-SOLUTIONS			0.2%	3.4%	0.5%		5.2%	
			0.0	6.2	0.2	+157%	10.0	+60%	
	TOTAL			2.4	34.1	2.9	+18%	36.0	+6%

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

2. Non-consolidated Figures



(1) Overview

(¥bn)

	FY 2023		FY 2024			
	1st quarter	Full year	1st quarter		Full year	
			Actual	YOY	Plan	YOY
Orders received	71.0	306.9	65.2	-8%	275.0	-10%
Net sales	52.6	276.5	51.3	-3%	275.0	-1%
Gross profit	9.2%	10.5%	8.2%		9.7%	
	4.8	29.0	4.1	-14%	26.5	-9%
SG&A expenses	7.4%	6.0%	7.5%		6.2%	
	3.9	16.4	3.8	-2%	17.0	+4%
Operating profit	1.8%	4.6%	0.7%		3.4%	
	0.9	12.5	0.3	-63%	9.4	-25%
Ordinary profit	27.3%	10.2%	31.6%		8.6%	
	14.3	28.1	16.2	+13%	23.6	-16%
Profit	25.6%	8.7%	30.4%		7.3%	
	13.5	24.0	15.6	+16%	20.0	-17%

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

2. Non-consolidated Figures



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

(¥bn)

			FY2023		FY2024			
			1st quarter	Full year	1st quarter		Full year	
					Actual	YOY	Plan	YOY
Orders Received	ENGINEERING-SOLUTIONS	NTT Group engineering	24.3	109.5	29.1	+20%	106.2	-3%
		NCCs	6.7	28.7	7.3	+9%	19.4	-32%
		Urban infrastructure	32.1	145.9	21.7	-32%	133.5	-9%
		Sub-total	63.2	284.2	58.2	-8%	259.1	-9%
	SYSTEM-SOLUTIONS	7.7	22.7	6.9	-11%	15.9	-30%	
	TOTAL	71.0	306.9	65.2	-8%	275.0	-10%	
Net Sales	ENGINEERING-SOLUTIONS	NTT Group engineering	21.1	110.8	25.3	+20%	112.4	+1%
		NCCs	8.3	35.0	6.2	-24%	24.2	-31%
		Urban infrastructure	19.1	106.0	16.7	-13%	122.3	+15%
		Sub-total	48.7	251.8	48.4	-1%	258.9	+3%
	SYSTEM-SOLUTIONS	3.9	24.6	2.9	-26%	16.1	-35%	
	TOTAL	52.6	276.5	51.3	-3%	275.0	-1%	
Amount Carried Forward	ENGINEERING-SOLUTIONS	NTT Group engineering	48.9	44.5	48.2	-1%	-	-
		NCCs	34.9	30.2	31.3	-10%	-	-
		Urban infrastructure	107.9	134.8	139.9	+30%	-	-
		Sub-total	191.8	209.6	219.5	+14%	-	-
	SYSTEM-SOLUTIONS	10.9	5.2	9.2	-16%	-	-	
	TOTAL	202.8	214.9	228.7	+13%	-	-	

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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