



# Annual Results for the Fiscal Year Ended March 31, 2026(FY 2025)

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EXEO Group, Inc. (Code:1951)

May 13, 2026

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# Overview of FY2025 Results



# (1) Financial Highlights

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Record-high orders and sales achieved, largely driven by demand for Next-GIGA.

All segments posted increased profits. Operating profit significantly exceeds the medium-term management plan target.

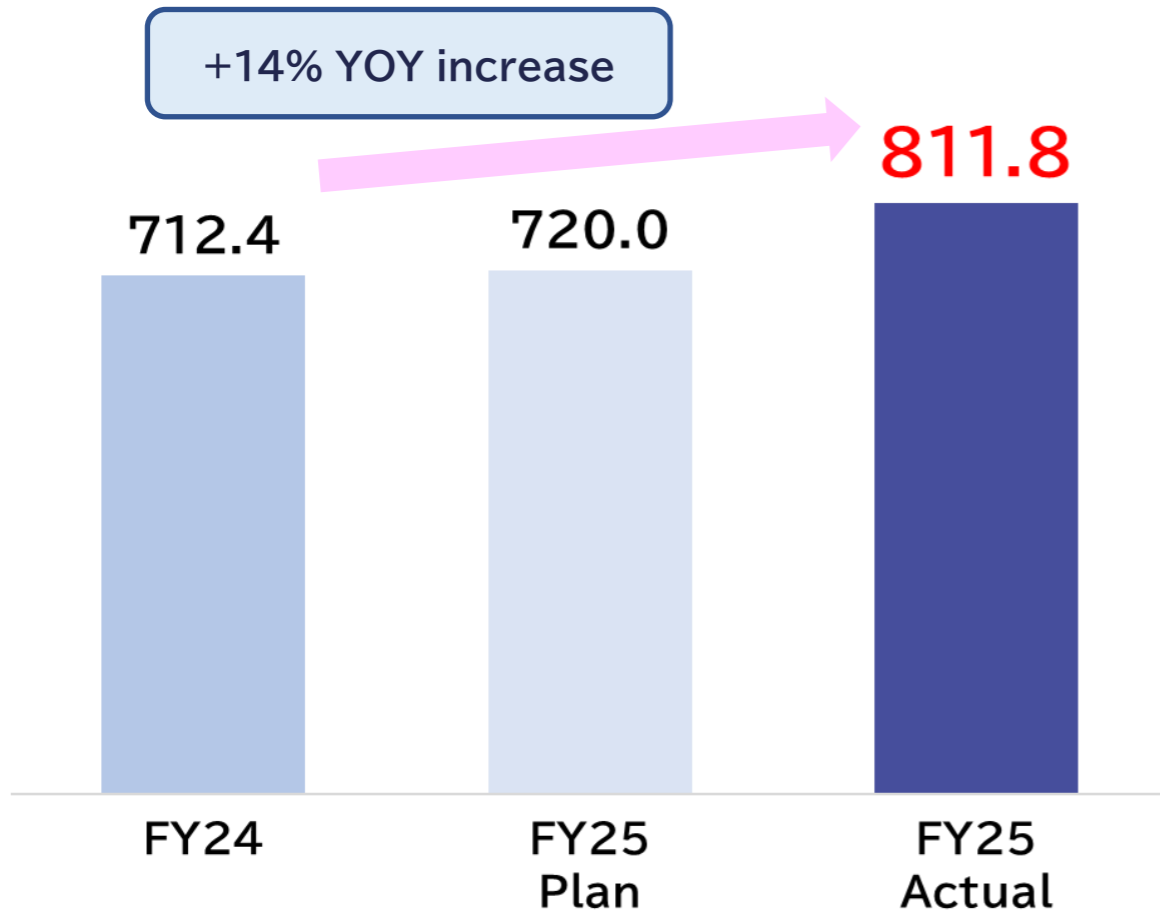
The year-end dividend increased by 2 yen. From fiscal year 2026, dividend policy will be changed to DOE of 4.5%.

## (2) Results Highlights(Orders Received, Net Sales)

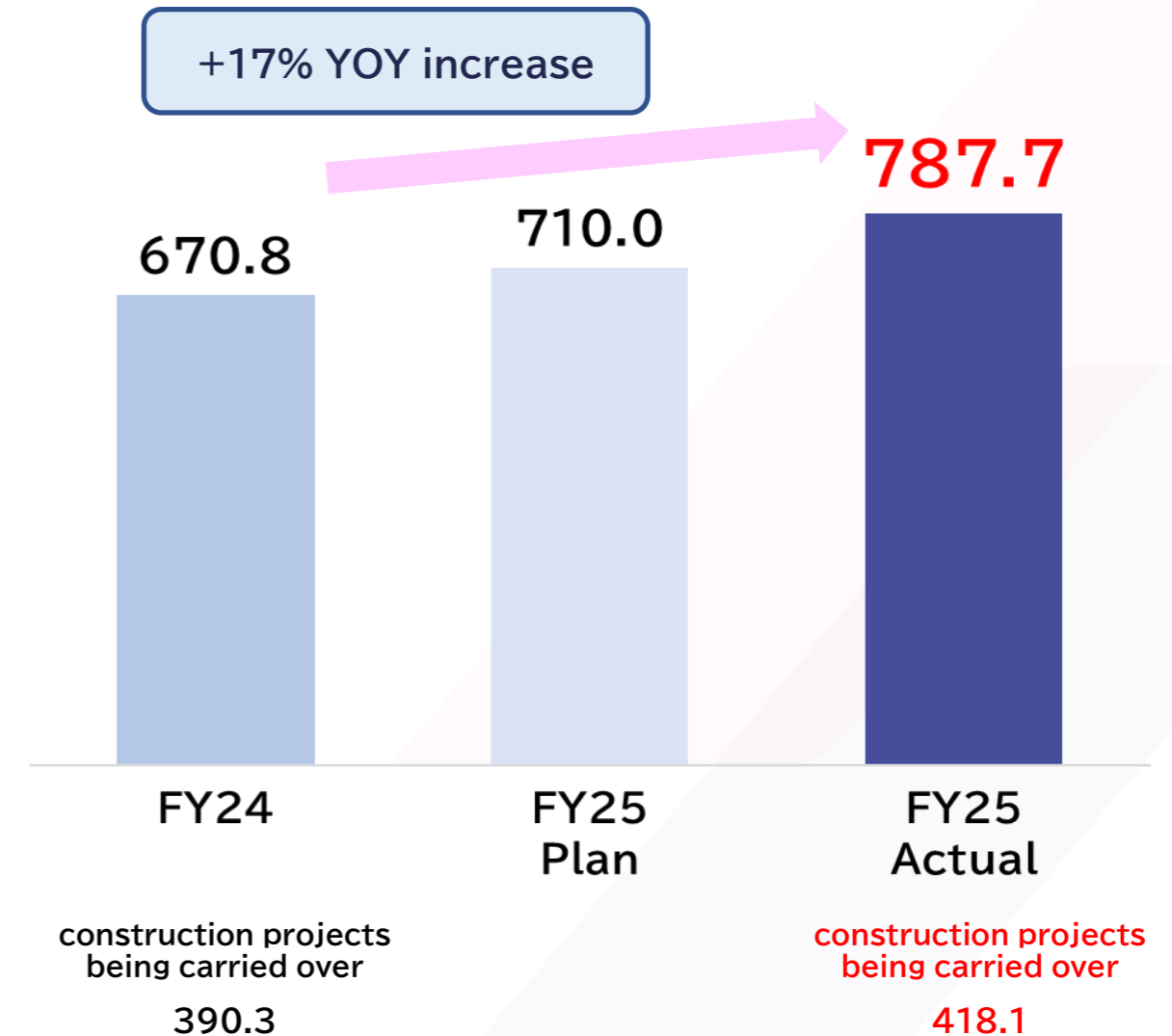
Orders and sales both increased year-on-year to record all-time highs. Carried-over construction projects also increased significantly.

