

## **Interim Financial Results for FYE 2006**



November 17, 2005

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## Section 1 Summary of Interim Financial Results



Section 1

### **Summary of Profits and Losses**

(Unit:¥ billion)	2Q FYE3/06	2Q FYE3/05	Change s	Ratio(%)
Sales	131.5	126.2	5.3	4.3
Gross profit	32.6	31.3	1.3	4.0
Operating income	4.2	4.0	0.1	3.0
Recurring profit	4.9	4.5	0.4	7.7
Net income	1.1	1.1	- 0	- 5.1



Section 1

### **Comparison With Business Plan**

(Unit:¥ billion)	2Q FYE3/06	Original Plan	Compared to Plan	Achievement Ratio(%)
Sales	131.5	131.5	0	100.1
Gross profit	32.6	32.9	- 0.3	98.9
Operating income	4.2	3.8	0.4	109.1
Recurring profit	4.9	4.1	0.7	117.8
Net income	1.1	0.7	0.4	146.6



### **Sales by Client Industry**

(Unit:¥ billion)	<b>2Q FYE3/06</b> (Ratio%)	2Q FYE3/05 (Ratio%)	Changes Ra	tio(%)		
Financial	40.1	39.1	1.0	2.7		
institutions	(30.5%)	(31.0%)				
Business	72.9	69.0	3.9	5.7		
corporations	(55.4%)	(54.7%)				
Government	14.8	15.1	- 0.3	- 2.3		
offices	(11.3%)	(12.0%)				
Individuals	3.7	2.9	0.8	27.4		
	(2.8%)	(2.3%)				
Total	131.5	126.2	5.3	4.3		
	(100.0%)	(100.0%)				



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Section 1

(Unit:¥ billion)	2Q FYE3/06	2Q FYE3/05	Changes	Ratio(%)
Sales	69.0	66.6	2.3	3.6
( <b>R</b> a t i o % )	(52.5%)	(52.8%)		

Number of contracts	417,113	383,741	33,372	8.7
Corporate clients	335,710	319,105	16,605	5.2
Individual clients	81,403	64,636	16,767	25.9

Net growth of corporate clients for 2Q — 9,230 (YOY +1.5%)

Net growth of individual clients for 2Q – 8,203 (YOY +172.3%)



Section 1

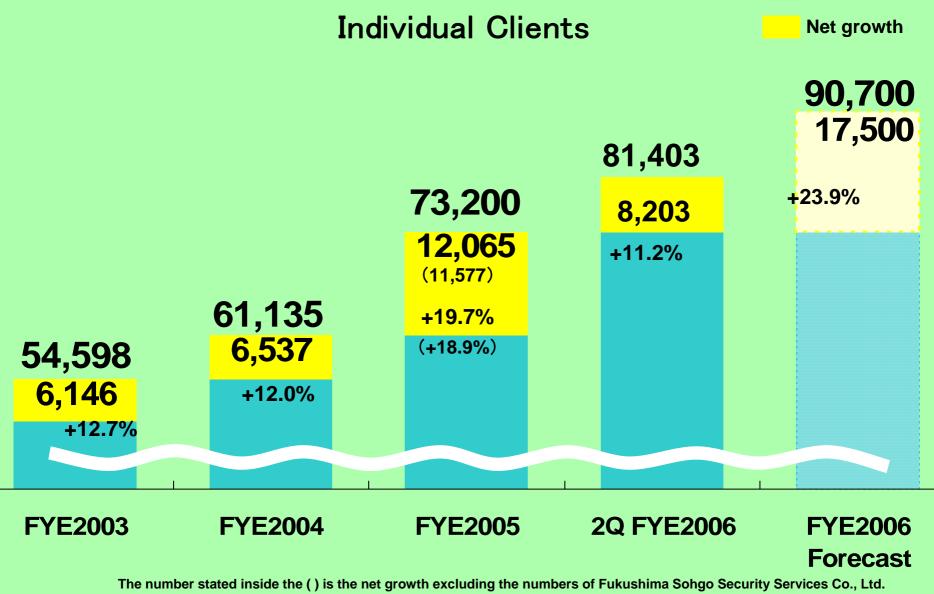
### **Increase in Contracts of Electronic Security Services**





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### **Increase in Contracts of Electronic Security Services**



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### **Stationed Security Services Overview**

(Unit:¥ billion)	2Q FYE3/06	2Q FYE3/05	Changes	Ratio(%)
Sales	33.3	31.7	1.6	5.0
( <b>R</b> a t i o % )	(25.3%)	(25.2%)		

Number of contracts	2,710	2,637	73	2.8

• Temporary security needs increased for the EXPO 2005 AICHI JAPAN

•Sales figures are increasing due to the increase in contracts made by shopping centers, universities, etc.



