
Annual Results for the Fiscal Year Ended March 31, 2016

May 9, 2016

KYOWA EXEO CORPORATION

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

1. Consolidated Figures

(1) Overview

(¥bn)

	FY 2014		FY 2015						FY 2016			
	Interim	Full year	Interim		Full year				Interim		Full year	
			Actual	YOY	Plan	Actual	YOY	Plan accuracy	Plan	YOY	Plan	YOY
A	B	C	C/A	D	E	E/B	E/D	F	F/C	G	G/E	
Orders received	149.3	301.4	140.8	94%	310.0	300.4	100%	97%	140.0	99%	305.0	102%
Net sales	127.1	300.9	107.7	85%	305.0	287.4	96%	94%	118.0	110%	300.0	104%
Gross profit	(12.8%) 16.2	(11.9%) 35.7	(12.4%) 13.3	82%	(12.7%) 38.6	(12.5%) 35.7	100%	93%	(12.3%) 14.5	109%	(12.5%) 37.6	105%
SG&A expenses	(6.8%) 8.6	(5.8%) 17.3	(7.9%) 8.5	98%	(5.8%) 17.6	(6.0%) 17.3	100%	99%	(7.6%) 9.0	106%	(5.9%) 17.6	101%
Operating income	(5.9%) 7.5	(6.1%) 18.3	(4.5%) 4.8	64%	(6.9%) 21.0	(6.4%) 18.4	100%	88%	(4.7%) 5.5	114%	(6.7%) 20.0	109%
Ordinary income	(6.0%) 7.6	(6.2%) 18.5	(4.4%) 4.7	62%	(6.9%) 21.0	(6.4%) 18.5	100%	88%	(4.7%) 5.6	118%	(6.7%) 20.2	109%
Net income attributable to owners of parent	(3.6%) 4.5	(4.1%) 12.2	(2.7%) 2.9	64%	(4.3%) 13.2	(4.2%) 12.1	99%	92%	(3.0%) 3.5	120%	(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 and Net Sales Amount Carried Forward (Previous segments)

(¥bn)

			FY 2014		FY 2015					
			Interim	Full year	Interim		Full year			
					Actual	YOY	Plan	Actual	YOY	Plan accuracy
			A	B	C	C/A	D	E	E/B	E/D
Orders Received	ENGINEERING-SOLUTIONS	NTT Group engineering	79.6	160.3	80.0	101%	148.0	167.9	105%	113%
		Non-NTT telecom engineering	36.9	67.6	25.3	69%	71.0	51.5	76%	73%
		Environmental and social infrastructure	18.8	41.5	17.7	94%	45.0	42.5	102%	95%
		Sub-total	135.4	269.6	123.2	91%	264.0	261.9	97%	99%
	SYSTEM-SOLUTIONS	13.9	31.8	17.6	127%	46.0	38.4	121%	84%	
TOTAL			149.3	301.4	140.8	94%	310.0	300.4	100%	97%
Net Sales	ENGINEERING-SOLUTIONS	NTT Group engineering	75.1	162.7	64.6	86%	151.0	160.5	99%	106%
		Non-NTT telecom engineering	27.4	69.1	18.8	69%	70.0	51.3	74%	73%
		Environmental and social infrastructure	12.7	36.5	9.1	72%	44.0	38.8	106%	88%
		Sub-total	115.3	268.4	92.6	80%	265.0	250.7	93%	95%
	SYSTEM-SOLUTIONS	11.8	32.5	15.0	127%	40.0	36.6	113%	92%	
TOTAL			127.1	300.9	107.7	85%	305.0	287.4	96%	94%
Amount Carried Forward	ENGINEERING-SOLUTIONS	NTT Group engineering	51.3	44.5	60.0	117%	—	51.9	117%	—
		Non-NTT telecom engineering	29.5	18.6	25.1	85%	—	18.7	100%	—
		Environmental and social infrastructure	38.9	37.8	46.4	119%	—	41.5	110%	—
		Sub-total	119.8	101.0	131.6	110%	—	112.1	111%	—
	SYSTEM-SOLUTIONS	6.0	4.4	6.9	115%	—	6.2	140%	—	
TOTAL			125.8	105.4	138.6	110%	—	118.3	112%	—