(billion yen)

### ■ Orders Received



### ■ Net Sales

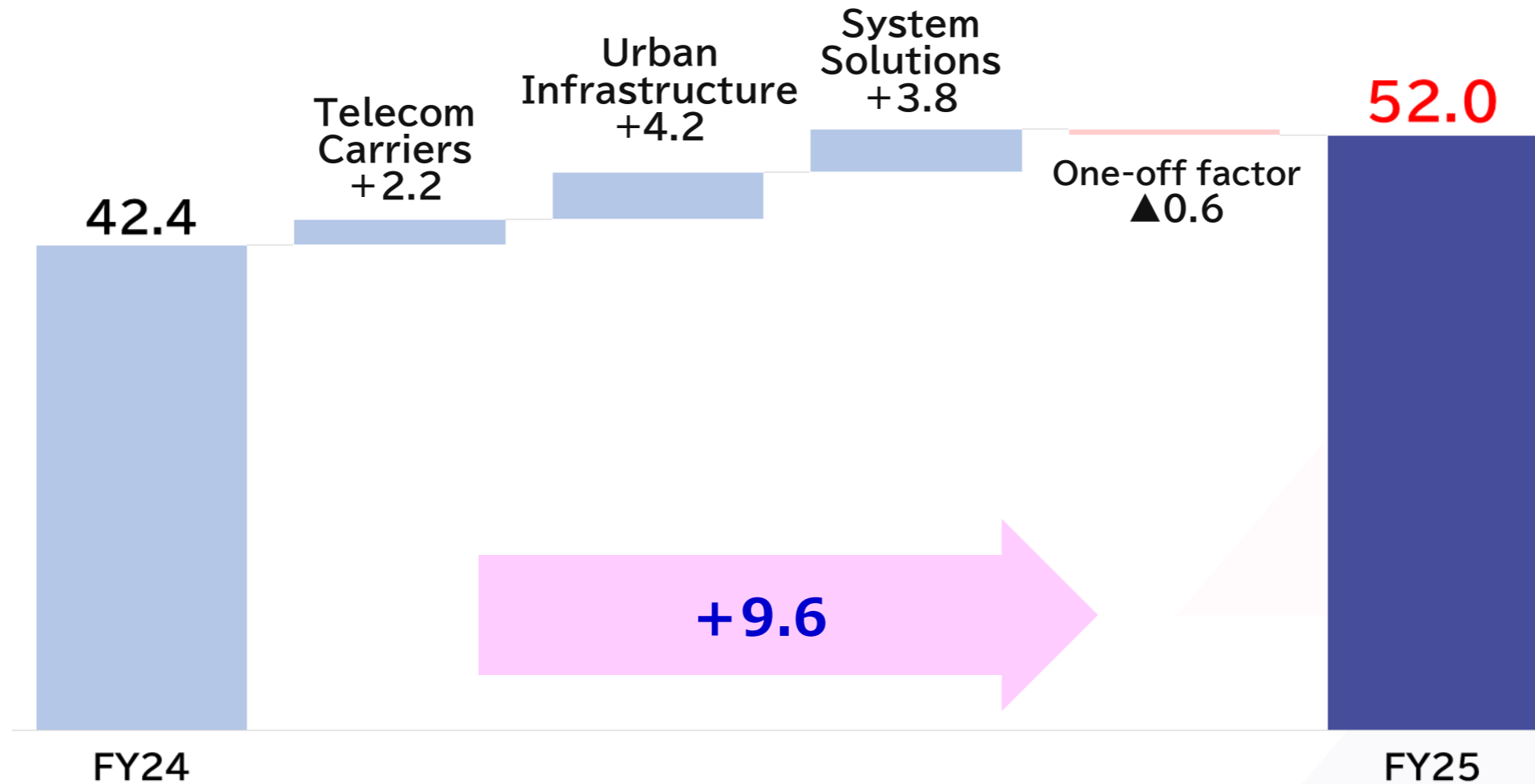


# (3) Results Highlights(Operating Profit)

Despite one-off factors, profits increased in all segments.

