

# CONSOLIDATED FINANCIAL DATA

(BASED ON JAPANESE GAAP) [REFERENCE]

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## Condensed Consolidated Balance Sheets (Based on Japanese GAAP)

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

	In millions of yen					
ASSETS	2016	2015	2014	2013	2012	2011
<b>Current assets:</b>						
Cash on hand and in banks.....	¥ 228,458	¥ 232,221	¥ 210,514	¥ 175,427	¥ 182,412	¥ 172,958
Cash deposits for armored car services .....	128,267	50,395	58,597	56,089	54,011	56,546
Call loans .....	—	15,500	20,500	46,500	28,000	29,500
Notes and accounts receivable, trade.....	122,048	114,071	115,318	106,638	85,744	73,956
Due from subscribers.....	31,812	26,316	25,174	24,059	24,830	22,754
Short-term investments .....	34,448	28,517	12,955	14,723	19,936	7,313
Lease receivables and investments in leased assets.....	39,542	39,242	33,188	27,569	14,605	15,433
Merchandise and products .....	13,099	14,163	14,186	12,321	9,597	8,823
Real estate inventories.....	3,527	3,063	33	12,944	9,082	11,481
Work in process .....	5,557	4,031	4,602	4,526	2,527	2,249
Costs on uncompleted construction contracts .....	9,070	9,460	8,983	7,563	5,671	4,233
Work in process for real estate inventories.....	23,024	21,058	15,396	13,348	33,276	48,296
Raw materials and supplies.....	8,579	7,913	7,573	6,430	5,950	5,750
Deferred income taxes.....	12,728	12,808	13,254	14,384	11,383	12,216
Short-term loans receivable .....	4,086	2,268	2,699	4,158	4,389	3,908
Other .....	27,375	21,111	17,623	18,453	13,489	12,566
Allowance for doubtful accounts.....	(1,883)	(1,997)	(2,026)	(2,302)	(1,428)	(1,704)
Total current assets.....	<b>689,744</b>	600,146	558,574	542,836	503,479	486,284
<b>Fixed assets:</b>						
Tangible assets:						
Buildings and improvements, net.....	148,828	148,375	153,278	155,839	97,955	102,855
Security equipment and control stations, net .....	71,447	70,478	68,759	67,200	66,900	63,490
Land.....	116,613	119,604	113,946	115,652	104,426	97,730
Other, net.....	39,415	23,702	24,849	22,839	21,464	18,638
Total tangible assets.....	<b>376,305</b>	362,161	360,833	361,532	290,747	282,715
Intangible assets.....	<b>119,505</b>	49,411	53,596	55,079	25,043	25,553
Investments and others:						
Investment securities.....	264,400	284,322	246,233	189,042	177,655	188,001
Long-term loans receivable .....	39,401	42,904	45,701	42,338	46,197	47,576
Prepaid pension and severance costs.....	—	—	—	19,572	19,130	18,730
Net defined benefit asset.....	30,796	35,010	17,612	—	—	—
Deferred income taxes .....	8,602	4,874	13,521	11,711	14,793	20,110
Other.....	54,978	49,382	48,486	43,706	42,376	43,422
Allowance for doubtful accounts .....	(15,698)	(17,525)	(16,352)	(16,742)	(17,584)	(18,111)
Total investments and others .....	<b>382,482</b>	398,969	355,203	289,629	282,568	299,729
Total fixed assets.....	<b>878,293</b>	810,541	769,633	706,241	598,359	607,998
Deferred assets .....	14	26	17	32	45	117
Total assets.....	<b>¥1,568,052</b>	¥1,410,715	¥1,328,226	¥1,249,110	¥1,101,884	¥1,094,400

