

# 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	2018	2017	2016	2015	2014	2013
<b>Current assets:</b>						
Cash on hand and in banks.....	¥ 317,267	¥ 302,364	¥ 228,458	¥ 232,221	¥ 210,514	¥ 175,427
Cash deposits for armored car services.....	135,808	130,619	128,267	50,395	58,597	56,089
Call loans.....	—	—	—	15,500	20,500	46,500
Notes and accounts receivable, trade.....	129,984	119,801	122,048	114,071	115,318	106,638
Due from subscribers.....	35,272	33,090	31,812	26,316	25,174	24,059
Short-term investments.....	17,360	29,387	34,448	28,517	12,955	14,723
Lease receivables and investments in leased assets.....	45,544	43,974	39,542	39,242	33,188	27,569
Merchandise and products.....	12,321	11,915	13,099	14,163	14,186	12,321
Real estate inventories.....	4,766	5,223	3,527	3,063	33	12,944
Work in process.....	5,057	4,913	5,557	4,031	4,602	4,526
Costs on uncompleted construction contracts.....	10,441	8,979	9,070	9,460	8,983	7,563
Work in process for real estate inventories.....	39,688	22,283	23,024	21,058	15,396	13,348
Raw materials and supplies.....	8,849	8,385	8,579	7,913	7,573	6,430
Deferred income taxes.....	14,651	14,003	12,728	12,808	13,254	14,384
Short-term loans receivable.....	5,196	4,942	4,086	2,268	2,699	4,158
Other.....	26,352	23,684	27,375	21,111	17,623	18,453
Allowance for doubtful accounts.....	(1,818)	(1,766)	(1,883)	(1,997)	(2,026)	(2,302)
Total current assets.....	806,746	761,804	689,744	600,146	558,574	542,836
<b>Fixed assets:</b>						
Tangible assets:						
Buildings and improvements, net.....	148,622	150,254	148,828	148,375	153,278	155,839
Security equipment and control stations, net.....	70,872	69,569	71,447	70,478	68,759	67,200
Land.....	114,287	116,825	116,613	119,604	113,946	115,652
Other, net.....	39,907	39,886	39,415	23,702	24,849	22,839
Total tangible assets.....	373,689	376,536	376,305	362,161	360,833	361,532
Intangible assets.....	131,028	112,131	119,505	49,411	53,596	55,079
Investments and others:						
Investment securities.....	280,659	280,974	264,400	284,322	246,233	189,042
Long-term loans receivable.....	35,284	38,403	39,401	42,904	45,701	42,338
Prepaid pension and severance costs.....	—	—	—	—	—	19,572
Net defined benefit asset.....	41,409	35,282	30,796	35,010	17,612	—
Deferred income taxes.....	12,150	9,592	8,602	4,874	13,521	11,711
Other.....	52,332	51,436	54,978	49,382	48,486	43,706
Allowance for doubtful accounts.....	(13,033)	(15,990)	(15,698)	(17,525)	(16,352)	(16,742)
Total investments and others.....	408,803	399,698	382,482	398,969	355,203	289,629
Total fixed assets.....	913,521	888,367	878,293	810,541	769,633	706,241
Deferred assets.....	—	4	14	26	17	32
Total assets.....	¥1,720,268	¥1,650,176	¥1,568,052	¥1,410,715	¥1,328,226	¥1,249,110

In millions of yen

LIABILITIES	2018	2017	2016	2015	2014	2013
<b>Current liabilities:</b>						
Notes and accounts payable, trade.....	¥ 43,929	¥ 44,635	¥ 41,794	¥ 43,160	¥ 49,409	¥ 43,684
Bank loans .....	41,558	44,969	55,283	44,965	52,120	42,350
Current portion of straight bonds.....	795	1,460	2,582	1,414	4,640	4,487
Lease obligations.....	4,932	4,752	4,724	503	579	537
Payables—other.....	40,102	37,469	38,376	33,849	31,316	31,406
Accrued income taxes.....	25,896	27,557	22,341	21,063	27,744	29,282
Accrued consumption taxes.....	7,959	5,765	6,611	12,878	4,151	4,377
Accrued expenses.....	7,084	5,315	5,562	4,653	4,625	4,571
Deposits received for armored car services.....	113,830	107,878	101,306	16,945	17,765	24,862
Deferred revenue.....	30,309	30,552	31,389	31,348	31,027	30,880
Accrued bonuses.....	16,209	15,447	15,524	14,652	14,437	14,031
Provision for loss on construction contracts.....	2,436	2,532	1,397	1,612	1,981	1,714
Other.....	22,499	25,596	20,738	20,707	16,883	15,691
Total current liabilities.....	357,544	353,933	347,633	247,755	256,684	247,879
<b>Long-term liabilities:</b>						
Straight bonds.....	5,322	7,003	8,251	8,413	7,796	8,847
Long-term loans.....	12,721	14,123	20,033	20,602	17,256	19,828
Lease obligations.....	11,902	11,777	11,954	3,712	4,183	3,438
Guarantee deposits received.....	33,181	33,907	35,002	36,000	36,542	36,125
Deferred income taxes.....	19,362	21,943	14,026	13,554	11,169	13,400
Accrued pension and severance costs.....	—	—	—	—	—	17,137
Accrued retirement benefits for directors and audit and supervisory board members.....	1,421	1,306	1,387	1,415	1,635	2,443
Net defined benefit liability.....	21,849	22,428	22,816	18,504	18,569	—
Investment deposits by policyholders, unearned premiums and other insurance liabilities.....	172,345	166,155	159,636	150,119	141,099	133,627
Other.....	3,403	4,342	4,166	3,295	2,918	2,242
Total long-term liabilities.....	281,510	282,989	277,274	255,618	241,171	237,091
Total liabilities.....	639,054	636,922	624,907	503,374	497,856	484,970
<b>NET ASSETS</b>						
<b>Shareholders' equity:</b>						
Common stock.....	¥ 66,385	¥ 66,377	¥ 66,377	¥ 66,377	¥ 66,377	¥ 66,377
Capital surplus.....	80,328	80,297	80,326	80,265	83,054	83,054
Retained earnings.....	851,764	797,493	743,353	694,688	656,286	609,275
Common stock in treasury, at cost.....	(73,748)	(73,731)	(73,717)	(73,701)	(73,682)	(73,664)
Total shareholders' equity.....	924,729	870,437	816,340	767,630	732,036	685,042
<b>Accumulated other comprehensive income:</b>						
Unrealized gains on securities.....	23,759	25,125	19,964	26,981	12,504	11,783
Deferred losses on hedges.....	(24)	(30)	(40)	(34)	(33)	(41)
Foreign currency translation adjustments.....	(5,774)	(7,954)	(2,196)	1,477	(10,885)	(27,760)
Remeasurements of defined benefit plans, net of taxes.....	9,933	4,423	(783)	4,390	(3,506)	—
Total accumulated other comprehensive income.....	27,894	21,563	16,944	32,815	(1,921)	(16,018)
<b>Noncontrolling interests</b> .....	128,589	121,253	109,859	106,895	100,253	95,114
Total net assets.....	1,081,213	1,013,253	943,144	907,341	830,369	764,139
Total liabilities and net assets.....	¥1,720,268	¥1,650,176	¥1,568,052	¥1,410,715	¥1,328,226	¥1,249,110

