### **SECOM** Today

## **Commercial Security Services**





SECOM emergency response personnel



#### Competitive advantages in the security services businesses

Our principal competitive advantage in the security services business derives from our commitment to providing comprehensive on-line security systems, whereby we take responsibility for everything from R&D to the production, marketing, security planning and installation of sensors and other equipment, around-the-clock monitoring, emergency response services and maintenance.

We have also created a unique R&D configuration that facilitates the prompt and accurate development of systems that respond to the requirements of customers. The effectiveness of our around-the-clock monitoring and emergency response services is attributable to our ability to combine the precision of security equipment, which monitors the subscriber's premises for intruders and fires, among others, with the analytical skills and prompt decision-making capabilities of people. Our ability to provide swift, quality emergency response services also reflects our nationwide network of emergency depots, which is the largest of any security services company in Japan.

To foster the capabilities of our human resources, we provide training for employees, including emergency response personnel, salespeople and administrative staff, at four training centers across Japan. This enables us to equip our people with the advanced knowledge and technological skills they need, as well as to instill understanding of our corporate philosophy and the importance of observing a code of conduct befitting security professionals, thereby ensuring their ability to provide high-grade services.

Our rental format is another key strength. Because we retain ownership of security

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equipment, which we rent out, initial costs for subscribers are minimized. This format also means that we look after maintenance and upkeep, enabling us to guarantee the quality and stability of our services. This comprehensive approach enjoys the trust of customers across a wide range of industries and is a fundamental factor behind the power of the SECOM brand.

#### Sales of high-value-added security systems that help subscribers reduce costs remain robust

We offer a wide selection of on-line security systems to commercial subscribers, including SECOM AX, an on-line security system with advanced on-site image sensors. In recent years, we have seen brisk sales of SECOM LX and SECOM FX, high-value-added systems that not only provide excellent security but also assist subscribers' efforts to reduce costs. SECOM FX also helps lower energy consumption.

SECOM LX is a security system that combines an on-line security system with access control functions. The former includes monitoring for intruders and fires and an emergency call service, while the latter centers on a card reader that automatically records people entering and exiting, facilitating the effective management of personal information and other important corporate information. Because subscribers can use SECOM LX simply by adding security card features to current IC cards, SECOM LX makes it possible to use recorded access for other related applications, thereby reducing the amount of work involved in, among others, managing employee attendance and calculating payroll, helping to improve the efficiency of such procedures and reduce costs.





SECOM control center

SECOM On-Line Security Systems



SECOM Image Archive Service, a security image storage service, enhances safety and convenience

SECOM FX is a security and facility control system that combines monitoring for intruders and fires with facility control. The system's monitoring function can be set to suit the subscribers control preferences and timetable, providing around-the-clock monitoring for intruders and fires, while the facility control function can be set to turn lights, air conditioners, signage illumination and security cameras on and off at the subscriber's discretion. Used in the common areas of office buildings and condominiums, among others, and at laundromats and other unattended facilities, the system thus facilitates the automatic raising and lowering of shutters and turning on and off of lights and air conditioning without the need for anyone on-site, which helps to minimize heating and lighting bills and reduce energy consumption.

#### Greater need for internal monitoring to strengthen security and discourage crime

The need for systems that help strengthen internal monitoring continues to rise, owing in part to incidences of personal information leaks and food products being laced with toxic substances, which have fueled demand for more stringent monitoring. In response to such needs, we introduced the SECOM NVR, a next-generation security camera system that features options such as access to the SECOM Image Archive Service, which enables subscribers to store security camera images at a SECOM data center facility, making it suitable for installation in a broad range of facilities, thereby eliminating the need for the subscriber to have a recording device or to manage images. Security levels are further enhanced by around-the-clock monitoring,

which ensures protection even if cameras malfunction or wires are cut.

We recently expanded the lineup of equipment available with SECOM NVR by introducing a high-resolution outdoor NVR camera. Dustproof and waterproof, the new camera has built-in infrared LEDs that allow it to capture clear video even in complete darkness. The camera is thus suited to a wide variety of applications, from parking lots and apartment complexes to factory sites, and can also be mounted on solar panels and other important outdoor structures.

