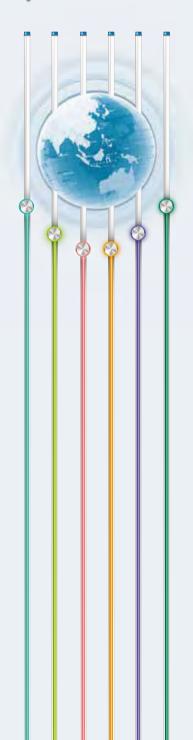
## Corporate Profile



### ⊗ Semiconductor ⊗ **Products**

We offer constantly evolving state -of- the-art semiconductor devices, electronic parts, and industrial communication apparatuses throughout the networks with a lot of overseas manufacturers.



- Analog semiconductors
- Communication electronic parts
  - Various sensors ■



Analog semiconductors Monolithic Power Systems



Silicon Microphones Knowles Electronics



LTE Modules Quectel Wireless Solutions



GPU Board for Block Chain **TUL Corporation** 

### **Products**

Under the concept "Movement Solution," we offer excellent mechanical components ranging from ATMs to kitchen apparatuses. We provide safe and comfortable living spaces.



- Slide Rails ■
- Rotary Dampers ■
- Soft-closing Units ■
- High-performance Electronic Locks ■



Slide Rails



**Electronic Access Solutions** 



Soft-closing Units

#### New Business

We create more valuable new businesses and new products by collecting information on state-of-the-art technologies and system development with a future perspective.



- AI Vending machine ■
- RFID Inventory/Asset Management System
  - **EC Business**
  - Video Cloud Business ■



AI Vending machine





RFID Inventory/ Asset Management System

#### Enhancing human power and creating strong, trusted customer relationships

During the past five years, more than half of the top 100 companies in terms of transaction value conducted repeated transactions with us, proving our high reliability and trust as a good partner. We will strengthen nurturing of talented people, and aim at building of more strong relationships of mutual trust. Our customers have been ocupied by major Japanese enterprises and government offices. Stable business relationships with customers in good standing constitute an important asset in forming robust operating foundations for the future.

Ratio of Continuous Transactions of Customers



#### Advancing the security of shops with top class achievements in domestic market

We collectively offer systems that are optimum for varieties of industries and store styles by utilizing the operational expertise of security systems and abundant product lineups. We develop highly value-added businesses after the introduction of the system, including on-site education and after-sales services by our specialists. The result is that, as the TK Group, we are proud of achievements of installed on 35 companies\*1 (70%) in the domestic top 50 sales retailers\*2 during past 10 years\*3 for retail security solution products such as Electronic Articles Surveillance (EAS) and camera systems.

●TK Group Achievements in the domestic top 50 sales retailers **70.0**%

- \*1 Internal investigation
- \*2 Source : The Nikkei Website Sales ranking, Listed company, Domestic Top 50 Sales Retailers (as of April, 2019)
- \*3 From April, 2009 to March, 2019

As of the fiscal term ended March 2019, 66 customers out of the top 100 companies in terms of transaction value conducted four or more transactions with us during the past five years.



## Six actions ensure security and trust

### We propose optimum solutions for a variety of situations.

# © Retail Solution © Products

We propose retail security solutions for retail stores, irrespective of business types and categories, thereby helping to streamline operations, labor saving and increase sales.



- **■**Electronic Article Surveillance (EAS) Solution 
  - **Video Monitoring Solution**
  - Store Performance Solution ■
  - **Display Security Solution** 
    - Labor Saving Solution ■









Integrated Data Management Platform " TrueVUE "

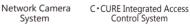
# **⊗** Business Solution **⊗** Products

We provide security management for important data centers, public agencies, and business offices to ensure secure corporate networks.



- **■** Corporate Network System 
  - Access Control System
- Video Monitoring System ■
- Operation Monitoring System





# ServiceSupport

In response to diversifying customer needs, we offer support for product delivery, installation, and maintenance, as well as the operation control, follow-up services, and replacement.