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

1. Consolidated Figures

(3) Orders Received and Net Sales Amount Carried Forward (New segments)

(¥bn)

			FY 2014		FY 2015					FY 2016				
			Interim	Full year	Interim		Full year			Interim		Full year		
					Actual	YOY	Plan	Actual	YOY	Plan accuracy	Plan	YOY	Plan	YOY
			A	B	C	C/A	D	E	E/B	E/D	F	F/C	G	G/E
Orders Received	ENGINEERING-SOLUTIONS	NTT Group engineering	79.6	160.3	80.0	101%	148.0	167.9	105%	113%	71.0	89%	148.0	88%
		NCCs	18.8	34.4	10.1	54%	33.0	20.2	59%	61%	12.0	118%	24.0	119%
		Urban infrastructure	36.6	73.5	32.2	88%	81.6	72.3	98%	89%	36.0	111%	87.0	120%
		Sub-total	135.0	268.4	122.5	91%	262.6	260.5	97%	99%	119.0	97%	259.0	99%
	SYSTEM-SOLUTIONS	14.2	33.0	18.3	128%	47.4	39.9	121%	84%	21.0	115%	46.0	115%	
TOTAL			149.3	301.4	140.8	94%	310.0	300.4	100%	97%	140.0	99%	305.0	102%
Net Sales	ENGINEERING-SOLUTIONS	NTT Group engineering	75.1	162.7	64.6	86%	151.0	160.5	99%	106%	66.0	102%	155.0	97%
		NCCs	18.8	36.6	10.2	54%	33.0	23.2	63%	70%	9.0	88%	24.0	103%
		Urban infrastructure	21.0	67.9	17.1	81%	79.6	65.7	97%	83%	27.0	157%	79.0	120%
		Sub-total	115.0	267.3	92.0	80%	263.6	249.5	93%	95%	102.0	111%	258.0	103%
	SYSTEM-SOLUTIONS	12.1	33.6	15.7	130%	41.4	37.8	113%	91%	16.0	102%	42.0	111%	
TOTAL			127.1	300.9	107.7	85%	305.0	287.4	96%	94%	118.0	110%	300.0	104%
Amount Carried Forward	ENGINEERING-SOLUTIONS	NTT Group engineering	51.3	44.5	60.0	117%	—	51.9	117%	—	—	—	—	—
		NCCs	10.4	8.3	8.2	79%	—	5.2	64%	—	—	—	—	—
		Urban infrastructure	57.9	48.1	63.2	109%	—	54.7	114%	—	—	—	—	—
		Sub-total	119.7	100.9	131.5	110%	—	111.9	111%	—	—	—	—	—
	SYSTEM-SOLUTIONS	6.1	4.4	7.0	114%	—	6.4	145%	—	—	—	—	—	
TOTAL			125.8	105.4	138.6	110%	—	118.3	112%	—	—	—	—	

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

2. From fiscal 2016 (ending on March 31, 2017), non-NTT telecom engineering and environmental and social infrastructure have merged, and figures are recorded together under the new name of urban infrastructure business.

Figures for NCCs, which were formerly included within non-NTT telecom engineering, are recorded separately, while those for overseas projects, also formerly included within non-NTT telecom engineering are recorded as part of SYSTEM-SOLUTIONS.

Figures for NTT Group engineering remain the same.

