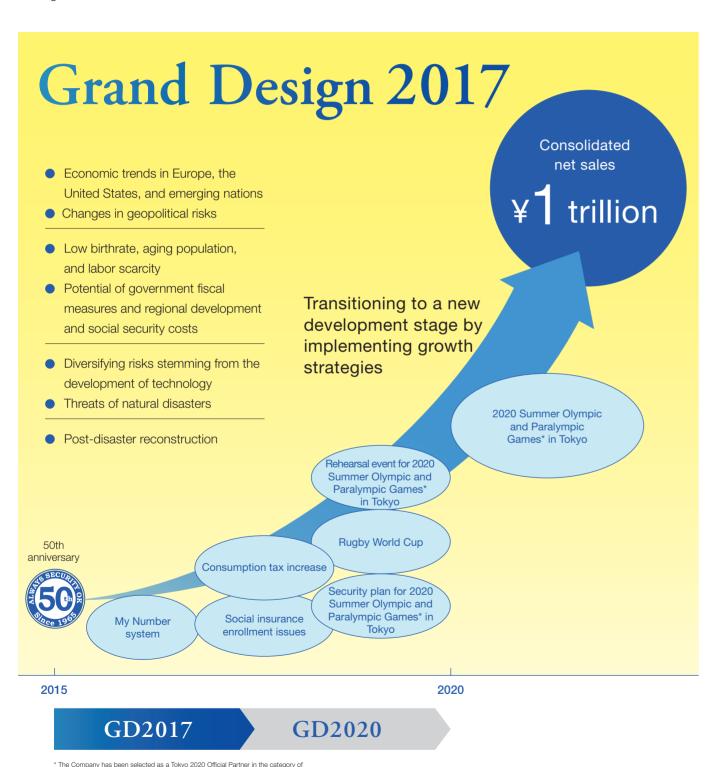
# Long-Term Vision and Medium-Term Management Plan

Striving to be a company that supports people's safety, security, and comfortable living by protecting facilities, people, and properties

Formulation of Grand Design 2017, a three-year management plan guiding the implementation of growth strategies as we target consolidated net sales of ¥1 trillion



"Security Services and Planning" for the 2020 Summer Olympic and Paralympic Games.

Grand Design 2017

Basic Policies of Grand Design 2017

#### Raise consolidated net sales

- 1. Expansion of existing business by raising productivity of
- 2. Expansion of net sales by maximizing intra-Group synergies
- 3. Provision of new products and services that meet customer

### Build high-profit constitution

- 1. Improvement of per person labor productivity
- 2. Utilization of human resources
- 3. Groupwide cost reductions, including managerial side

## Grand Design 2017

Strategies of Grand Design 2017

To the next 50 years ~Developing through cooperation within the ALSOK Group~

Market-specific

Business Corporations

Financial Institutions Public Sector

Response to various risks and outsourcing needs of customers

Individuals

Overseas

Initiatives supporting market-specific strategies

strategies

- Integrated security services responding to diversifying risks and needs
- Construction of facility management business structure
- Development of new products and services
- Expansion of business scope
- Stable securement of human resources and cultivation of human resources having competitive strength

## Grand Design 2017

Financial Goals

	FY2015	
Net Sales	¥365.7 billion	
Ordinary Income	¥24.7 billion	
Ordinary Income Margin	6.8%	
ROE	7.8%	

	FY2018 Targets
Net Sales	Approx. ¥500 billion
Ordinary Income	Approx. ¥40 billion
Ordinary Income Margin	Approx. 8.0%
ROE	Approx. 10.0%

9 ALSOK REPORT 2015 ALSOK REPORT 2015 10