- System Design/Construction ■
- ■Installation/Setup/Relocation Work
  - Maintenance/Inspection/Failure
    - Operation Control/Support



Network OperationControl/Monitoring Service



Field service engineer who is involved in technical support

#### Understanding Takachiho Koheki from Data

### System provides new products and advanced technologies where customer needs are identified

To introduce advanced products and technologies into the Japanese market, we deepened exchanges with the most advanced manufacturers throughout the world. We established a representative office in the United States in 1962 before other competitors in the industry. We provided the markets with

leading-edge products and were certified by the U.S. Department of Commerce as the "Company Contributed to Trade" in 1990. For global business, we propose new products and technologies, thereby contributing to the realization of a safe, secure, and comfortable society.

Percentage-of-Sales by Segments (Consolidated)

System Segment 62.0%

12,267

Device Segment 38.0%

(million yen)

(Fiscal term ended March 2019)

### capabilities and achievements

Customer satisfaction requires leading-edge products with the most advanced technologies together with the highest level of safety. The advanced technical capabilities of Takachiho Koheki, where 39.3% of all employees are engineers, enable total solutions for all phases of consultation,

customization of products, technical support, and follow-up services.

 Rate of Technical Employees Among All Employees



Graduates from science and technology schools; Experienced workers in technical jobs (As of April 1, 2019)

## Building bridges between advanced technologies and society Takachiho Koheki is an electronics technology trading company that opens up a prosperous future with the spirit of "Creation."



Since its establishment in 1952, the mission of Takachiho Koheki as a technology trading company specialized in electronics has been to promptly introduce cutting-edge products from around the world into the Japanese market under the corporate philosophy of "Creation."

In order to consistently add new value and deliver new products to the market, gathering advanced information, the expertise to identify products of interest, and the marketing ability to accurately capture market needs are important. Such capabilities constitute our strongest advantages. In addition, our capabilities in consulting, development and design services, and after-sales services, backed by advanced technical capabilities, have helped gain deep trust from customers and high evaluation as a technology trading company.

We aim to harness our advantages and assets to expand the range of operations through the exploitation of markets by developing unique products and services and strengthening our competitiveness by creating added value.

In addition, we will expand our range of global business operations by promoting the development of markets in Southeast Asia, including Thailand, in addition to the expansion of businesses in China. Furthermore, we will proactively work to open growing areas, including the retail solution markets, the cloud based wireless LAN markets and the rapidly developing digital technology markets, thereby creating new business opportunities.

Takachiho Koheki will continue to work on under the spirit of "Creation" in adding new value to the markets and contributing to the prosperity of the industry and society.

President

井出葬信

#### Corporate philosophy

Creativity lies at the heart of all our business activities. This allows us to pursue our three principal goals:

Enhancing customer satisfaction
Gaining worldwide trust
Contributing to society

#### Growth Strategy

## **Expansion of Revenue** from Existing Businesses

We will maintain and expand customer trust and businesses by strengthening competitiveness by creating high-value-added products which satisfies the customer needs and services.

## Expansion of Global Businesses

We are enhancing group capabilities for developing businesses in overseas markets, including expansion of fire protection systems and security businesses in Southeast Asia, advance with a focus on mechanical component to the United States and the South American markets.

## Creation of New Businesses

We work on the development of new businesses in growth areas such as cloud, internet, environment, in addition to expansion of RFID businesses.







### **Retail Solution Products**

#### Providing total retail solutions with versatile systems compatible with retail stores

#### Protect the Merchandise a

#### **Electronic Article Surveillance Solution**

Top class Market Share in Japan. Abundant product lineup to handle versatile requirements for space, function, design, etc.









#### **Protect the Visiting Customers 0**

#### Video Monitoring Solution

The scenes concerned will not be missed, covering the entire shop areas in every corner.







Electronic Mirror

Face Recognition System

#### Protect and highlight the display **9**

#### **Display Security Solution**

Support the appealing sales floor design.



