

# NONCONSOLIDATED FINANCIAL DATA

(BASED ON JAPANESE GAAP) [REFERENCE]

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

SECOM CO., LTD.  
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.....	¥ 85,009	¥ 87,387	¥ 45,433	¥ 93,569	¥ 80,908	¥ 54,136
Cash deposits for armored car services.....	38,347	37,869	40,877	48,396	56,818	53,551
Notes receivable.....	523	621	592	640	683	700
Due from subscribers.....	17,286	16,480	16,229	16,066	14,991	14,856
Accounts receivable, trade.....	10,995	10,650	10,996	11,202	9,960	9,691
Receivables—other.....	4,387	3,088	4,454	3,054	2,699	2,528
Short-term investments.....	—	—	3,444	437	437	1,048
Merchandise.....	5,628	5,312	6,453	6,694	5,489	5,585
Supplies.....	1,767	1,722	1,676	1,379	1,303	1,012
Prepaid expenses.....	2,556	2,323	2,172	2,210	2,109	2,332
Deferred income taxes.....	3,627	3,710	3,736	4,415	4,382	5,268
Short-term loans receivable.....	28,017	27,539	22,255	20,423	20,653	19,237
Other.....	1,712	1,804	1,698	1,772	2,031	4,819
Allowance for doubtful accounts.....	(105)	(117)	(152)	(216)	(221)	(248)
Total current assets.....	199,756	198,394	159,867	210,048	202,248	174,521
<b>Fixed assets:</b>						
Tangible assets:						
Buildings and improvements, net.....	16,160	16,282	16,572	16,458	17,466	17,059
Automobiles, net.....	611	709	795	824	865	521
Security equipment and control stations, net.....	67,746	65,997	67,624	67,715	66,683	65,329
Machinery and equipment, net.....	162	179	170	192	232	288
Tools, furniture and fixtures, net.....	2,861	3,173	3,424	3,326	2,922	2,979
Land.....	22,077	21,978	22,015	28,303	29,520	29,802
Construction in progress.....	4,812	2,195	1,564	1,714	1,848	1,719
Other, net.....	72	69	18	12	105	235
Total tangible assets.....	114,504	110,585	112,187	118,548	119,644	117,936
Intangible assets:						
Goodwill.....	—	—	—	—	2,607	2,978
Software.....	5,903	6,125	5,794	4,644	3,910	4,269
Other.....	741	400	574	730	1,768	2,061
Total intangible assets.....	6,644	6,526	6,369	5,375	8,286	9,308
Investments and others:						
Investment securities.....	24,583	23,083	20,588	29,725	23,789	21,583
Investment securities in subsidiaries and affiliated companies.....	350,551	323,993	325,104	239,120	239,008	236,309
Investments in subsidiaries and affiliated companies.....	2,098	2,098	1,938	1,938	1,827	1,827
Long-term loans receivable.....	138,277	134,796	146,716	150,955	143,741	155,813
Lease deposits.....	7,650	7,559	7,642	7,526	7,553	7,747
Long-term prepaid expenses.....	20,622	20,847	21,244	22,126	20,780	21,594
Prepaid pension and severance costs.....	20,763	21,643	23,177	21,530	16,962	16,263
Insurance funds.....	4,046	4,294	4,294	4,294	3,988	3,991
Other.....	2,613	2,560	2,545	2,534	2,777	2,728
Allowance for doubtful accounts.....	(4,440)	(5,532)	(5,551)	(17,946)	(17,698)	(20,307)
Total investments and others.....	566,767	535,344	547,700	461,806	442,730	447,551
Total fixed assets.....	687,917	652,456	666,256	585,730	570,662	574,796
Total assets.....	¥887,673	¥850,851	¥826,124	¥795,778	¥772,910	¥749,317

In millions of yen

LIABILITIES	2018	2017	2016	2015	2014	2013
<b>Current liabilities:</b>						
Accounts payable.....	¥ 4,108	¥ 3,604	¥ 3,641	¥ 3,172	¥ 3,429	¥ 3,044
Bank loans.....	21,940	22,703	36,923	29,416	36,703	26,598
Lease obligations.....	229	215	198	185	176	121
Payables—other.....	16,708	14,476	15,698	15,675	14,546	15,042
Payables—construction.....	3,897	4,018	3,980	4,480	4,218	4,333
Accrued income taxes.....	13,162	14,345	9,479	10,826	12,366	19,510
Accrued consumption taxes.....	3,817	2,883	2,718	7,088	1,478	2,538
Accrued expenses.....	691	697	737	800	802	726
Deposits received for armored car services.....	16,446	15,187	13,975	15,124	16,175	22,554
Deferred revenue.....	20,300	20,629	20,923	21,269	21,301	21,671
Accrued bonuses.....	6,300	6,278	6,246	6,296	6,246	6,089
Other.....	2,623	4,014	4,177	4,311	3,530	1,942
Total current liabilities.....	110,226	109,053	118,699	118,647	120,976	124,174
<b>Long-term liabilities:</b>						
Lease obligations.....	2,358	2,477	2,601	2,661	2,747	2,449
Guarantee deposits received.....	16,640	16,804	17,038	17,286	17,622	17,859
Deferred income taxes.....	7,203	6,642	6,213	3,400	307	788
Accrued pension and severance costs.....	2,164	2,506	2,835	3,241	3,555	4,051
Accrued retirement benefits for directors and audit and supervisory board members.....	—	—	—	—	—	857
Other.....	91	103	378	408	459	25
Total long-term liabilities.....	28,458	28,533	29,068	26,998	24,692	26,031
Total liabilities.....	138,685	137,587	147,768	145,646	145,668	150,205
<b>NET ASSETS</b>						
<b>Shareholders' equity:</b>						
Common stock.....	¥ 66,385	¥ 66,377	¥ 66,377	¥ 66,377	¥ 66,377	¥ 66,377
Capital surplus:						
Additional paid-in capital.....	83,061	83,054	83,054	83,054	83,054	83,054
Other capital surplus.....	0	0	0	0	0	—
Total capital surplus.....	83,062	83,054	83,054	83,054	83,054	83,054
Retained earnings:						
Legal reserve.....	9,028	9,028	9,028	9,028	9,028	9,028
Other retained earnings:						
Reserve for system developments.....	800	800	800	800	800	800
General reserve.....	2,212	2,212	2,212	2,212	2,212	2,212
Accumulated earnings carried forward.....	653,840	618,887	586,082	556,013	536,978	508,398
Total retained earnings.....	665,881	630,927	598,122	568,053	549,018	520,439
Common stock in treasury, at cost.....	(73,748)	(73,731)	(73,717)	(73,701)	(73,682)	(73,664)
Total shareholders' equity.....	741,579	706,629	673,836	643,784	624,768	596,206
<b>Valuation, translation adjustments and others:</b>						
Unrealized gains (losses) on securities.....	7,408	6,634	4,518	6,347	2,473	2,905
Total valuation, translation adjustments and others.....	7,408	6,634	4,518	6,347	2,473	2,905
Total net assets.....	748,988	713,263	678,355	650,132	627,242	599,112
Total liabilities and net assets.....	¥887,673	¥850,851	¥826,124	¥795,778	¥772,910	¥749,317