Looking ahead, we will continue to provide distinctive surveillance camera systems that respond to diverse monitoring and security needs.

#### Sales of stereoscopic image-based Walkthrough Face Recognition System commence

We have built up a wealth of technologies and expertise through the development of such offerings as SESAMO ID, a fingerprintbased access control system; SECOM AX, an image recognition-based on-line security system; and SECURIFACE, a residential intercom system with a face detection function. The Walkthrough Face Recognition System, a recent addition to our portfolio, is a biometric authentication system that incorporates proprietary image processing and stereoscopic image construction technologies employed in these and other systems. The Walkthrough Face Recognition System makes it possible to authenticate people as they walk past, so there is no need to stop each individual. The system also stores camera images as a record of traffic through the checkpoint, enabling it to match suspicious individuals or



Walkthrough Face Recognition System (biometric authentication system)

movements to past events. Combined with an access control system, the Walkthrough Face Recognition System facilitates not only authentication, but also the recording and management of people who enter and leave the subscriber's premises, when and where. Going forward, we will capitalize further on our imaging technologies and know-how to provide services and systems that deliver everhigher levels of security.



### **Home Security Services**

Our extensive range of services, which centers on SECOM Home Security, respond to the security needs of homeowners and renters.



# SECOM Home Security continues to gain market acceptance

SECOM Home Security provides around-theclock monitoring for intruders, fires and gas leaks, emergency alerts and medical emergency calls. If sensors detect an irregularity, the system automatically alerts a SECOM control center, where staff monitor and assess the situation, dispatch emergency personnel and, if necessary, notify the police and/or the fire department.

Since the release of SECOM Home Security in 1981, we have sought to respond effectively to the needs of subscribers by continuously modifying the system with the aim of enhancing comfort and convenience and providing security and peace of mind. Underscoring the success of these efforts, in June 2014 the number of households in Japan that have installed SECOM Home Security topped one million, evidence of SECOM Home Security's solid reputation.

One of the most highly rated services currently offered under the SECOM Home Security label is SECOM Home Security G-Custom, which combines home security with a variety of features designed to enhance everyday convenience. These include a data storage system, which enables subscribers to store important documents—including driver's licenses, passports, health insurance cards and prescriptions for medications—at a SECOM data center facility; on-line access to convenient SECOM lifestyle support services and products; and a data-sharing service that enables immediate family members and relatives to exchange photographs and send messages. SECOM Home Security G-Custom also offers My Page, which gives subscribers access to information from an extensive menu of selected collaborating companies and allows them to make online purchases.

In Japan, rapid urbanization, the increasing prevalence of nuclear families and the advance of the country's super-aged society are pushing up demand for home security services. At present, SECOM Home Security systems are primarily used in detached houses, two-generation detached houses, detached houses with commercial space and condominiums, but we are seeing a steady rise in installation in apartment complexes. Accordingly, we will continue to bolster acceptance of this system by developing services that accommodate an ever-more diverse range of residential environments and family configurations.

#### ☐ January 5 is declared Home Security Day

To celebrate our heritage as the company that popularized the concept of "home security" in Japan, we recently applied to and received approval from the Japan Anniversary Association to declare January 5—the day of SECOM Home Security's launch in 1981— Home Security Day. This move also reflects our desire to create an occasion for people to reexamine the security of their homes.



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By encouraging ever-broader acceptance of SECOM Home Security, we will continue to enhance comfort and convenience and ensure security and peace of mind. We will also further promote the development of groundbreaking new services and systems.

#### Subscribers to SECOM My Doctor Plus expand to include local governments and corporate customers

Another option available to SECOM Home Security subscribers is SECOM My Doctor Plus, an emergency medical alert system for seniors that also provides access to personal care services.

