

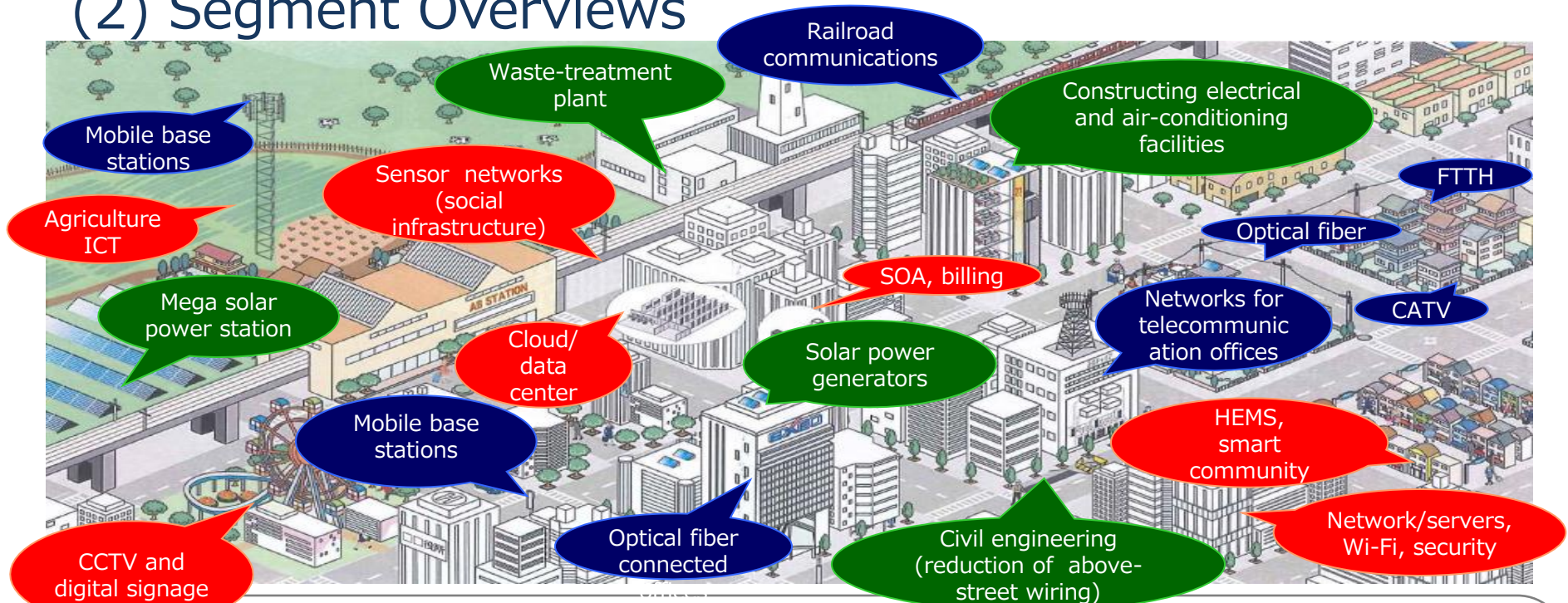
About Kyowa Exeo



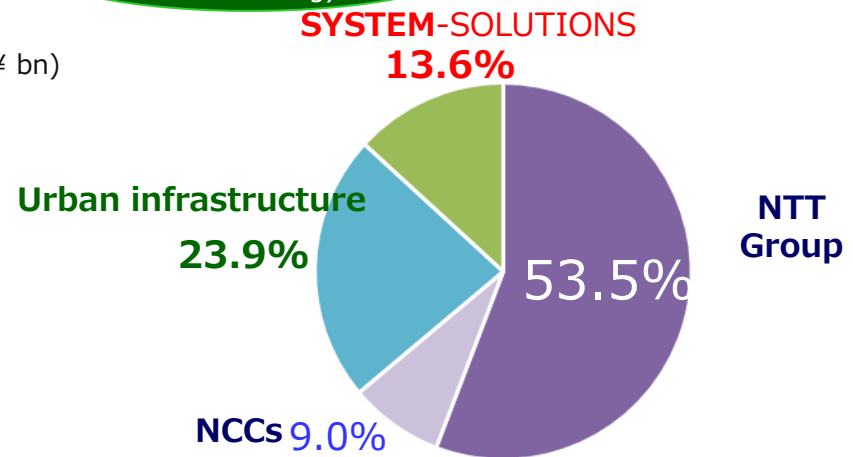
(1) Corporate Profile (as of Sep. 30, 2018)