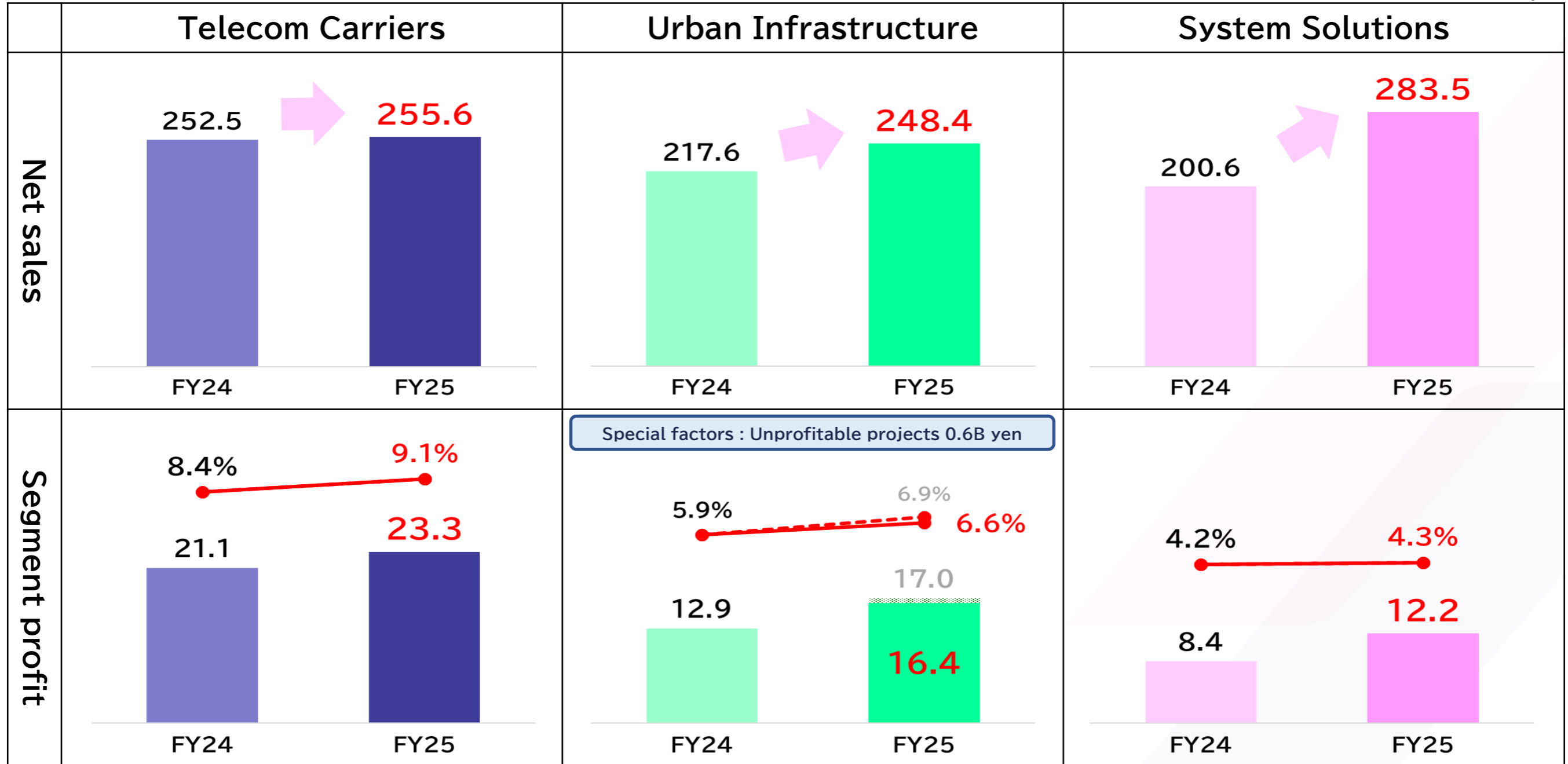
(billion yen)

## ■ Operating Profit



# (4) Results Highlights (Segment Information)

(billion yen)



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# Forecast for FY2026 Performance

# (1) Plan Summary

While a significant decrease in revenue is expected due to fall-off in Next-GIGA project demand, the company aims to increase operating profit to 56 billion yen, focusing on improving profitability in the social infrastructure segment.

(billion yen)

	FY2025	FY2026	
	Actual A	Plan B	YoY B-A
Orders Received	811.8	770.0	▲41.8
Net Sales	787.7	750.0	▲37.7
Operating Profit	(6.6%) 52.0	(7.5%) 56.0	(+0.9P) +4.0

# Changes to Business Segments (from FY2026)

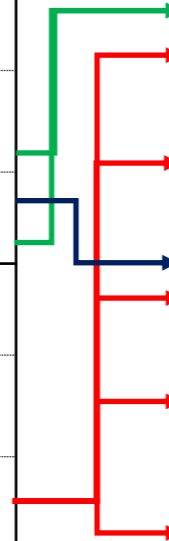
The company has restructured its business segments to reinforce segment-specific management and improve clarity of operations

## <Current>

segment	business unit	overview
Telecom Carriers	Access Engineering	Access work and civil engineering work for the NTT Group
	Network Engineering	Network engineering work for the NTT Group
	Mobile Engineering	Mobile engineering work for the NTT Group
	NCCs	Telecommunications infrastructure construction for NCCs(KDDI, Softbank, Rakuten)
Urban Infrastructure	Energy	Electrical and air conditioning work for data centers and other facilities; construction, operation, and maintenance of waste treatment plants, etc.
	Public Infrastructure	Urban civil engineering works such as trenchless tunnels. Construction and maintenance of various communication facilities for public services, CATV, railways, etc.
	Facility Infrastructure	Construction of <b>other corporate telecommunications facilities, including infrastructure sharing.</b>
System Solutions	Information System	SI (Contract development of large-scale systems, etc.) NI (Servers, wireless LAN, security, cloud, etc.)
	Service	Sales and maintenance of customer systems, various licenses, recurring business of fixed amount maintenance of various systems, etc.
	Overseas Projects	<b>Overseas Business Projects (Communication, electric air conditioning, provision of various solutions, etc.)</b>