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

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

	In millions of yen					
	2018	2017	2016	2015	2014	2013
Revenue .....	<b>¥970,624</b>	¥928,098	¥881,028	¥840,722	¥822,228	¥765,635
Percentage change from prior year .....	<b>4.6%</b>	5.3%	4.8%	2.2%	7.4%	12.7%
Costs of revenue .....	<b>652,673</b>	621,412	586,539	557,884	542,949	504,006
As a percentage of revenue.....	<b>67.2</b>	67.0	66.6	66.4	66.0	65.8
Gross profit .....	<b>317,950</b>	306,686	294,488	282,837	279,278	261,629
As a percentage of revenue.....	<b>32.8</b>	33.0	33.4	33.6	34.0	34.2
Selling, general and administrative expenses .....	<b>182,502</b>	175,636	165,906	159,222	159,259	153,258
As a percentage of revenue.....	<b>18.8</b>	18.9	18.8	18.9	19.4	20.0
Operating profit.....	<b>135,448</b>	131,050	128,582	123,615	120,018	108,370
As a percentage of revenue.....	<b>14.0</b>	14.1	14.6	14.7	14.6	14.2
Non-operating income.....	<b>13,152</b>	22,371	11,380	18,366	13,100	11,171
Non-operating expenses.....	<b>4,281</b>	6,388	5,136	5,293	6,441	5,922
Ordinary profit.....	<b>144,318</b>	147,033	134,826	136,688	126,677	113,618
As a percentage of revenue.....	<b>14.9</b>	15.8	15.3	16.3	15.4	14.8
Extraordinary profit.....	<b>2,471</b>	516	1,584	1,962	2,025	984
Extraordinary losses.....	<b>2,545</b>	5,697	15,003	11,384	3,876	2,623
Income before income taxes .....	<b>144,245</b>	141,852	121,408	127,265	124,826	111,980
As a percentage of revenue.....	<b>14.9</b>	15.3	13.8	15.1	15.2	14.6
Income taxes—current.....	<b>54,811</b>	43,326	39,150	43,156	48,485	43,211
Income taxes—deferred.....	<b>(9,314)</b>	2,369	(526)	(37)	(2,110)	(252)
Net income.....	<b>98,748</b>	96,156	82,784	84,146	78,451	69,021
Net income attributable to noncontrolling interests .....	<b>11,755</b>	11,986	5,745	8,754	8,574	5,363
Net income attributable to owners of the parent .....	<b>86,993</b>	84,170	77,039	75,392	69,876	63,658
As a percentage of revenue.....	<b>9.0</b>	9.1	8.7	9.0	8.5	8.3
Percentage change from prior year .....	<b>3.4</b>	9.3	2.2	7.9	9.8	79.4

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

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

	In millions of yen					
	2018	2017	2016	2015	2014	2013
Net income.....	<b>¥ 98,748</b>	¥ 96,156	¥ 82,784	¥ 84,146	¥78,451	¥69,021
Other comprehensive income (loss):						
Unrealized gains (losses) on securities .....	<b>(1,649)</b>	5,324	(7,103)	15,058	543	7,500
Deferred gains on hedges.....	<b>0</b>	—	—	—	—	—
Foreign currency translation adjustments.....	<b>(1,003)</b>	(3,539)	(1,616)	9,527	11,787	6,222
Remeasurements of defined benefit plans.....	<b>5,595</b>	4,698	(6,163)	8,581	—	—
Share of other comprehensive gains (losses) of affiliated companies accounted for under the equity method.....	<b>3,876</b>	(1,327)	(2,743)	3,676	6,649	4,402
Total other comprehensive income (loss) .....	<b>6,819</b>	5,155	(17,626)	36,843	18,980	18,124
Comprehensive income.....	<b>105,568</b>	101,312	65,157	120,990	97,431	87,146
Comprehensive income attributable to:						
Owners of the parent company.....	<b>93,323</b>	88,789	61,168	110,128	87,480	80,666
Noncontrolling interests .....	<b>12,244</b>	12,522	3,989	10,861	9,950	6,480