SECOM My Doctor Plus features an exclusive portable device incorporating cellular phone, GPS locator and emergency alert functions. Regardless of time or place, the device, when activated, sends a signal to a SECOM control center indicating that



My Page services include online shopping



SECOM My Doctor Plus emergency medical alert system for seniors

#### **Home Security Services**



SECOM Home Security subscribers can consult with SECOM Medical Support Center nurses on health-related issues



SECOM emergency response personnel are dispatched promptly in the event of an irregularity

medical assistance is required. Control center staff confirm the subscriber's situation by telephone and if required dispatch emergency response personnel. Other services available include consultation by telephone with staff at the SECOM Medical Support Center. If the subscriber requests an ambulance, control center staff contacts the fire department and sends the subscriber's emergency information, which is stored at a SECOM data center facility, to the portable device, to ensure such information is immediately available to ambulance attendants and hospital staff.

Recent years have seen an increase in demand for SECOM My Doctor Plus as a standalone service from local governments and corporate customers. A city in Nagano Prefecture has introduced the system as part of an initiative aimed at protecting local seniors living alone. Important information on chronic health issues and medications, as well as contact information for their primary care physicians, for each of the seniors covered by the system, is entrusted to us for secure storage and provided when necessary to ambulance attendants and hospital staff, facilitating swifter treatment.

We also provide SECOM My Doctor Plus as a standalone support service to corporate customers seeking to open residences with care services for seniors in unoccupied units in multi-unit rental dwellings. In such instances, SECOM My Doctor Plus allows facility coordinators to confirm the well-being of residents using the portable device. In addition to capitalizing on rising demand for the COCO-SECOM mobile security system from local governments, we introduced the SECOM AED Skill Up Service to increase the number of individuals able to use AEDs.

#### Local governments expand use of COCO-SECOM to locate dementia sufferers who wander

The COCO-SECOM mobile security system uses signals from GPS satellites and cellular phone base stations to pinpoint the location of dedicated portable transmitters carried by individuals or attached to objects. Introduced originally as a way to foil child abductions and avert the theft of cars and motorcycles, COCO-SECOM's effectiveness has attracted interest for more diverse applications. These include preventing the loss of personal belongings and the theft of construction equipment and automated teller machines (ATMs), among others, as well as managing taxi and bus fleets.

In recent years, COCO-SECOM has gained attention as an effective way to locate individuals suffering from dementia if they wander or disappear, bolstering demand for the system in this area. Local governments have offered incentives to the families of such individuals to use COCO-SECOM by subsidizing the rental of transmitters. With dementia becoming a pressing issue in Japan's superaged society, we will continue to market COCO-SECOM to local governments, public agencies and nursing homes as an effective strategy for locating sufferers who get lost.

# SECOM AED Skill Up Service is introduced

An automated external defibrillator (AED) is a portable device that treats cardiac arrhythmia by administering an electrical pulse to the heart to reestablish a normal rhythm. Installation of AEDs is widespread and includes both public-sector facilities such as train stations, airports and parks and private-sector facilities such as schools and major shopping centers. Our lineup of AED-related services includes the SECOM AED Package Service, a full-service AED rental package, and the SECOM On-Line AED Management Service, an around-the-clock service that monitors operational status and the replacement of expendables. Recently, we introduced the SECOM AED Skill Up Service, a workshop on the operation of AEDs, recognizing that despite the extensive installation of AEDs, many people do not know how to use them properly. The workshop centers on web-based and in-person training, support by SECOM experts regarding the proper use of AEDs and the improvement of skills. We will accelerate efforts to promote this service, in line with our belief that the ability to use an AED is an essential skill for people everywhere.

COCO-SECOM mobile security system

SECOM AED Skill Up Service, a workshop to train people in the proper use of AEDs





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### **Overseas Security Services**



#### Emergency response personnel (Thaisecom Pitakkij Co., Ltd., Thailand)



AL SECURITY SYSTEM

Emergency response personnel (Myanmar Secom Co., Ltd.)



Control center (Secom (Malaysia) Sdn. Bhd.)

