
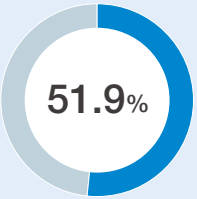

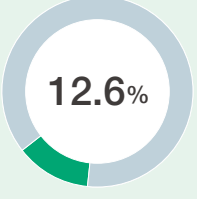


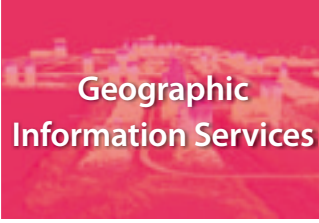
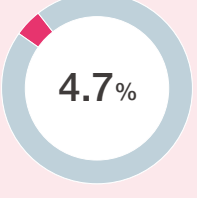

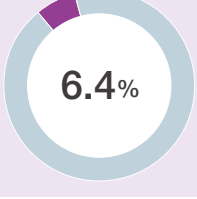

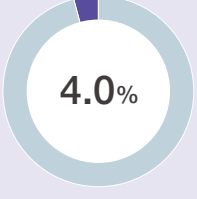


# SECOM At a Glance

Segment	Percentage of consolidated net sales and operating revenue*	Principal operations	Competitive advantages	Principal Group companies
 <p><b>Security Services</b></p>	 <p>51.9%</p>	<ul style="list-style-type: none"> <li>On-line security systems</li> <li>Static guard services</li> <li>Armored car services</li> <li>Merchandise and other</li> </ul> <p>Principal initiatives → Pages 24–27</p>	<ul style="list-style-type: none"> <li>Integrated approach to providing on-line security systems</li> <li>Robust technological foundation made possible by proprietary research and development configuration</li> <li>Nationwide network of 2,800 emergency depots, facilitating swift response in the event of an emergency and appropriate operational control</li> <li>Rental format that minimizes initial costs for subscribers and enables SECOM to take responsibility for equipment maintenance and upkeep</li> <li>Solid income foundation (attributable to stable recurring revenue) and robust customer base</li> <li>Overseas operations centered on the provision of on-line security systems with emergency response services</li> </ul>	<p>SECOM CO., LTD.**, Secom Joshinetsu Co., Ltd.***, Asahi Security Co., Ltd., Secom plc</p>
 <p><b>Fire Protection Services</b></p>	 <p>12.6%</p>	<ul style="list-style-type: none"> <li>Fire alarm systems</li> <li>Fire extinguishing systems</li> <li>Maintenance services</li> </ul> <p>Principal initiatives → Page 28</p>	<ul style="list-style-type: none"> <li>Two Group companies with the largest and third-largest shares of the Japanese fire protection market</li> <li>Comprehensive lineup of services that respond to a broad range of customer needs</li> <li>Integrated service configuration encompassing R&amp;D and planning, equipment design and production, installation and maintenance</li> <li>Stable demand for equipment that complies with Japan's Fire Service Act</li> <li>Ability to extend renovation proposals that draw on a wealth of experience</li> <li>Expertise in fire extinguishing systems for tunnels and other large-scale structures</li> </ul>	<p>Nohmi Bosai Ltd.**, Nittan Co., Ltd.</p>
 <p><b>Medical Services</b></p>	 <p>16.2%</p>	<ul style="list-style-type: none"> <li>Home medical services</li> <li>Operation of residences for seniors</li> <li>Electronic medical report and remote image diagnosis support systems</li> <li>Sales of medical equipment and pharmaceuticals</li> <li>Support for affiliated medical institutions</li> </ul> <p>Principal initiatives → Page 29</p>	<ul style="list-style-type: none"> <li>Conviction that protecting health and life is the ultimate expression of the SECOM commitment to delivering safety and peace of mind</li> <li>Experience and extensive know-how in the provision of diverse medical services</li> <li>Strong collaboration with local communities aimed at realizing effective comprehensive community healthcare systems</li> </ul>	<p>Secom Medical System Co., Ltd.</p>
 <p><b>Insurance Services</b></p>	 <p>4.2%</p>	<ul style="list-style-type: none"> <li>Fire insurance policies</li> <li>Automobile insurance policies</li> <li>Cancer treatment policies</li> </ul> <p>Principal initiatives → Page 30</p>	<ul style="list-style-type: none"> <li>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</li> <li>Development and provision of unique policies that take into account the risk mitigating factors of on-line security systems</li> <li>Development and provision of an automotive insurance policy that includes access to emergency response services</li> <li>Development and provision of a cancer treatment policy that features full coverage for all treatment costs</li> </ul>	<p>Secom General Insurance Co., Ltd.</p>
 <p><b>Geographic Information Services</b></p>	 <p>4.7%</p>	<ul style="list-style-type: none"> <li>Public sector services</li> <li>Private sector services</li> <li>Overseas operations</li> </ul> <p>Principal initiatives → Page 31</p>	<ul style="list-style-type: none"> <li>Service configuration overseen by the leading company in Japan's aerial surveying and geographic information system (GIS) markets</li> <li>Ability to provide geographic information based on geographic data collected from satellite images, aerial photography, and vehicle/ground and shipborne surveying</li> <li>Technological capabilities and expertise in the integration, processing and analysis of geographic and related data to provide geospatial information</li> <li>Active efforts to cultivate new geospatial information services</li> </ul>	<p>Pasco Corporation**</p>
 <p><b>BPO and ICT Services</b></p>	 <p>6.4%</p>	<ul style="list-style-type: none"> <li>Data center services</li> <li>Large-scale disaster preparedness services</li> <li>Information security services</li> <li>Cloud-based services</li> <li>BPO services</li> </ul> <p>Principal initiatives → Pages 32–33</p>	<ul style="list-style-type: none"> <li>Operation of data centers that are among Japan's largest: Business encompassing robust data center facility construction, stable electric power supplies, dependable networks and top-grade SECOM security</li> <li>One of Japan's leading disaster management support services</li> <li>Seamless information security services encompassing the formulation of strategies, monitoring, implementation of countermeasures and restoration</li> <li>Information and communications technology (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</li> <li>Provision of high-grade contact center and other BPO services that deliver security and peace of mind</li> </ul>	<p>Secom Trust Systems Co., Ltd., At Tokyo Corporation, TMJ, Inc.</p>
 <p><b>Real Estate and Other Services</b></p>	 <p>4.0%</p>	<ul style="list-style-type: none"> <li>Real estate development and sales</li> <li>Real estate leasing</li> <li>Construction and installation services</li> <li>Home services</li> </ul> <p>Principal initiatives → Page 33</p>	<ul style="list-style-type: none"> <li>Development and sale of condominiums that incorporate sophisticated SECOM security as standard features</li> <li>Provision of diverse lifestyle support services that deliver safety and security and make life more comfortable and convenient</li> </ul>	<p>Secom Home Life Co., Ltd.</p>

\* Pie charts show percentage of consolidated net sales and operating revenue (excluding intersegment transactions) for the year ended March 31, 2018

\*\* Listed on the First Section of the Tokyo Stock Exchange

\*\*\* Listed on the Second Section of the Tokyo Stock Exchange