



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 us gain deep trust from customers and high evaluation as a technology trading company.

While leveraging these strengths and characteristics, we aim to transform our traditional "product sales" into "service sales" in order to increase the added value of our products and services and further improve customer satisfaction.

In the System segment, we are enhancing our marketing capabilities, exploring new products and services, and proposing solutions that combine them. In the Cloud service & support segment, we are focused on service business growth and are working to expand our cloud subscription service, which integrates equipment, cloud services and O&M within the System segment and maintenance business. In the Device segment, we are adding value by providing unique solutions such as modularization of ICs/, semiconductors, and various sensors, and proposals for mechanical components units, thus contributing to our customers' manufacturing operations.

In addition, through the Silicon Valley Innovation Center that we opened in the United States, we are actively working to develop new businesses and business models for the creation of future core businesses, and we are expanding businesses with growth potential. We also aim to increase revenue by improving the efficiency of our operations through DX.

In recent years, with the promotion of the United Nations' Sustainable Development Goals (SDGs) to solve international problems, there has been a growing movement toward solving social issues, and interest in investing in ESG stocks has been increasing. In response to these changes, Takachiho Koheki will continue to work with a spirit of creativity to bring new value to markets, solve social issues through its business, and contribute to the sustainable development of industry and society.

President Takanobu Ide

# 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

# BUSINESS SOLUTION

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

We provide total office security and network solutions that are indispensable to the business environment, and propose security and comfort through our strong track record in safety management and development of the latest technologies.

## Office Security Products

We offer the safety and peace of mind of physical security with the most advanced facial-recognition and mobile authentication technology.

- Surveillance Camera System
- Access Control System
- Cloud-based physical security platform
- Authentication Device















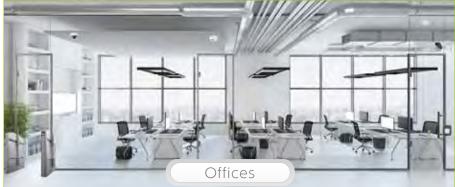


















## ■ Network Products

We offer optimal network security solutions for the age of digitalization.

■ Mailing Products

We offer total solutions for high-security mailing.

Mail Security



SD-WAN



Insertion Systems



Inkjet Printing Systems



Flexible multi-format system **Kern 1600** 



Highest quality and speed **Kodak Prosper S5** 

Remote Access





• High-Performance Labeling Systems



KR215/KR215E





# RETAIL SOLUTION

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

High flexibility in terms of space, function, and design, and utilization of cloud systems will help you to further improve the efficiency of your store operations.



# CLOUD SERVICE & SUPPORT

Introducing an optimal system in which product characteristics are fully reflected and that provides intensive technical support related to system operations

As a "technology trading company", we respond to diversifying customer needs to realize customer success with high value-added services and support.



We offer a diverse range of services for store security systems, networks for offices and factories, access control, and mailing systems, among others. This ensures that, in addition to proposing optimal system designs and installing equipment that meets their needs, our customers can continue to use our systems with peace of mind after installation.

We provide these services as cloud services, Managed services, and installation and maintenance services. For retail and business solutions, we have a nationwide service network of about 300 locations. For office security and network products, we are available 365 days a year, 24 hours a day\* to meet the needs of our customers. \*Excludes some areas and products

#### Managed Service

Outsourcing service for maintenance, operation and alive monitoring of cloud products.



# ELECTRONICS SOLUTION

For over half a century, we have been handling semiconductors, ICs, electronic components, sensors, and various modules from Japan and overseas.

We provide our customers with cutting-edge, high-performance, high-quality products along with technical support. We also provide support to our customers' overseas bases by utilizing our international network.

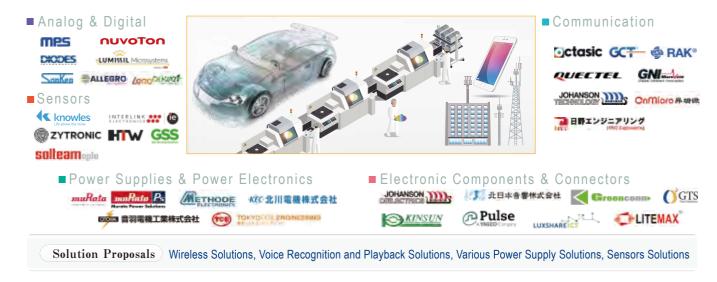
Providing the best products for your applications based on our extensive sales experience

Based on our extensive support experience in the communications, industrial equipment, consumer, automotive, amusement, power supply, and module markets, we can propose and provide the most suitable product solution for your system.