1. Consolidated Figures



(4) Balance Figures

(¥bn)

		FY 2014				FY 2015				
		Interim		Year-end		Interim		Year-end		B-A
				A				B		
Current assets		111.5	(59.0%)	138.8	(60.8%)	114.2	(55.8%)	137.9	(57.9%)	-0.8
Fixed assets		77.6	(41.0%)	89.6	(39.2%)	90.2	(44.2%)	100.3	(42.1%)	10.7
Total assets		189.1	(100%)	228.4	(100%)	204.5	(100%)	238.3	(100%)	9.8
Liabilities	Current	40.7	(21.5%)	63.8	(27.9%)	41.9	(20.5%)	72.2	(30.3%)	8.4
	Long-term	12.9	(6.9%)	17.8	(7.8%)	19.5	(9.5%)	14.8	(6.2%)	-3.0
Total liabilities		53.6	(28.4%)	81.6	(35.7%)	61.5	(30.1%)	87.0	(36.5%)	5.4
Shareholder's equity		135.0	(71.4%)	146.2	(64.0%)	142.5	(69.7%)	150.7	(63.3%)	4.4
Minority interests and stock acquisition rights		0.3	(0.2%)	0.4	(0.2%)	0.4	(0.2%)	0.4	(0.2%)	0.0
Total liabilities and net assets		189.1	(100%)	228.4	(100%)	204.5	(100%)	238.3	(100%)	9.8

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

1. Consolidated Figures



(5) Cash Flows

(¥bn)

	FY 2012	FY 2013	FY 2014	FY 2015
Net cash provided by (used in) operating activities	7.1	9.8	23.1	5.3
Net cash provided by (used in) investing activities	-2.1	-7.4	-2.8	-13.9
Net cash provided by (used in) financial activities	-3.0	-0.9	-12.3	0.3
Free cash flow (Note 2)	4.9	2.4	20.3	-8.5
Cash and cash equivalents at end of period	14.6	16.2	24.2	16.0

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

2. Free cash flow = Net cash provided by (used in) operating activities + Net cash provided by (used in) investing activities

(6) Interest-bearing Debt

(¥bn)

	FY 2012	FY 2013	FY 2014	FY 2015
Short-term	3.8	7.7	2.3	13.5
Long-term	6.1	5.6	6.3	2.7
Total	9.9	13.3	8.6	16.2

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

1. Consolidated Figures



(7) Capital Expenditures

(¥bn)

	FY 2012	FY 2013	FY 2014	FY 2015
Tangible fixed assets	2.3	5.8	3.2	11.0
Intangible fixed assets	1.0	1.4	1.0	2.1
Total	3.3	7.3	4.2	13.2

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

(8) Depreciation and Amortization

(¥bn)

	FY 2012	FY 2013	FY 2014	FY 2015
Depreciation and amortization	2.3	2.2	2.6	3.0

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

1. Consolidated Figures



(9) Summary of results for main subsidiary companies (by company)

(¥bn)

	EXEO TECH			Daiwa Densetsu		
	FY 2014	FY 2015		FY 2014	FY 2015	
	Full year	Full year	YOY	Full year	Full year	YOY
Orders received	34.5	25.4	74%	12.0	11.6	96%
Net sales	34.3	26.3	77%	11.8	12.0	102%
Gross profit	(7.2%) 2.4	(7.4%) 1.9	79%	(10.5%) 1.2	(10.1%) 1.2	98%
SG&A expenses	(6.1%) 2.0	(6.0%) 1.5	75%	(6.3%) 0.7	(5.7%) 0.6	93%
Operating income	(1.1%) 0.37	(1.4%) 0.37	100%	(4.3%) 0.50	(4.4%) 0.52	105%
Ordinary income	(1.2%) 0.41	(2.0%) 0.53	130%	(5.0%) 0.58	(4.6%) 0.55	95%
Net income	(0.8%) 0.28	(1.4%) 0.36	128%	(3.0%) 0.35	(3.0%) 0.36	104%

