
*SUPPLEMENTAL CONSOLIDATED FINANCIAL DATA
(BASED ON JAPANESE GAAP)*

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CONDENSED CONSOLIDATED BALANCE SHEETS

SECOM CO., LTD. and Subsidiaries
As of March 31

In millions of yen

ASSETS	2004	2003	2002	2001	2000	1999
Current assets:						
Cash on hand and in banks.....	¥ 202,630	¥175,776	¥192,437	¥135,820	¥156,888	¥151,627
Call loans	38,000	30,000	40,000	35,690	11,000	—
Notes and accounts receivable, trade.....	46,813	43,922	46,048	45,904	45,112	15,334
Due from subscribers	17,561	16,336	14,395	12,137	11,713	11,588
Short-term investments	47,343	36,402	31,321	41,033	98,479	113,321
Inventories.....	45,477	41,339	55,387	49,860	52,400	24,186
Deferred income taxes	9,768	7,678	9,111	5,785	5,541	2,595
Short-term loans.....	58,793	51,355	90,610	36,682	—	—
Other current assets	17,205	19,650	17,441	14,334	38,707	27,593
Allowance for doubtful accounts.....	(4,925)	(1,558)	(1,501)	(1,092)	(973)	(1,590)
Total current assets.....	478,668	420,903	495,251	376,156	418,870	344,656
Fixed assets:						
Tangible assets:						
Buildings and improvements.....	79,072	90,823	68,804	34,835	33,180	30,291
Security equipment and control stations.....	65,315	65,026	78,328	73,169	68,521	64,658
Land.....	80,507	87,853	63,547	48,427	45,318	41,239
Other tangible assets	19,050	17,313	19,321	19,540	19,065	15,563
Intangible assets	33,820	34,544	37,460	32,225	23,193	14,711
Investments and others:						
Investment securities.....	207,654	188,880	158,438	153,553	70,170	51,482
Long-term loans	63,799	102,448	86,420	59,586	34,020	21,238
Deferred income taxes.....	22,523	38,056	38,299	12,214	12,736	5,954
Other investments.....	55,528	52,098	37,452	30,449	24,972	27,069
Allowance for doubtful accounts.....	(14,060)	(8,010)	(12,341)	(7,567)	(5,637)	(1,619)
Total fixed assets	613,211	669,034	575,731	456,435	325,541	270,589
Deferred assets.....	187	192	207	410	1,294	666
Foreign currency translation adjustments.....	—	—	—	—	18,784	11,153
Total assets	¥1,092,067	¥1,090,131	¥1,071,190	¥833,001	¥764,491	¥627,066

