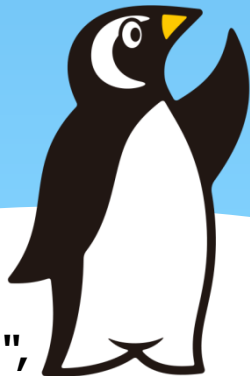


Make It Easy for People's Breathing

TAISEI ONCHO CO., LTD.



"TOP-KUN",
Mascot character of Taisei Oncho Group

Stock information①

Stock information as of 12-MAR-2018

Stock Chart

Dividend per share	36.00Yen
P E R	8.87times
P B R	0.56times
Dividend yield	1.89%
Minimum investment amount	190,000Yen
Numbers of unit share	100shares
Yearly highest price	2,295Yen
Yearly lowest price	998Yen



2018.3

Corporate Overview

Company name	TAISEI ONCHO CO., LTD.
Foundation	In 1941
Head Office	47-1, Ohi 1-chome, Shinagawa-ku, Tokyo, Japan.
Capital	JP¥5,195,057,500 (Issued;27,500,000shares)
Fiscal Year End	31 st of March
Business Operation	Design and Contract for Air Conditioning, Plumbing, Electrical Installation Work, Maintenance and Renovation services
Annual Sales	Approx. USD 600 Millions (JP¥59,833 M, as of March-2017 consolidated basis)
Numbers of Employees	834 (FY2017, consolidated basis)
Office	8 Branches,25 Sales offices,15 Maintenance Stations (Domestic)
Listed Market	JASDAQ Stock Market: code-1904
C E O	KENICHI MIZUTANI

General and Industrial M & E Installation Work

General installation work : primarily air-conditioning and plumbing facilities in high-rise buildings, hospitals, hotels, shopping centers, schools, apartment blocks and other such general-purpose buildings.

Industrial installation work: design, management and proposal of energy saving for Constant temperature and humidity or Clean room system.



Canon Zhongshan Factory
(IN CHINA)

Life Cycle Service

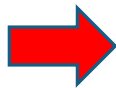
Building Life Cycle:

Consistent service from its system design to Operation & Maintenance solution to detect early M&E potential trouble of equipment.
Consulting and project proposal for environment and energy costs.

■ "Make it simple and sufficient"



Before



After

- Facilities renewal with the advantage of the strengths of existing machinery.
- Planning high efficient systems: improvements of obsolete equipment, performance, and proposals of energy saving, power saving.



■ "M&E Doctor Service"



Business History of TAISEI ONCHO Group

Initial stage

(1941~59)



- First domestic product and sales of packaged AC in 1952



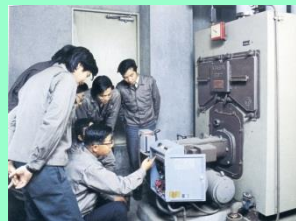
- Organized maintenance service teams in 1960's

Growing stage

(1960~79)

- Total changeover from manufacturer to M & E Contractor

- Proposal 50% pay-scale raise in 1972



- Organized 24-hrs a day maintenance service system in 1974

Mature stage

(1980~up to today)

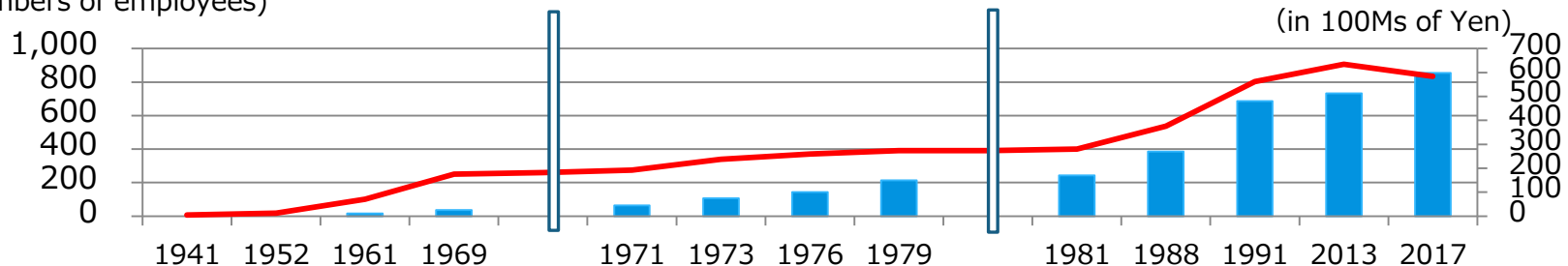


- Overseas operation (established 8 local subsidiaries in 6 countries, as of 2015)