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 fiscal 2014 (the year ended March 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 2014		FY 2015						FY 2016			
	Interim	Full year	Interim		Full year				Interim		Full year	
			Actual	YOY	Plan	Actual	YOY	Plan accuracy	Plan	YOY	Plan	YOY
	A	B	C	C/A	D	E	E/B	E/D	F	F/C	G	G/E
Orders received	118.7	236.2	108.3	91%	243.0	241.8	102%	100%	113.0	104%	249.0	103%
Net sales	102.4	236.6	82.6	81%	240.0	227.5	96%	95%	96.5	117%	243.0	107%
Gross profit	(10.2%) 10.4	(9.0%) 21.3	(9.4%) 7.7	74%	(10.1%) 24.3	(9.5%) 21.5	101%	89%	(9.8%) 9.5	122%	(9.8%) 23.8	110%
SG&A expenses	(5.7%) 5.8	(4.8%) 11.3	(6.6%) 5.4	94%	(4.7%) 11.3	(5.1%) 11.5	102%	102%	(6.2%) 6.0	109%	(4.9%) 12.0	104%
Operating income	(4.5%) 4.6	(4.2%) 10.0	(2.8%) 2.2	49%	(5.4%) 13.0	(4.4%) 10.0	101%	77%	(3.6%) 3.5	153%	(4.9%) 11.8	117%
Ordinary income	(5.3%) 5.3	(4.6%) 10.9	(5.6%) 4.6	87%	(5.8%) 14.0	(5.6%) 12.7	116%	91%	(4.2%) 4.1	88%	(5.2%) 12.6	99%
Net income	(8.7%) 8.9	(5.6%) 13.2	(4.7%) 3.8	43%	(3.9%) 9.4	(4.1%) 9.3	71%	100%	(13.0%) 12.5	321%	(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 (Previous segments)

(¥bn)

				FY 2014		FY 2015					
				Interim	Full year	Interim		Full year			
						Actual	YOY	Plan	Actual	YOY	Plan accuracy
				A	B	C	C/A	D	E	E/B	E/D
Orders Received	ENGINEERING-SOLUTIONS	NTT Group engineering	Access engineering	26.6	56.9	27.8	104%	53.0	65.7	115%	124%
			Network engineering	9.4	20.6	10.7	113%	17.0	23.2	113%	137%
			Mobile engineering	25.6	47.8	25.0	98%	47.0	52.5	110%	112%
			Sub-total	61.8	125.4	63.6	103%	117.0	141.6	113%	121%
			Non-NTT telecom engineering	33.2	58.1	21.2	64%	62.0	43.8	75%	71%
			Environmental and social infrastructure	14.2	32.3	13.5	95%	35.0	33.4	103%	96%
			Sub-total	109.2	215.9	98.4	90%	214.0	218.9	101%	102%
		SYSTEM-SOLUTIONS	9.4	20.2	9.9	105%	29.0	22.9	113%	79%	
TOTAL				118.7	236.2	108.3	91%	243.0	241.8	102%	100%
Net Sales	ENGINEERING-SOLUTIONS	NTT Group engineering	Access engineering	24.7	55.1	24.4	99%	55.0	63.1	115%	115%
			Network engineering	9.6	22.4	7.7	81%	18.0	20.8	93%	116%
			Mobile engineering	24.4	49.6	19.7	81%	47.0	48.7	98%	104%
			Sub-total	58.8	127.2	51.9	88%	120.0	132.7	104%	111%
			Non-NTT telecom engineering	25.0	61.0	16.1	64%	61.0	43.4	71%	71%
			Environmental and social infrastructure	10.3	28.1	6.4	62%	35.0	30.5	109%	87%
			Sub-total	94.3	216.4	74.5	79%	216.0	206.7	96%	96%
		SYSTEM-SOLUTIONS	8.1	20.2	8.0	98%	24.0	20.7	103%	86%	
TOTAL				102.4	236.6	82.6	81%	240.0	227.5	96%	95%
Amount Carried Forward	ENGINEERING-SOLUTIONS	NTT Group engineering	Access engineering	14.0	13.9	17.3	123%	—	16.4	118%	—
			Network engineering	7.4	5.8	8.8	118%	—	8.3	142%	—
			Mobile engineering	22.1	19.1	24.4	110%	—	23.0	120%	—
			Sub-total	43.7	38.9	50.5	116%	—	47.8	123%	—
			Non-NTT telecom engineering	25.8	14.7	19.8	77%	—	15.2	103%	—
			Environmental and social infrastructure	34.3	34.8	41.9	122%	—	37.6	108%	—
			Sub-total	103.9	88.5	112.3	108%	—	100.6	114%	—
		SYSTEM-SOLUTIONS	4.2	3.0	4.9	115%	—	5.2	172%	—	
TOTAL				108.2	91.5	117.2	108%	—	105.9	116%	—