### **Transportation Security Services Overview**

(Unit:¥ billion)	2Q FYE3/06	2Q FYE3/05	Changes	Ratio(%)
Sales	21.0	19.7	1.3	6.8
( <b>R</b> a t i o % )	(16.0%)	(15.6%)		

Number of contracts	28,188	24,896	3,292	13.2

Significant increase in cash deposit machines and conveniencestore ATM contracts

Cash deposit machines 600 new contracts (Cumulative total 5,400)

Convenience-store ATMs 450 new contracts (Cumulative total 10,450)



### **Other Services Overview**

(Unit:¥ billion)	2Q FYE3/06	2Q FYE3/05	Changes	Ratio(%)
Sales	8.1	8.0	0.1	0.9
(Ratio%)	(6.1%)	(6.4%)		

Number of contracts	51,511	50,503	1,008	2.0

Anshin Mate

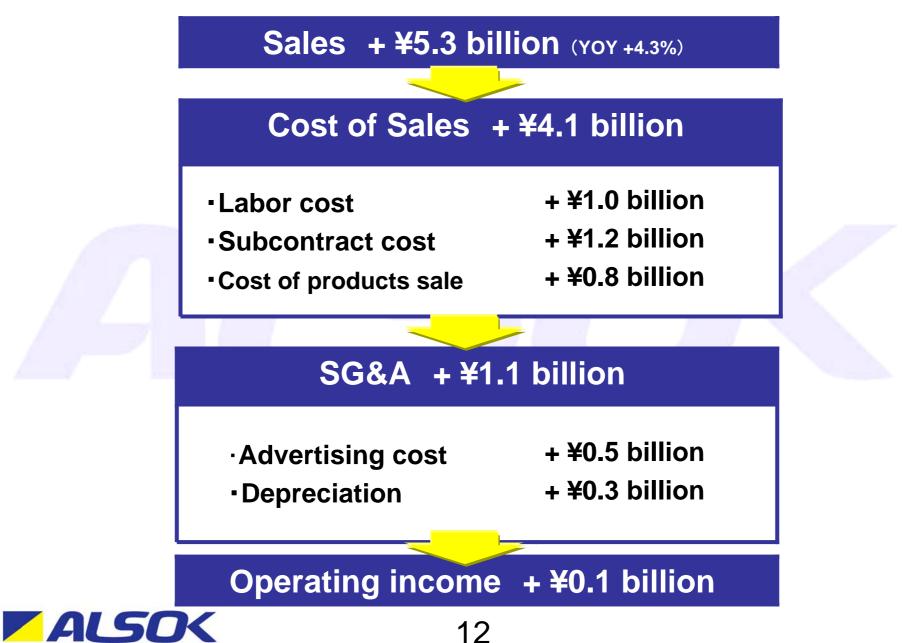




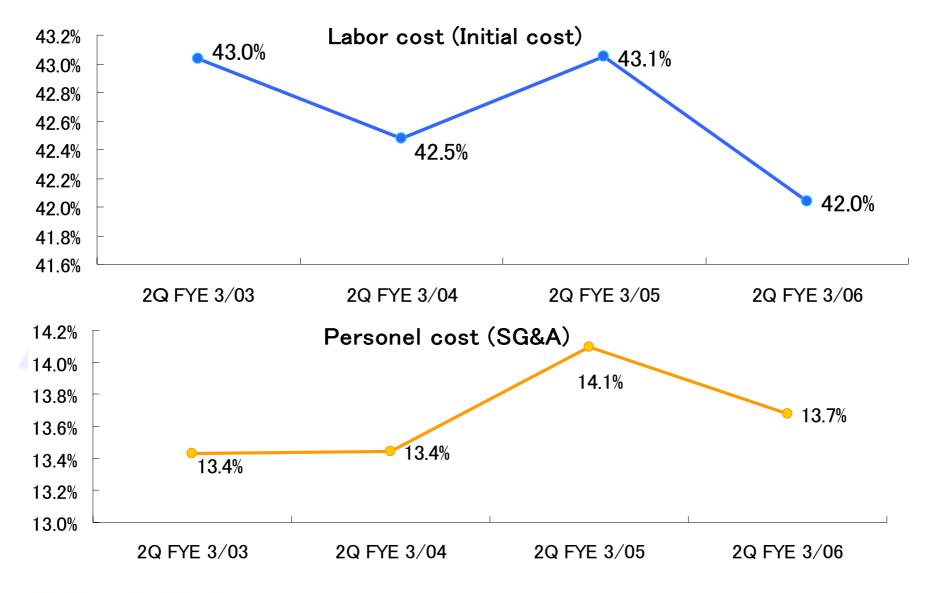
Security Robot D1



### **Analysis of Costs**



### Percentage Against Sales



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### **Others**

Number of employees		(Unit: persons)
2Q FYE3/04	2Q FYE3/05	2Q FYE3/06
23,061	24,255	24,813

