

August 30, 2007

## Term Ending June 2007 Results Briefing

Kozo Keikaku Engineering, Inc.

[Notes pertaining to this material]

The results forecasts and other data contained in this material were created based on information accessible at the time of the presentation of this material. Actual results depend on economic conditions and other uncertainties and may differ from forecasts.







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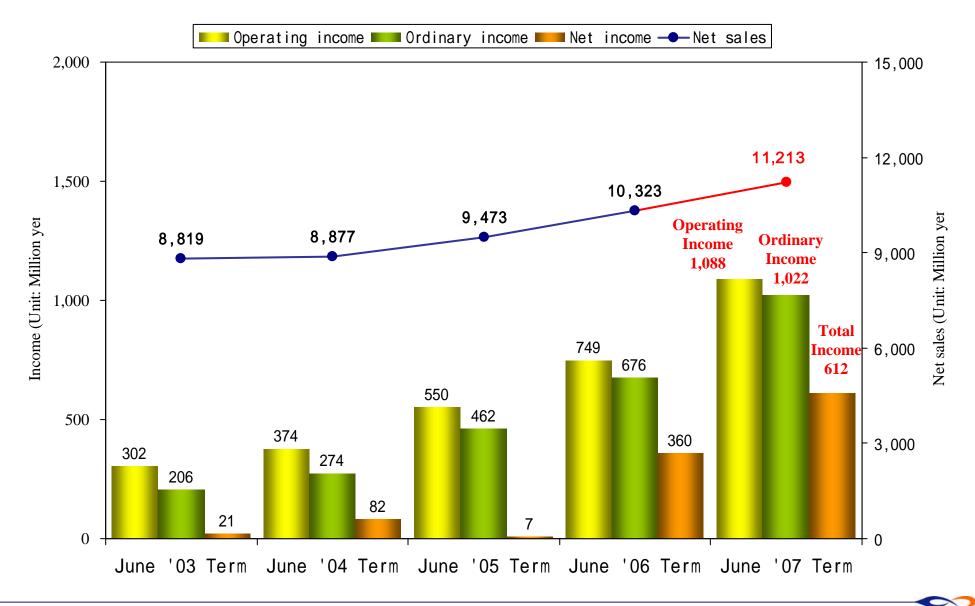
## 1. Overview of Results

Unit: Million yen

	June '06	June '07 Term		Y-to-y change	Change compared to	
	Term	Plan	Results	(Rate of change)	plan (Rate of change)	
Net Sales	10,323	10,800	11,213	889	413	
INEL Sales	10,323	10,525	11,213	(8.6%)	(3.8%)	
Operating	749	1,050	1,088	338	38	
Income	749	1,030 1,000	1,000	(45.2%)	(3.7%)	
Ordinary	676	950	1 0 2 2	346	72	
Income	070		1,022	(51.2%)	(7.6%)	
N e t				(1)	251	62
Income	360	550	550 612	(69.7%)	(11.4%)	



## Results Transition over the Past 5 Years





·Factors for favorable results

- Increased orders thanks to favorable business climate in clients' industries
- Orders for high-income jobs as a result of stronger proposal sales efforts
- Increased construction, earthquake resistance and fire prevention consulting business
- Increased system building business targeting large communications carriers
- Improved capacity operating rate thanks to excellent orders
- Shift of personnel to high-profit business due to retreat from unprofitable business