	In millions of yen					
<b>LIABILITIES</b>	<b>2016</b>	2015	2014	2013	2012	2011
<b>Current liabilities:</b>						
Notes and accounts payable, trade .....	¥ 41,794	¥ 43,160	¥ 49,409	¥ 43,684	¥ 30,731	¥ 25,959
Bank loans .....	55,283	44,965	52,120	42,350	47,985	47,426
Current portion of straight bonds .....	2,582	1,414	4,640	4,487	5,983	2,914
Lease obligations .....	4,724	503	579	537	354	354
Payables—other .....	38,376	33,849	31,316	31,406	27,627	22,857
Accrued income taxes .....	22,341	21,063	27,744	29,282	14,688	19,353
Accrued consumption taxes .....	6,611	12,878	4,151	4,377	3,833	2,850
Accrued expenses .....	5,562	4,653	4,625	4,571	4,169	3,792
Deposits received for armored car services .....	101,306	16,945	17,765	24,862	21,920	20,658
Deferred revenue .....	31,389	31,348	31,027	30,880	30,834	30,582
Accrued bonuses .....	15,524	14,652	14,437	14,031	12,739	11,925
Provision for loss on construction contracts .....	1,397	1,612	1,981	1,714	834	530
Other .....	20,738	20,707	16,883	15,691	14,076	12,868
Total current liabilities .....	347,633	247,755	256,684	247,879	215,780	202,074
<b>Long-term liabilities:</b>						
Straight bonds .....	8,251	8,413	7,796	8,847	9,625	14,091
Long-term loans .....	20,033	20,602	17,256	19,828	10,700	21,586
Lease obligations .....	11,954	3,712	4,183	3,438	2,884	3,080
Guarantee deposits received .....	35,002	36,000	36,542	36,125	38,235	38,091
Deferred income taxes .....	14,026	13,554	11,169	13,400	8,415	8,909
Accrued pension and severance costs .....	—	—	—	17,137	12,585	13,097
Accrued retirement benefits for directors and audit and supervisory board members .....	1,387	1,415	1,635	2,443	2,509	2,433
Net defined benefit liability .....	22,816	18,504	18,569	—	—	—
Investment deposits by policyholders, unearned premiums and other insurance liabilities .....	159,636	150,119	141,099	133,627	127,812	135,498
Other .....	4,166	3,295	2,918	2,242	1,817	1,481
Total long-term liabilities .....	277,274	255,618	241,171	237,091	214,586	238,270
Total liabilities .....	624,907	503,374	497,856	484,970	430,366	440,344
<b>NET ASSETS</b>						
<b>Shareholders' equity:</b>						
Common stock .....	¥ 66,377	¥ 66,377	¥ 66,377	¥ 66,377	¥ 66,377	¥ 66,377
Capital surplus .....	80,326	80,265	83,054	83,054	83,054	83,054
Retained earnings .....	743,353	694,688	656,286	609,275	565,261	549,747
Common stock in treasury, at cost .....	(73,717)	(73,701)	(73,682)	(73,664)	(73,659)	(74,923)
Total shareholders' equity .....	816,340	767,630	732,036	685,042	641,034	624,255
<b>Accumulated other comprehensive income:</b>						
Unrealized gains on securities .....	19,964	26,981	12,504	11,783	4,559	2,192
Deferred losses on hedges .....	(40)	(34)	(33)	(41)	(28)	(35)
Foreign currency translation adjustments .....	(2,196)	1,477	(10,885)	(27,760)	(37,556)	(34,166)
Remeasurements of defined benefit plans, net of taxes .....	(783)	4,390	(3,506)	—	—	—
Total accumulated other comprehensive income .....	16,944	32,815	(1,921)	(16,018)	(33,026)	(32,010)
<b>Noncontrolling interests</b> .....	<b>109,859</b>	106,895	100,253	95,114	63,509	61,810
Total net assets .....	943,144	907,341	830,369	764,139	671,517	654,055
Total liabilities and net assets .....	¥1,568,052	¥1,410,715	¥1,328,226	¥1,249,110	¥1,101,884	¥1,094,400