- Registration of Stock over-the-counter in 1991

- Environmental business operation (energy saving, solar power business)

(Numbers of employees)



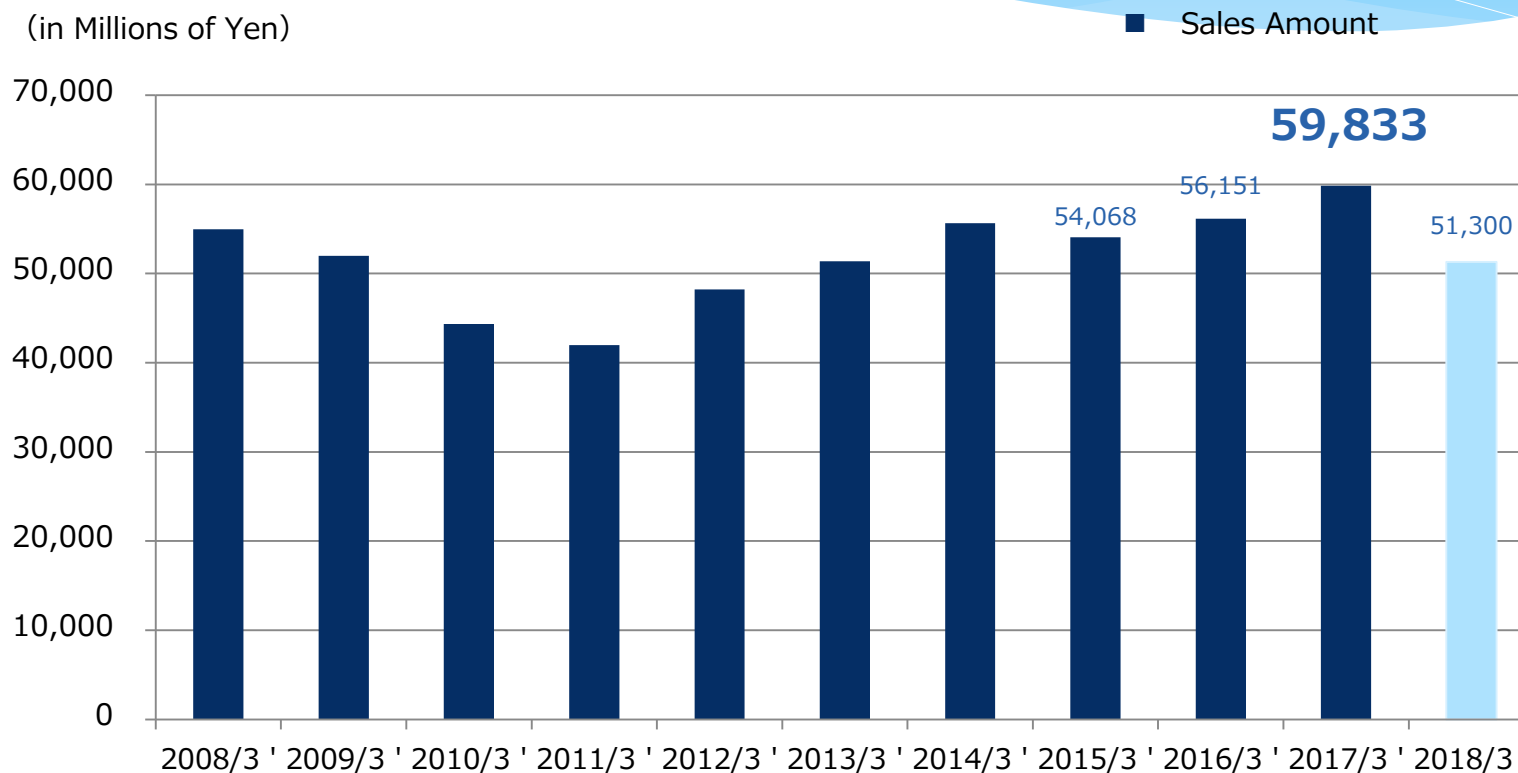
Overseas Operations

Assertive expansion of overseas locations centered around Hawaii, China and Vietnam: expanding our own business outside Japan as well.

