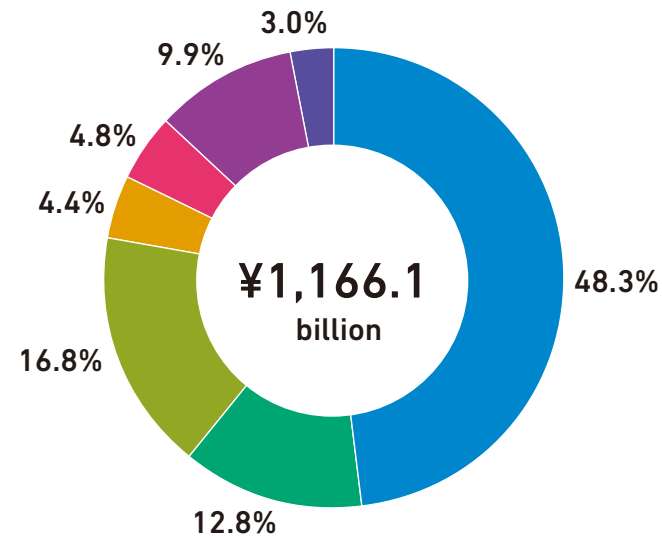
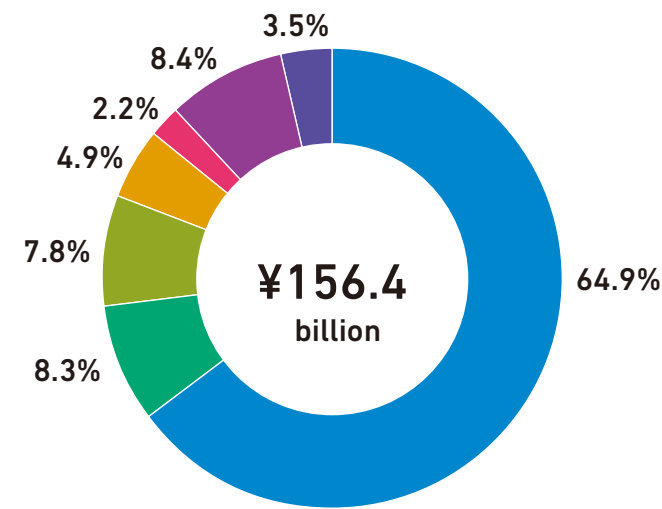


Net Sales and Operating Revenue

(Breakdown is based on consolidated net sales and operating revenue (excluding intersegment transactions) for the fiscal year ended March 31, 2022.)




Operating income



(Breakdown is based on total operating income for seven segments, prior to adjustment for corporate expenses and eliminations (¥174.6 billion).)

- Security Services
- Fire Protection Services
- Medical Services
- Insurance Services
- Geospatial Information Services
- BPO and ICT Services
- Other Services

