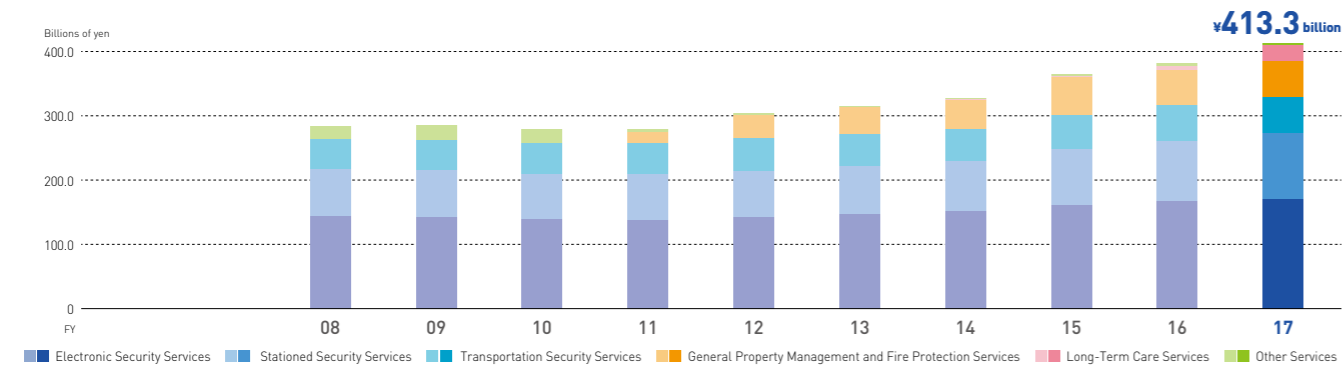


Breakdown of Sales / Number of Contracts

Net Sales by Service Type

Fiscal year ended March 31	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Billions of yen										
Security Services										
Electronic Security Services	143.9	142.5	138.9	138.4	142.9	147.1	151.8	160.4	167.1	170.5
Stationed Security Services	72.7	72.8	70.6	71.3	71.3	73.8	77.2	88.4	93.9	102.3
Transportation Security Services	46.6	47.4	46.8	47.6	49.8	50.8	51.0	52.3	54.6	56.1
General Property Management and Fire Protection Services ¹	—	—	—	17.0	36.6	40.6	44.8	58.3	54.9	55.9
Long-Term Care Services ²	—	—	—	—	—	—	—	—	7.5	24.9
Other Services	21.6	22.2	22.1	4.7	4.0	3.0	3.2	6.2	3.5	3.4
Total	284.9	285.0	278.5	279.2	304.7	315.5	328.2	365.7	381.8	413.3

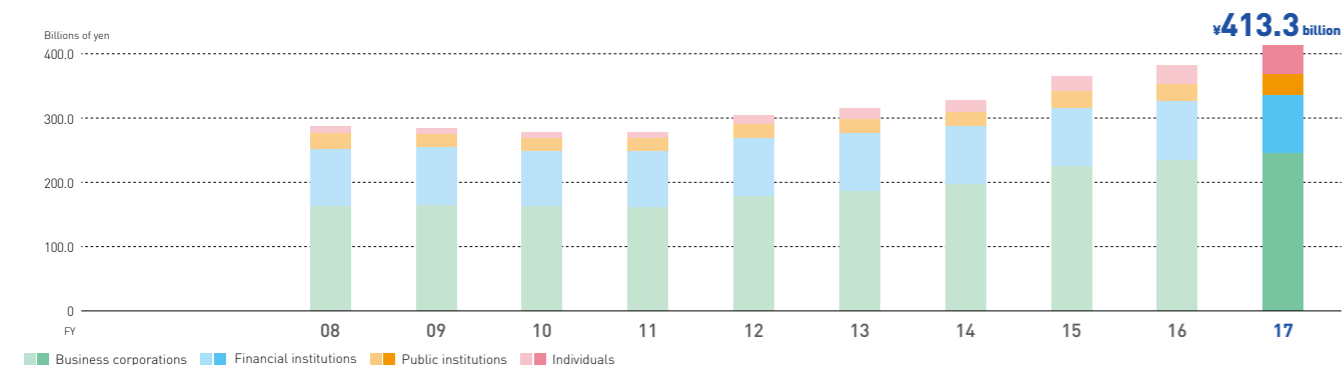
1. General Property Management and Fire Protection Services was converted to a reportable segment in the fiscal year ended March 31, 2012, and accordingly net sales amounts for this segment are displayed separately from the fiscal year ended March 31, 2011, and onward. Net sales amounts for fiscal years ended March 31, 2010, and prior are included under "Other Services."
 2. Long-Term Care Services was converted to a reportable segment in the fiscal year ended March 31, 2017, and accordingly net sales amounts for this segment are displayed separately from the fiscal year ended March 31, 2016, and onward. Net sales amounts for fiscal years ended March 31, 2015, and prior are included under "Other Services."