Company Name	Country	Overseas Operation	Form of Enterprise	Business Outline
ALAKA'I MECHANICAL CORP. TAISEI ONCHO HAWAII, INC	U.S.A.	Since 1 9 9 0	100% (M&A)	M&E
TAISEI ONCHO (SHANGHAI) CO., LTD.	CHINA	Since 2 0 0 3	100%	M&E
TAISEI ONCHO (HONG KONG) ENGINEERING CO., LTD.	HONG KONG	Since 2 0 0 9	100%	M&E Consulting
SEAREFICO (Seaprodux Refrigeration Industry Corporation)	VIETNAM	Since 2 0 1 3	24.9% (M&A)	M&E
TAISEI ONCHO INDIA PVT., LTD.	INDIA	Since 2 0 1 0	100% (Newly established)	M&E
TAISEI ONCHO AUSTRALIA PVT., LTD.	AUSTRALIA	Since 1 9 8 8	100% (Newly established)	Real estate
TOP ENGINEERING	VIETNAM	Since 2 0 1 7	100% (Newly established)	BPO

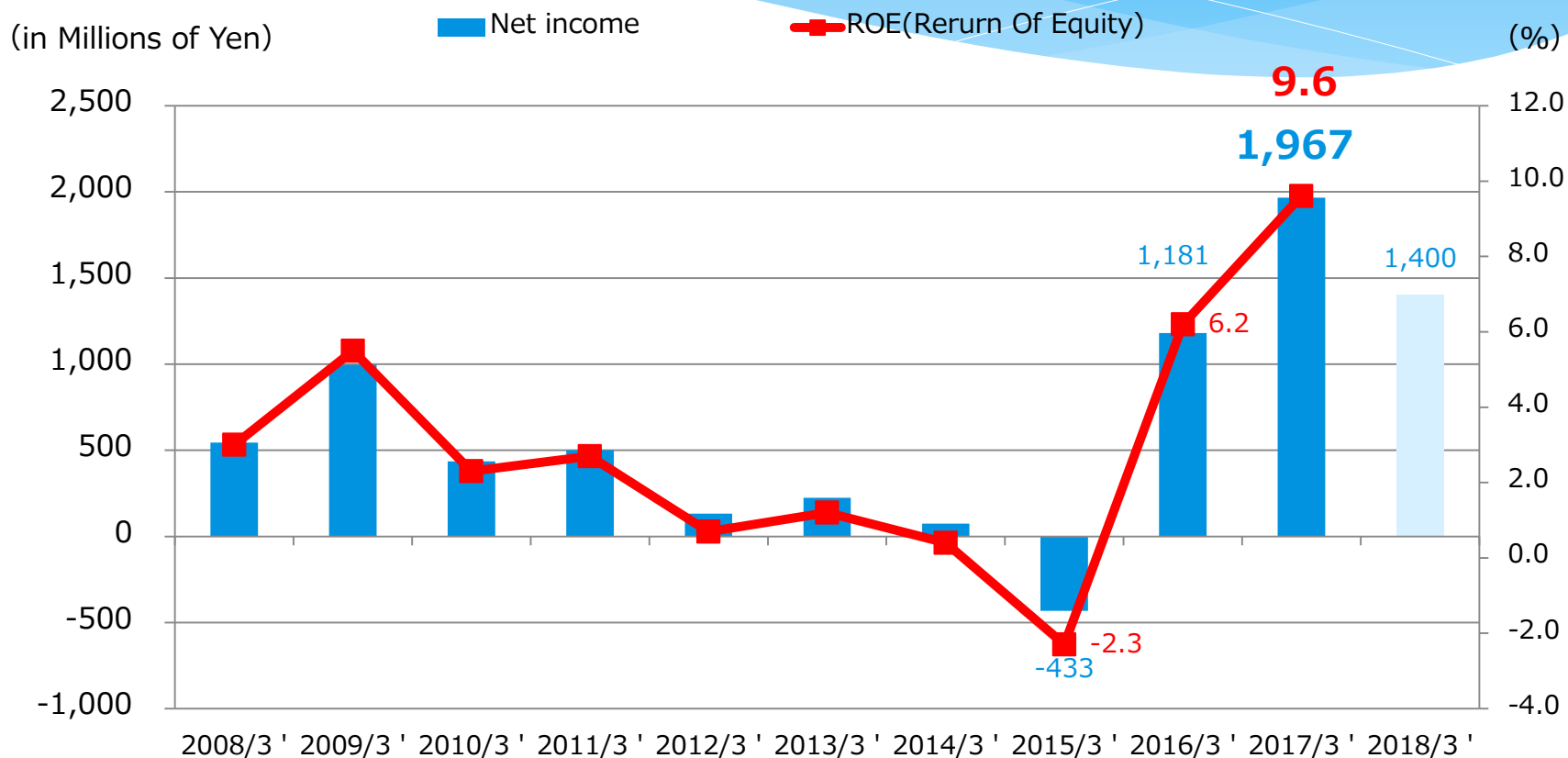
Financial Highlights①

We reached our all-time-high sales for two consecutive years by market recovery and productivity improvement.



Financial Highlights②

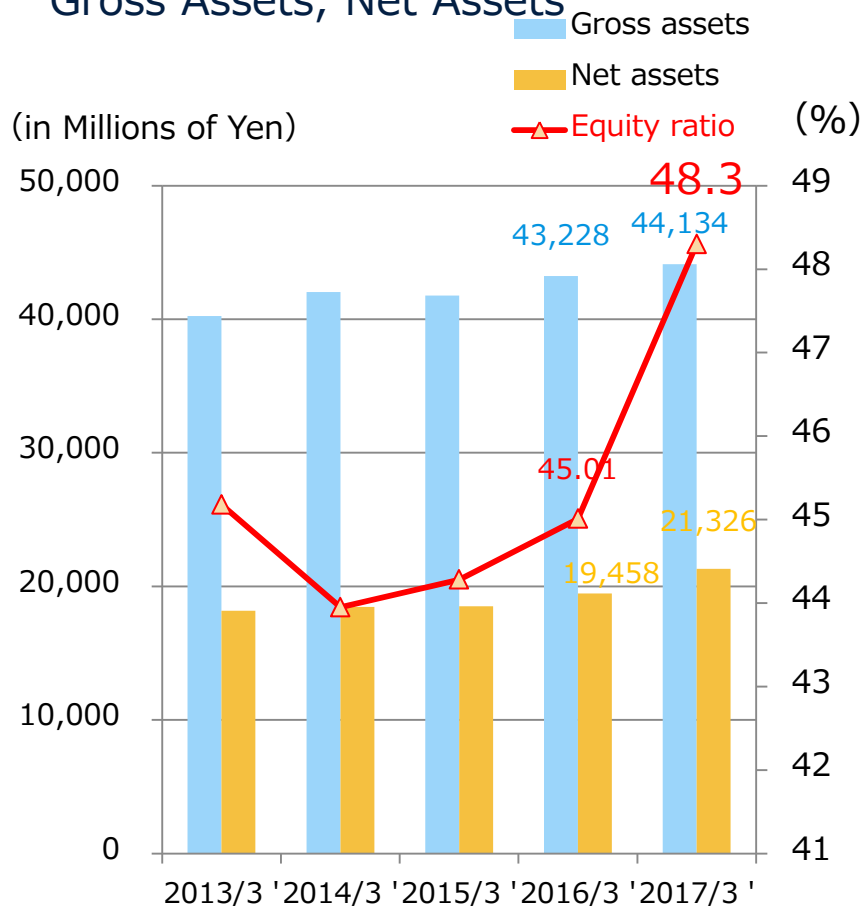
Profits and ROE increased for two consecutive years by improving risk management.



