

# Results for the Nine Months Ended December 31, 2016

February 3, 2017

**KYOWA EXEO CORPORATION**

URL <http://www.exeo.co.jp/overseas/index.html>

# 1. Consolidated Figures



## (1) Overview

(¥bn)

	FY 2015		FY 2016				
	1-3Q A	Full year B	Actual C	1-3Q		Full year	
				YOY C/A	Progress rate C/D	Plan D	YOY D/B
Orders received	212.3	300.4	230.2	108%	75%	305.0	102%
Net sales	171.4	287.4	182.0	106%	61%	300.0	104%
Gross profit	(12.1%) 20.7	(12.5%) 35.7	(11.9%) 21.6	104%	57%	(12.5%) 37.6	105%
SG&A expenses	(7.5%) 12.8	(6.0%) 17.3	(6.9%) 12.6	99%	72%	(5.9%) 17.6	101%
Operating income	(4.6%) 7.9	(6.4%) 18.4	(4.9%) 8.9	113%	45%	(6.7%) 20.0	109%
Ordinary income	(4.7%) 8.0	(6.4%) 18.5	(5.0%) 9.1	114%	45%	(6.7%) 20.2	109%
Net income attributable to owners of parent	(2.8%) 4.8	(4.2%) 12.1	(2.8%) 5.1	105%	38%	(4.4%) 13.3	109%

Notes: 1. All amounts less than ¥100m are disregarded.

2. Figures in parentheses are ratio to net sales.

# 1. Consolidated Figures



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

(¥bn)

			FY 2015		FY 2016				
			1-3Q	Full year	Actual C	1-3Q		Full year	
			A	B		YOY C/A	Progress rate C/D	Plan D	YOY D/B
Orders Received	ENGINEERING-SOLUTIONS	NTT Group engineering	122.2	167.9	131.2	107%	89%	148.0	88%
		NCCs	14.4	20.2	18.8	131%	79%	24.0	119%
		Urban infrastructure	46.9	72.3	50.7	108%	58%	87.0	120%
		Sub-total	183.6	260.5	200.9	109%	78%	259.0	99%
	SYSTEM-SOLUTIONS	28.7	39.9	29.3	102%	64%	46.0	115%	
TOTAL			212.3	300.4	230.2	108%	75%	305.0	102%
Net Sales	ENGINEERING-SOLUTIONS	NTT Group engineering	102.1	160.5	104.2	102%	67%	155.0	97%
		NCCs	15.4	23.2	13.3	87%	56%	24.0	103%
		Urban infrastructure	29.8	65.7	38.3	129%	49%	79.0	120%
		Sub-total	147.3	249.5	155.9	106%	60%	258.0	103%
	SYSTEM-SOLUTIONS	24.0	37.8	26.1	109%	62%	42.0	111%	
TOTAL			171.4	287.4	182.0	106%	61%	300.0	104%
Amount Carried Forward	ENGINEERING-SOLUTIONS	NTT Group engineering	64.6	51.9	78.9	122%	-	-	-
		NCCs	7.3	5.2	10.8	148%	-	-	-
		Urban infrastructure	65.2	54.7	67.1	103%	-	-	-
		Sub-total	137.2	111.9	156.9	114%	-	-	-
	SYSTEM-SOLUTIONS	9.0	6.4	9.4	104%	-	-	-	
TOTAL			146.3	118.3	166.3	114%	-	-	-

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

# 1. Consolidated Figures



## (3) Business Overview of Main Subsidiaries

(¥bn)

	EXEO TECH				Daiwa Densetsu			
	FY 2015		FY 2016		FY 2015		FY 2016	
	1-3Q A	Full year B	1-3Q C	YOY C/A	1-3Q D	Full year E	1-3Q F	YOY F/D
Orders received	20.2	25.4	14.4	71%	9.2	11.6	10.0	109%
Net sales	16.9	26.3	11.0	65%	6.9	12.0	7.3	107%
Gross profit	(6.6%) 1.1	(7.4%) 1.9	(6.3%) 0.6	62%	(9.4%) 0.6	(10.1%) 1.2	(9.0%) 0.6	103%
SG&A expenses	(7.1%) 1.2	(6.0%) 1.5	(8.3%) 0.9	76%	(7.5%) 0.5	(5.7%) 0.6	(6.8%) 0.5	97%
Operating income	(-0.5%) -0.09	(1.4%) 0.37	(-2.0%) -0.22	-	(1.9%) 0.13	(4.4%) 0.52	(2.2%) 0.16	126%
Ordinary income	(-0.7%) -0.12	(2.0%) 0.53	(-3.1%) -0.33	-	(2.2%) 0.15	(4.6%) 0.55	(2.7%) 0.19	128%
Net income	(-1.4%) -0.23	(1.4%) 0.36	(-0.8%) -0.09	-	(1.5%) 0.10	(3.0%) 0.36	(4.6%) 0.33	323%

Notes: 1. All amounts less than ¥100m are disregarded.