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

2. Non-consolidated Figures

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

(¥bn)

				FY 2014		FY 2015						FY 2016			
				Interim	Full year	Interim		Full year				Interim		Full year	
						Actual	YOY	Plan	Actual	YOY	Plan accuracy	Plan	YOY	Plan	YOY
				A	B	C	C/A	D	E	E/B	E/D	F	F/C	G	G/E
Orders Received	ENGINEERING-SOLUTIONS	NTT Group engineering	Access engineering	26.6	56.9	27.8	104%	53.0	65.7	115%	124%	32.0	115%	65.0	99%
			Netw ork engineering	9.4	20.6	10.7	113%	17.0	23.2	113%	137%	8.5	79%	18.0	77%
			Mobile engineering	25.6	47.8	25.0	98%	47.0	52.5	110%	112%	20.0	80%	45.0	86%
			Sub-total	61.8	125.4	63.6	103%	117.0	141.6	113%	121%	60.5	95%	128.0	90%
		NCCs	18.5	33.6	10.0	54%	31.5	19.7	59%	63%	12.0	120%	23.0	116%	
		Urban infrastructure	28.8	56.6	24.7	86%	65.3	57.4	101%	88%	28.5	115%	69.0	120%	
		Sub-total	109.1	215.7	98.3	90%	213.8	218.8	101%	102%	101.0	103%	220.0	101%	
SYSTEM-SOLUTIONS		9.6	20.4	9.9	104%	29.2	23.0	113%	79%	12.0	120%	29.0	126%		
TOTAL		118.7	236.2	108.3	91%	243.0	241.8	102%	100%	113.0	104%	249.0	103%		
Net Sales	ENGINEERING-SOLUTIONS	NTT Group engineering	Access engineering	24.7	55.1	24.4	99%	55.0	63.1	115%	115%	29.0	119%	67.0	106%
			Netw ork engineering	9.6	22.4	7.7	81%	18.0	20.8	93%	116%	9.5	123%	22.0	106%
			Mobile engineering	24.4	49.6	19.7	81%	47.0	48.7	98%	104%	20.0	101%	46.0	94%
			Sub-total	58.8	127.2	51.9	88%	120.0	132.7	104%	111%	58.5	113%	135.0	102%
		NCCs	18.3	35.5	9.9	54%	31.5	22.5	63%	72%	9.0	90%	24.0	106%	
		Urban infrastructure	17.1	53.4	12.5	73%	64.3	51.3	96%	80%	20.0	159%	59.0	115%	
		Sub-total	94.2	216.2	74.5	79%	215.8	206.6	96%	96%	87.5	117%	218.0	105%	
SYSTEM-SOLUTIONS		8.2	20.4	8.0	99%	24.2	20.8	102%	86%	9.0	111%	25.0	120%		
TOTAL		102.4	236.6	82.6	81%	240.0	227.5	96%	95%	96.5	117%	243.0	107%		
Amount Carried Forward	ENGINEERING-SOLUTIONS	NTT Group engineering	Access engineering	14.0	13.9	17.3	123%	—	16.4	118%	—	—	—	—	—
			Netw ork engineering	7.4	5.8	8.8	118%	—	8.3	142%	—	—	—	—	—
			Mobile engineering	22.1	19.1	24.4	110%	—	23.0	120%	—	—	—	—	—
			Sub-total	43.7	38.9	50.5	116%	—	47.8	123%	—	—	—	—	—
		NCCs	10.2	8.1	8.1	80%	—	5.3	66%	—	—	—	—	—	
		Urban infrastructure	49.8	41.4	53.5	107%	—	47.4	115%	—	—	—	—	—	
		Sub-total	103.8	88.4	112.3	108%	—	100.6	114%	—	—	—	—	—	
SYSTEM-SOLUTIONS		4.3	3.0	4.9	113%	—	5.2	171%	—	—	—	—	—		
TOTAL		108.2	91.5	117.2	108%	—	105.9	116%	—	—	—	—	—		