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

SECOM CO., LTD.  
Years ended March 31

	In millions of yen					
	2018	2017	2016	2015	2014	2013
Revenue .....	<b>¥387,881</b>	¥382,476	¥376,044	¥370,663	¥364,280	¥355,393
<i>Percentage change from prior year</i> .....	<b>1.4%</b>	1.7%	1.5%	1.8%	2.5%	2.9%
Service charges.....	<b>327,470</b>	322,338	317,764	314,068	309,499	305,300
<i>Percentage change from prior year</i> .....	<b>1.6</b>	1.4	1.2	1.5	1.4	1.9
Sales of merchandise.....	<b>60,411</b>	60,137	58,280	56,594	54,781	50,092
<i>Percentage change from prior year</i> .....	<b>0.5</b>	3.2	3.0	3.3	9.4	9.0
Costs .....	<b>229,332</b>	227,204	223,189	221,441	215,849	210,790
<i>As a percentage of revenue</i> .....	<b>59.1</b>	59.4	59.4	59.7	59.3	59.3
Costs of service .....	<b>186,639</b>	184,225	181,597	180,850	177,339	174,331
<i>As a percentage of service charges</i> .....	<b>57.0</b>	57.2	57.1	57.6	57.3	57.1
Costs of sales .....	<b>42,693</b>	42,978	41,591	40,590	38,509	36,458
<i>As a percentage of merchandise sales</i> .....	<b>70.7</b>	71.5	71.4	71.7	70.3	72.8
Gross profit .....	<b>158,549</b>	155,271	152,855	149,221	148,431	144,603
<i>As a percentage of revenue</i> .....	<b>40.9</b>	40.6	40.6	40.3	40.7	40.7
Gross profit on service.....	<b>140,831</b>	138,112	136,166	133,217	132,159	130,969
<i>As a percentage of service charges</i> .....	<b>43.0</b>	42.8	42.9	42.4	42.7	42.9
Gross profit on sales.....	<b>17,718</b>	17,159	16,688	16,003	16,272	13,634
<i>As a percentage of merchandise sales</i> .....	<b>29.3</b>	28.5	28.6	28.3	29.7	27.2
Selling, general and administrative expenses .....	<b>80,380</b>	78,988	77,191	76,046	75,521	74,651
<i>As a percentage of revenue</i> .....	<b>20.7</b>	20.7	20.5	20.5	20.7	21.0
Operating profit.....	<b>78,168</b>	76,283	75,664	73,174	72,909	69,952
<i>As a percentage of revenue</i> .....	<b>20.2</b>	19.9	20.1	19.8	20.0	19.7
Non-operating income.....	<b>14,978</b>	13,389	13,639	11,714	10,269	10,173
Non-operating expenses.....	<b>2,064</b>	3,130	2,691	3,316	4,295	3,789
Ordinary profit.....	<b>91,083</b>	86,543	86,612	81,572	78,884	76,336
<i>As a percentage of revenue</i> .....	<b>23.5</b>	22.6	23.0	22.0	21.7	21.5
Extraordinary profit.....	<b>1,896</b>	651	3,064	1,670	491	1,219
Extraordinary losses .....	<b>324</b>	100	6,733	2,805	1,604	1,052
Income before income taxes .....	<b>92,655</b>	87,094	82,943	80,437	77,771	76,502
<i>As a percentage of revenue</i> .....	<b>23.9</b>	22.8	22.1	21.7	21.3	21.5
Income taxes .....	<b>24,962</b>	23,833	24,500	22,945	26,273	27,374
<i>Effective tax rate</i> .....	<b>26.9</b>	27.4	29.5	28.5	33.8	35.8
Net income.....	<b>67,692</b>	63,260	58,442	57,492	51,497	49,128
<i>As a percentage of revenue</i> .....	<b>17.5</b>	16.5	15.5	15.5	14.1	13.8
<i>Percentage change from prior year</i> .....	<b>7.0</b>	8.2	1.7	11.6	4.8	83.2