Capital expenditures	(Unit:¥ billion)		
2Q FYE3/04	2Q FYE3/05	2Q FYE3/06	
5.2	8.1	6.2	
Depreciation		(Unit:¥ billion)	
Depreciation 2Q FYE3/04	2Q FYE3/05	(Unit:¥ billion) 2Q FYE3/06	



### **Balance Sheet (Cash for Transportation Security Services)**

Current assets	¥146.4 billion	Current liabilitie	s ¥81.6	
•Cash and deposits	¥87.5 billion	billion		
		Short-term	¥43.5	
Advance payment	¥25.3 billion	borrowings	billion	
•Other	¥33.5 billion	•Other	¥38.0 billion	

Assuming it to exclude cash for Transportation Security

Services...

Current assets	¥83.2 billion	Current	liabilities	¥46.6
·Cash and deposits	¥49.3	billion		
	billion	Short-term		V9 5 hillion
Advance payment	¥0.3 billion	borrowings		¥8.5 billion
Pother SOK	¥33.5	•Other	¥	38.0 billion
	billion	5		

# Section 2 Financial Forecast for FYE 2006



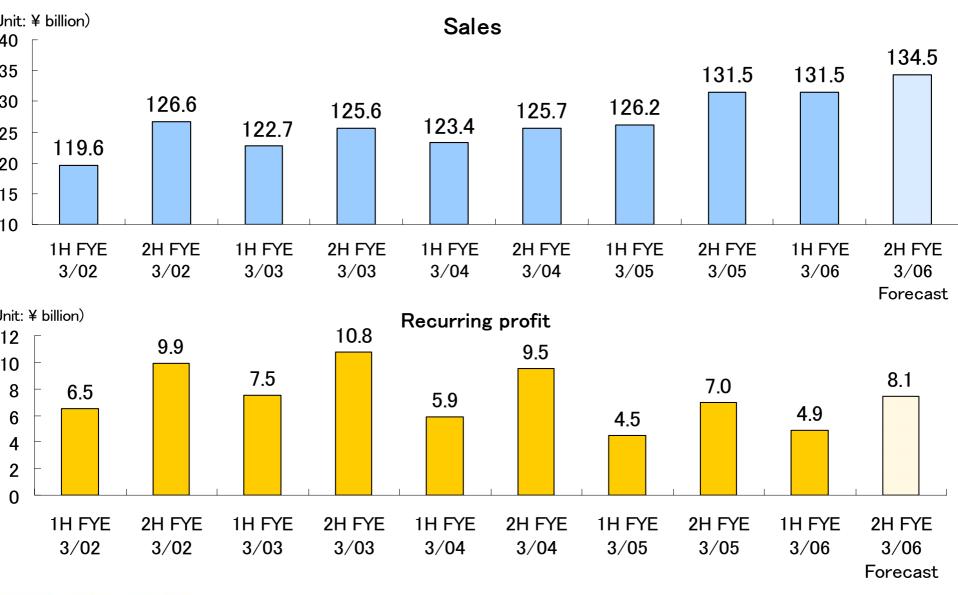
### **Financial Forecast for FYE2006**

	(Unit:¥ billion)		FYE 3/06 Forecast (announcement on March 17)	FYE 3/06 Forecast (announcement on November 14)	FYE 3/05	Changes (Ratio%)	
S a	1	е	S	265.9	266.0	257.7	8.3
							(3.2%)
Opera	atina	inco	ome	11.8	12.1	10.9	1.2
opore	ating	mot	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			10.5	(10.4%)
Boou	rrine		rofit	12.3	12.0	11.5	1.5
Recu	Recurring profit		12.3	13.0	11.5	(12.1%)	
<b>.</b>			5.0		0.7		
Net	IN	CO	m e	5.3	5.6	4.9	(13.1%)