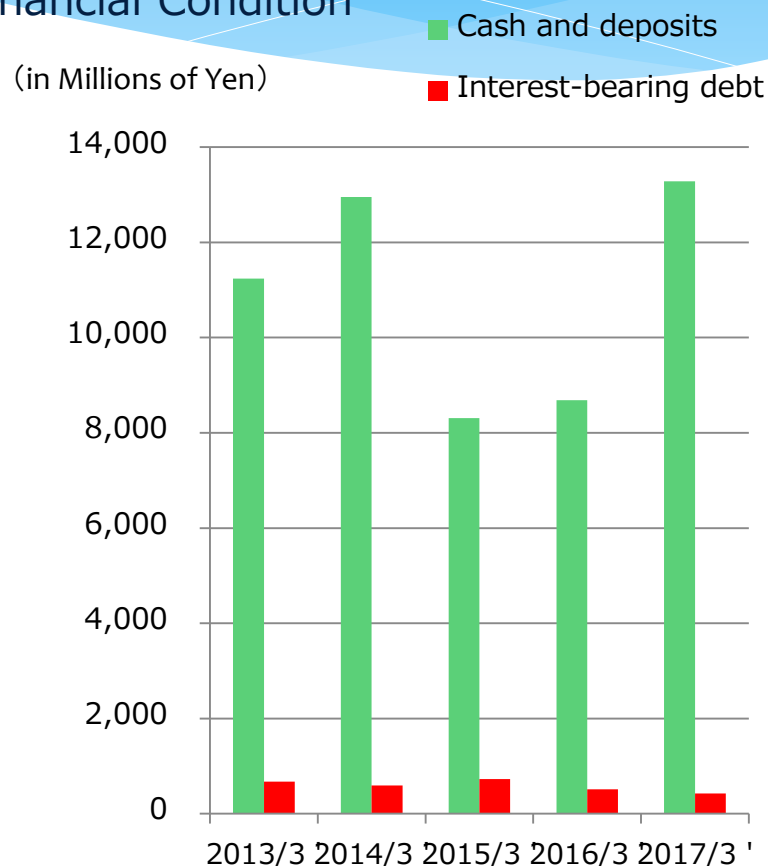
Financial Highlights③

We have reinforced the financial basis for two consecutive years, and will tend to shift to active fund investment in future.

Gross Assets, Net Assets



Financial Condition



Market environment & trends

- Steady demand continues to expand along with the social structure.

Obsolete facilities and buildings

- Expansion of renewal work of obsolete facilities, built in 1950's ~1970's.

Tokyo Olympic games and redevelopment projects

- Hot demands of redevelopment projects before and after TOKYO Olympic games in 2020.

Aging society

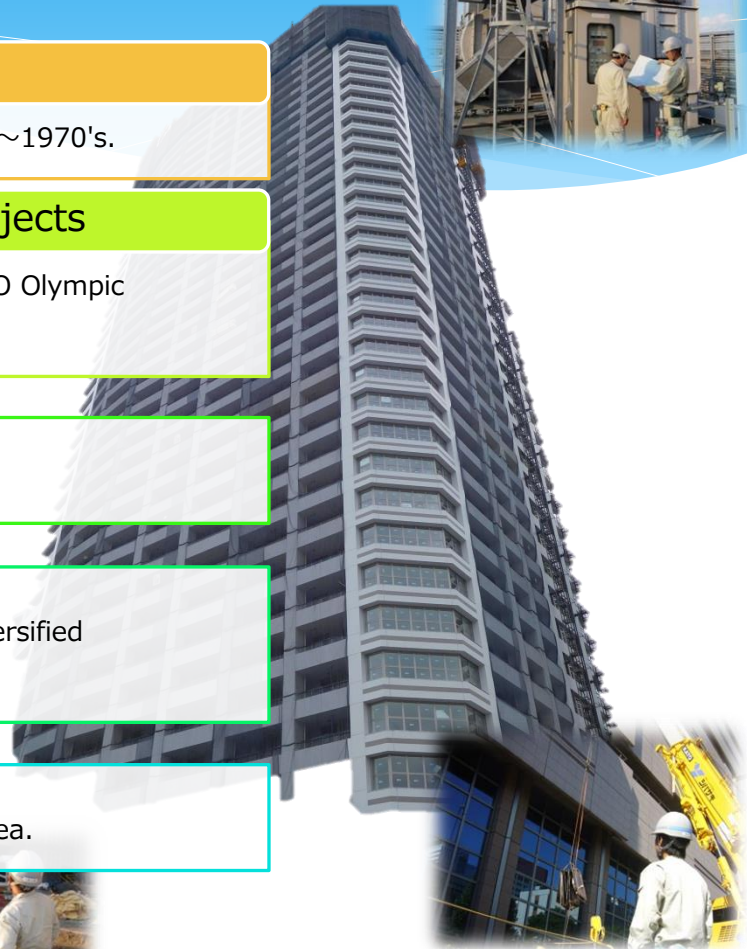
- Increasing needs of nursing homes for the elderly.