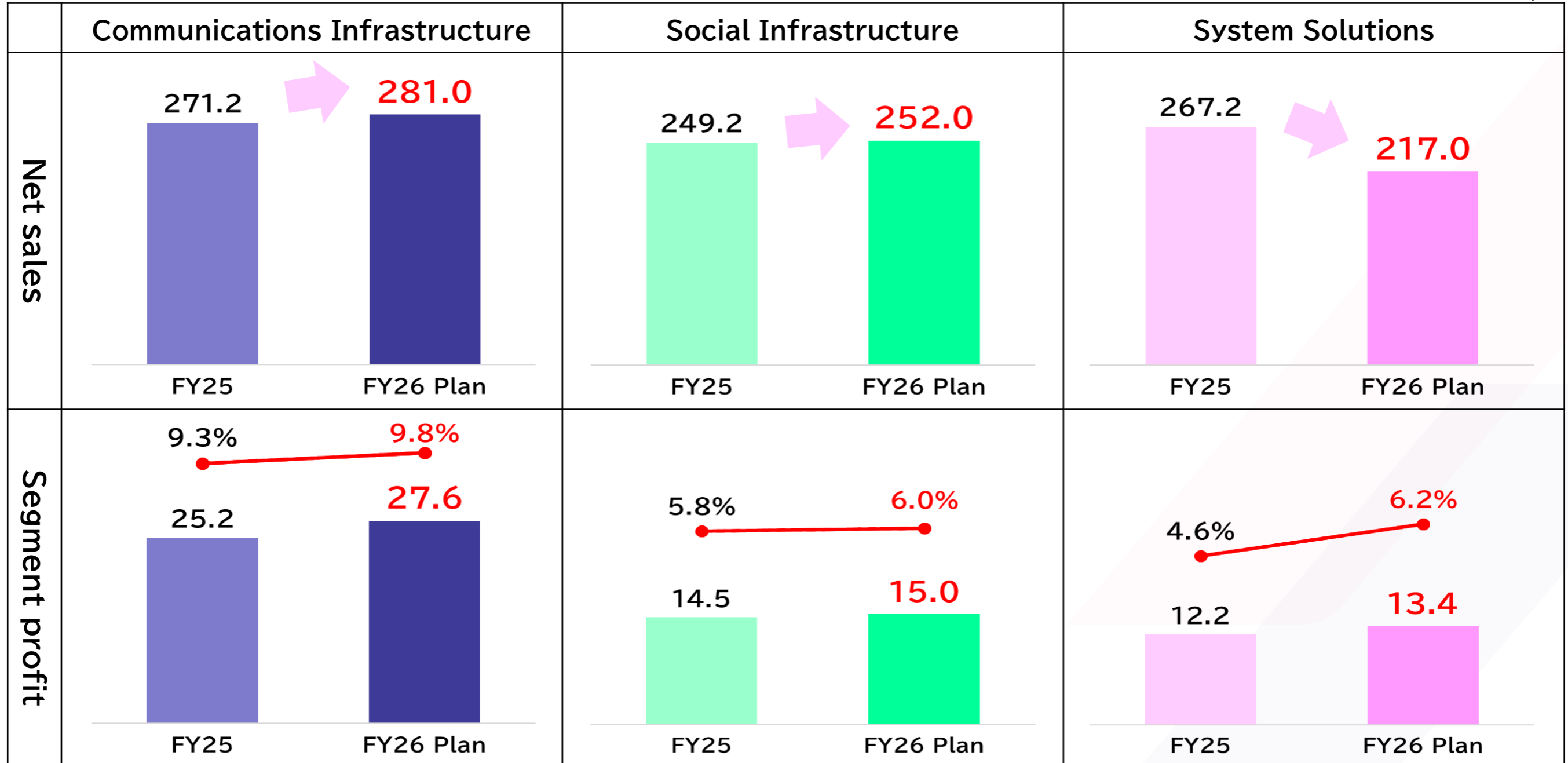
## <New>

overview	business unit	segment
Access work and civil engineering work for the NTT Group	Access Engineering	Communications Infrastructure
Network engineering work for the NTT Group	Network Engineering	
Mobile engineering work for the NTT Group	Mobile Engineering	
Telecommunications infrastructure construction for NCCs(KDDI, Softbank, Rakuten)	NCCs	
<b>Infrastructure sharing, CATV, other telecommunications infrastructure equipment construction (Including global)</b>	Infrastructure Sharing	Social Infrastructure
Electrical and air conditioning work for data centers and other facilities; construction, operation, and maintenance of waste treatment plants, etc. <b>(Including global)</b>	Electrical Engineering	
Urban civil engineering works such as trenchless tunnels. Construction and maintenance of various communication facilities for public services, railways, and <b>other companies (Including global)</b>	Social Infrastructure Engineering	
SI (Contract development of large-scale systems, etc.) NI (Servers, wireless LAN, security, cloud, etc.) <b>(Including global)</b>	Information System	System Solutions
Sales and maintenance of customer systems, various licenses, recurring business of fixed amount maintenance of various systems, etc. <b>(Including global)</b>	Service	



## (2) Plan Summary (Segment Information)

(billion yen)



