

### **Interim Financial Results for FYE 2007**



November 20, 2006

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## **Section 1 Summary of Interim Financial Results**



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

(Unit: ¥ billion)	1H FYE3/07	1H FYE3/06	Changes	Ratio(%)
S a l e s	135.8	131.5	4.2	3.2
Gross profit	36.8	32.6	4.2	12.8
Operating income	8.4	4.2	4.2	99.6
Recurring profit	9.2	4.9	4.3	87.5
Net income	5.0	1.1	3.9	350.7



### **Comparison with Business Plan**

(Unit: ¥ billion)	1H FYE3/07	Original Plan Ch	nanges	Ratio(%)
S a I e s	135.8	136.6	- 0.8	99.4
Gross profit	36.8	37.2	- 0.4	98.9
Operating income	8.4	7.6	0.8	110.8
Recurring profit	9.2	8.2	1.0	112.5
Net income	5.0	4.7	0.3	107.0

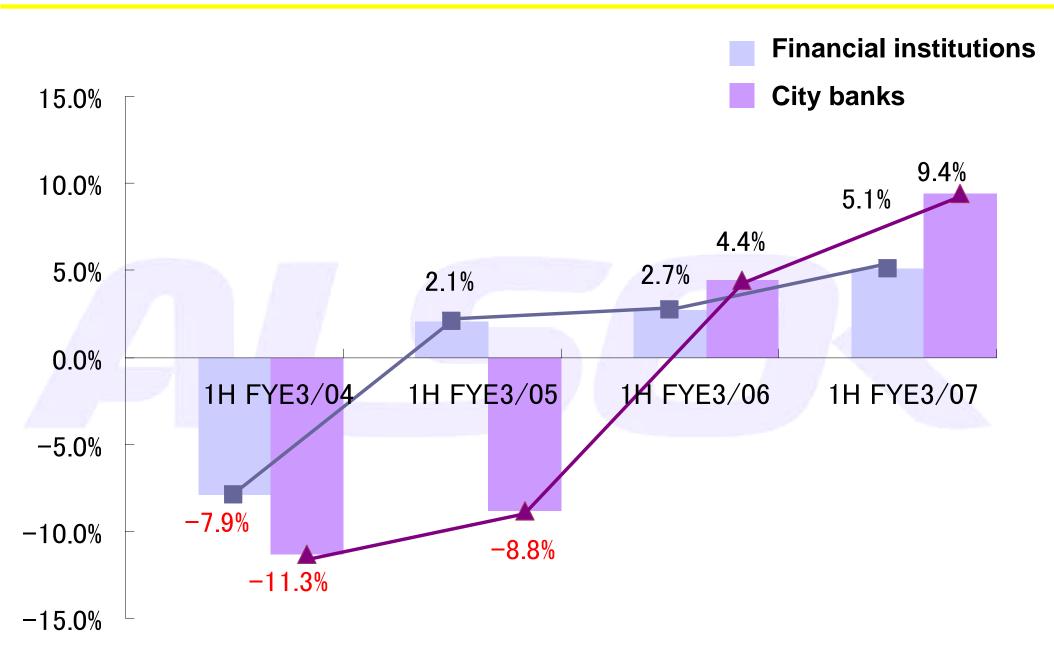


### Sales by Client Industry

(Unit: ¥ billion)	1H FYE3/07 (Ratio %)	<b>1H FYE3/06</b> (Ratio %)	Changes	Ratio(%)
Financial institutions	<b>42.1</b> (31.1%)	<b>40.1</b> (30.5%)	2.0	5.1
B u s i n e s s corporations	<b>74.9</b> (55.1%)	<b>72.9</b> (55.4%)	2.0	2.7
Government offices	<b>14.7</b> (10.9%)	<b>14.8</b> (11.3%)	- 0.1	- 0.4
Individuals	(2.9%)	<b>3.7</b> (2.8%)	0.3	7.3
Total	135.8 (100.0%)	<b>131.5</b> (100.0%)	4.2	3.2



### **Sales Growth**





### **Electronic Security Services Overview**

(Unit: ¥ billion)	1H FYE3/07	1H FYE3/06	Changes	Ratio(%)
Sales	70.4	69.0	1.4	2.1
(Ratio%)	(51.9%)	(52.5%)		