Display Security System

#### Visualize the trends of customers in the store **Q**

#### Store Performance Solution

Improve store management efficiency.



#### Enable Unmanned Sales Q

#### **Labor Saving Solution**

Linking AI image analysis technology and automatic payment system support Labor saving.







Handy Terminal Al Vending Machine [PickShop] People Count Sensor BIC2300 Platform "TrueVUF



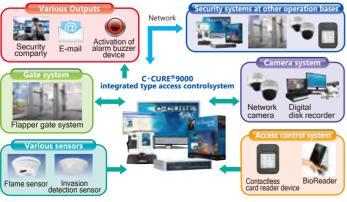


### **Business Solution Products**

TK responds to all business phases from the risk management and loss control up to an information network system in the form of total solutions

#### **Office Security Products**

TK builds systems that satisfy customer needs, including the control of people and articles and a safety confirmation system during emergencies through cooperation with the access control and gate systems, CCTV camera systems, authentication equipment, sensors, and corporate information systems.



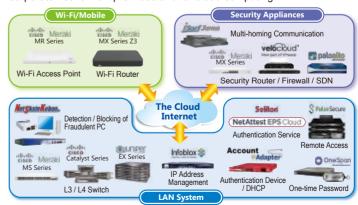
#### **Proposals for work style reform**

We will make use of our know-how to build access control and gate systems such as constructing new authentication systems alternative to ID card attendance coordination application, single sign-on using digital badge "Usher" and location management to provide an environment for improving work efficiency.



#### **Network Products**

With integrated services covering the phases of planning, design, and system construction to operation and maintenance services, we provide the optimum solutions to enhance safety and the efficiency of the corporate network on-premises and for cloud computing.



#### **CISCO MERAKI Cloud Managed Solution**

The architecture provides an unprecedented and innovative solution which uniformly manages Wi-Fi access points (MR Series), switches (MS Series) , security appliances (MX Series) and security camera (MV series) in an integrated fashion with the cloud controller.







## **Service & Support**

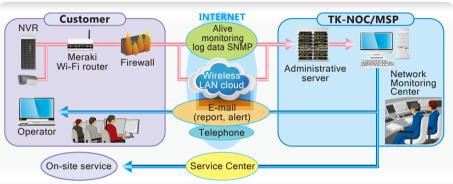
Introducing optimum system where product characteristics are fully reflected and providing intensive technical support related to system operations

#### Collectively supporting the phases of the system from design and installation to operation and management

To respond to customer requirements for business solution apparatuses, including security equipment, information networks, and access control devices, we propose optimum system design and adjust the settings of the apparatuses. After introduction of the system, we offer rapid and careful after-sales services as a technology trading company. Our services include monitoring and controlling of the system operations on behalf of the customer, collecting and analyzing of operation data on a regular basis, and taking early actions when a failure occurs.

Takachiho Koheki provides the Cloud Service, MSP Service, and Installation & Maintenance Service, thereby satisfying customer requirements.











### **Semiconductor Products**

Dealing with the need for industrial appliances, communication infrastructure, and IoT and block chain markets with state-of-the-art technologies for higher performance, miniaturization, and high reliability.

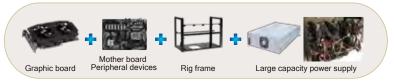
#### Providing the product that best matches the customer needs

We have handled state-of-the-art devices and electronic parts from overseas semiconductor manufacturers for more than 40 years. We propose and provide solutions that maximize the value to the customer by meeting the demand for technological renovation, collecting the latest technical information and identifying promising commercial products.

#### Technical support where the added-value is another advantage

We propose the best-suited applications to realize the product concepts of our customers. We differentiate ourselves from other competing companies with strong technical supports provided by field application engineers (FAE) who have a good knowledge of technical trends, thereby developing competitive businesses.













