
Results for the Nine Months Ended December 31, 2022

February 10, 2023

EXEO Group, Inc.

1. Consolidated Figures



(1) Overview

(¥bn)

	FY 2021		FY2022					
	1-3Q	Full year	1-3Q			Full year		
	A	B	Actual C	YOY C/A	Progress rate C/D	Initial plan D	Corrective plan E	YOY E/B
Orders received	445.0	595.3	462.8	104%	77%	600.0	605.0	102%
Net sales	395.3	594.8	417.3	106%	70%	600.0	615.0	103%
Gross profit	13.6% 53.9	14.2% 84.3	12.1% 50.6	94%	59%	14.2% 85.4	13.4% 82.4	98%
SG&A expenses	7.4% 29.3	7.1% 41.9	8.5% 35.3	120%	75%	7.8% 46.8	8.0% 49.4	118%
Operating profit	6.2% 24.5	7.1% 42.3	3.7% 15.2	62%	40%	6.4% 38.5	5.4% 33.0	78%
Ordinary profit	6.7% 26.5	7.6% 45.2	4.5% 18.9	71%	48%	6.6% 39.4	5.6% 34.5	76%
Profit attributable to owners of parent	4.1% 16.2	4.7% 27.7	2.6% 10.7	66%	42%	4.3% 25.6	3.7% 22.5	81%

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

2. The full-year plan for the fiscal year ending March 2023 has been revised considering results and future views.

1. Consolidated Figures



(2) Orders Received, Net Sales

(¥bn)

					FY 2021		FY 2022					
					1-3Q	Full year	1-3Q			Full year		
							Actual	YOY	Progress rate	Initial plan	Corrective plan	YOY
					A	B	C	C/A	C/D	D	E	E/B
Orders Received	ENGINEERING-SOLUTIONS	Telecoms Carriers	NTT Group engineering	Access engineering	115.2	152.7	115.4	100%	82%	141.5	151.3	99%
				Network engineering	16.4	22.6	14.8	91%	70%	21.3	19.6	87%
				Mobile engineering	34.3	40.3	21.8	64%	76%	28.9	26.2	65%
				Sub-total	166.0	215.7	152.2	92%	79%	191.7	197.1	91%
		NCCs		58.7	74.8	34.1	58%	59%	57.9	48.0	64%	
			Sub-total	224.7	290.5	186.4	83%	75%	249.6	245.1	84%	
		Urban infrastructure		104.4	145.7	128.3	123%	73%	175.2	175.4	120%	
			Sub-total	329.2	436.3	314.7	96%	74%	424.8	420.5	96%	
SYSTEM-SOLUTIONS				115.7	159.0	148.1	128%	85%	175.2	184.5	116%	
TOTAL					445.0	595.3	462.8	104%	77%	600.0	605.0	102%
Net Sales	ENGINEERING-SOLUTIONS	Telecoms Carriers	NTT Group engineering	Access engineering	113.2	162.2	106.8	94%	74%	145.3	151.6	93%
				Network engineering	13.3	22.3	13.3	100%	62%	21.5	21.3	95%
				Mobile engineering	29.5	42.1	20.5	69%	71%	28.9	31.1	74%
				Sub-total	156.1	226.7	140.7	90%	72%	195.7	204.0	90%
		NCCs		39.0	62.5	42.1	108%	66%	64.0	60.6	97%	
			Sub-total	195.1	289.3	182.8	94%	70%	259.7	264.6	91%	
		Urban infrastructure		96.0	150.8	105.1	109%	62%	168.4	164.1	109%	
			Sub-total	291.2	440.1	288.0	99%	67%	428.1	428.7	97%	
SYSTEM-SOLUTIONS				104.0	154.6	129.3	124%	75%	171.9	186.3	120%	
TOTAL					395.3	594.8	417.3	106%	70%	600.0	615.0	103%

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

2. The full-year plan for the fiscal year ending March 2023 has been revised considering results and future views.

1. Consolidated Figures



(3) Amount Carried Forward

(¥bn)

					FY 2021		FY 2022					
					1-3Q	Full year	1-3Q			Full year		
					A	B	Actual	YOY	Progress rate	Initial plan	Corrective plan	YOY
							C	C/A	C/D	D	E	E/B
Amount Carried Forward	ENGINEERING-SOLUTIONS	Telecoms Carriers	NTT Group engineering	Access engineering	36.9	26.4	35.0	95%	—	—	—	—
				Network engineering	12.9	10.1	11.8	91%	—	—	—	—
				Mobile engineering	38.7	32.1	33.4	86%	—	—	—	—
			Sub-total	88.6	68.8	80.4	91%	—	—	—	—	
			NCCs	71.7	64.7	56.8	79%	—	—	—	—	
			Sub-total	160.4	133.5	137.2	86%	—	—	—	—	
			Urban infrastructure	130.3	117.0	142.9	110%	—	—	—	—	
			Sub-total	290.8	250.5	280.2	96%	—	—	—	—	
			SYSTEM-SOLUTIONS	45.9	39.3	61.1	133%	—	—	—	—	
			TOTAL	336.8	289.9	341.3	101%	—	—	—	—	