Logistics networks revolution

- Increasing logistics base and warehouses, reorganization of diversified logistics network

Increase in inbound tourists

- Redevelopment of accommodations around the metropolitan area.



TOC'S present approach

We set three Key Areas for human resources development to increase individual productivity and now we are promoting each policy below.

① Renovation of organizational climate

- Renewal of corporate message
- Mail delivery of CEO's message
- ROH as Company's "KPI" ※
- Innovation of personnel system
- Applying in-house original point card system

※ KPI(Key Performance Indicator)

② Improvement of individual technology

- Empowerment
- Training program for New Managers
- "Self-option" training program
- Independent Flotation Supporting

③ Innovation of business model

- Capital Networking
- IT introduction in site
- Foundation of temp agency
- Foundation of BPO※※ Company in Vietnam
- Recruiting those who are foreigners or over 65 years old

※※ BPO(Business Performance Outsource)

TOC'S present approach①

Company's Mission

- Customer FIRST!

Management Philosophy

- Taisei Oncho Group promises, through its "Trust" and "Sincerity", to continue to be the company selected by the society in terms of "Human Assets" and "Technology"

Management Vision

- Growing as a company enhancing human resources

TOC'S present approach②


ROH by Company's "KPI" (Key Performance Indicator)

We put ROH(Return On Human) as Company's "KPI".

Producing great results such as highly consciousness, better performance.

(Return On Human; investment for human = Added value ÷ Human Capital Value)

(Unit)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Sales amount (in 100Ms of Yen)	391	402	402	430	456	462				
Operating Income (in 100Ms of Yen)	7.5	0.2	5.1	7.0	19.8	18.3				
Net Income (in 100Ms of Yen)	2.6	▲0.9	▲3.6	4.2	15.7	14.7				
Numbers of employees	702	726	755	759	745	751				
ROH	1.39	1.28	1.33	1.39	1.72	1.70				
ROE	1.4%	▲0.5 %	▲2.0 %	2.3%	8.2%	7.1%				



TOC'S present approach③

Capital Networking

In June of 2013, TOC formed Capital Alliance with "Searefico", leading MEP company in Vietnam.

Great synergies are gained by our business partnership: Participating large-scale project, high-rise condominium and large hospital project, etc.

Similarly, we are promoting to develop excellent business partners inside and outside Japan, to enhance their corporate values.



Ceremony of Capital Alliance Announcement



Hoa Lam International Hospital in HCMC
(Under construction)

CSR Activity

Taisei Oncho Group fulfill corporate social responsibility (CSR) based on our reliable business in society.

