
Results for the Nine Months Ended December 31, 2023

February 9, 2024

EXEO Group, Inc.

1. Consolidated Figures



(1) Overview

(¥bn)

	FY 2022		FY2023				
	1-3Q	Full year	1-3Q		Full year		
			Actual	YOY	Initial plan	Corrective plan	YOY
Orders received	462.8	625.6	478.5	+3%	620.0	620.0	-1%
Net sales	417.3	627.6	403.3	-3%	630.0	610.0	-3%
Gross profit	12.1%	13.0%	13.8%		14.5%	14.0%	
	50.6	81.8	55.8	+10%	91.2	85.2	+4%
SG&A expenses	8.5%	7.9%	10.1%		9.1%	9.0%	
	35.3	49.2	40.7	+15%	57.2	55.2	+12%
Operating profit	3.7%	5.2%	3.8%		5.4%	4.9%	
	15.2	32.5	15.1	-1%	34.0	30.0	-8%
Ordinary profit	4.5%	5.4%	4.7%		5.5%	5.5%	
	18.9	33.7	18.9	+0%	34.9	33.4	-1%
Profit attributable to owners of parent	2.6%	3.5%	2.7%		3.7%	3.9%	
	10.7	22.2	10.9	+2%	23.6	23.6	+6%

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

2. The full-year plan for the fiscal year ending March 2024 has been revised considering results and future views.

1. Consolidated Figures

(2) Orders Received, Net Sales

(¥bn)

					FY 2022		FY 2023				
					1-3Q	Full year	1-3Q		Full year		
							Actual	YOY	Initial plan	Corrective plan	YOY
Orders Received	ENGINEERING-SOLUTIONS	Telecoms	Carriers	Access engineering	115.4	157.4	113.3	-2%	138.0	138.0	-12%
				NTT Group engineering	14.8	20.9	15.8	+7%	19.8	19.8	-5%
				Mobile engineering	21.8	26.7	20.4	-7%	24.1	24.1	-10%
				Sub-total	152.2	205.1	149.7	-2%	181.9	181.9	-11%
				NCCs	34.1	50.9	28.9	-15%	45.9	45.9	-10%
		Sub-total	186.4	256.0	178.6	-4%	227.8	227.8	-11%		
		Urban infrastructure	128.3	177.8	157.4	+23%	188.8	208.8	+17%		
		Sub-total	314.7	433.9	336.0	+7%	416.6	436.6	+1%		
		SYSTEM-SOLUTIONS	148.1	191.7	142.4	-4%	203.4	183.4	-4%		
		TOTAL	462.8	625.6	478.5	+3%	620.0	620.0	-1%		
Net Sales	ENGINEERING-SOLUTIONS	Telecoms	Carriers	Access engineering	106.8	153.4	105.1	-2%	142.3	142.3	-7%
				NTT Group engineering	13.3	21.3	13.0	-2%	20.8	20.8	-3%
				Mobile engineering	20.5	34.0	16.9	-17%	25.9	25.9	-24%
				Sub-total	140.7	208.8	135.1	-4%	189.0	189.0	-9%
				NCCs	42.1	62.3	38.8	-8%	51.4	51.4	-18%
		Sub-total	182.8	271.1	174.0	-5%	240.4	240.4	-11%		
		Urban infrastructure	105.1	165.3	107.2	+2%	186.3	186.3	+13%		
		Sub-total	288.0	436.5	281.2	-2%	426.7	426.7	-2%		
		SYSTEM-SOLUTIONS	129.3	191.0	122.1	-6%	203.3	183.3	-4%		
		TOTAL	417.3	627.6	403.3	-3%	630.0	610.0	-3%		

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

2. The full-year plan for the fiscal year ending March 2024 has been revised considering results and future views.

1. Consolidated Figures

(3) Amount Carried Forward

(¥bn)

					FY 2022		FY 2023				
					1-3Q	Full year	1-3Q		Full year		
							Actual	YOY	Initial plan	Corrective plan	YOY
Amount Carried Forward	ENGINEERING-SOLUTIONS	Telecoms Carriers	NTT Group engineering	Access engineering	35.0	30.5	38.2	+9%	—	—	—
				Network engineering	11.8	9.8	12.7	+7%	—	—	—
				Mobile engineering	33.4	24.9	28.3	-15%	—	—	—
			Sub-total	80.4	65.2	79.3	-1%	—	—	—	
		NCCs		56.8	53.2	43.3	-24%	—	—	—	
			Sub-total	137.2	118.5	122.7	-11%	—	—	—	
		Urban infrastructure		142.9	133.3	184.4	+29%	—	—	—	
			Sub-total	280.2	251.9	307.1	+10%	—	—	—	
		SYSTEM-SOLUTIONS			61.1	45.8	69.0	+13%	—	—	—
		TOTAL			341.3	297.8	376.2	+10%	—	—	—