## **Mechanical Component Products**

#### Strong market share in slide rails for the financial terminal market

#### Realizing a comfortable social living environment through "Movement Solution"

We provide variety of motion control products such as our main products slide rails and dampers, height adjustment products, lock systems and more. Continuous quality management and best product-mixed solution enable add-valued total solution and gain high reputation from customers







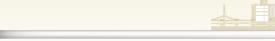












Challenges to create growth businesses

Business Development in the expanding market

### **New Business**

Creating and proposing more valuable new business and new technologies to new markets

#### **RFID Solution**

#### RFID Inventory/Asset Control System

The system can recognize data and automatically control stock quantity/location of commercial articles, thereby improving the inventory work efficiency and realizing robust control of inventory and assets

in retail shops, warehouses, logistics center, etc.



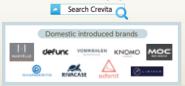
At stably enhancing consumer market, selling mainly unintroduced advanced brands and products into Japanese market. We will establish originality by introducing growing the latest brands especially in the Scandinavian and European smartphone accessories, audio, gadget, fashion.

EC Business

In the rapidly growing EC market, we sell products which are unique assortment using overseas procurement power directly to consumer through Crevita. We have an own online shop and open shops at online mall like Rakuten, Yahoo

Retailers' Business

We provide products which mainly procured from overseas to domestic retailers. Develop unique sales channels by proposing a product category of new fields to



#### **AI Solution**

#### Al Vending Machine 「Pick Shop」

Pick Shop enables unmanned sales by linking Al image analysis technology and automatic payment system with following simple steps.













#### Video Cloud Business

Protect loss of data at client side by original compression technology and preservation of recording data to cloud with original compression technology.

Offer recording service which easily access by Smartphone and PC.





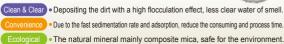


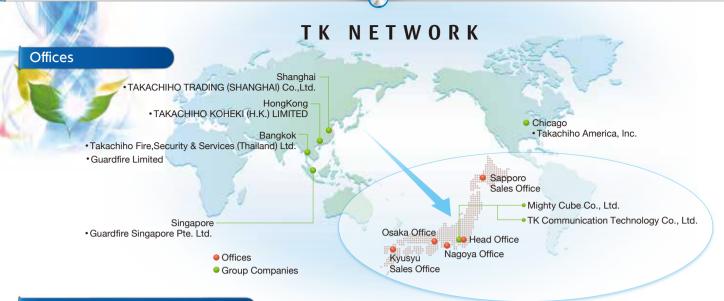
#### Contribution to society with unique products

New Market Development by existing products

#### Water Environment Business

Marketing of high-function & high-quality natural ingredients type water treatment flocculant that was not up to now and contribute to the water environment.





#### Major Consolidated Subsidiary

#### Mighty Cube Co., Ltd.

bashihoncho 3-Chome Building 5F, 3-8-4 Nihonbashi-honcho, Chuo-ku Tokyo 103-0023 JAPAN (81)3-5656-0355 URL http://www.mightycube.co.jp/

Business Line: Development, manufacturing and sales of RFID solutions, IC tags and security system

#### TK Communication Technology Co., Ltd.

1-2-8 Yotsuya, Shinjuku-ku, Tokyo 160-0004 (81)3-3355-1106 URL http://www.tkcomtech.com/

Business Line: Import, development, sales and maintenance of mailing systems.

#### TAKACHIHO KOHEKI (H.K.) LIMITED

Room 505, 5/F, Lippo Sun Plaza, 28 Canton Rd, Tsimshatsui, Kowloon, Hong Kong (852)2730-3334 URL http://www.takachiho-asia.com

Business Line: Sales of electronic parts, mechanical components and housing hardware.

#### TAKACHIHO TRADING (SHANGHAI) Co., Ltd.

Room 1507, The Place A, No.100 Zunyi Road, Shanghai, China 200051 (86)21-6237-1035 URL http://www.takachiho-asia.com

Business Line: Sales of electronic parts, mechanical components.

#### Takachiho Fire, Security & Services (Thailand) Ltd.

1858/110-111 Interlink Tower., 25 Fl., Debaratna Road, Bangna Tai, Bangna, Bangkok 10260, Thailand (66)2-366-9000 URL http://www.tkfs.co.th/

Business Line: Design and install of security systems and fire protection systems, and provide services maintenance.