Activities for local community

- Visit workplaces with local junior high school students in Shinagawa
- Promotion of regional development: planting flowers on streets
- Sponsoring sports events, volunteers for clean-up activities

Sports promotion

- Corporate member of professional basketball team, "Earth Friends Tokyo Z"
- Gold partner of Women's Football team "Orca Kamogawa FC"
- Sponsor of Mr. Yoshiumi HASEGAWA, beach volleyball player



Planting flowers on streets



Visit workplaces in Shinagawa

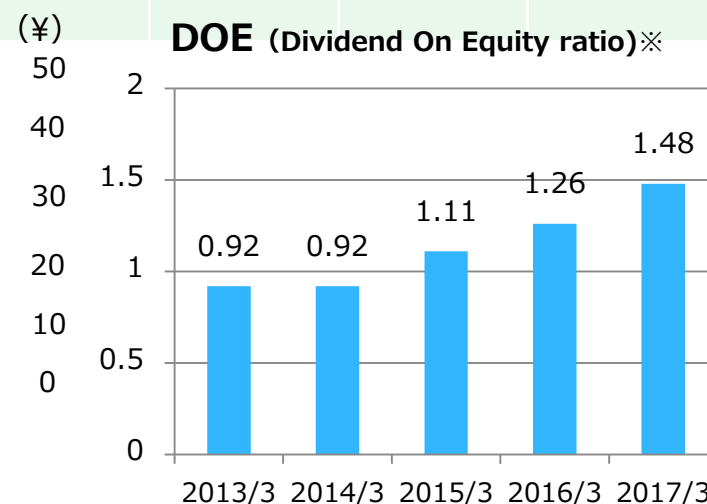
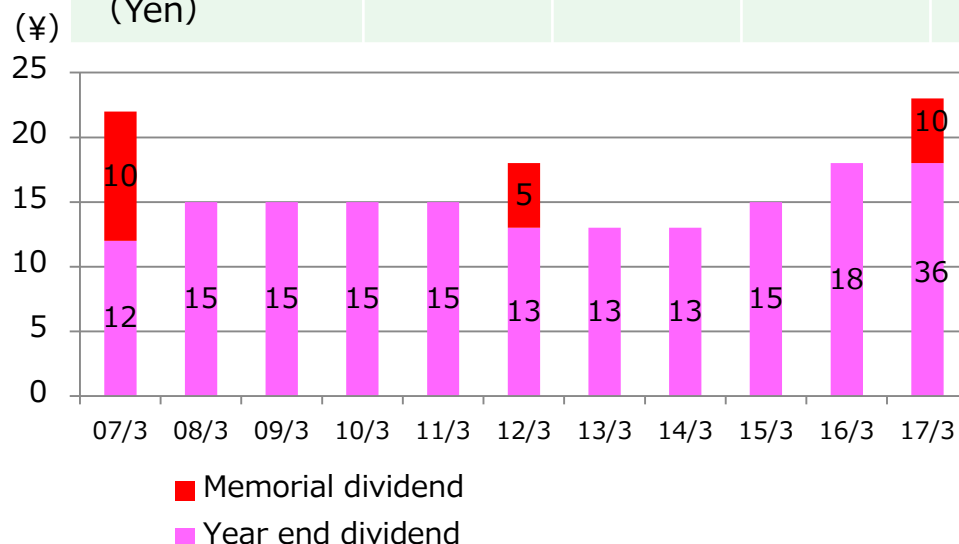


Mr. Yoshiumi HASEGAWA,
beach volleyball player

Dividend history

- * Stable Dividend Policy (low amplitude), DOE increased for three consecutive years.

	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3
Year end dividend (Yen)	15.0	13.0	13.0	13.0	15.0	18.0	36.0
Memorial dividend (Yen)	—	5.0	—	—	—	—	10.0



※ (Annual dividend ÷ Shareholders' Equity)

Stock information②

Total numbers of authorized shares	27,500,000 shares
Total numbers of issued shares	7,182,487 shares
Numbers of shareholders	1,502

Major shareholders:

Name of shareholders	Numbers of stock held (in thousands shares)	Stock holding ratio (%)
Aqua-wedge Co., Ltd.	993	13.8
TOC Customer Shareholding Association	835	11.6
Taisei Oncho Co., Ltd.	649	9.0
Hideo MIZUTANI	556	7.7
Kazuhira KAWAMURA	401	5.6

As of 30-September-2017

Inquiries for IR information

【Contact us】

Public relations section;

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