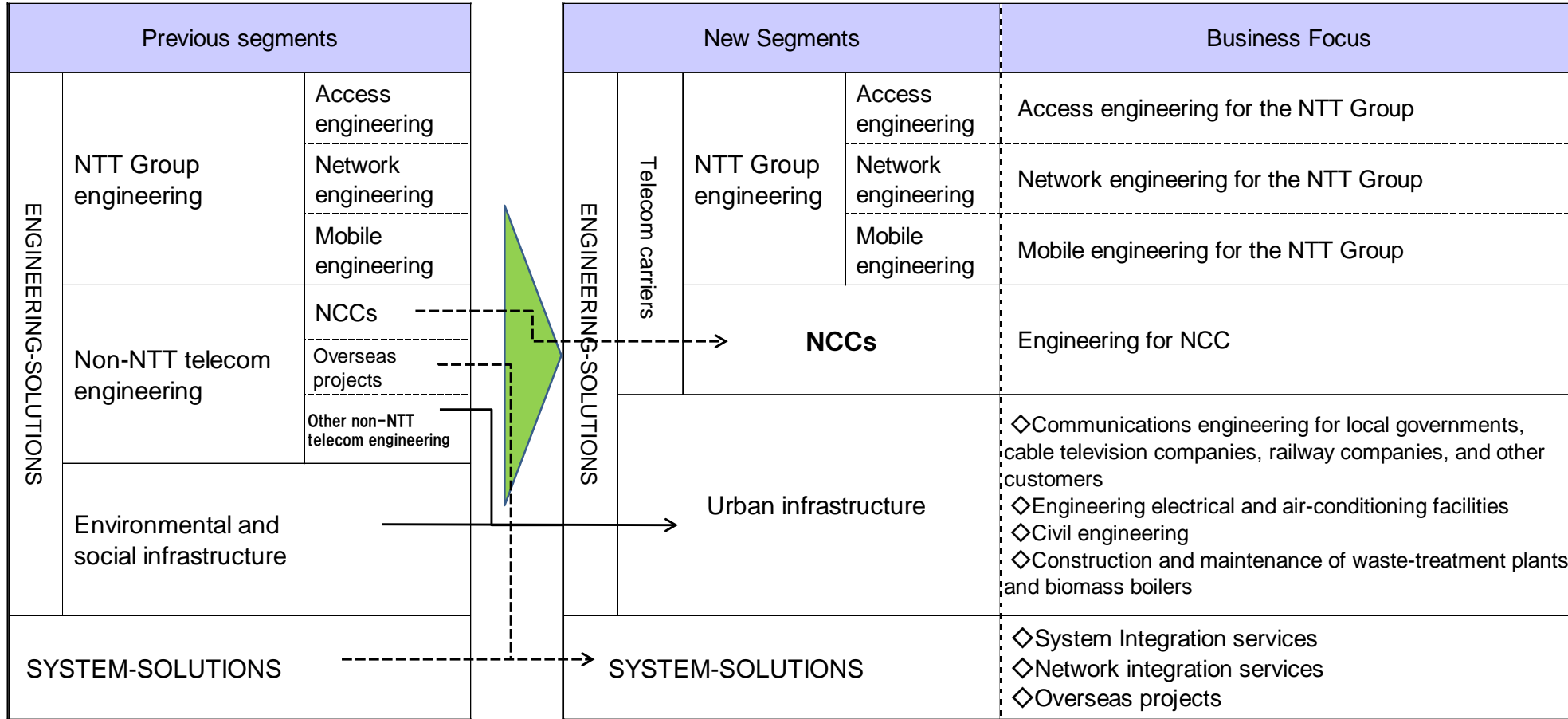
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2. From fiscal 2016 (ending on March 31, 2017), non-NTT telecom engineering and environmental and social infrastructure have merged, and figures are recorded together under the new name of urban infrastructure business.