(4) Segment profit

(¥bn)

				FY 2021		FY 2022					
				1-3Q	Full year	1-3Q			Full year		
				A	B	Actual	YOY	Progress rate	Initial plan	Corrective plan	YOY
						C	C/A	C/D	D	E	E/B
Profit	Telecoms Carriers	7.4%	8.3%	5.7%			8.4%	6.7%			
		14.3	23.9	10.4	73%	48%	21.9	17.7	74%		
	Urban infrastructure	7.9%	8.5%	3.3%			5.8%	5.9%			
		7.6	12.8	3.4	45%	35%	9.8	9.6	75%		
	SYSTEM-SOLUTIONS	2.5%	3.6%	1.1%			4.0%	3.0%			
		2.6	5.5	1.3	53%	20%	6.8	5.5	100%		
	TOTAL	24.5	42.3	15.2	62%	40%	38.5	33.0	78%		

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

2. The full-year plan for the fiscal year ending March 2023 has been revised considering results and future views.

2. Non-consolidated Figures

(1) Overview

(¥bn)

	FY 2021		FY 2022					
	1-3Q A	Full year B	1-3Q			Full year		
			Actual C	YOY C/A	Progress rate C/D	Initial plan D	Corrective plan E	YOY E/B
Orders received	242.1	317.7	202.8	84%	70%	290.0	275.0	87%
Net sales	203.5	311.0	191.0	94%	64%	300.0	300.0	96%
Gross profit	10.5% 21.3	11.4% 35.4	8.7% 16.6			10.7% 32.1	9.7% 29.2	
SG&A expenses	5.9% 12.0	5.4% 16.7	6.0% 11.4			5.4% 16.3	5.1% 15.2	
Operating profit	4.6% 9.3	6.0% 18.7	2.7% 5.1			5.3% 15.8	4.7% 14.0	
Ordinary profit	8.5% 17.3	8.9% 27.6	3.7% 6.9			5.9% 17.6	5.3% 16.0	
Profit	6.8% 13.7	6.6% 20.5	10.7% 20.3			8.7% 25.9	9.2% 27.6	
				148%	78%			134%

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

2. The full-year plan for the fiscal year ending March 2023 has been revised considering results and future views.

2. Non-consolidated Figures

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

(¥bn)

			FY2021		FY2022					
			1-3Q	Full year	1-3Q			Full year		
					Actual	YOY	Progress rate	Plan	Corrective plan	YOY
A	B	C	C/A	C/D	D	E	E/B			
Orders Received	ENGINEERING-SOLUTIONS	NTT Group engineering	98.8	127.0	84.2	85%	79%	106.6	109.5	86%
		NCCs	40.5	53.0	22.5	56%	59%	38.3	33.1	62%
		Urban infrastructure	70.0	97.8	75.4	108%	71%	106.8	106.9	109%
		Sub-total	209.4	277.9	182.3	87%	72%	251.7	249.5	90%
	SYSTEM-SOLUTIONS	32.7	39.8	20.4	63%	54%	38.3	25.5	64%	
	TOTAL	242.1	317.7	202.8	84%	70%	290.0	275.0	87%	
Net Sales	ENGINEERING-SOLUTIONS	NTT Group engineering	89.0	131.4	78.8	89%	70%	112.6	119.6	91%
		NCCs	23.1	39.5	27.1	117%	58%	46.6	42.6	108%
		Urban infrastructure	64.4	98.9	63.0	98%	62%	102.0	104.2	105%
		Sub-total	176.6	270.0	169.0	96%	65%	261.2	266.4	99%
	SYSTEM-SOLUTIONS	26.8	41.0	22.0	82%	57%	38.8	33.6	82%	
	TOTAL	203.5	311.0	191.0	94%	64%	300.0	300.0	96%	
Amount Carried Forward	ENGINEERING-SOLUTIONS	NTT Group engineering	66.8	54.2	58.0	87%	—	—	—	—
		NCCs	47.8	43.9	39.3	82%	—	—	—	—
		Urban infrastructure	97.5	96.5	103.2	106%	—	—	—	—
		Sub-total	212.2	194.6	200.6	95%	—	—	—	—
	SYSTEM-SOLUTIONS	21.4	15.4	12.9	60%	—	—	—	—	
	TOTAL	233.7	210.0	213.6	91%	—	—	—	—	

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

2. The full-year plan for the fiscal year ending March 2023 has been revised considering results and future views.

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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