
Results for the Nine Months Ended December 31, 2021

February 10, 2022

EXEO Group, Inc.

1. Consolidated Figures



(1) Overview

(¥bn)

	FY 2020		FY2021				
	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	453.9	631.0	445.0	98%	81%	550.0	87%
Net sales	348.1	573.3	395.3	114%	71%	560.0	98%
Gross profit	13.5% 47.0	13.2% 75.8	13.6% 53.9	115%	71%	13.6% 76.4	101%
SG&A expenses	8.1% 28.3	6.8% 39.2	7.4% 29.3	104%	75%	7.0% 39.4	100%
Operating profit	5.4% 18.7	6.4% 36.6	6.2% 24.5	131%	66%	6.6% 37.0	101%
Ordinary profit	5.8% 20.2	6.7% 38.1	6.7% 26.5	131%	70%	6.8% 37.8	99%
Profit attributable to owners of parent	3.6% 12.5	4.2% 24.1	4.1% 16.2	129%	67%	4.3% 24.1	100%

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

2. Figures in parentheses are ratio to net sales.

3. The "Accounting Standard for Revenue Recognition" has been applied since fiscal 21.

1. Consolidated Figures



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

(¥bn)

				FY 2020		FY 2021				
				1-3Q	Full year	1-3Q			Full year	
						Actual	YOY	Progress rate	Plan	YOY
				A	B	C	C/A	C/D	D	D/B
Orders Received	ENGINEERING-SOLUTIONS	NTT Group engineering	Access engineering	122.0	166.4	115.2	94%	78%	146.9	88%
			Network engineering	15.1	21.6	16.4	108%	71%	23.2	107%
			Mobile engineering	38.3	51.0	34.3	90%	77%	44.5	87%
			Sub-total	175.5	239.1	166.0	95%	77%	214.6	90%
		NCCs	51.9	68.1	58.7	113%	102%	57.3	84%	
	Urban infrastructure		111.7	154.2	104.4	94%	74%	141.2	92%	
		Sub-total	339.1	461.5	329.2	97%	80%	413.1	90%	
	SYSTEM-SOLUTIONS			114.7	169.5	115.7	101%	85%	136.9	81%
	TOTAL			453.9	631.0	445.0	98%	81%	550.0	87%
	Net Sales	ENGINEERING-SOLUTIONS	NTT Group engineering	Access engineering	107.1	155.8	113.2	106%	72%	156.9
Network engineering				13.9	22.5	13.3	96%	57%	23.3	104%
Mobile engineering				28.3	44.2	29.5	105%	68%	43.6	99%
Sub-total				149.4	222.6	156.1	104%	70%	223.8	101%
NCCs			29.5	47.0	39.0	132%	70%	56.0	119%	
Urban infrastructure			84.9	147.9	96.0	113%	67%	142.5	96%	
		Sub-total	263.9	417.6	291.2	110%	69%	422.3	101%	
SYSTEM-SOLUTIONS			84.1	155.6	104.0	124%	76%	137.7	88%	
TOTAL			348.1	573.3	395.3	114%	71%	560.0	98%	
Amount Carried Forward		ENGINEERING-SOLUTIONS	NTT Group engineering	Access engineering	41.5	37.0	36.9	89%	—	—
	Network engineering			12.0	10.0	12.9	108%	—	—	—
	Mobile engineering			37.2	34.0	38.7	104%	—	—	—
	Sub-total			90.8	81.2	88.6	98%	—	—	—
	NCCs		53.3	52.1	71.7	135%	—	—	—	
	Urban infrastructure		140.4	121.1	130.3	93%	—	—	—	
		Sub-total	284.6	254.4	290.8	102%	—	—	—	
	SYSTEM-SOLUTIONS			51.9	34.8	45.9	88%	—	—	—
	TOTAL			336.5	289.2	336.8	100%	—	—	—

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

2. The "Accounting Standard for Revenue Recognition" has been applied since fiscal 21.

2. Non-consolidated Figures



(1) Overview

(¥bn)

	FY 2020		FY 2021				
	1-3Q A	Full year B	1-3Q			Full year	
			Actual C	YOY C/A	Progress rate C/D	Plan D	YOY D/B
Orders received	244.9	332.3	242.1	99%	84%	290.0	87%
Net sales	180.7	298.2	203.5	113%	68%	300.0	101%
Gross profit	11.0% 19.8	10.7% 32.0	10.5% 21.3	108%	68%	10.4% 31.3	98%
SG&A expenses	6.3% 11.3	5.3% 15.7	5.9% 12.0	106%	75%	5.3% 16.0	101%
Operating profit	4.7% 8.4	5.4% 16.2	4.6% 9.3	110%	61%	5.1% 15.3	94%
Ordinary profit	5.3% 9.6	6.0% 17.9	8.5% 17.3	180%	79%	7.4% 22.1	123%
Profit	10.8% 19.4	8.2% 24.5	6.8% 13.7	71%	81%	5.7% 17.0	69%

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

2. Figures in parentheses are ratio to net sales.

3. The "Accounting Standard for Revenue Recognition" has been applied since fiscal 21.

2. Non-consolidated Figures



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

(¥bn)