2. Figures in parentheses are ratio to net sales.

3. Wako Engineering and Ikeno Tsuken merged on 1 July 2015 to form Exeo Tech. The figures for the 1st quarter of FY 2015 are the simple combined totals for the two premerger companies.

An adjustment of the construction areas handled by each company within the Kyowa Exeo Group on August 26, 2015, resulted in the east Kanto region (Ibaraki and Chiba Prefectures) switching from Exeo Tech to Kyowa Exeo Corp.

## 2. Non-consolidated Figures



### (1) Overview

(¥bn)

	FY 2015		FY 2016				
	1-3Q	Full year	1-3Q			Full year	
	A	B	Actual C	YOY C/A	Progress rate C/D	Plan D	YOY D/B
Orders received	166.8	241.8	189.0	113%	76%	249.0	103%
Net sales	133.5	227.5	149.4	112%	61%	243.0	107%
Gross profit	(9.3%) 12.4	(9.5%) 21.5	(8.5%) 12.6	102%	53%	(9.8%) 23.8	110%
SG&A expenses	(6.3%) 8.4	(5.1%) 11.5	(5.6%) 8.3	99%	70%	(4.9%) 12.0	104%
Operating income	(3.0%) 4.0	(4.4%) 10.0	(2.9%) 4.3	106%	36%	(4.9%) 11.8	117%
Ordinary income	(5.0%) 6.7	(5.6%) 12.7	(3.3%) 4.8	72%	39%	(5.2%) 12.6	99%
Net income	(3.9%) 5.1	(4.1%) 9.3	(8.0%) 11.9	231%	65%	(7.5%) 18.3	195%

Notes: 1. All amounts less than ¥100m are disregarded.  
2. Figures in parentheses are ratio to net sales.

## 2. Non-consolidated Figures

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

(¥bn)

				FY 2015		FY 2016				
				1-3Q	Full year	Actual C	1-3Q	Full year		YOY D/B
				A	B		YOY C/A	Progress rate C/D	Plan D	
Orders Received	ENGINEERING-SOLUTIONS	NTT Group engineering	Access engineering	44.4	65.7	54.0	122%	83%	65.0	99%
			Network engineering	16.8	23.2	14.6	87%	81%	18.0	77%
			Mobile engineering	39.8	52.5	45.9	116%	102%	45.0	86%
			Sub-total	101.0	141.6	114.6	113%	90%	128.0	90%
		NCCs	14.1	19.7	18.2	129%	79%	23.0	116%	
		Urban infrastructure	35.3	57.4	39.4	111%	57%	69.0	120%	
		Sub-total	150.6	218.8	172.3	114%	78%	220.0	101%	
		SYSTEM-SOLUTIONS	16.2	23.0	16.6	103%	58%	29.0	126%	
		TOTAL	166.8	241.8	189.0	113%	76%	249.0	103%	
		Net Sales	ENGINEERING-SOLUTIONS	NTT Group engineering	Access engineering	39.7	63.1	46.7	118%	70%
Network engineering	12.5				20.8	11.6	93%	53%	22.0	106%
Mobile engineering	31.4				48.7	33.1	105%	72%	46.0	94%
Sub-total	83.8				132.7	91.6	109%	68%	135.0	102%
NCCs	15.0			22.5	13.0	87%	54%	24.0	106%	
Urban infrastructure	22.0			51.3	30.3	138%	51%	59.0	115%	
Sub-total	120.8			206.6	134.9	112%	62%	218.0	105%	
SYSTEM-SOLUTIONS	12.6			20.8	14.4	114%	58%	25.0	120%	
TOTAL	133.5			227.5	149.4	112%	61%	243.0	107%	
Amount Carried Forward	ENGINEERING-SOLUTIONS			NTT Group engineering	Access engineering	18.5	16.4	23.7	128%	-
		Network engineering	10.1		8.3	11.3	112%	-	-	-
		Mobile engineering	27.5		23.0	35.8	130%	-	-	-
		Sub-total	56.2		47.8	70.9	126%	-	-	-
		NCCs	7.2	5.3	10.6	146%	-	-	-	
		Urban infrastructure	54.7	47.4	56.5	103%	-	-	-	
		Sub-total	118.2	100.6	138.0	117%	-	-	-	
		SYSTEM-SOLUTIONS	6.6	5.2	7.5	114%	-	-	-	
		TOTAL	124.8	105.9	145.6	117%	-	-	-	

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

## Disclaimer Regarding Forward-Looking Statements

Management of the Company has made estimates and assumptions relating to financial forecasts based on information available as of the reporting date. Actual results could differ from those estimates.

### **KYOWA EXEO CORPORATION**

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