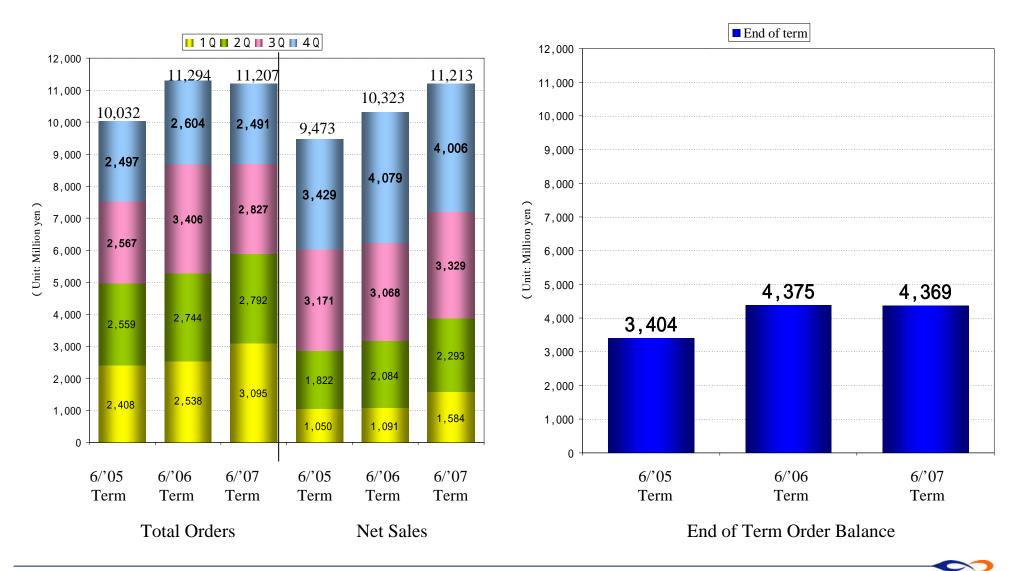
## June '07 Term Unprofitable Projects

- Fact relevance
  - In the June '07 Term, the Company was engaged in a large-scale project constructing a system for a major building materials maker as a result of a drive targeting customers in the manufacturing industry, however, due to lackluster response to customers and insufficient project management, there was an increase in man-hours and costs compared to initial estimates greatly diminishing the project s profitability compared to initial forecasts resulting in suppressed earnings.
- Effect on next year's results
  - Pertaining to this project, the entire deficit was eliminated in the June '07 Term, therefore, we believe it will have no effect on the results of the June '08 Term.
- Future efforts
  - The Company will regard the quality assurance of services provided to its valued customers of paramount importance and, even with respect to this project, we take pride in meeting the needs of customers in the area of quality.
  - However, because the quality of management greatly affects our work and results particularly in large-scale projects, the Company will work more than over towards reducing risks associated with unprofitable projects and improving income securement and corporate value by enhancing project management techniques, checking the development process and increasing efforts to review proposals and estimates before the start of development.





## Transition of Total Orders, Net Sales and Order Balance

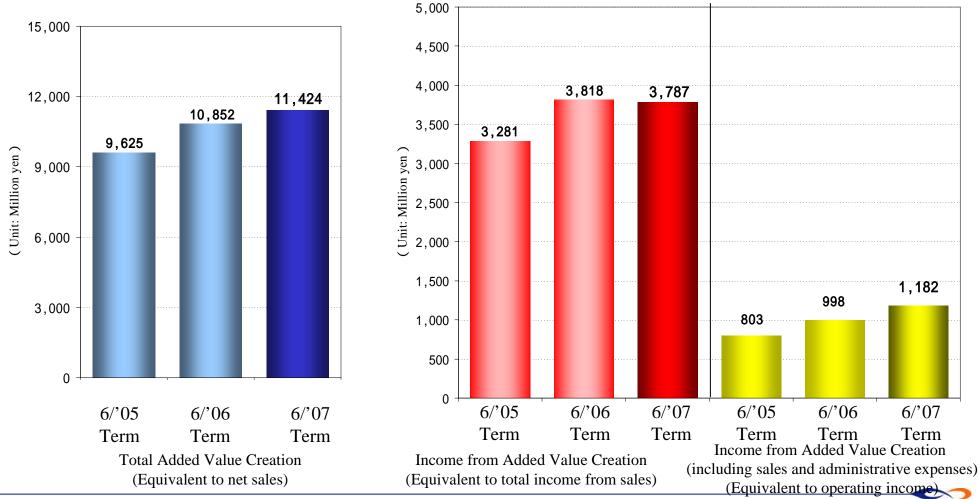






### Transition of Total Added Value Creation and Income from Added Value Creation

Because the Company is involved in software development and other projects with extended order to sale periods, we present a percentage of completion basis, which is an internal index, in order to manage, estimate and review completion percentages calculated in monetary terms.