Segment	Principal operations	Competitive advantages	Principal Group companies*1
 <p>Security Services</p>	<ul style="list-style-type: none"> ● On-line security systems ● Static guard services ● Armored car services ● Merchandise and other 	<ul style="list-style-type: none"> • Integrated approach to providing on-line security systems • Solid technological foundation made possible by proprietary research and development configuration • Nationwide network of 2,700 emergency depots, facilitating swift response in the event of an emergency and appropriate operational control • Rental format that minimizes initial costs for subscribers and enables SECOM to take responsibility for equipment maintenance and upkeep • Solid income foundation (attributable to stable recurring revenue-based businesses) and robust customer base • Extensive lineup of security merchandise, including surveillance cameras and access control systems • Overseas operations centered on the provision of on-line security systems that reflect local market needs 	<p>SECOM CO., LTD.*2</p> <p>Secom Joshinetsu Co., Ltd.</p> <p>Asahi Security Co., Ltd.</p> <p>Secom plc</p>
 <p>Fire Protection Services</p>	<ul style="list-style-type: none"> ● Fire alarm systems ● Fire extinguishing systems ● Maintenance services 	<ul style="list-style-type: none"> • Two Group companies with the largest and third-largest shares of the Japanese fire protection market • Comprehensive lineup of services that respond to a broad range of customer needs • Integrated service configuration encompassing R&D and planning, equipment design and production, installation and maintenance • Stable demand for equipment that complies with Japan's Fire Service Act • Ability to extend renovation proposals that draw on a wealth of experience • Expertise in fire extinguishing systems for tunnels and other large-scale structures 	<p>Nohmi Bosai Ltd.*2</p> <p>Nittan Co., Ltd.</p>
 <p>Medical Services</p>	<ul style="list-style-type: none"> ● Home medical services ● Operation of residences for seniors ● ICT-based medical services ● Sales of medical equipment and pharmaceuticals ● Support for affiliated medical institutions 	<ul style="list-style-type: none"> • Conviction that protecting health and life is the ultimate expression of the SECOM commitment to delivering safety and peace of mind • Experience and extensive know-how in the provision of diverse medical services • Strong collaboration with local communities aimed at realizing effective comprehensive community healthcare systems • ICT-based services that leverage expertise accumulated in the provision of medical services and SECOM's management resources 	<p>Secom Medical System Co., Ltd.</p>
 <p>Insurance Services</p>	<ul style="list-style-type: none"> ● Fire insurance policies ● Automobile insurance policies ● Cancer treatment policies 	<ul style="list-style-type: none"> • Belief in the need for both security services, which are preventative by nature, and non-life insurance, which looks after people in the event of misfortune • Development and provision of unique fire insurance policies that take into account the risk mitigating factors of on-line security systems • Development and provision of an automotive insurance policy that includes access to emergency response services • Development and provision of a cancer treatment policy that features full coverage for all treatment costs 	<p>Secom General Insurance Co., Ltd.</p>
 <p>Geospatial Information Services</p>	<ul style="list-style-type: none"> ● Services for public sector entities ● Services for private sector entities ● Services for overseas customers 	<ul style="list-style-type: none"> • Service configuration overseen by the leading company in Japan's aerial surveying and geographic information system (GIS) markets • Ability to provide geospatial information based on geographic data collected by commercial satellites, aircraft, drones, vehicles and ships • Technological capabilities and expertise in the integration, processing and analysis of geographic and related data to provide geospatial information • Active efforts to cultivate new geospatial information services 	<p>Pasco Corporation*3</p>
 <p>BPO and ICT Services</p>	<ul style="list-style-type: none"> ● Data center services ● Large-scale disaster preparedness services ● Information security services ● Cloud-based services ● BPO services 	<ul style="list-style-type: none"> • Highly secure facilities and equipment and tailored support, as well as data center facilities boasting excellent connectivity that are among Japan's largest • One of Japan's leading disaster management support services • Seamless information security services encompassing the formulation of strategies, monitoring, implementation of countermeasures and restoration • ICT services that reflect technological prowess, operational capabilities and know-how that facilitates the construction and operation of network systems that leverage extensive experience in the provision of security services • Provision of high-grade contact center and other BPO services that deliver safety and peace of mind 	<p>Secom Trust Systems Co., Ltd.</p> <p>At Tokyo Corporation</p> <p>TMJ, Inc.</p>
 <p>Other Services</p>	<ul style="list-style-type: none"> ● Construction and installation services ● Real estate leasing ● Home services 	<ul style="list-style-type: none"> • Provision of integrated services, from the design and installation of air conditioning, plumbing and electrical systems to building maintenance • Extensive maintenance and management services for leased buildings, primarily in Tokyo • Provision of lifestyle support services that deliver safety and peace of mind and make life more comfortable and convenient 	

*1 For more information, please see pages 77-80. *2 Listed on the Tokyo Stock Exchange Prime Market *3 Listed on the Tokyo Stock Exchange Standard Market