Established	May 17, 1954
Paid-in capital	¥6,888 million
Stock listing	Tokyo Stock Exchange (First Section) Securities Code: 1951 Unit of trading: 100 Total common stock issued: 117,812,419 shares
Representatives	President: Fuminori Kozono Vice President: Tetsuya Funabashi Representative Director and Executive Operating Officer: Tsutomu Ota
Net sales (FY 2017)	Consolidated figures: ¥312.6 billion Non-consolidated figures: ¥256.8 billion
Number of employees (as of March 31, 2018)	Parent company: 3,749 Consolidated subsidiaries: 4,582 Total: 8,331
Head office	3-29-20 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan
Number of business offices	Branch offices: 15 Sales offices: 17
Consolidated subsidiaries	28
Fiscal year-end	March 31

(2) Segment Overviews



Segment		Net Sales FY17 (¥ bn)
ENGINEERING -SOLUTIONS	Telecom carriers	NTT Group
		NCCs
	Urban infrastructure	
SYSTEM-SOLUTIONS		
Total		



Smart Sustainable City Solution

Cloud Engineering

- E-Commerce
- Contents

LAN, Beacon network

“EXBeacon” Platform

Factory, Warehouse

Network Engineering

Switches and routers/servers installation and maintenance

Mobile Engineering

Mobile telecommunication system construction



Smart Infrastructure
Reliable & Resilient Infrastructure

Access Engineering (Metal & FTTH)

Home Network: ホームネットワーク, 住宅

Carrier's Network equipment, etc.: 携帯電話用アンテナ基地局, 無線通信設備, 通信事業者局内設備

Metal & Optical Fiber: 通信用ケーブル (メタル・光ファイバー)

Underground Conduit, etc.: 通信用トンネル (地下管路・トンネル)

Environmental Infrastructure

Water and waste treatment plants

Electrical Infrastructure & Management

Solar Power Plant

Constructing electrical and air-conditioning facilities

Data Center (UPS, Generator)

“Energy Viewer”