## **Financial Statements**



## Income Statement

			Unit: Million yen
	6/'06 Term	6/'07 Term	Y-to-y change
Net sales	10,323	11,213	889
Cost of sales	6,753	7,519	766
Total income from sales	3,569	3,693	123
Sales and administrative expenses	2,820	2,605	214
Operating income	749	1,088	338
Non-operating income	22	34	11
Non-operating expenses	96	100	4
Ordinary income	676	1,022	346
Extraordinary income	26	124	97
Extraordinary loss	35	47	11
Current net income before taxes	667	1,099	432
Corporate tax, inhabitants tax, business tax	399	570	170
Adjusted corporate tax	92	82	10
Current net income	360	612	251

## ➢ Sales and administrative cost

• Sales and administrative cost are low due to a shift in personnel from sales to onsite thanks to increased orders

### Extraordinary income

- Income from the sale of Decisioneering stock
- Transfer to bad debt reserve

## Extraordinary loss

• Loss on the retirement of fixed assets relating to software marketing business from which the Company retracted



## Balance Sheet

			Unit: Million yen
	6/'06 Term	6/'07 Term	Y-to-y change
Current assets	3,414	3,611	196
Cash and deposits	386	207	178
Accounts receivable	1,587	1,776	189
Unfinished goods	904	1,022	117
Fixed assets	6,952	6,923	28
Total assets	10,367	10,535	168
Current liabilities	3,812	4,271	459
Short-term debt <sup>*</sup>	1,895	1,565	330
Fixed liabilities	3,146	2,448	697
Long-term debt	2,071	1,422	648
Total liabilities	6,958	6,720	238
Total net assets	3,408	3,814	406
Total liabilities and net assets	10,367	10,535	168

#### Unit: Million yen

### > Assets portion

- Increase in accounts receivables due to an increase in net sales
- Strategic investments in foreign companies
- Retirement of software assets due to removal from business
- Elimination of insurance reserve

## Liabilities portion

• Decrease in short- and long-term debt with the advance repayment of long-term debt

## ➢ Net assets portion

• Increase in earned surplus carried forward due to an increase in current net income

\* "Long-term debt to be repaid within a year" are included and calculated in short-term debt.