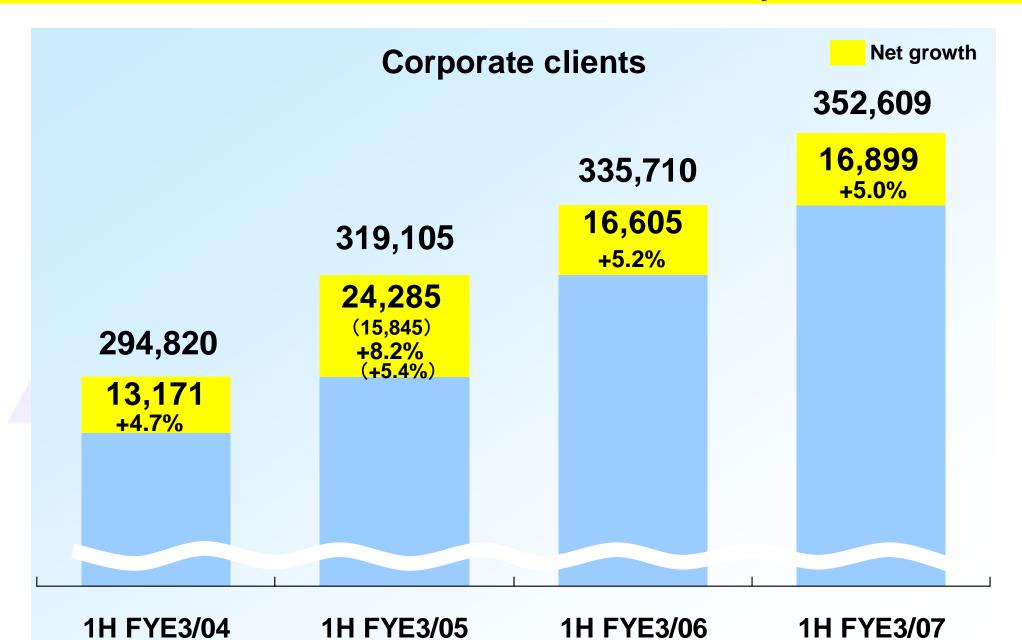
Number of contracts	449,101	417,113	31,988	7.7
Corporate clients	352,609	335,710	16,899	5.0
Individual clients	96,492	81,403	15,089	18.5

Sales growth 1Q +1.4% 2Q +2.7%

June 2006 Spy Camera Image Capturing Patrol System for Yokohama Bank · · · Page 17

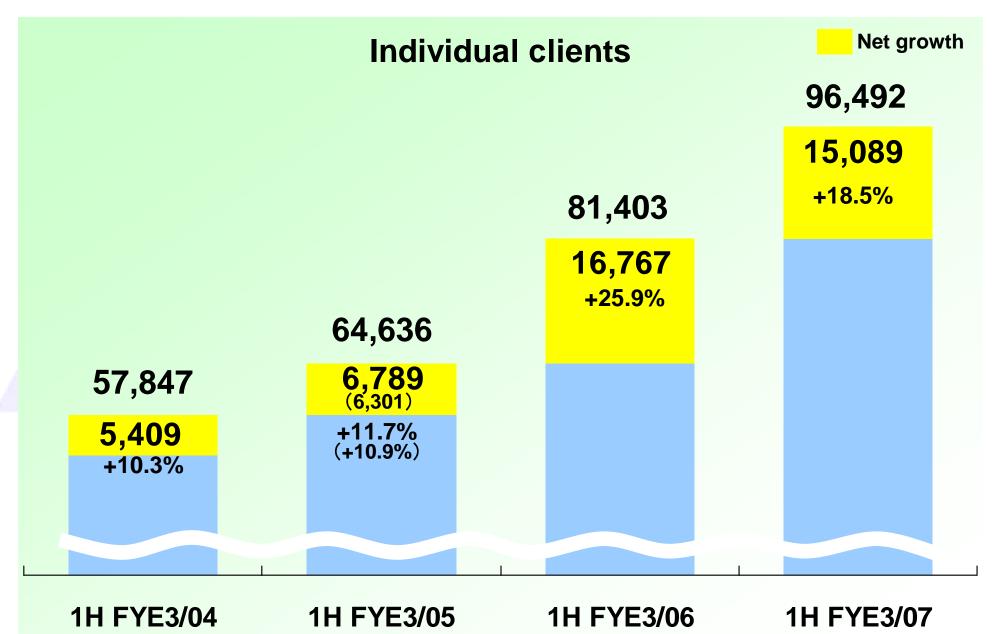


### **Increase in Contracts of Electronic Security Services**



Note: The number stated inside the ( ) are the net growth excluding the number of contracts with Fukushima Sohgo Security Services Co., Ltd.