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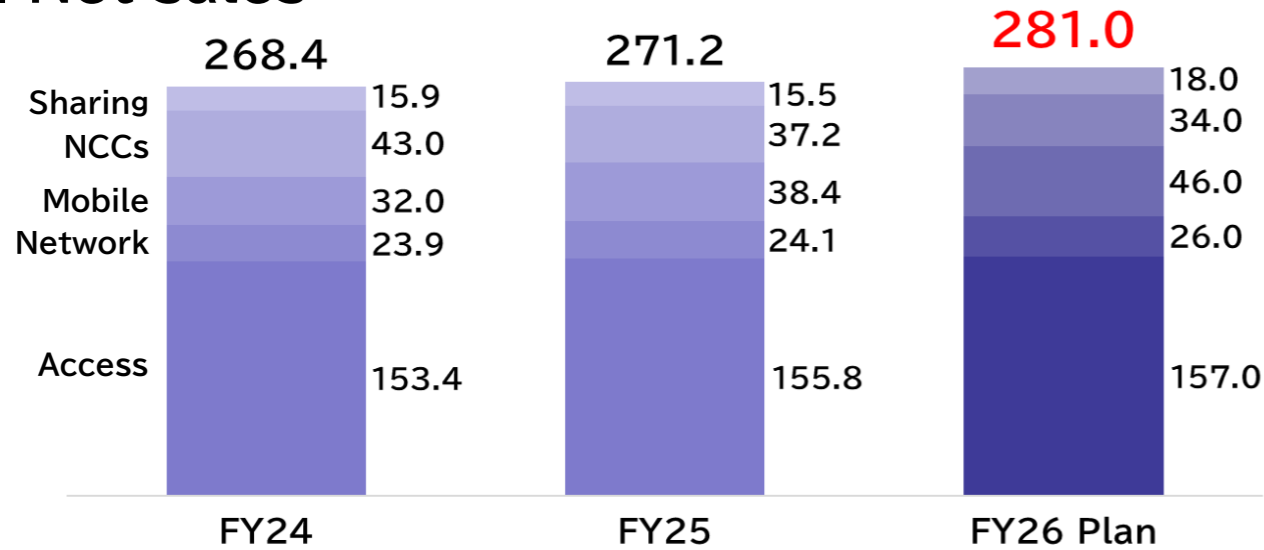
# Initiatives by Segment



# (1) Communications Infrastructure

(billion yen)

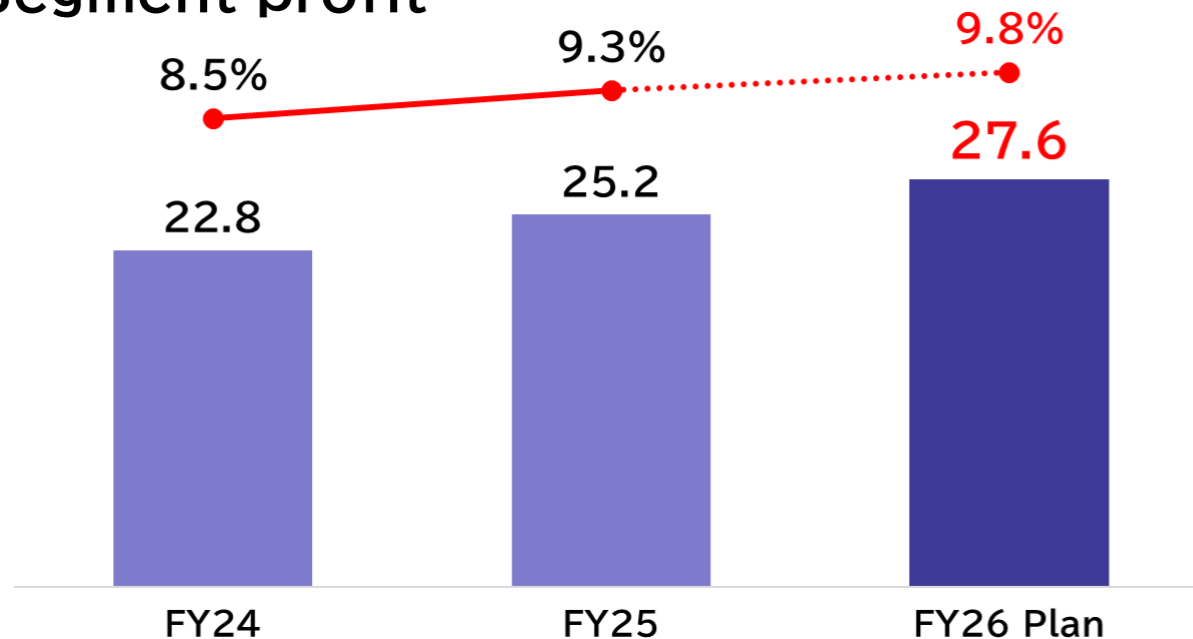
## ■ Net sales



## FY25 Results

- NTT Group projects drew strong order acquisitions and sales, leading to a significant improvement in profit margins.
- NCC's investment restraint trend continued, but there has been a slight increase in the Rakuten project.
- CATV projects are struggling but overseas sharing businesses gaining momentum.

## ■ Segment profit



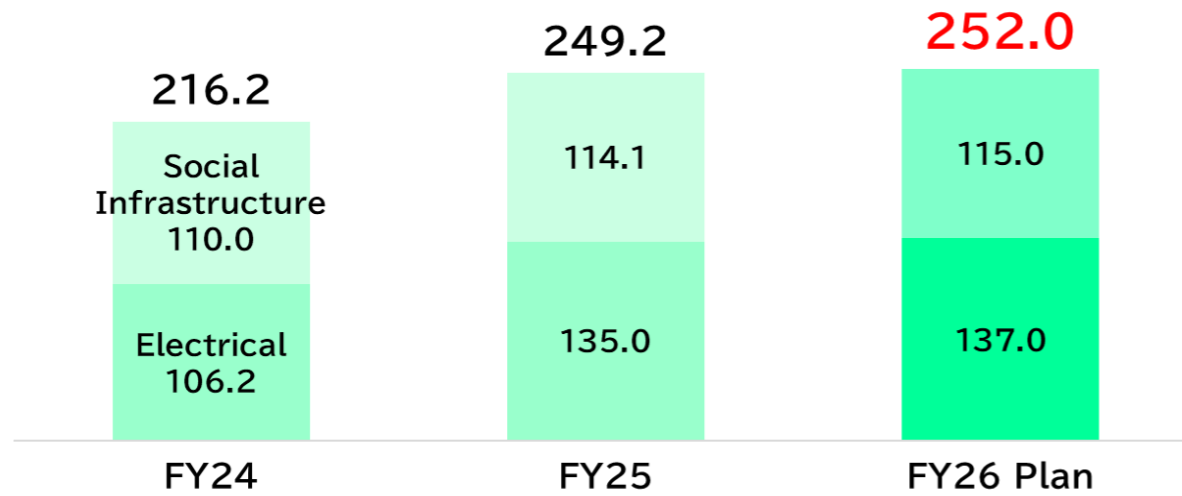
## Main Initiatives

- Quality enhancement and capacity improvement projects will continue at a high level in FY2026.
- Maximize profits through cost efficiency across the entire group.
- Accelerate domestic and international business collaboration in the sharing business.
- Strengthen business foundations and safety quality.