#### **Guardfire Limited**

Teo Hong Bangna Building, 8th Floor, 1780 Bangna-Trad Road, Bangna, Bangkok 10260, Thailand (66)0-2746-7030 URL http://www.guardfire.com

#### Guardfire Singapore Pte. Ltd.

140 Paya Lebar Road, AZ@PAYALEBAR, #09-07, Singapore 409015 (65)6702-5340 URL http://www.guardfire.com

Business Line: Provide fire protection systems for the oil, gas, petrochemical and power generation industries.

**Takachiho America, Inc. (Chicago Office)**One Pierce Place, Suite 285W, Itasca, IL 60143, USA
(1)630-228-0615 URL http://www.takachiho-america.com/

Business Line: Products/Business Development and Sales of Mechanical Component and Elementless filters

### History •

1952 Takachiho Koheki Co., Ltd. established.

Launched machines made by U.S firm Burroughs (now Unisys).

1959 Launched computers made by Burroughs.

1963 Launched Japan's first OCR (optical chracter reader) systems.

1970 Launched Japan's first electronic article surveillance system.

Launched Japan's fastest modems

Launched slide rails.

Developed and Began marketing of Japan's first kanji-based data processing system.

1971 Launched automated insertion system.

Launched semiconductors.

1995 Launched the fastest-speed inkjet printing system in the industry.

2000 Listed its shares on JASDAQ.

Launched access control system C·CURE series manufactured by Tyco Electronics Corporation.

2001 Established TAKACHIHO KOHEKI (H.K.) LTD. in Hong Kong.

2002 Established TK Communication Technology.

Acquired the shares of S-Cube Co., Ltd. (formerly Kubota Security Co., Ltd.).

Acquired the ISO 14001 certification.

Launched SiSonic microphone manufactured by Knowles Electronics.

2004 Listed its shares on the Second Section of the Tokyo Stock Exchange.

Listed its shares on the First Section of the Tokyo Stock Exchange. Launched Bibliotheca RFID Library System.

Established TAKACHIHO TRADING (SHANGHAI) Co., Ltd. in Shanghai. 2007 Launched Power Supply Module manufactured by Murata Power Solutions (formerly C&D Technologies).

2010 Launched TK Micro Rail, the world's smallest slide rail. Launched IC manufactured by Monolithic Power Systems.

Acquired the shares of Takachiho Fire, Security & Services (Thailand) Ltd. 2011

Launched Avigilon IP cameras (formerly Video IQ). Acquired the shares of Mighty Card Corporation.

2013 Launched Cloud-based Wireless LAN System manufactured by Meraki, Inc.

Acquired the shares of Guardfire Limited and Guardfire Singapore Pte. Ltd. 2014

2015 Established Takachiho America, Inc.

Merged S-Cube Inc. with Mighty Card Corporation and the merged company 2017 was renamed Mighty Cube Co., Ltd.



#### TAKACHIHO KOHEKI CO.,LTD.

1-2-8 Yotsuya, Shinjuku-ku, Tokyo 160-0004 TEL:(81)3-3355-1111 Meiji Yasuda-Life Osaka Umeda Bldg., 3-3-20 Umeda, Kita-ku, Osaka 530-0001 TEL:(81)6-6453-1610 Nagoya Office Meieki Southside Square, 1-21-19 Meieki Minami, Nakamura-ku, Nagoya 450-0003 TEL:(81)52-582-2915 Sapporo Sales Office San keisei Bled., 4-1, Kita 1, Higashi 1, Cyuo-ku, Sapporo 060-0031 TEL:(81)11-223-3552 Kyukan Gofuku-cho Bldg, 8-24, Tenya-machi, Hakata-ku, Fukuoka 812-0025 TEL:(81)92-271-6759







■Acquisition of ISO14001certification
■Acquisition of ISO9001certification ■Acquisition of ISO27001certification