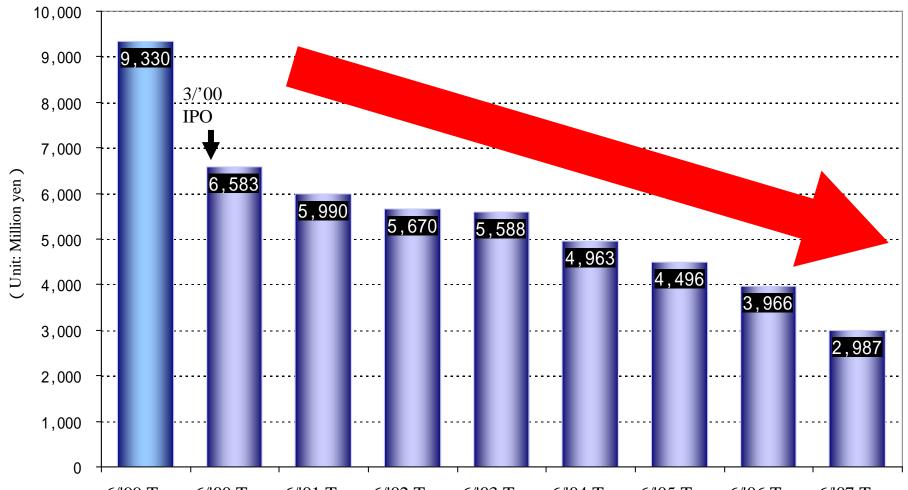
## Statement of Cash Flow

Unit: Million yen					
	6/'06 Term	6/'07 Term	<ul><li>Breakdown of current term CF</li><li>&gt; CF from sales</li></ul>		
Start of term b a l a n c e	303	386	<ul> <li>CF from sales</li> <li>Current net income before tax 1,099 million</li> <li>Amount depreciated 279 million</li> <li>Increase in accrued expenses 173 million</li> </ul>		
CF from sales	898	1,168	<ul> <li>Corporate taxes paid ¥48 million</li> <li>CF from investments</li> <li>Expenses from the acquisition of intangible fixed assets</li> </ul>		
CF from investments	259	191	<ul> <li>125 million</li> <li>Expenses from the acquisition of investment securities 178 million</li> <li>Revenue from the sale of investment securities</li> </ul>		
Free cash f l o w	638	976	<ul> <li>Kevenue nom the sale of investment securities</li> <li>97 million</li> <li>CF from financing         <ul> <li>Capital procured from long-term debt</li> </ul> </li> </ul>		
CF from financing	556	1,155	900 million <ul> <li>Expenses from the repayment of long-term debt         <ul> <li>1,598 million</li> </ul> </li> </ul>		
End of term b a l a n c e	386	207	<ul> <li>Decrease in short-term debt 280 million</li> <li>Payment of dividends 106 million</li> </ul>		



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## Transition of Interest-Bearing Liabilities



6/'99 Term 6/'00 Term 6/'01 Term 6/'02 Term 6/'03 Term 6/'04 Term 6/'05 Term 6/'06 Term 6/'07 Term

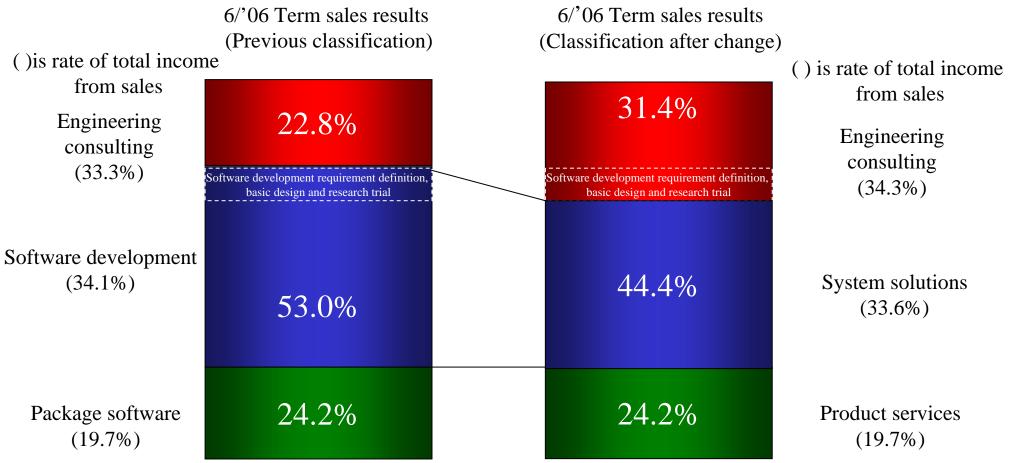




# 2. Conditions per Business Unit

## Change of Business Classification and Name

The business classification and name of the Company changed at the midterm accounts settlement of the June 2007 Term. The business name was changed as a result of a transition from upstream process consulting business categorized as conventional software development (requirement definition, basic design, research trial) to engineering consulting.



\*The sales costs incurred by the Sales Department were added into the cost of sales of package software and product services.