## Technical support by experienced FAEs

Our FAEs (Field Application Engineers) are available to assist customers in resolving issues that may arise during circuit design and product prototyping.

We provide continuous support so that our customers can adopt our products with confidence.



# MECHATRONICS SOLUTION

Realizing a more comfortable social and living environment through "Movement Solutions."

We are ready to respond to various needs from housing to industrial machinery, and have a lineup of excellent products from Japan, elsewhere in Asia, Europe, and North America.



# Five solutions to deliver security and reliability to society

Takachiho Koheki's optimal solutions continue to evolve toward the realization of a prosperous society.



Operation Management/Support

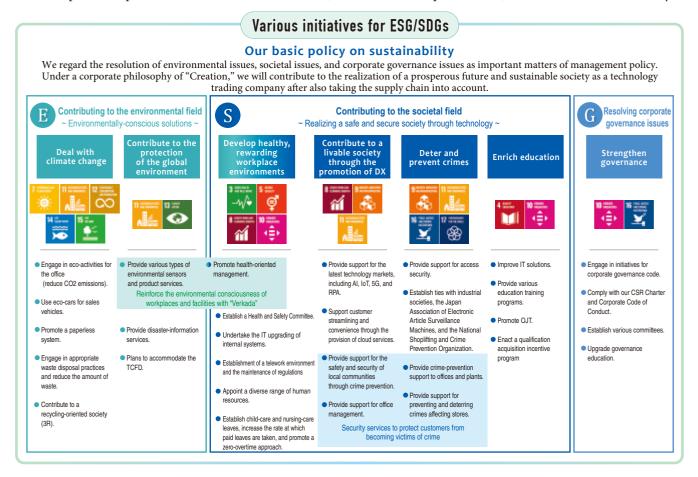
Cable Solutions

RFID-related Systems

# Sustainability

## Initiatives for a sustainable society and company

The Takachiho Koheki Group will actively address issues related to ESG (Environment, Social, and Governance), such as consideration for the environment, social contribution, and the strengthening of governance, in addition to CSR (Corporate Social Responsibility) activities to improve the soundness and transparency of its management and social trust. The Group will also promote and contribute to the SDGs (Sustainable Development Goals) to realize a sustainable society.



# TK Data Takachiho Koheki in Figures

Percentage-of-Sales by Segments (Consolidated)

Cloud Service & Support Segment

System Segment 41.2 % 10.2 %

The five solutions that make up our business are categorized into two segments until fiscal year ended 2022 but starting from the fiscal year ending 2023, we separated Service and Support products from System Segment and operate in 3 segments: Cloud Service & Support Segment, System Segment and Device Segment. Each solution has different products and customers, but they all share the same goal of constantly incorporating advanced technology and maintaining a high level of competitiveness. By complementing each other, the businesses work together to provide a stable management foundation and sustained growth.

Rate of Technical Employees Among All Employees

(As of April 1, 2023)

42.5%

The advanced technical capabilities of Takachiho Koheki, where around 40% of all employees are engineers, enable us to provide total solutions for all phases of consultation, customization of products, technical support, and after-sales follow-up services.

Ratio of Ongoing Business with Customers

(Fiscal term ending in March 2023)

64.0%

This figure is the percentage of customers with whom we have done business four or more times in the past five years among our top 100 customers in terms of transaction value. 60% or over of our customers trust and value us as a good partner. In addition, our major customers are leading domestic companies, government offices, and other blue-chip clients, forming a solid management foundation for our company.

• Service & Support

300 locations nationwide

365 days /24-hour support

Establishment (As of March 2023)

**71** years

Our company was founded in 1952 and celebrated its 71st anniversary in March 2023. We will continue to contribute to the realization of a "safe, secure, and comfortable" society.

Capital adequacy ratio

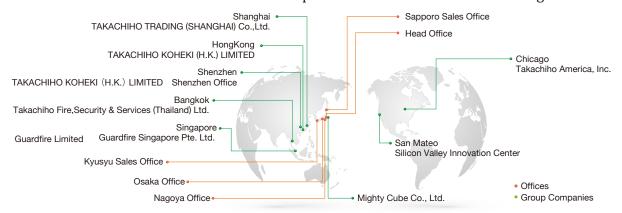
(Fiscal term ending in March 2023)

74.2%

Thanks to our sound and stable management system, we have maintained a capital adequacy ratio of over 70% for 15 consecutive years. We will continue to conduct management in a way that earns the trust of our customers.