			FY2020		FY2021				
			1-3Q	Full year	1-3Q			Full year	
					Actual	YOY	Progress rate	Plan	YOY
A	B	C	C/A	C/D	D	D/B			
Orders Received	ENGINEERING-SOLUTIONS	NTT Group engineering	103.0	139.8	98.8	96%	78%	126.6	91%
		NCCs	31.6	42.4	40.5	128%	114%	35.6	84%
		Urban infrastructure	71.9	102.4	70.0	97%	77%	91.2	89%
		Sub-total	206.6	284.7	209.4	101%	83%	253.4	89%
	SYSTEM-SOLUTIONS	38.2	47.5	32.7	86%	89%	36.6	77%	
	TOTAL	244.9	332.3	242.1	99%	84%	290.0	87%	
Net Sales	ENGINEERING-SOLUTIONS	NTT Group engineering	86.2	130.6	89.0	103%	68%	131.7	101%
		NCCs	17.7	28.2	23.1	131%	65%	35.3	125%
		Urban infrastructure	56.7	101.1	64.4	114%	69%	92.8	92%
		Sub-total	160.6	260.0	176.6	110%	68%	259.8	100%
	SYSTEM-SOLUTIONS	20.1	38.2	26.8	133%	67%	40.2	105%	
	TOTAL	180.7	298.2	203.5	113%	68%	300.0	101%	
Amount Carried Forward	ENGINEERING-SOLUTIONS	NTT Group engineering	66.2	58.6	66.8	101%	—	—	—
		NCCs	30.2	30.4	47.8	158%	—	—	—
		Urban infrastructure	111.6	97.6	97.5	87%	—	—	—
		Sub-total	208.0	186.7	212.2	102%	—	—	—
	SYSTEM-SOLUTIONS	25.4	16.5	21.4	85%	—	—	—	
	TOTAL	233.5	203.3	233.7	100%	—	—	—	

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

2. The "Accounting Standard for Revenue Recognition" has been applied since fiscal 21.

3. Business Overview of Main Subsidiaries



Overview – ①

▶ Transactions with other groups in the consolidated group are not offset.

(¥bn)

	EXEO TECH Group			Daiwa Densetsu Group		
	FY 2020	FY 2021		FY 2020	FY 2021	
	1-3Q A	1-3Q B	YOY B/A	1-3Q C	1-3Q D	YOY D/C
Orders received	26.0	24.0	92%	15.9	15.0	94%
Net sales	19.0	23.0	121%	12.7	14.8	117%
Gross profit	9.0% 1.70	10.8% 2.47	145%	11.6% 1.47	13.0% 1.93	131%
SG&A expenses	5.4% 1.03	5.7% 1.30	126%	6.3% 0.79	6.1% 0.90	114%
Operating profit	3.5% 0.66	5.1% 1.17	175%	5.3% 0.67	6.9% 1.02	152%
Ordinary profit	4.1% 0.77	5.5% 1.27	164%	5.7% 0.72	7.0% 1.04	143%
Profit	3.1% 0.59	3.7% 0.85	144%	3.7% 0.47	4.3% 0.63	134%

Notes: 1. Figures below 100 million yen (or below 10 million yen in some cases) are disregarded.

2. Figures in parentheses are ratio to net sales.

3. The "Accounting Standard for Revenue Recognition" has been applied since fiscal 21.

3. Business Overview of Main Subsidiaries



Overview – ②

▶ Transactions with other groups in the consolidated group are not offset.

(¥bn)

	C-CUBE Group		Seibu Electric Industry Group		NIPPON DENTSU Group		TOTAL		
	FY 2020 1-3Q	FY2021 1-3Q	FY 2020 1-3Q	FY2021 1-3Q	FY 2020 1-3Q	FY2021 1-3Q	FY 2020 1-3Q A	FY2021 1-3Q B	YOY B/A
Orders received	56.9	59.2	46.9	41.8	39.7	35.4	143.6	136.4	95%
Net sales	48.0	55.0	37.5	41.0	33.0	31.8	118.7	127.9	108%
Gross profit	12.7% 6.10	14.5% 7.97	9.8% 3.68	9.6% 3.93	12.8% 4.22	13.4% 4.26	11.8% 14.01	12.6% 16.17	115%
SG&A expenses	6.9% 3.31	6.6% 3.62	4.7% 1.75	4.3% 1.78	7.5% 2.48	8.0% 2.53	6.4% 7.54	6.2% 7.94	105%
Operating profit	5.8% 2.79	7.9% 4.34	5.1% 1.93	5.2% 2.15	5.3% 1.74	5.4% 1.73	5.4% 6.46	6.4% 8.23	127%
Ordinary profit	6.6% 3.16	8.4% 4.61	5.9% 2.20	6.0% 2.45	5.5% 1.82	5.9% 1.87	6.1% 7.19	7.0% 8.94	124%
Profit	4.4% 2.12	5.6% 3.10	5.2% 1.94	3.7% 1.53	3.8% 1.25	4.0% 1.26	4.5% 5.31	4.6% 5.90	111%

Notes: 1. Figures below 100 million yen (or below 10 million yen in some cases) are disregarded.

2. Figures in parentheses are ratio to net sales.

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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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