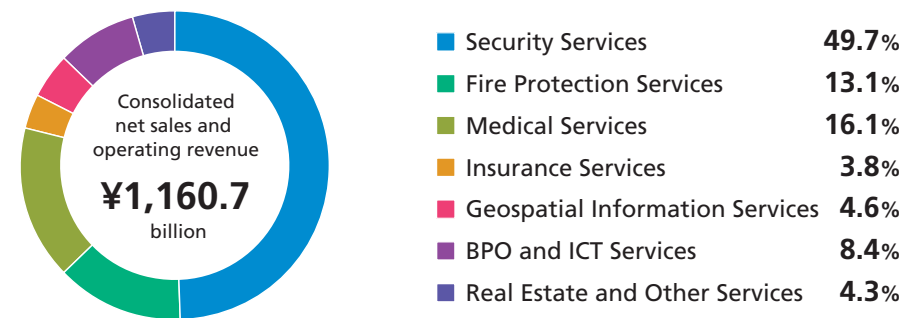


SECOM at a Glance

	Security Services	Fire Protection Services	Medical Services	Insurance Services	Geospatial Information Services	BPO and ICT Services	Real Estate and Other Services
Principal operations	<ul style="list-style-type: none"> On-line security systems Static guard services Armored car services Merchandise and other <p>▶ Pages 24–29</p>	<ul style="list-style-type: none"> Fire alarm systems Fire extinguishing systems Maintenance services <p>▶ Pages 30–31</p>	<ul style="list-style-type: none"> Home medical services Operation of residences for seniors Medical services that leverage ICT Sales of medical equipment and pharmaceuticals Support for affiliated medical institutions <p>▶ Pages 32–33</p>	<ul style="list-style-type: none"> Fire insurance policies Automobile insurance policies Cancer treatment policies <p>▶ Page 34</p>	<ul style="list-style-type: none"> Services for public sector entities Services for private sector entities Services for overseas customers <p>▶ Page 35</p>	<ul style="list-style-type: none"> Data center services Large-scale disaster preparedness services Information security services Cloud-based services BPO services <p>▶ Pages 36–37</p>	<ul style="list-style-type: none"> Real estate development and sales Real estate leasing Construction and installation services Home services <p>▶ Page 38</p>
Competitive advantages	<ul style="list-style-type: none"> Integrated approach to providing on-line security systems Solid technological foundation made possible by proprietary research and development configuration Nationwide network of 2,800 emergency depots, facilitating swift response in the event of an emergency and appropriate operational control Rental format that minimizes initial costs for subscribers and enables SECOM to take responsibility for equipment maintenance and upkeep Solid income foundation (attributable to stable recurring revenue) and robust customer base Overseas operations centered on the provision of distinctively SECOM on-line security systems 	<ul style="list-style-type: none"> Two Group companies with the largest and third-largest shares of the Japanese fire protection market Comprehensive lineup of services that respond to a broad range of customer needs Integrated service configuration encompassing R&D and planning, equipment design and production, installation and maintenance Stable demand for equipment that complies with Japan's Fire Service Act Ability to extend renovation proposals that draw on a wealth of experience Expertise in fire extinguishing systems for tunnels and other large-scale structures 	<ul style="list-style-type: none"> Conviction that protecting health and life is the ultimate expression of the SECOM commitment to delivering safety and peace of mind Experience and extensive know-how in the provision of diverse medical services Strong collaboration with local communities aimed at realizing effective comprehensive community healthcare systems ICT-based services that leverage expertise accumulated in the provision of medical services and SECOM's management resources 	<ul style="list-style-type: none"> 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 Development and provision of unique policies that take into account the risk mitigating factors of on-line security systems Development and provision of an automotive insurance policy that includes access to emergency response services Development and provision of a cancer treatment policy that features full coverage for all treatment costs 	<ul style="list-style-type: none"> Service configuration overseen by the leading company in Japan's aerial surveying and geographic information system (GIS) markets Ability to provide geospatial information based on geographic data collected by commercial satellites, aircraft, drones, vehicles and ships Technological capabilities and expertise in the integration, processing and analysis of geographic and related data to provide geospatial information Active efforts to cultivate new geospatial information services 	<ul style="list-style-type: none"> Highly secure facilities and equipment and tailored support, as well as data center facilities boasting excellent connectivity that are among Japan's largest One of Japan's leading disaster management support services Seamless information security services encompassing the formulation of strategies, monitoring, implementation of countermeasures and restoration 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 Provision of high-grade contact center and other BPO services that deliver safety and peace of mind 	<ul style="list-style-type: none"> Development and sale of condominiums that incorporate sophisticated SECOM security as standard features Provision of lifestyle support services that deliver safety and security and make life more comfortable and convenient
Principal Group companies*	SECOM CO., LTD.** Secom Joshinetsu Co., Ltd.*** Asahi Security Co., Ltd., Secom plc	Nohmi Bosai Ltd.** Nittan Co., Ltd.	Secom Medical System Co., Ltd.	Secom General Insurance Co., Ltd.	Pasco Corporation**	Secom Trust Systems Co., Ltd. At Tokyo Corporation TMJ, Inc.	Secom Home Life Co., Ltd.

* For more information, please see pages 73–76.
 ** Listed on the First Section of the Tokyo Stock Exchange
 *** Listed on the Second Section of the Tokyo Stock Exchange

Percentage of Consolidated Net Sales and Operating Revenue



Note: This pie chart shows percentage of consolidated net sales and operating revenue (excluding intersegment transactions) for the year ended March 31, 2020