#### Section 2

### **Trends by Semiannual Term**



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# Section 3 Home Security



### **ALSOK Home Security 7**

### 12,600 contracts booked since its release

### **«Key factors» 1. Market acceptable monthly fee**

2. Reliability and name value of ALSOK

Over 50% of our clients became interested through the publicity by

TV (topics in TV program

commercial) and



**TV commercial** 

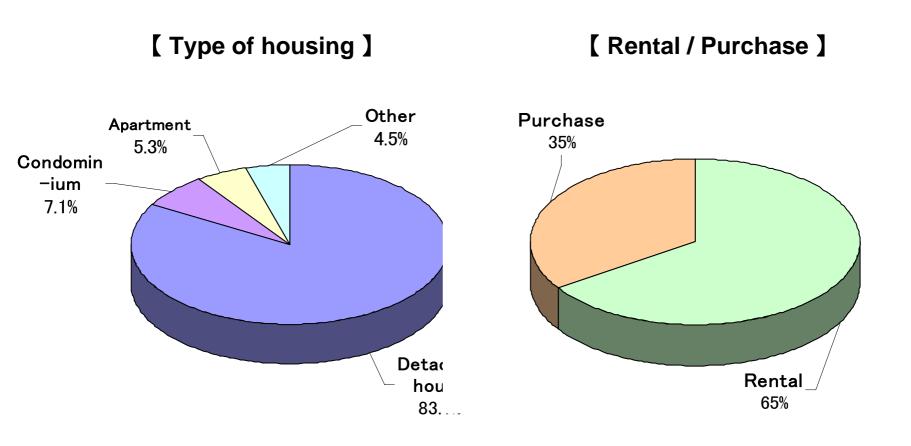
### Advertisement !!

Advertisement in the newspaper





### **Characteristics of Home Security Clients**





# Section 4 New Products



### **Overview**

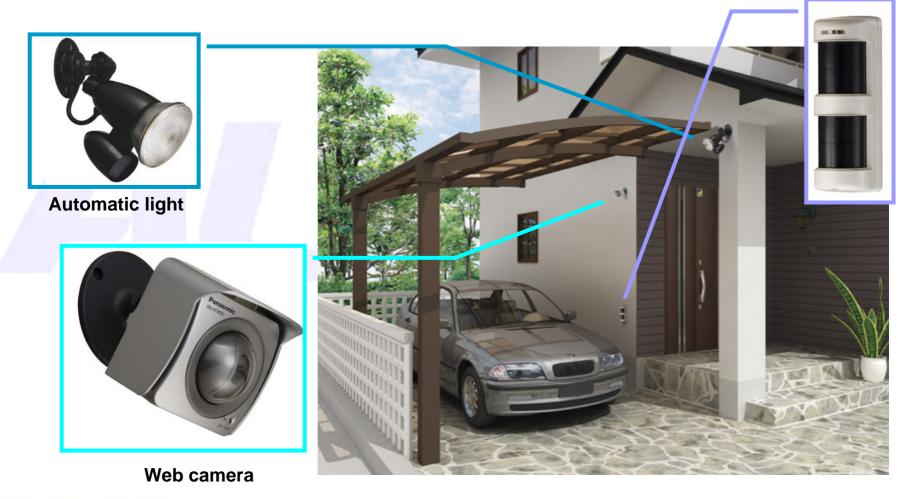
**ALSOK Home Security X7 Product** Release November 1, 2005 Monthly fee for detached house (base plan wired) ¥7,200 / month for rental ¥3,500 / month for purchase Sales target of 2,000 contracts ALSOK this fiscal year 在宅 8 9 ×=== ~#7 **Corresponding to** 決定 broader client needs THE FEET OF

**ALSOK Home Security X7** 



### **Features**

#### Video monitoring on control panel and by cellphone through installed cameras in the premises detector





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### Suitable to duplex and dual-purpose houses

Suitable to large housing site

Recess / resume control by cell-phone

25

 Security service promotor through Internet



### Cash Deposit Machine On-line System

**Product : Downsized Cash Deposit Machine On-line** System

Release : October 1, 2005

《Target》 Shops which deal less than ¥0.5 million /
day

**《Features》** Safe keeping

Enhanced efficiency of fund ope

as ongoing model,

and

Reasonable price



Downsized Cash Deposit Machine



Figures regarding the company's current plans and strategies that are not historical facts are forecasts of future performance, which contain risks and uncertainty.

Actual performance may differ widely from these figures as a result of economic conditions, competitive situation, progress in technology and other factors. Investors are advised to use independent judgement before making any investment.