	In millions of yen					
LIABILITIES	2004	2003	2002	2001	2000	1999
Current liabilities:						
Notes and accounts payable, trade	¥ 18,460	¥ 15,529	¥ 16,401	¥ 15,854	¥ 16,342	¥ 9,691
Bank loans	119,344	135,540	90,194	79,409	77,896	40,676
Current portion of straight bonds	200	—	5,000	5,000	—	—
Current portion of convertible bonds.....	18	—	33	—	—	4
Payables—other	17,743	19,580	20,229	19,243	35,803	11,031
Accrued income taxes	17,083	10,756	23,002	18,263	13,647	16,940
Accrued consumption taxes	3,792	3,444	3,030	3,196	2,939	2,514
Accrued expenses.....	2,304	1,837	1,828	10,563	9,899	8,617
Deferred revenue	28,459	28,851	27,373	27,433	26,087	23,749
Accrued bonus	8,490	8,852	8,834	—	—	—
Other current liabilities.....	45,283	35,140	29,045	23,595	31,646	33,979
Total current liabilities.....	261,181	259,531	224,972	202,560	214,261	147,208
Fixed liabilities:						
Straight bonds.....	32,800	32,000	30,500	5,000	10,000	10,000
Convertible bonds.....	—	18	18	518	578	1,347
Long-term loans.....	43,530	48,301	48,671	10,742	4,934	2,468
Guarantee deposits received	29,160	28,304	26,174	17,938	17,086	16,410
Deferred income taxes	371	459	1	1,320	—	—
Accrued severance indemnities.....	—	—	—	—	2,651	2,191
Accrued pension and severance costs.....	12,899	45,210	49,617	7,181	—	—
Investment deposits by policyholders, unearned premiums and other insurance liabilities	276,979	274,476	268,519	168,648	112,831	95,320
Other fixed liabilities.....	2,117	4,033	3,164	2,448	1,932	1,051
Total fixed liabilities.....	397,858	432,803	426,666	213,799	150,014	128,790
Total liabilities	659,040	692,335	651,639	416,360	364,275	275,999
MINORITY INTEREST IN SUBSIDIARIES	29,770	28,042	27,401	27,049	27,442	13,553
SHAREHOLDERS' EQUITY						
Common stock	66,368	66,368	66,360	66,126	66,096	65,709
Capital surplus	82,544	82,544	82,536	82,302	82,272	81,781
Retained earnings.....	308,268	276,397	250,400	250,409	224,446	190,141
Unrealized gains (losses) on securities.....	6,079	116	(246)	4,846	—	—
Foreign currency translation adjustments.....	(15,603)	(11,386)	(6,759)	(14,089)	—	—
Common stock in treasury, at cost.....	(44,400)	(44,287)	(141)	(3)	(42)	(119)
Total shareholders' equity.....	403,257	369,753	392,149	389,592	372,773	337,513
Total liabilities, minority interest in subsidiaries and shareholders' equity	¥1,092,067	¥1,090,131	¥1,071,190	¥833,001	¥764,491	¥627,066

CONDENSED CONSOLIDATED STATEMENTS OF INCOME

SECOM CO., LTD. and Subsidiaries
Years ended March 31

In millions of yen

	2004	2003	2002	2001	2000	1999
Revenue	¥527,409	¥523,271	¥497,921	¥454,960	¥410,492	¥352,361
<i>Percentage change from prior year.....</i>	0.8%	5.1%	9.4%	10.8%	16.5%	11.3%
Cost of revenue	324,759	325,952	319,826	278,911	245,317	204,203
<i>As a percentage of revenue.....</i>	61.6	62.3	64.2	61.3	59.8	58.0
Gross profit	202,650	197,319	178,094	176,049	165,174	148,157
<i>As a percentage of revenue.....</i>	38.4	37.7	35.8	38.7	40.2	42.0
Selling, general and administrative expenses.....	121,363	124,416	135,071	110,787	103,658	93,433
<i>As a percentage of revenue.....</i>	23.0	23.8	27.2	24.4	25.2	26.5
Operating profit.....	81,286	72,902	43,022	65,261	61,515	54,724
<i>As a percentage of revenue.....</i>	15.4	13.9	8.6	14.3	15.0	15.5
Non-operating income.....	7,798	8,672	8,088	11,333	15,894	6,738
Non-operating expenses	12,841	11,512	9,569	10,320	8,411	8,110
Ordinary profit.....	76,243	70,063	41,541	66,274	68,997	53,352
<i>As a percentage of revenue.....</i>	14.5	13.4	8.3	14.6	16.8	15.1
Extraordinary profit.....	31,860	13,587	33,491	24,618	6,739	36,017
Extraordinary loss	24,892	15,728	53,150	26,597	4,170	4,622
Income before income taxes.....	83,211	67,921	21,882	64,295	71,566	84,746
<i>As a percentage of revenue.....</i>	15.8	13.0	4.4	14.1	17.4	24.1
Income taxes—current.....	30,962	27,808	37,095	30,011	27,395	34,945
Income taxes—deferred	8,985	2,171	(23,550)	(2,057)	(1,757)	(531)
Minority interest in subsidiaries	2,152	2,358	(1,246)	801	3,111	1,238
Net income	41,111	35,583	9,583	35,540	42,817	49,093
<i>As a percentage of revenue.....</i>	7.8	6.8	1.9	7.8	10.4	13.9
<i>Percentage change from prior year.....</i>	15.5	271.3	(73.0)	(17.0)	(12.8)	145.4