#### High-grade services in 12 countries and territories overseas

We made our overseas debut in 1978, when we established a presence in Taiwan. Today, our overseas security services business encompasses operations in 12 countries and territories. The distinguishing feature of our overseas security services is that we offer SECOM-style on-line security systems, which include emergency response services, customized to reflect local needs and sensibilities. As in Japan, we take full responsibility for our operations in these markets, positioning us to deliver high-grade SECOM-brand services. This continues to earn praise from overseas customers, as a result of which the use of our services continues to expand steadily.

#### **Economic growth underpins** expansion of operations in Southeast Asia

We are working tirelessly to respond to rising demand for security services in Southeast Asia, where steady economic growth is driving increased demand for security services from both Japanese and local companies.

Economic growth in Thailand continues to support a steady increase in subscribers for Thaisecom Pitakkij Co., Ltd. Highlights in recent years include the provision of on-line security systems for a number of corporations and national government agencies and of merchandise to health-care facilities.

Secom (Malaysia) Sdn. Bhd. provides customized security systems-comprising on-line security systems and static guard services-to customers across Malaysia. Underscoring the high marks accorded the company's proposalbased services, which are tailored to market needs, a major drugstore chain is currently in the process of installing SECOM security systems at its stores nationwide.

In Singapore, the diverse menu of services offered by Secom (Singapore) Pte. Ltd. includes, among others, the provision of on-line security systems and fire protection systems, as well as the leasing of safety deposit boxes.

PT. Secom Indonesia provides on-line security systems and static guard services to subscribers, focusing on the capital of Jakarta and the country's second-largest city, Surabaya, with operations in both cities expanding steadily. Secom Indonesia also offers highly rated consulting services designed to help customers prevent insider crimes, a major threat to corporate activities.

In Vietnam, Secom Vietnam Security Service Joint Stock Company is working to augment its operations by responding to the security needs of Japanese companies operating in the country and to promote market acceptance of on-line security systems.

Joint venture Myanmar Secom Co., Ltd., has begun providing Myanmar's first-ever on-line security systems to subscribers in the country's largest city, Yangon. With Myanmar continuing to attract investment from offshore companies, including those based in Japan, we will actively market SECOM on-line security systems in this promising market.

Countries and territories outside Japan in which the SECOM Group has security services operations

#### **Scope of overseas operations** broadens

Taiwan Secom Co., Ltd., a publicly listed firm and the leading provider of security services in Taiwan, offers a wide array of security services, centered on on-line security systems. Recently, the company launched a wireless alarm system for residential and small-scale commercial applications. In line with our goal of enhancing security and peace of mind, Taiwan Secom also collaborated with the National Center for Research on Earthquake Engineering to develop and begin offering an earthquake alert system.

In the Republic of Korea (ROK), S1 Corporation, which is also publicly listed, provides not only on-line security systems, but also an extensive selection of other services that make life more convenient and comfortable and provide security and peace of mind. In January 2014, S1 entered the market for building solutions, a move aimed at further reinforcing its business foundation. In addition, the company has established a social contribution agreement with the Seoul metropolitan government whereby it will support efforts to improve the safety of welfare facilities, enabling it to help enhance community security and peace of mind through its social contribution activities as well as through its business activities.

We currently provide our distinctive on-line security systems to subscribers in the People's Republic of China (PRC) through a network of security service bases in 19 cities. With demand for security services growing in all of these locations, we will continue to expand our operations by providing high-grade services that meet the needs of customers.

Secom Australia Pty. Ltd. has for many years provided security services to major financial institutions and government agencies, earning positive reviews across the board. The company has also installed security systems at a number of key Australian military facilities. Secom Australia continues working to expand its customer base and recently secured contracts to provide security services for a major media firm, as well as for the Australian branches of an international apparel retailer.

In New Zealand, Secom Guardall NZ Ltd. continues to provide service packages combining maintenance and inspection with monitoring using on-line security systems to multiple major global financial institutions.

Secom plc, in the United Kingdom, is renowned for the quality of its "SECOMstyle" security services, as a result of which it has risen to the number three position in the U.K. security services market. Testament to the high marks given for the guality of the company's services, Secom plc has recently won key contracts from major financial institutions to provide security solutions for branches and ATMs.