(4) Segment profit

(¥bn)

		FY 2022		FY 2023				
		1-3Q	Full year	1-3Q		Full year		
				Actual	YOY	Initial plan	Corrective plan	YOY
Profit	Telecoms Carriers	5.7%	6.4%	5.7%		6.0%	6.0%	
		10.4	17.3	9.8	-6%	14.3	14.3	-17%
	Urban infrastructure	3.3%	6.2%	2.7%		5.7%	5.7%	
		3.4	10.2	2.8	-16%	10.5	10.5	+2%
SYSTEM-SOLUTIONS		1.1%	2.6%	2.0%		4.5%	2.8%	
		1.3	4.8	2.4	+75%	9.0	5.0	+4%
TOTAL		15.2	32.5	15.1	-1%	34.0	30.0	-8%

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

2. The full-year plan for the fiscal year ending March 2024 has been revised considering results and future views.

2. Non-consolidated Figures



(1) Overview

(¥bn)

	FY 2022		FY 2023				
	1-3Q	Full year	1-3Q		Full year		
			Actual	YOY	Initial plan	Corrective plan	YOY
Orders received	202.8	277.8	217.1	+7%	270.0	290.0	+4%
Net sales	191.0	295.1	174.8	-9%	280.0	280.0	-5%
Gross profit	8.7%	9.8%	9.5%		9.3%	9.3%	
	16.6	29.0	16.5	-0%	26.1	26.1	-10%
SG&A expenses	6.0%	5.2%	6.8%		6.0%	6.0%	
	11.4	15.3	11.8	+4%	16.8	16.8	+10%
Operating profit	2.7%	4.6%	2.7%		3.6%	3.6%	
	5.1	13.7	4.6	-10%	10.1	10.1	-26%
Ordinary profit	3.7%	5.5%	10.9%		4.0%	4.0%	
	6.9	16.0	19.1	+174%	11.3	11.3	-30%
Profit	10.7%	9.5%	9.6%		7.3%	7.3%	
	20.3	27.9	16.7	-18%	20.3	20.3	-27%

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

2. The full-year plan for the fiscal year ending March 2024 has been revised considering results and future views.

2. Non-consolidated Figures

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

(¥bn)

			FY2022		FY2023				
			1-3Q	Full year	1-3Q		Full year		
					Actual	YOY	Initial Plan	Corrective plan	YOY
Orders Received	ENGINEERING-SOLUTIONS	NTT Group engineering	84.2	114.1	80.9	-4%	102.1	102.1	-11%
		NCCs	22.5	34.5	19.0	-16%	28.9	28.9	-16%
		Urban infrastructure	75.4	103.4	98.6	+31%	117.6	137.6	+33%
		Sub-total	182.3	252.1	198.7	+9%	248.6	268.6	+7%
	SYSTEM-SOLUTIONS	20.4	25.6	18.4	-10%	21.4	21.4	-17%	
	TOTAL	202.8	277.8	217.1	+7%	270.0	290.0	+4%	
Net Sales	ENGINEERING-SOLUTIONS	NTT Group engineering	78.8	120.8	73.0	-7%	108.5	108.5	-10%
		NCCs	27.1	41.9	25.5	-6%	34.2	34.2	-19%
		Urban infrastructure	63.0	99.3	61.6	-2%	115.1	115.1	+16%
		Sub-total	169.0	262.2	160.2	-5%	257.8	257.8	-2%
	SYSTEM-SOLUTIONS	22.0	32.8	14.5	-34%	22.2	22.2	-33%	
	TOTAL	191.0	295.1	174.8	-9%	280.0	280.0	-5%	
Amount Carried Forward	ENGINEERING-SOLUTIONS	NTT Group engineering	58.0	45.8	53.6	-8%	—	—	—
		NCCs	39.3	36.5	30.1	-24%	—	—	—
		Urban infrastructure	103.2	94.8	131.9	+28%	—	—	—
		Sub-total	200.6	177.1	215.7	+8%	—	—	—
	SYSTEM-SOLUTIONS	12.9	7.3	11.0	-14%	—	—	—	
	TOTAL	213.6	184.5	226.8	+6%	—	—	—	

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

2. The full-year plan for the fiscal year ending March 2024 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.

EXEO Group, Inc.

3-29-20 Shibuya, Shibuya-ku,
Tokyo 150-0002 JAPAN

TEL: (81)3-5778-1073

FAX: (81)3-5778-1228