Figures for NCCs, which were formerly included within non-NTT telecom engineering, are recorded separately, while those for overseas projects, also formerly included within non-NTT telecom engineering are recorded as part of SYSTEM-SOLUTIONS.

Figures for NTT Group engineering remain the same.

3. Segment Reorganization



《for reference》 Orders Received·Net Sales (New segment)



(1) Consolidated Figures

(¥bn)

		FY 2012				FY 2013				FY 2014				FY 2015				
		1st quarter	Interim	1-3Q	Full year	1st quarter	Interim	1-3Q	Full year	1st quarter	Interim	1-3Q	Full year	1st quarter	Interim	1-3Q	Full year	
Orders Received	ENGINEERING-SOLUTIONS	NTT Group engineering	44.3	88.1	134.2	178.8	41.0	81.2	125.2	171.0	39.4	79.6	118.5	160.3	39.8	80.0	122.2	167.9
		NCCs	8.9	17.0	24.3	33.5	7.8	16.9	27.2	37.3	9.6	18.8	26.1	34.4	4.4	10.1	14.4	20.2
		Urban infrastructure	12.1	36.4	53.9	72.1	12.0	27.1	41.0	61.0	16.9	36.6	54.3	73.5	12.2	32.2	46.9	72.3
		Sub-total	65.4	141.6	212.4	284.5	60.8	125.2	193.5	269.4	66.0	135.0	198.9	268.4	56.5	122.5	183.6	260.5
	SYSTEM-SOLUTIONS	9.2	16.5	24.7	33.3	9.0	17.9	26.3	34.7	7.3	14.2	23.0	33.0	9.7	18.3	28.7	39.9	
TOTAL		74.6	158.2	237.1	317.8	69.9	143.2	219.9	304.2	73.3	149.3	221.9	301.4	66.3	140.8	212.3	300.4	
Net Sales	ENGINEERING-SOLUTIONS	NTT Group engineering	34.2	77.5	117.3	173.3	34.8	76.6	119.0	173.5	36.4	75.1	114.7	162.7	30.7	64.6	102.1	160.5
		NCCs	5.0	11.6	18.8	31.2	7.7	17.1	26.8	44.1	8.8	18.8	27.2	36.6	4.7	10.2	15.4	23.2
		Urban infrastructure	8.9	24.8	37.2	63.6	9.2	20.1	33.7	65.5	8.4	21.0	33.9	67.9	7.2	17.1	29.8	65.7
		Sub-total	48.3	114.0	173.4	268.1	51.8	114.0	179.6	283.3	53.6	115.0	176.0	267.3	42.7	92.0	147.3	249.5
	SYSTEM-SOLUTIONS	5.5	13.4	20.2	33.1	6.5	14.1	22.1	35.2	5.5	12.1	20.2	33.6	7.1	15.7	24.0	37.8	
TOTAL		53.8	127.5	193.7	301.3	58.4	128.1	201.7	318.5	59.2	127.1	196.2	300.9	49.8	107.7	171.4	287.4	

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

2. From fiscal 2016 (ending on March 31, 2017), non-NTT telecom engineering and environmental and social infrastructure have merged, and figures are recorded together under the new name of urban infrastructure business.

Figures for NCCs, which were formerly included within non-NTT telecom engineering, are recorded separately, while those for overseas projects, also formerly included within non-NTT telecom engineering are recorded as part of SYSTEM-SOLUTIONS.