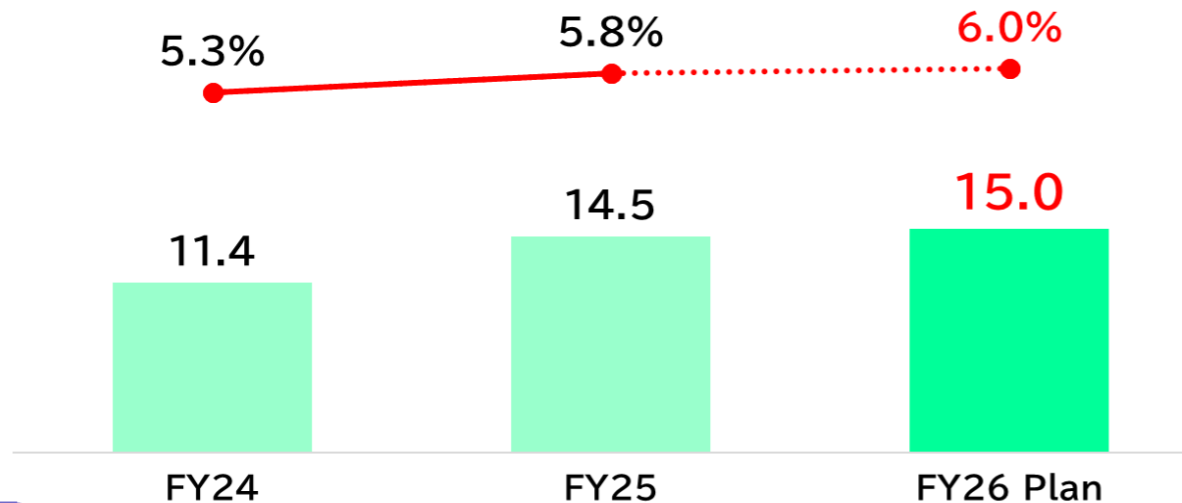
# (2) Social Infrastructure

(billion yen)

## ■ Net sales



## ■ Segment profit



### FY25 Results

- On-going orders for large-scale data center projects.
- Received large-scale construction contracts, including electrical work for public facilities and battery storage projects.
- Sales and profits improved as ongoing projects proceeded as planned both domestically and internationally.

### Main Initiatives

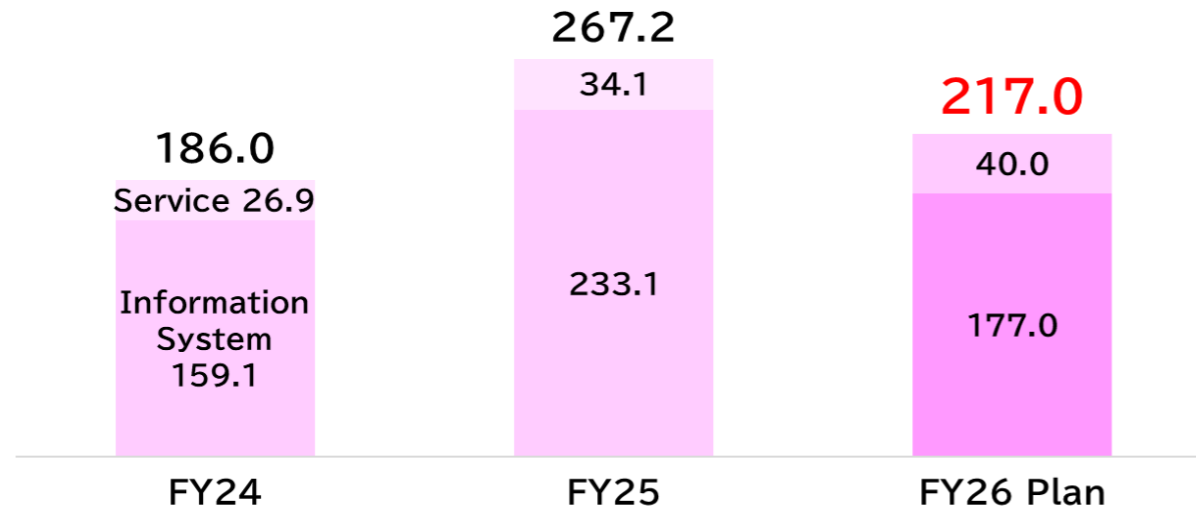
- Strengthen data center sales and construction capabilities through enhanced in-group collaboration.
- Focus on up-front profitability, continuing optimization of project selection and margin improvements
- Establish cost estimation and construction capabilities for large-scale HVAC projects.
- Promote cross-border technology collaboration to create more synergies within the Group.



# (3) System Solutions

(billion yen)