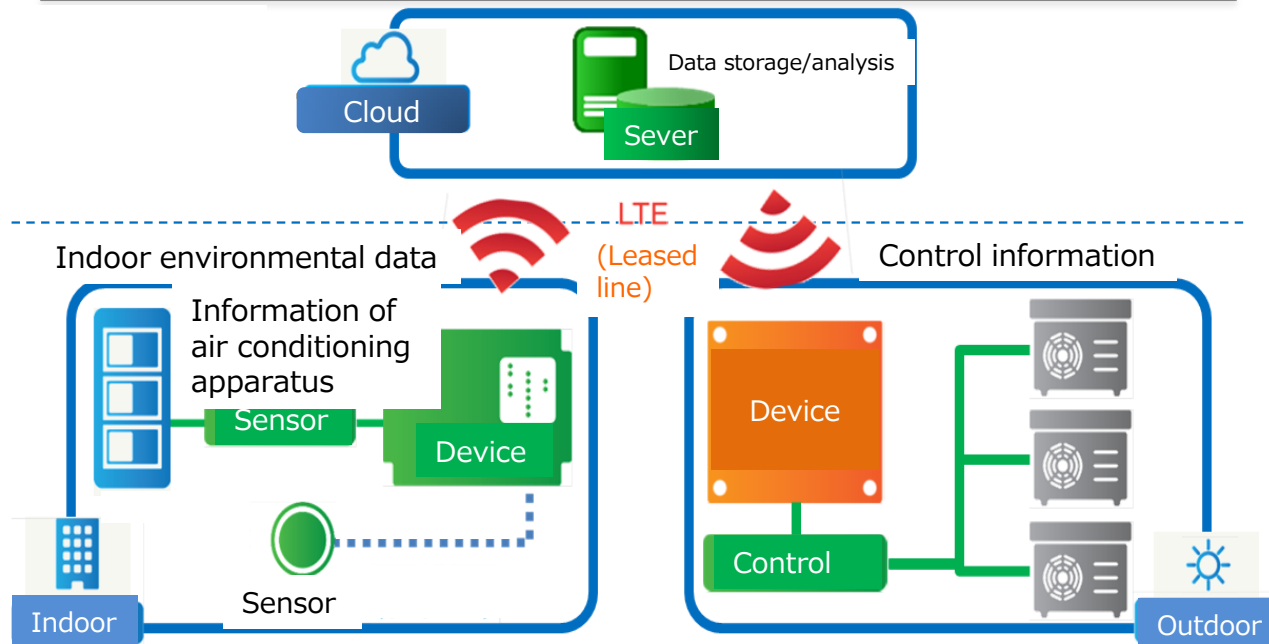
air-conditioning facility management

“Survival Power Supply Equipment”

Power supply for disaster, etc.

- Energy viewer reduces power usage through the remote and automatic control of air conditioning system, employing a B2B2X business model in collaboration with local electric power utility companies
- Achieved an average of 18% energy reduction in air conditioning at hardware stores, etc.
- Japanese Government's "Energy conservation grand prize 2017" Award
- Currently analyzing accumulated big data for optimizing automatic control

Networked air conditioning system (utilized IoT)



■ World's first **separately transportable** lithium ion battery. (from March, 2016)

【Features】

- A portable power supply which can be used when the commercial supply is not available.

- For outdoor use and backup for facilities, etc.
- Power outage due to natural disaster, etc.