Figures for NTT Group engineering remain the same.

《for reference》 Orders Received·Net Sales (New segment)



(2) Non-consolidated Figures

(¥bn)

			FY 2012				FY 2013				FY 2014				FY 2015				
			1st quarter	Interim	1-3Q	Full year	1st quarter	Interim	1-3Q	Full year	1st quarter	Interim	1-3Q	Full year	1st quarter	Interim	1-3Q	Full year	
Orders Received	ENGINEERING-SOLUTIONS	NTT Group engineering	Access engineering	14.1	27.7	45.3	59.7	14.0	26.1	40.3	52.8	12.5	26.6	39.8	56.9	12.3	27.8	44.4	65.7
			Network engineering	4.6	10.7	17.8	26.7	5.3	10.9	17.8	27.2	4.7	9.4	14.0	20.6	5.6	10.7	16.8	23.2
			Mobile engineering	11.8	23.7	35.0	45.8	10.7	22.2	36.0	50.2	12.7	25.6	38.6	47.8	12.8	25.0	39.8	52.5
		Sub-total	30.6	62.1	98.2	132.3	30.1	59.3	94.2	130.3	30.0	61.8	92.6	125.4	30.7	63.6	101.0	141.6	
	NCCs	8.5	16.4	23.3	32.2	7.6	16.4	26.3	35.8	9.4	18.5	25.6	33.6	4.3	10.0	14.1	19.7		
	Urban infrastructure	9.1	28.7	41.5	57.0	8.2	19.4	29.9	47.2	13.8	28.8	40.7	56.6	8.7	24.7	35.3	57.4		
	Sub-total	48.4	107.3	163.0	221.6	46.0	95.2	150.5	213.4	53.3	109.1	159.0	215.7	43.8	98.3	150.6	218.8		
SYSTEM-SOLUTIONS	6.6	11.4	16.5	21.7	5.9	11.5	16.5	21.8	4.9	9.6	15.1	20.4	5.4	9.9	16.2	23.0			
TOTAL			55.0	118.7	179.6	243.4	52.0	106.8	167.1	235.3	58.2	118.7	174.1	236.2	49.3	108.3	166.8	241.8	

Net Sales	ENGINEERING-SOLUTIONS	NTT Group engineering	Access engineering	12.4	26.1	39.4	59.0	11.8	24.3	36.9	57.2	11.6	24.7	37.4	55.1	11.4	24.4	39.7	63.1
			Network engineering	3.9	10.9	15.7	24.6	4.2	11.3	19.3	27.5	4.3	9.6	16.4	22.4	3.1	7.7	12.5	20.8
			Mobile engineering	7.6	19.5	30.0	42.9	9.9	22.5	34.1	46.3	11.4	24.4	36.7	49.6	9.4	19.7	31.4	48.7
		Sub-total	23.9	56.5	85.3	126.6	26.0	58.2	90.5	131.1	27.4	58.8	90.6	127.2	24.0	51.9	83.8	132.7	
	NCCs	4.8	11.0	18.0	30.0	7.4	16.4	25.5	42.1	8.6	18.3	26.6	35.5	4.5	9.9	15.0	22.5		
	Urban infrastructure	6.5	19.0	28.6	49.2	7.4	16.0	27.6	52.1	6.6	17.1	27.0	53.4	5.2	12.5	22.0	51.3		
	Sub-total	35.3	86.6	131.9	206.0	41.0	90.7	143.6	225.4	42.7	94.2	144.3	216.2	33.8	74.5	120.8	206.6		
SYSTEM-SOLUTIONS	3.4	8.8	13.3	21.5	4.3	8.8	13.4	21.8	3.8	8.2	13.0	20.4	3.7	8.0	12.6	20.8			
TOTAL			38.8	95.4	145.3	227.5	45.3	99.5	157.0	247.3	46.6	102.4	157.3	236.6	37.5	82.6	133.5	227.5	

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

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Figures for NTT Group engineering remain the same.

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.

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