We recognize that the desire for convenience and comfort, as well as for safety and peace of mind, is something shared by people the world over. Accordingly, we will continue to cultivate promising new overseas markets for our distinctive security services.



Emergency response personnel (Taiwan Secom Co., Ltd.)



Control center (S1 Corporation, ROK)

### **Fire Protection Services**

An integrated services provider, we offer high-grade systems that respond to the needs of customers in Japan and overseas.

Water spray system installed in road tunnel (Nohmi Bosai)



#### □ Introducing a new manual fire alarm box

High-grade fire protection systems

Our fire protection services business is

spearheaded by subsidiaries Nohmi Bosai and Nittan, two leading players in Japan's

fire protection industry, which together

boast an extensive portfolio of automatic

fire alarm systems and fire extinguishing

Nohmi Bosai provides high-grade fire protection systems for a range of applications, including office buildings, plants, tunnels, structures designated as cultural properties, ships and homes. A recent addition to the company's lineup is a manual fire alarm box with an integrated ring-type pilot lamp-the purpose of which is to illuminate the box's location—that is designed to be mounted flush with the wall. With conventional alarm boxes, parts of which protrude from the wall, damage from frequent impact is a problem, as is the fact that such units are felt to mar aesthetic appearance. The flat design of Nohmi's new manual fire alarm box resolves both of these issues, earning positive reviews from customers and winning a 2014 Good Design award in Japan.

In response to growing demand from customers seeking to update automatic fire alarm systems, Nohmi Bosai also commenced sales of Advanced PIII map-type system, which combines a conventional fire alarm system with an automatic testing function. Every device connected to this system has its own address, so when a fire is detected the affected room and the address of the device that has been activated are displayed on the panel. The new unit also indicates the status of device addresses on an address map, making it possible to pinpoint the exact location of the fire even more easily.

#### □ Integrating automatic fire protection equipment and security services in Thailand

In Southeast Asia, brisk economic growth is driving needs for fire protection infrastructure. In cooperation with Thaisecom Pitakkij, Nohmi Bosai is focusing its efforts on expanding sales of packages comprising nitrogen gas fire extinguishing systems and security services. Other highlights of late include the establishment of a representative office in Singapore and the realignment of Nohmi Bosai's regional bases.

#### □ A fire protection solutions business that addresses broad needs

Nittan is promoting proposal-oriented sales to customers who have already installed fire protection systems, as well as to customers who make use of its maintenance and inspections services, to further optimize systems currently in use. The company is also benefiting from rising orders for fire protection solutions for buildings under renovation. Nittan will continue to grow its businesses through meticulous cost management at all stages, from system development through to production, as well as by fortifying its marketing strategies and to reinforce its competitiveness by providing solutions that encompass training and advice regarding emergency supplies.

#### **Expanding overseas operations**

Nittan continues to see firm sales of fire detection systems for use on ships in Sweden. The company is also boosting orders by launching attractive new products and broadening its sales channels by collaborating with SECOM Group security services companies in Indonesia, Thailand and Vietnam to market automatic fire alarm and fire extinguishing systems to security services subscribers. In the United Kingdom, collaboration with Secom plc continues to support solid sales of fire detection systems and other offerings.



Advanced PIII map-type fire alarm system (Nohmi Bosai)



Business negotiations at a showroom (Nittan)

We offer distinctive nursing homes and a variety of services that respond to the needs of a super-aged society.

#### □ New-concept nursing home Alive Shinagawa–Oi opens

In line with the comprehensive communitybased health-care framework put forth by Japan's Ministry of Health and Welfare, we opened Alive Shinagawa–Oi, the 10th facility in our Alive series of nursing homes. In addition to working closely with local general hospitals, Alive Shinagawa-Oi provides an environment in which seniors have ongoing access to health care, from day-to-day health management to house calls by doctors and emergency medical treatment. In addition to cooperating with a local department store to establish its own stop on the store's shuttle bus route, the facility works with community organizations to ensure residents maintain links with the local community, thereby helping to provide security and peace of mind. Looking ahead, we will continue to capitalize on our experience in the provision of health care and personal care services to seniors and promote the establishment of nursing homes that enhance residents' quality of life.