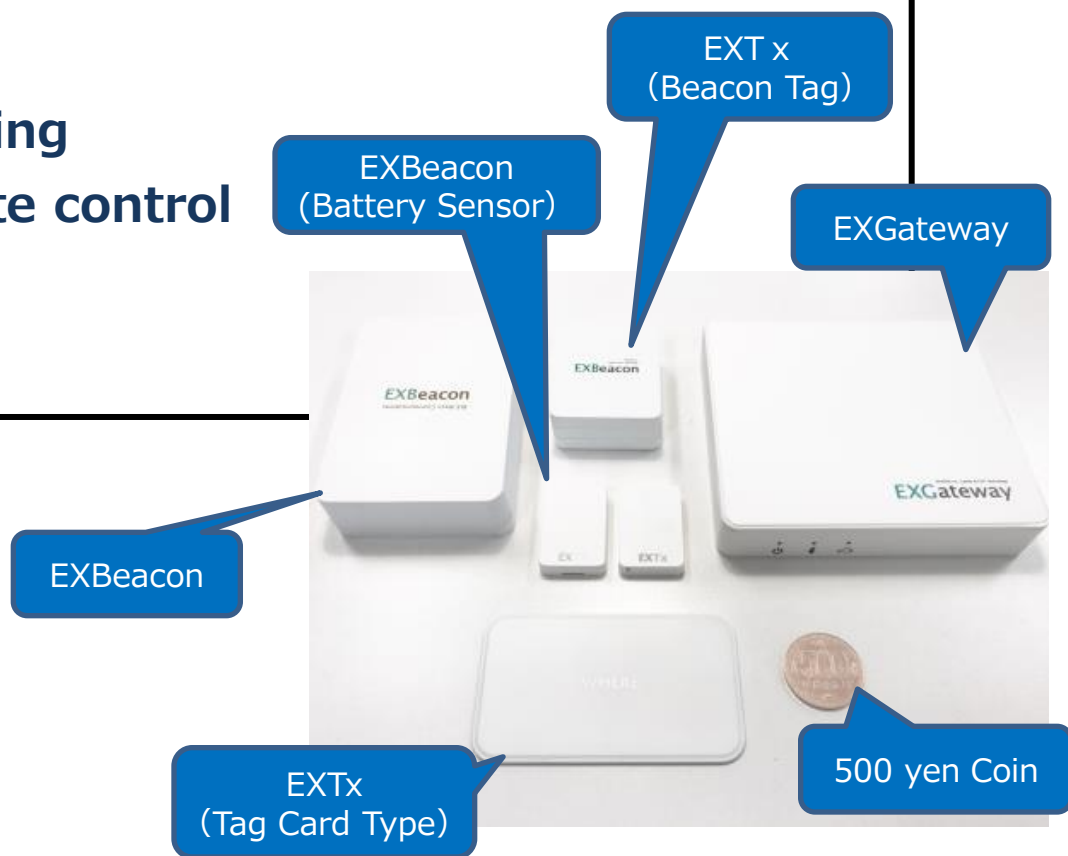
■ Main features

- **【Feature 1】Separation of unit**
 - Each unit can be carried by people (1unit 10Kgs 0.55kwh)-
 - Easy to be assemble. Can be set up in narrow space.
 - Expand battery capacity (max 4.4kwh) .
- **【Feature 2】Communication functions**
 - LTE and Wi-Fi function (up to 10 terminals simultaneously)
- **【Feature 3】IP65 compliant**
 - Durability and toughness
 - Drip-proof and dust-resistant



- “EXBeacon” is state of the art BLE(*) beacon equipped with “mesh network” function to communicate with each other.
- “EXBeacon” provides three services.
 - 1) Indoor 3D positioning
 - 2) Sensor information gathering
 - 3) Remote monitoring/Remote control

(*) BLE: Bluetooth Low Energy



- “EXBeacon platform” is a indoor **IoT** network utilizing “EXBeacon”, in facilities such as offices, factories, warehouses, construction sites, hotels and ports etc.