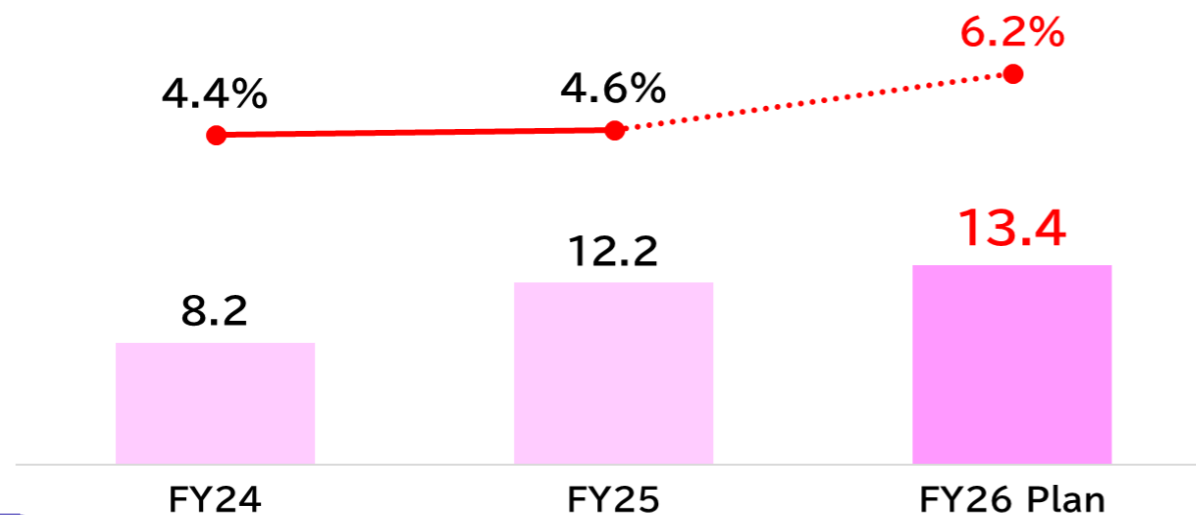
## ■ Net sales



## FY25 Results

- Special demand for Next-GIGA projects. (FY25 only)
- Created synergies through collaboration within the group and cross-selling activities.
- Improved profitability in overseas solutions.

## ■ Segment profit



## Main Initiatives

- Strengthen upstream consulting and promote shift to high value-added areas.
- Fundamental productivity reform through the use of AI
- Strategic collaboration with the group's internal systems department.
- Leverage global solutions and procurement capabilities.

# (3) System Solutions (Offering Services)

Comprehensive, end-to-end solutions - from concept development to implementation and operation - leveraging technology, expertise, and system integration capabilities to address client challenges.

## ■ Offering Services

EXEO Group's knowledge and achievements organized and systematized as best practices

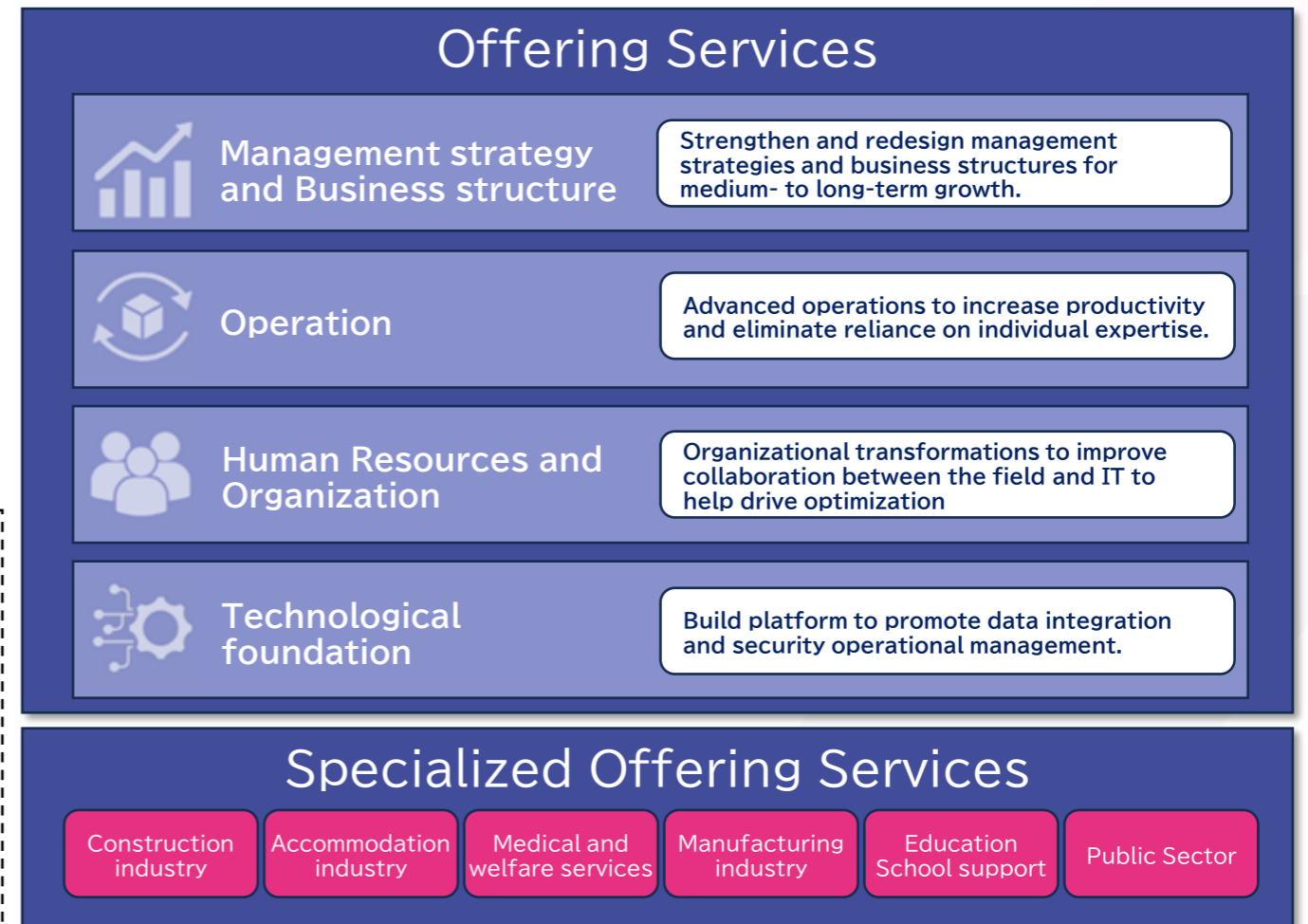
- Identify challenges and develop roadmap through consultation
- Implement systems and network infrastructure according to the roadmap
- Continuous improvements through operation and maintenance support

**Service Name: EX-LIGN**

EX (Exeo Group) + ALIGN (Align/Partner)



"LIGN" embodies the meanings of ALIGN (align/partner) and LINE (connect with a single line). EX-LIGN is a collaborative approach that visualizes ground-level insights, identifies discrepancies within organizations, and connects them into a single, cohesive line, helping clients progress through continuous digital transformation.