Net Sales by Client Type

Fiscal year ended March 31	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Billions of yen										
Business corporations ³	162.7	164.8	163.1	160.9	178.4	186.5	196.7	224.9	234.3	244.9
Financial institutions ³	90.0	90.4	85.7	88.3	90.7	89.8	90.5	91.3	92.3	91.7
Public institutions ³	22.4	19.6	19.5	19.3	20.5	22.0	22.8	26.4	26.2	31.3
Individuals ⁴	9.8	10.0	10.1	10.6	14.9	17.1	18.0	22.9	28.9	45.2
Total	284.9	285.0	278.5	279.2	304.7	315.5	328.2	365.7	381.8	413.3

3. In conjunction with the conversion of Japan Post to a privately operated company in October 2007, sales to Japan Post Co., Ltd., have been transferred from "Public institutions" to "Business corporations" and sales to Japan Post Bank Co., Ltd., and Japan Post Insurance Co., Ltd., have been transferred to "Financial institutions." Sales to subsidiaries of financial institutions were previously included under "Business corporations" but have since been transferred to "Financial institutions."
 4. Sales of HOME ALSOK APARTMENT AND CONDOMINIUM PLAN and HOME ALSOK MIMAMORI SUPPORT have been included under "Individuals," even for contracts in which the customer is a business corporation or government office.

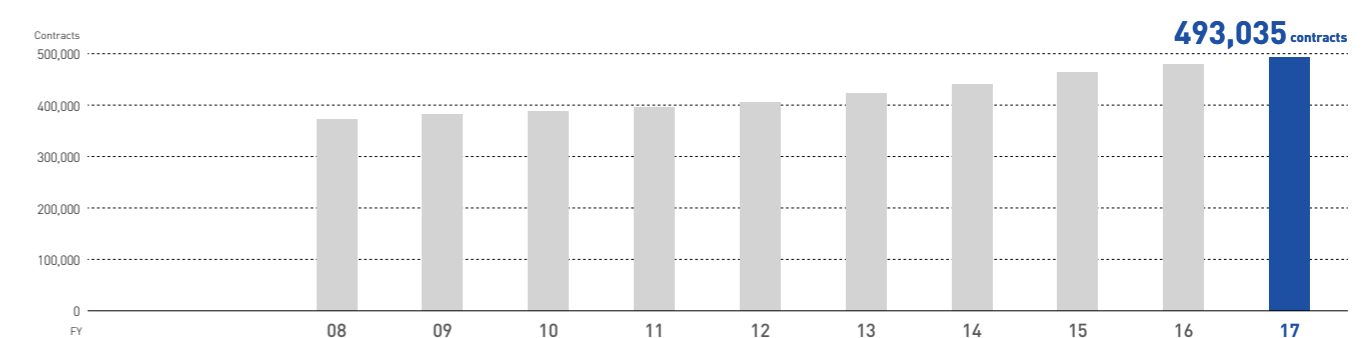


Number of Contracts

Fiscal year ended March 31	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Contracts										
Security Services										
Electronic Security Services	487,228	507,954	524,708	541,654	580,263	630,977	677,672	803,601	854,083	888,955
Corporate Clients	372,196	381,759	388,853	396,580	406,261	422,676	440,028	463,053	478,925	493,035
Individual Users	115,032	126,195	135,855	145,074	174,002	208,301	237,644	340,548	375,158	395,920
Stationed Security Services	2,922	2,854	2,785	2,866	2,934	3,020	3,227	3,597	3,772	3,998
Transportation Security Services	33,397	33,960	35,963	39,065	48,284	51,698	55,420	59,134	62,146	65,755
General Property Management and Fire Protection Services ⁵	—	—	—	44,212	47,913	54,903	63,004	73,898	81,908	89,670
Long-Term Care Services ⁶	—	—	—	—	—	—	—	—	12,804	22,628
Other Services	56,099	43,171	42,909	8,307	8,957	11,989	13,725	22,477	18,217	22,285
Total	579,646	587,939	606,365	636,104	688,351	752,587	813,048	962,707	1,032,930	1,093,291

5. General Property Management and Fire Protection Services was converted to a reportable segment in the fiscal year ended March 31, 2012, and accordingly the number of contracts for this segment is displayed separately from the fiscal year ended March 31, 2011, and onward. The number of contracts for fiscal years ended March 31, 2010, and prior is included under "Other Services."
 6. Long-Term Care Services was converted to a reportable segment in the fiscal year ended March 31, 2017, and accordingly the number of contracts for this segment is displayed separately from the fiscal year ended March 31, 2016, and onward. The number of contracts for fiscal years ended March 31, 2015, and prior is included under "Other Services."
 7. If contracts for individual households in housing complexes are included, this figure would be approximately 1,060,000.

Number of Contracts for Corporate Clients



Number of Contracts for Individual Users