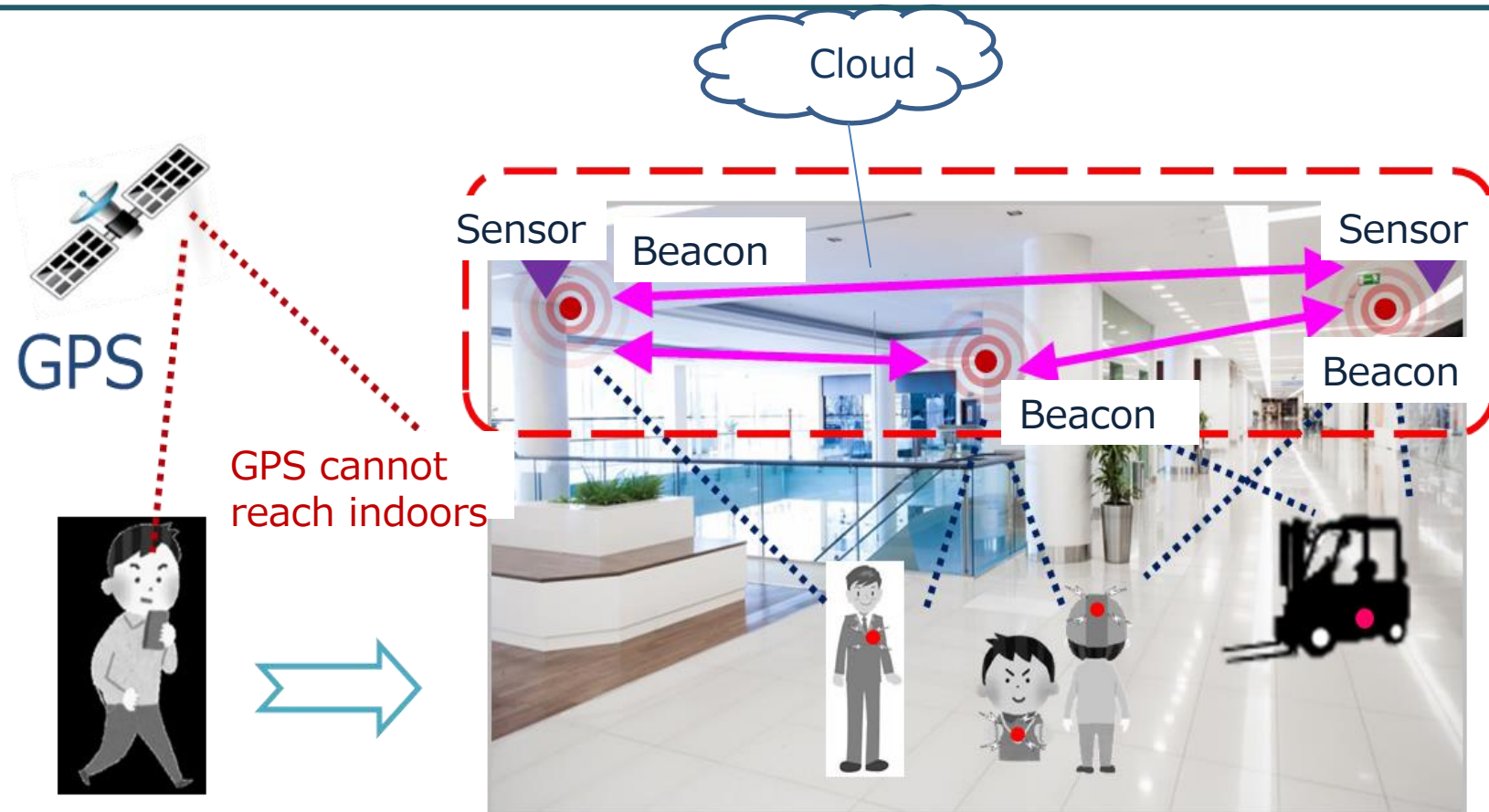
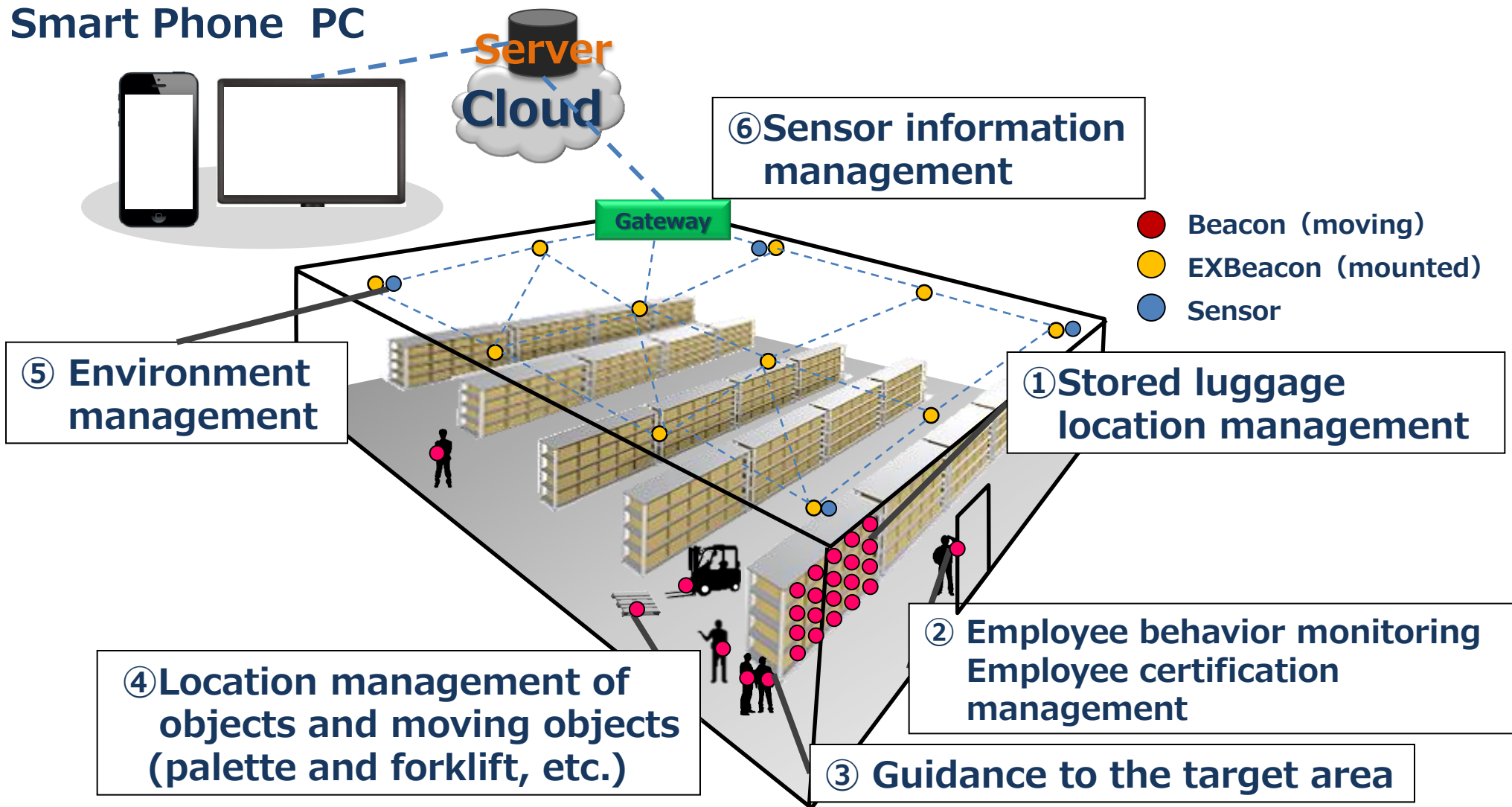
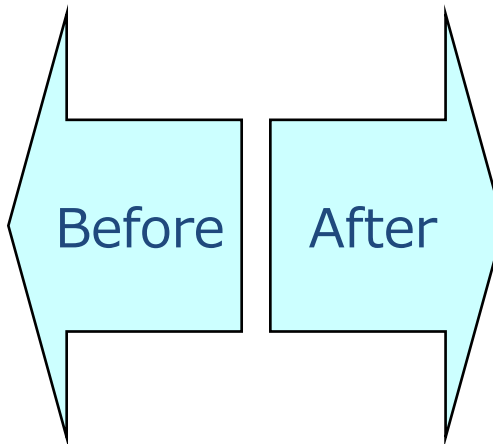
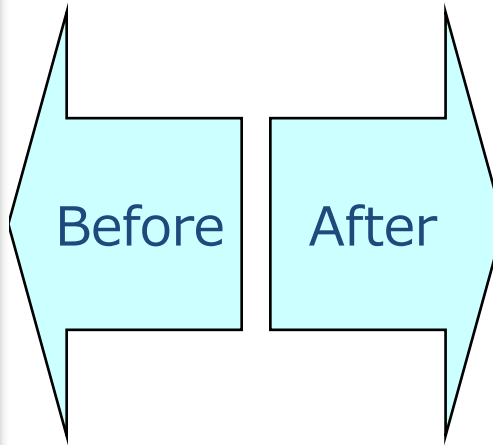


Image (Factory/Warehouse)

Smart Phone PC



Reduction of overhead wiring (Overhead → Ground Burial)



Building tunnel by Shield Method



Shield machine



Underground construction of tunneling shield



Taking out shield machine from tunnel



Anti Pollution Incineration plant

- ◇ Cogeneration system
- ◇ Recycle system



Recycling plant



Bio gas facility

Electrical Infrastructure

Electrical system for office building, etc.



Redevelopment area for office buildings



Extra high voltage power receiving monitoring and control system



Extra high voltage power receiving panel



Extra high voltage power transformer

Electrical Infrastructure -Solar Power- EXEO

Ex. Roof top of Technology center in Koshin branch (near Mt.Fuji)

Solar power module type
Polycrystalline silicon solar cells
Power 1,065 kW (240W×4,438枚)
Annual solar power generation amount 1,065,000 kWh

Parking #2

Roof Top



Parking #1



Electrical Infrastructure -Solar Power- EXEO

Ex. Minami bousou (Chiba) solar farm

Establishment : January, 2014
Power generation capacity : 2,000kw
(500 household)



Thank you

Xin Cảm ơn