# (3) System Solutions

(Demonstration for energy-saving operation of cold storage warehouses)

Joint demonstration project to optimize cold chain energy efficiency through improved freezing warehouse operations in collaboration with Fukuyama Refrigeration Co., Ltd.



Fukuyama Reizo Co., Ltd. Nakagawa Center - Exterior View

## ■ Cold chain solutions

- Focus on the cold chain sector which has potential for improvements in effective energy-saving operations.
- Collect and visualized various data related to cold storage warehouse operations with Fukuyama Reizo Co., Ltd.
- Utilized EXEO Group's data analysis and operational optimization technologies and confirmed the possibility of reducing power consumption through optimized refrigeration unit operations
- Findings from this experiment will be actively distributed to industry associations and industry publications, contributing toward energy-saving operations in cold storage warehouses and addressing challenges in the cold chain sector.

EXEO Group regards solving social issues through Green Transformation (GX) as an overarching topic working towards improving energy efficiency and achieving carbon neutrality.

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# Shareholder Returns



# (1) Dividends, Share Buybacks

Following the strong performance in fiscal year 2025, the year-end dividends for fiscal year 2025 will be increased by 2 yen.

For fiscal year 2026, the dividend policy will be changed to 4.5% DOE standard with a planned dividend of 80 yen, marking the 15th consecutive year of dividend increases.

The company will continue share buybacks of 4 billion yen, aiming for a total shareholder return ratio of 60%

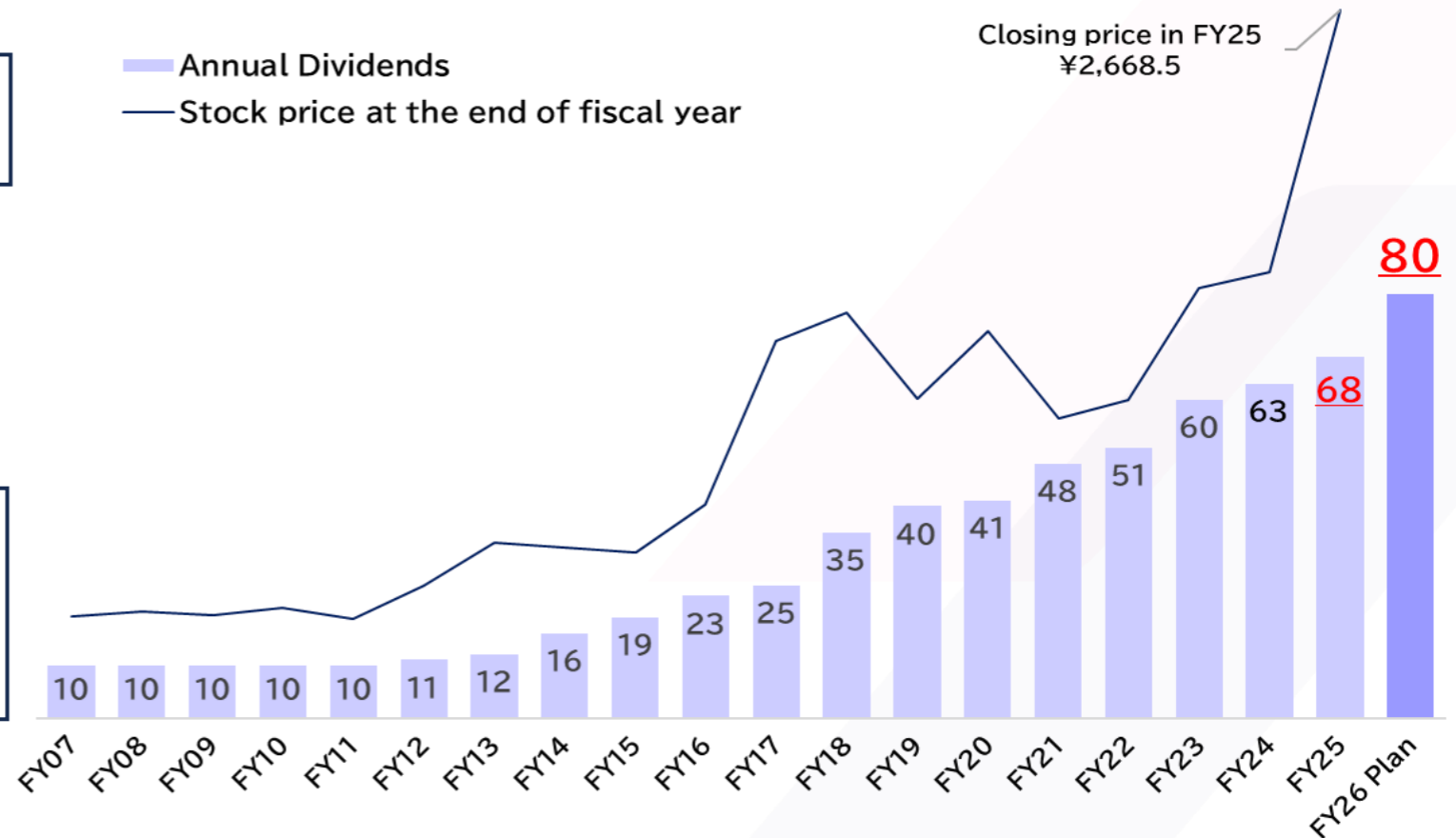
## Change in shareholder return policy

Dividends: To be paid at a target of 4.0% DOE.

From 2026

Dividends: To be paid at a target of **4.5% DOE**  
Total shareholder returns: To continue share buybacks with a total shareholder return ratio of **60%**

## Annual Dividends and Share Price



## Disclaimer Regarding Forward-Looking Statements

The forward-looking statements, including earnings forecasts, contained in this document are based on information known and available to the Company as of the date of publication and contain potential risks and uncertainties. Actual results may differ from these forecasts due to various factors, including economic conditions, market trends, and exchange rate fluctuations. Furthermore, the Company does not guarantee the accuracy or completeness of the information contained in this document and assumes no responsibility for any errors or omissions.

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# *Engineering for Fusion*

社会を繋ぐエンジニアリングを  
すべての未来へ