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### **Home Security**

**★ TV CF stressing the speed** and ALSOK's

high quality in service 🛨





### **Stationed Security Services Overview**

(Unit: ¥ billion)	1H FYE3/07	1H FYE3/06	Changes	Ratio(%)
Sales	34.9	33.3	1.6	4.9
(Ratio%)	(25.7%)	(25.3%)		

Number of	2 000	2 710	00	26
contracts	2,808	2,710	98	3.6

Sales growth 1Q +3.6% 2Q +6.3%

Number of contracts for temporary security service increased

booked orders for spy camera measures

Provided security to large shopping malls



### **Transportation Security Services Overview**

(Unit: ¥ billion)	1H FYE3/07	1H FYE3/06	Changes	Ratio(%)
Sales	21.8	21.0	0.7	3.4
(Ratio%)	(16.1%)	(16.0%)		

Number of contracts 31,785 28,188 3,597

3,597 12.8

Sales growth 1Q +3.4% 2Q +3.5%

Cash Deposit Machine On-line System 600 new contracts (Cumulative total 6,700)

ATMs inside convenience stores 250 new contracts (Cumulative total 11,750)



### **Other Services Overview**

(Unit: ¥ billion)	H FYE3/07	1H FYE3/06	Changes	Ratio(%)
Sales	8.5	8.1	0.4	5.5
(Ratio%)	(6.3%)	(6.1%)		

Number of contracts

58,755

51,511

7,244

14.1

Sales growth

**1Q** 

+2.2%

**2Q** 

+8.7%



**ANSHIN** mate



**Automated external defibrillator** 

#### **Profit Results**

**Sales** + **¥4.2** billion(YoY +3.2%)

#### Cost of Sales + ¥50 million(YoY +0.1%)

Labor costs - 1.9 billion

Business expenses + 1.4 billion

(Subcontract cost + 0.8 billion)

Cost of installation and + 0.5 billion products sold

### **SG&A** - **¥20** million(YoY -0.1%)

Advertisement expenses + 0.3 billion

Personnel cost - 1.3 billion

Others + 0.9 billion

Operating Income + ¥4.2 billion(YOY +99.6%)



### **Others**

Number of employees

1H FYE3/05	1H FYE3/06	1H FYE3/07
24,255	24,813	25,376

Capital expenditures

(Unit: ¥ billion)

(Unit: persons)

1H FYE3/05	1H FYE3/06	1H FYE3/07
8.1	6.2	5.5

Depreciation (Unit: ¥ billion)

1H FYE3/05	1H FYE3/06	1H FYE3/07
5.0	5.1	4.8



# Section 2 Approach to the new movements



### Spy Camera Image Capturing Patrol System

- Detection of unidentified objects
- Detect data transmission of spy camera images



**Monitoring camera** 



Monitoring image



Spy camera (sample)

Detection of an



Introduced to Yokohama Bank's branches and unmanned stores (about 530 locations)

### **Sales Toward Financial Institutions**

- "Major banks' strategy in increasing their branch offices
  - The Chuo Mitsui Trust increasing 30 more offices
  - Mizuho Bank increasing it to 100 offices

(Article on November 7, 2006)

### Banks are shifting to establish ...

- New type of (retail only) branches
- Branches specialized to corporate clients

Increase in branches

Aggressive sales activities toward financial institutions

### Dispatching Service Included in Automobile Insurances

Objective Automobile insurance

contractor of JA

Coverage area Nationwide (excluding some areas)

Operating hour (weekday) 17:00~23:00

(weekend) 8:00~23:00

Initiation date October 1, 2006

### **Services infrastructure**

 Providing similar service for "NISSAN Car Life Plan", a kind of an automobile insurance plan



### **Security Robot**

### Full-scale operation of

"Security Robot D1"

### **Canal City Hakata**

- Information guidance during the day time
- Patrolling during the night



at Canal City Hakata

and besides booked 3 other orders



### **Private Financial Initiative**

### Booked a large PFI project, "Shimane Asahi Correctional Facility" (in the city of Hamada, Shimane Prefecture)

- 18 years (from October 2008 to March 2026)
- Line of business
  - \* Monitor the facilities
  - \* Patrol residential areas
- Sales over ¥10 billion



**Shimane Asahi Correctional Facility (rendering)** 

2,000 inmates institutionalized



### **Private Financial Initiative**

### Other PFI projects

- Hall of House of Representatives member
  - \* Nation's largest PFI project in scale
- The central common government offices No.7



Hall of House of Representatives member (rendering)

- Kudan common government office No.3 / Chiyoda City Office
- Police academy in Toyama Prefecture
- Kurokawa District elementary school and junior high school in the city of Kawasaki
  - and besides booked 10 other projects

### **Section 3 Financial Forecast for FYE 2007**



### **Business Plan for FYE3/07**

(Unit: ¥ billion)	FYE3/07 Forecast (announcement on March 16)	FYE3/07 Forecast (announcement on November 14)	FYE3/06	Changes (Ratio%)
S a I e s	277.1	277.1	267.5	<b>9.6</b> (3.6%)
Gross profit	74.7	74.7	68.4	<b>6.3</b> (9.3%)
Operating in c o m e	15.0	15.5	12.2	<b>3.3</b> (26.6%)
Recurring profit	15.7	16.2	13.1	<b>3.1</b> (23.6%)
Net income	8.3	8.6	5.5	<b>3.1</b> (55.0%)



### **Disclaimer**

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.