# Global Network

## A network of bases and consolidated companies that collaborate to create significant discoveries



#### Mighty Cube Co., Ltd.

YOTSUYA TOWER 7F, 1-6-1 Yotsuva, Shiniuku-ku, Tokyo 160-0004 (81) 3-3355-2410 URL http://www.mightycube.co.jp/

Business Line: Development, manufacturing and sales of RFID solutions, IC tags and security 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: Proposal and sales of semiconductors, IC/electronic components, mechanical components, and housing storage units

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

4,5/F Block B&6/F Block D Jinshenghui Science Park No3 Dafu Road, Guanlan Street, Longhua District, Shenzhen, China

Business Line: Strengthen communication with local customers and understand their needs

# TAKACHIHO TRADING (SHANGHAI) Co., Ltd. Room1507, The Place A, No. 100 Zunyi Road, Shanghai, China 200051

(86) 21-6237-1035 URL http://www.takachiho-asia.com

Business Line: Sales of semiconductors, IC/electronic components,

# Takachiho America, Inc. (Chicago Office) 500 Park Boulevard, Suite 75C, Itasca, IL 60143, USA

(1) 630-228-0615 URL http://www.takachiho-america.com/

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

#### Silicon Valley Innovation Center

55 E Third Avenue, San Mateo CA 94401, USA

(1) 650-574-3224

Business Line: Products/Business Development and Research on the latest technology trends.

#### 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, installation and sales of security systems and fire protection systems, and provide services maintenance.

#### Guardfire Limited

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

## Guardfire Singapore Pte. Ltd.

33 Ubi Ave 3, #07-59 Tower A, Vertex Building, Singapore 408868 URL http://www.guardfire.com

Business Line: Design and sales of advanced fire-protection system.

## TK History Continuing to move with the times and with our customers

- 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.
- 1969 Launched labeling machines
- 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.) Limited in Hong Kong 2002 Established TK Communication Technology.
- Acquired shares of S-Cube Co., Ltd. (formerly Kubota Security Co., Ltd.)
- 2003 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.

- 2005 Listed its shares on the First Section of the Tokyo Stock Exchange.
- 2007 Established TAKACHIHO TRADING (SHANGHAI) Co., Ltd. in Shanghai. Launched Power Supply Module manufactured by Murata Power Solutions (formerly C&D Technologies).
- 2010 Launched TK Micro Rail, the world's smallest and lightest slide rail. Launched IC manufactured by Monolithic Power Systems.
- 2011 Acquired the shares of Takachiho Fire, Security & Services (Thailand) Ltd.
- 2012 Launched Avigilon IP cameras (formerly Video IQ). Acquired the shares of Mighty Card Corporation.
- 2013 Launched a cloud-based wireless LAN system manufactured by Meraki, Inc.
- 2014 Acquired the shares of Guardfire Limited and Guardfire Singapore Pte. Ltd.
- 2015 Established Takachiho America, Inc.
- Merged S-Cube Inc. with Mighty Card Corporation, renaming the merged 2017 company Mighty Cube Co., Ltd.
- Merged with TK Communication Technology Co., Ltd. 2020 Moved the head office to the seventh floor YOTSUYA TOWER
- Launched IC manufactured by Nuvoton Technology Corporation Japan. Established Silicon Valley Innovation Center in San Mateo, USA. Launched Verkada physical security devices in a single, cloud-based platform.
- Listed its shares on Prime Market of the Tokyo Stock Exchange.
- 2023 Established TAKACHIHO KOHEKI (H.K.) LIMITED Shenzhen Office.



## TAKACHIHO KOHEKI CO.,LTD.

**Head Office** YOTSUYA TOWER 7F, 1-6-1 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 Meieki Southside Square, 1-21-19 Meieki Minami, Nakamura-ku, Nagoya 450-0003 TEL: (81) 52-582-2915 Sapporo Sales Office San keisei Bldg., 4-1, Kita 1, Higashi 1, Chuo-ku, Sapporo 060-0031 TEL: (81) 11-223-3552 Kvusvu Sales Office 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