#### SECOM Health Care Club KENKO introduces flexible corporate memberships

SECOM Health Care Club KENKO is a membership-based club established in 2005 through an alliance with Yotsuya Medical Cube in Tokyo. Companies that purchase the club's recently introduced flexible corporate memberships gain access to a variety of health management services for their employees. These include detailed physical examinations for senior executives at Yotsuya Medical Cube and around-the-clock health and medical consultation by telephone for employees. Going forward, we will continue working to provide a wide range of high-value-added, high-grade medical services.

#### SECOM SMASH is introduced

A recent addition to our medical services lineup is SECOM SMASH, a hospital management support service that encompasses business analysis and consulting. ("SMASH" is an acronym for "strategic management assisted system for healthcare.") This service employs proprietary SECOM analysis methods to analyze trends in revenues and expenditures, patient numbers and length of hospitalization for inpatients on a departmental basis, with findings stored at a SECOM data center facility to ensure rigorous protection and provided to customers using a private cloud. Management experts also offer consulting to assist hospitals in formulating management strategies. SECOM SMASH thus enables hospitals to enhance their operating efficiency and improve the quality of care they provide, which in turn helps reduce the burden of expenses on Japan's public health care system.

SECOM Health Care Club KENKO physical examination



Alive Shinagawa–Oi

SECOM Today



SECOM SMASH hospital management support service



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### **Insurance Services**



Head office of Secom General Insurance Co., Ltd.



Call center (Secom General Insurance)

SECOM Anshin My Car on-site support

We continue to leverage the comprehensive capabilities of the SECOM Group to provide distinctive fire, medical and automobile insurance policies.

#### Contracts for SECOM Anshin My Home remain robust

Our diversification into non-life insurance came about as a result of our conviction that augmenting security services, which are preventative by nature, with insurance, which looks after people should misfortune strike, was a way to further enhance security and peace of mind.

SECOM Anshin My Home is a comprehensive policy for residential customers that offers a discount on regular premiums to subscribers who have installed on-line security systems, taking into account the fire risk-mitigating nature of such systems, as well as for houses that have exclusively electrical appliances and houses built with fire-resistant materials. Customers can choose a basic plan from among several alternatives and select special options, enabling them to tailor policies to their own specific needs. Contract volume for SECOM Anshin My Home continues to rise in tandem with the installations of home security systems, and we will continue working to expand sales of this attractive product. Our lineup also includes the Security Discount Fire Policy, a similar policy for commercial customers.

#### MEDCOM, an unrestricted cancer treatment policy that covers all treatment-related costs

MEDCOM is an unrestricted cancer treatment policy that provides full coverage for all hospitalization and medical treatment costs, both those covered under Japan's National Health Insurance (NHI) scheme and those for which the patient usually bears the burden, which include costs for advanced medical treatments. In addition to a one-time lump sum payment of ¥1 million if cancer is diagnosed, MEDCOM also extends to outpatient treatment, providing coverage for up to ¥10 million per five-year period. Subscribers are thus able to focus on treatment without having to worry about costs. Given the high cost of many new cancer treatments, the fact that MEDCOM significantly lightens the economic burden on patients is attracting attention to this innovative policy.

#### SECOM Anshin My Car: Backed by our reliable emergency response personnel

Another attractive SECOM non-life insurance product is SECOM *Anshin* My Car, a distinctive policy that includes around-the-clock access to on-site support by SECOM emergency response personnel in the event of an accident.

In addition to stepping up efforts to market our policies via banks and the Internet, we have equipped sales personnel with tablet computers, enabling them to propose solutions to customers, with the aim of assisting sales efforts. By capitalizing on our geospatial information capabilities, which include collecting, integrating and analyzing geographic data from satellite images and ground surveying, among others, we contribute to safe and secure societies.

#### Helping private and public sector entities enhance operational efficiency

Subsidiary Pasco Corporation collects geographic data from satellite images, aerial photography, and vehicle/ground and shipborne surveying, which it integrates, processes and analyzes to provide geospatial information services.