## Condensed Consolidated Statements of Income (Based on Japanese GAAP)

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

	In millions of yen					
	2016	2015	2014	2013	2012	2011
Revenue .....	<b>¥881,028</b>	¥840,722	¥822,228	¥765,635	¥679,173	¥663,887
<i>Percentage change from prior year</i> .....	<b>4.8%</b>	2.2%	7.4%	12.7%	2.3%	1.4%
Costs of revenue .....	<b>586,539</b>	557,884	542,949	504,006	458,452	423,983
<i>As a percentage of revenue</i> .....	<b>66.6</b>	66.4	66.0	65.8	67.5	63.9
Gross profit .....	<b>294,488</b>	282,837	279,278	261,629	220,720	239,904
<i>As a percentage of revenue</i> .....	<b>33.4</b>	33.6	34.0	34.2	32.5	36.1
Selling, general and administrative expenses .....	<b>165,906</b>	159,222	159,259	153,258	139,642	140,762
<i>As a percentage of revenue</i> .....	<b>18.8</b>	18.9	19.4	20.0	20.6	21.2
Operating profit .....	<b>128,582</b>	123,615	120,018	108,370	81,078	99,141
<i>As a percentage of revenue</i> .....	<b>14.6</b>	14.7	14.6	14.2	11.9	14.9
Non-operating income .....	<b>11,380</b>	18,366	13,100	11,171	12,970	17,428
Non-operating expenses .....	<b>5,136</b>	5,293	6,441	5,922	6,209	6,895
Ordinary profit .....	<b>134,826</b>	136,688	126,677	113,618	87,839	109,674
<i>As a percentage of revenue</i> .....	<b>15.3</b>	16.3	15.4	14.8	12.9	16.5
Extraordinary profit .....	<b>1,584</b>	1,962	2,025	984	287	1,717
Extraordinary losses .....	<b>15,003</b>	11,384	3,876	2,623	11,558	5,749
Income before income taxes .....	<b>121,408</b>	127,265	124,826	111,980	76,567	105,642
<i>As a percentage of revenue</i> .....	<b>13.8</b>	15.1	15.2	14.6	11.3	15.9
Income taxes—current .....	<b>39,150</b>	43,156	48,485	43,211	32,023	37,303
Income taxes—deferred .....	<b>(526)</b>	(37)	(2,110)	(252)	4,600	1,383
Net income .....	<b>82,784</b>	84,146	78,451	69,021	39,943	66,955
Net income attributable to noncontrolling interests .....	<b>5,745</b>	8,754	8,574	5,363	4,454	6,109
Net income attributable to owners of the parent .....	<b>77,039</b>	75,392	69,876	63,658	35,489	60,846
<i>As a percentage of revenue</i> .....	<b>8.7</b>	9.0	8.5	8.3	5.2	9.2
<i>Percentage change from prior year</i> .....	<b>2.2</b>	7.9	9.8	79.4	(41.7)	27.8

## Consolidated Statements of Comprehensive Income (Based on Japanese GAAP)

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

	In millions of yen					
	2016	2015	2014	2013	2012	2011
Net income .....	<b>¥ 82,784</b>	¥ 84,146	¥78,451	¥69,021	¥39,943	¥66,955
Other comprehensive income (loss):						
Unrealized gains (losses) on securities .....	<b>(7,103)</b>	15,058	543	7,500	2,318	(2,970)
Deferred gains on hedges .....	<b>—</b>	—	—	—	8	16
Foreign currency translation adjustments .....	<b>(1,616)</b>	9,527	11,787	6,222	(2,262)	(5,191)
Remeasurements of defined benefit plans .....	<b>(6,163)</b>	8,581	—	—	—	—
Share of other comprehensive gains (losses) of affiliated companies accounted for under the equity method .....	<b>(2,743)</b>	3,676	6,649	4,402	(1,281)	(1,069)
Total other comprehensive income (loss) .....	<b>(17,626)</b>	36,843	18,980	18,124	(1,217)	(9,214)
Comprehensive income .....	<b>65,157</b>	120,990	97,431	87,146	38,726	57,740
Comprehensive income attributable to:						
Owners of the parent company .....	<b>61,168</b>	110,128	87,480	80,666	34,473	52,203
Noncontrolling interests .....	<b>3,989</b>	10,861	9,950	6,480	4,253	5,537