
Results for the Three Months Ended June 30, 2022

August 10, 2022

EXEO Group, Inc.

1. Consolidated Figures



(1) Overview

(¥bn)

	FY 2021		FY 2022			
	1st quarter	Full year	1st quarter		Full year	
	A	B	Actual C	YOY C/A	Plan D	YOY D/B
Orders received	165.7	595.3	152.3	92%	600.0	101%
Net sales	120.2	594.8	120.8	101%	600.0	101%
Gross profit	15.2% 18.2	14.2% 84.3	12.7% 15.3	84%	14.2% 85.4	101%
SG&A expenses	8.2% 9.8	7.1% 41.9	9.6% 11.6	118%	7.8% 46.8	112%
Operating profit	7.0% 8.3	7.1% 42.3	3.1% 3.7	44%	6.4% 38.5	91%
Ordinary profit	7.4% 8.9	7.6% 45.2	4.7% 5.7	64%	6.6% 39.4	87%
Profit attributable to owners of parent	4.6% 5.5	4.7% 27.7	2.4% 2.9	53%	4.3% 25.6	93%

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

(¥bn)

					FY 2021		FY 2022				
					1st quarter	Full year	1st quarter		Full year		
					A	B	Actual	YOY	Plan	YOY	
					C	C/A	D	D/B			
Orders Received	ENGINEERING-SOLUTIONS	Telecoms Carriers	NTT Group engineering	Access engineering	40.7	152.7	40.0	98%	141.5	93%	
				Network engineering	4.6	22.6	4.1	90%	21.3	94%	
				Mobile engineering	11.6	40.3	6.9	60%	28.9	72%	
				Sub-total	56.9	215.7	51.0	90%	191.7	89%	
		NCCs		29.9	74.8	12.9	43%	57.9	77%		
			Sub-total	86.9	290.5	64.0	74%	249.6	86%		
		Urban infrastructure		39.9	145.7	33.3	83%	175.2	120%		
			Sub-total	126.8	436.3	97.3	77%	424.8	97%		
		SYSTEM-SOLUTIONS				38.8	159.0	55.0	142%	175.2	110%
		TOTAL				165.7	595.3	152.3	92%	600.0	101%
Net Sales	ENGINEERING-SOLUTIONS	Telecoms Carriers	NTT Group engineering	Access engineering	36.4	162.2	36.6	100%	145.3	90%	
				Network engineering	4.5	22.3	3.6	80%	21.5	96%	
				Mobile engineering	10.5	42.1	6.0	57%	28.9	69%	
				Sub-total	51.5	226.7	46.3	90%	195.7	86%	
		NCCs		10.9	62.5	13.0	120%	64.0	102%		
			Sub-total	62.5	289.3	59.3	95%	259.7	90%		
		Urban infrastructure		29.7	150.8	27.8	94%	168.4	112%		
			Sub-total	92.2	440.1	87.2	95%	428.1	97%		
		SYSTEM-SOLUTIONS				27.9	154.6	33.6	120%	171.9	111%
		TOTAL				120.2	594.8	120.8	101%	600.0	101%

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

1. Consolidated Figures



(3) Amount Carried Forward

(¥bn)

					FY 2021		FY 2022				
					1st quarter	Full year	1st quarter		Full year		
					A	B	Actual C	YOY C/A	Plan D	YOY D/B	
Amount Carried Forward	ENGINEERING-SOLUTIONS	Telecoms Carriers	NTT Group engineering	Access engineering	39.1	26.4	29.8	76%	—	—	
				Network engineering	9.9	10.1	10.8	108%	—	—	
				Mobile engineering	35.0	32.1	33.0	94%	—	—	
				Sub-total	84.2	68.8	73.7	88%	—	—	
			NCCs	71.0	64.7	64.6	91%	—	—		
		Sub-total	155.2	133.5	138.3	89%	—	—			
		Urban infrastructure		124.2	117.0	123.6	100%	—	—		
			Sub-total	279.4	250.5	262.0	94%	—	—		
		SYSTEM-SOLUTIONS				44.9	39.3	62.1	138%	—	—
		TOTAL					324.4	289.9	324.2	100%	—

(4) Segment profit

(¥bn)

		FY 2021		FY 2022			
		1st quarter	Full year	1st quarter		Full year	
		A	B	Actual C	YOY C/A	Plan D	YOY D/B
Profit	Telecoms Carriers	8.4%	8.3%	7.3%		8.4%	
		5.2	23.9	4.3	82%	21.9	92%
	Urban infrastructure	9.8%	8.5%	▲1.6%		5.8%	
		2.9	12.8	▲0.4	—	9.8	76%
SYSTEM-SOLUTIONS		0.8%	3.6%	▲0.5%		4.0%	
		0.2	5.5	▲0.1	—	6.8	121%
TOTAL		8.3	42.3	3.7	44%	38.5	91%

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

2. Non-consolidated Figures



(1) Overview

(¥bn)

	FY 2021		FY 2022			
	1st quarter	Full year	1st quarter		Full year	
	A	B	Actual C	YOY C/A	Plan D	YOY D/B
Orders received	93.8	317.7	63.1	67%	290.0	91%
Net sales	64.7	311.0	59.3	92%	300.0	96%
Gross profit	11.7% 7.5	11.4% 35.4	9.7% 5.7	76%	10.7% 32.1	90%
SG&A expenses	6.4% 4.1	5.4% 16.7	6.5% 3.8	94%	5.4% 16.3	97%
Operating profit	5.3% 3.4	6.0% 18.7	3.2% 1.9	55%	5.3% 15.8	84%
Ordinary profit	15.5% 10.0	8.9% 27.6	5.5% 3.2	33%	5.9% 17.6	64%
Profit	13.5% 8.7	6.6% 20.5	29.5% 17.4	200%	8.7% 25.9	126%

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)

			FY2021		FY2022			
			1st quarter	Full year	1st quarter		Full year	
			A	B	Actual	YOY	Plan	YOY
					C	C/A	D	D/B
Orders Received	ENGINEERING-SOLUTIONS	NTT Group engineering	34.4	127.0	28.3	82%	106.6	84%
		NCCs	21.5	53.0	8.5	40%	38.3	72%
		Urban infrastructure	26.8	97.8	15.8	59%	106.8	109%
		Sub-total	82.9	277.9	52.7	64%	251.7	91%
	SYSTEM-SOLUTIONS	10.9	39.8	10.3	94%	38.3	96%	
	TOTAL	93.8	317.7	63.1	67%	290.0	91%	
Net Sales	ENGINEERING-SOLUTIONS	NTT Group engineering	29.7	131.4	26.2	88%	112.6	86%
		NCCs	6.9	39.5	8.0	117%	46.6	118%
		Urban infrastructure	20.7	98.9	16.3	79%	102.0	103%
		Sub-total	57.3	270.0	50.5	88%	261.2	97%
	SYSTEM-SOLUTIONS	7.4	41.0	8.7	119%	38.8	95%	
	TOTAL	64.7	311.0	59.3	92%	300.0	96%	
Amount Carried Forward	ENGINEERING-SOLUTIONS	NTT Group engineering	61.7	54.2	54.7	89%	—	—
		NCCs	45.1	43.9	44.4	98%	—	—
		Urban infrastructure	98.1	96.5	90.3	92%	—	—
		Sub-total	205.0	194.6	189.5	92%	—	—
	SYSTEM-SOLUTIONS	19.1	15.4	15.9	84%	—	—	
	TOTAL	224.1	210.0	205.5	92%	—	—	

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

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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