In Japan, services for customers in the private sector include area marketing, which involves analysis of catchment areas, logistics and corporate disaster planning. Pasco's highly specialized geospatial information services for public-sector entities include services for local governments provided via the Local Government Wide-Area Network (LGWAN), which protects confidential information and guarantees security, and cloud-based services. In addition to reinforcing its business foundation, Pasco will promote stable growth through the extension of services that facilitate the accurate assessment and comprehensive, integrated management of assets held by local governments-thereby contributing to regional revitalization and financial soundness—and through support for facility management aimed at optimizing costs and enhancing convenience.

# Sales of DR-Info disaster risk information service commence

Pasco recently began offering DR-Info, a cloud-based disaster risk information service that capitalizes on its geospatial information technologies and know-how. DR-Info uses proprietary information gathered by Pasco that can be plotted on a map, from which the customer can extract the required information at any time to perform various simulations. For example, Pasco combines information on rail line and road conditions with forecasts for rainfall and wind speed, among others, provided by the Japan Meteorological Agency to make predictions regarding road closures, railway operation interruptions and other damage up to six hours in advance, which it then emails to customers.

In recent years, Japan has seen a significant rise in damage due to natural events, including road closures due to flooding and landslides caused by localized torrential rainfall, raising companies' awareness of the importance of implementing effective countermeasures. In addition to brisk orders from manufacturers, trading companies and other private sector firms, DR-Info is attracting attention from public sector entities.

#### Enhancing access to geospatial information from satellite images

Pasco recently signed a contract with a leading multinational aerospace and defence company to acquire general distribution rights for Geo-Intelligence products in the Japanese market and image data distribution rights for the SPOT 6 and SPOT 7 Earth observation satellites. As a consequence, Pasco now distributes data from a total of 25 commercial satellites. Pasco will continue to strengthen its ability to collect geospatial information by expanding and enhancing its access to satellite data.

# Advanced technologies help Pasco cultivate new businesses

Pasco is promoting research and development using highly accurate 3D geospatial information collected using its vehicle-mounted Mobile Mapping System (MMS) to create high-precision basic road information for use in advanced driver assistance systems (ADASs). By contributing to the creation of accurate yet compact basic road information for ADASs that helps improve technologies for brake control, lane guidance, eco-driving support and other features, Pasco is broadening the scope of its MMS-based services business. SPOT 6 and SPOT 7 Earth observation satellites © Airbus Defence and Space GEO S.A.



DR-Info disaster risk information service (This service uses Google Maps. Google Maps is a registered trademark of Google Inc.)



High-precision basic road information collected using Pasco's MMS is being considered for use in ADASs.

Information and Communication Related Services



Our extensive portfolio encompasses disaster response, information security and cloud-based services, underpinned by our data center facilities, enabling us to respond to diverse needs for safety and protection.

SECOM Anshin Information Center



Secure Data Center facility



SECOM Premium Net provides protection against online banking scams

#### SECOM Safety Confirmation Service, Japan's leading risk management service, and an extensive range of related services

A spate of earthquakes, devastating localized torrential rainfall and other natural disasters in the past few years has encouraged an increasing number of companies in Japan to reassess their business continuity plans (BCPs). Our core offering in this area, SECOM Safety Confirmation Service, which helps subscribers ascertain the safety of employees and their families in the event of a disaster, is one of Japan's leading risk management services. In tandem with this system, we also offer such highly rated services as SECOM Emergency Call Out Service, which is designed to facilitate the swift deployment of personnel crucial to business continuity and the prompt resumption of operations in the aftermath of a disaster, and the Real-Time Disaster Information Service. whereby we collect and analyze available information, including emergency warnings and evacuation orders, information from Twitter and other social networking sites, and exclusive SECOM Group information, which we customize to meet the specific needs of each customer.

#### SECOM Premium Net enhanced and equipped with protection for online trading transactions

With an unprecedented number of online banking scams, including those involving illegal transfers of funds, being reported in recent years, addressing such fraudulent activity has emerged as an urgent social imperative. SECOM Premium Net is a system designed for financial institutions to protect corporate customers against such scams. We have also introduced a version of this system for consumers. SECOM Premium Net centers on a proprietary dedicated USB flash drive that permits connection only to the institution's secure online banking site to protect against phishing attacks, and encrypts communication to ensure safe online banking. Even if an individual customer's computer has been infected with a malicious virus, the USB is writeprotected, preventing it from propagating the virus and guaranteeing the security of online transactions. Orders for the commercial version of SECOM Premium Net continue to rise steadily, while the scope of application for the consumer version has been expanded to include protection for online trading transactions, which has earned high marks. Looking ahead, we will continue to expand our range of products designed to ensure security and peace of mind in an increasingly Internet-driven society.

#### SECOM Minutes Digitization Service: Japan's first service for digitizing the minutes of board of directors' meetings

One of many services that leverages the capabilities of our Secure Data Center facilities is SECOM Anshin Eco Document Digitization Service, which assists companies in digitizing and storing the thousands of documents they deal with, including pay stubs and invoices, helping customers enhance information security and operational efficiency and reinforce competitiveness. A recent addition to our lineup is the SECOM Minutes Digitization Service, which enables companies to digitize the minutes of board of directors' meetings, greatly simplifying procedures by making it possible for directors and auditors to access the minutes at a dedicated website, thereby eliminating the need to pass around the original minutes. The system, which complies with Japan's Companies Act, also facilitates the storage of digitized minutes for 10 years and the online registration of changes in directors.

# SECOM Anshin My Number Service is introduced

In advance of the launch of Japan's new My Number social security and tax identity system in October 2015, which will require companies to collect and manage employee ID numbers, we recently introduced the SECOM *Anshin* My Number Service, a service that secures the collection and storage of numbers and ensures they can be used safely. Employee ID numbers entrusted to us are stored at a Secure Data Center facility, which provides robust around-the-clock physical and cyber security. To use an employee ID number, companies provide the ID and a dedicated password, specifies the computer on which the number will be used with a digital certificate. The service facilitates access management by keeping a record of access. We also suggest the installation of security cameras and access control systems to fortify physical security at the customer's premises.

### **Real Estate and Other Services**

We develop and sell high-grade condominiums offering exceptional security and earthquake resistance. Other services include a support package for individuals who have been transferred overseas.

# Uniquely SECOM condominiums that deliver safety and peace of mind

In line with our goal of providing living spaces that deliver reliable security and peace of mind, we develop and provide high-grade uniquely SECOM condominiums under the Glorio brand. We recently commenced sales of units in Glorio Toshimaen, Glorio Koenji, Glorio Eifuku-cho Izumi and other complexes in the Tokyo metropolitan area. In addition to MS-4, an on-line security system for condominiums, in each individual unit, SECOM IX remote imaging security system in common areas and a seismic grade 2 rating under Japan's three-grade system of ranking earthquake resistance, these condominiums feature Glorio Support 24, an around-theclock telephone-based support service.

Guided by the ALL SECOM concept, we will continue to promote the development and sale of quality condominiums with advanced contingency planning features.

#### New support package for individuals transferred overseas

The number of Japanese citizens currently living abroad, estimated at approximately

1.29 million, continues to rise steadily. Japanese companies require transferred employees to move relatively quickly to their new posting, before which they must ensure that the successor is fully briefed on his or her new responsibilities and that various company procedures are completed, as well as prepare to move. To help address the concerns of such individuals, we recently began offering the SECOM Overseas Transfer Support Package. Services offered as part of this package, a quintessential ALL SECOM offering, include security for and arranging to rent out the individual's home temporarily and sell his or her vehicle, taking care of insurance formalities and monitoring the safety of family members remaining in Japan. We also added a general home maintenance service for individuals who are away for an extended period to SECOM Home Service, an optional suite of lifestyle support services available to SECOM Home Security subscribers. We market these services through companies with large numbers of employees on overseas assignment and through travel agents.



Glorio Toshimaen



SECOM Overseas Transfer Support Package housekeeping service

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