## **Business Conditions**

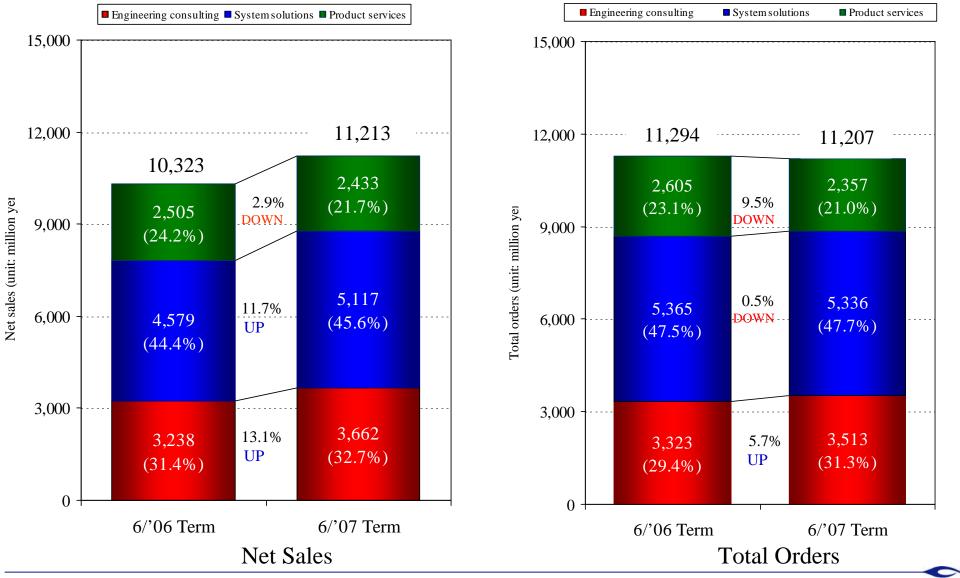
Unit: Million yen

Ducinosa	Description	Net Sales C	Net Sales Composition		
Business	Description	6/'06 Term	6/'07 Term		
Engineering consulting	<ul> <li>Structural planning of buildings</li> <li>Fire prevention and earthquake resistance numerical analysis</li> <li>Software development requirement definition and basic design</li> <li>Marketing and decision making</li> </ul>	3,238	3,662		
	<ul><li>support consulting</li><li>Manufacturing and logistics solutions</li></ul>	(31.4%)	(32.7%)		
System solutions	<ul> <li>Mobile communications and mobile networks communications</li> <li>Sales and design support systems for manufacturers</li> <li>Construction software</li> <li>Multimedia</li> </ul>	4,579 (44.4%)	5,117 (45.6%)		
Product services	<ul> <li>Artentinedia</li> <li>CAE software for designers</li> <li>Structural analysis and earthquake resistance consultation software</li> <li>Marketing and decision making support software</li> <li>Radio wave propagation analysis software</li> </ul>	(24.2%)	(21.7%)		
Total		10,323 (100.0%)	11,213 (100.0%)		



 $\bigcirc$ 

## Transition of Net Sales and Total Orders per Business Unit





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## Business unit (1) Engineering Consulting

Unit: Million von

	6/'06 Term	6/'07 Term	Rate of change		
Net sales	3,238	3,662	13.1%		
Cost of sales	2,128	2,412	13.3%		
Total income from sales (Profit rate)	1,110 (34.3%)	1,250 (34.1%)	12.6%		



*	Fire prevention and earthquake resistance
	numerical analysis

- Structural planning of buildings
- Software development requirement definition and basic design
- Marketing and decision making support consultation
- ✤ Manufacturing and logistics simulations

#### Results analysis

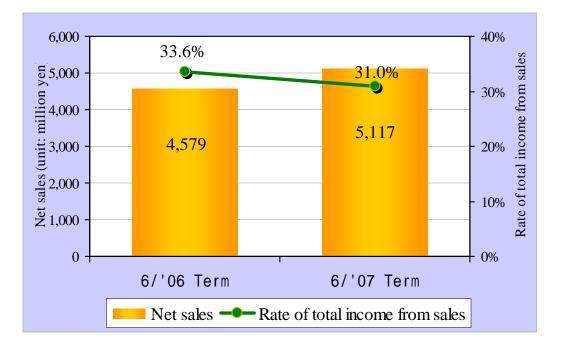
- $\cdot A$  high profit rate is maintained as in the previous term
- •In the upstream process of software development, orders for basic design in which high-level technology is demanded are favorable
- •With the heightened public interest in building safety, orders for consulting on building structural design, earthquake resistance and fire prevention are favorable
- Strategic pull out from non-profitable business and shift to high value added services





## Business Unit (2) System Solutions

	6/'06 Term	6/'07 Term	Rate of change
Net sales	4,579	5,117	11.7%
Cost of sales	3,042	3,532	16.1%
Total income from sales (Profit rate)	1,537 (33.6%)	1,585 (31.0%)	3.1%



Unit: Million yen

- Mobile communications and mobile network communications
- Sales and design support system for manufacturers
- ✤ Multimedia solutions
- Structural design support system

#### Results analysis

- •Rate of total income from sales lower than the previous term due for reasons attributable to unprofitable projects
- More eagerness for IT investments in major communication carriers
- Continued orders for infrastructure monitoring system development thanks to popular high-level technology and quality fostered over many years
- •Continued favorable conditions for structural design support systems for major housing makers

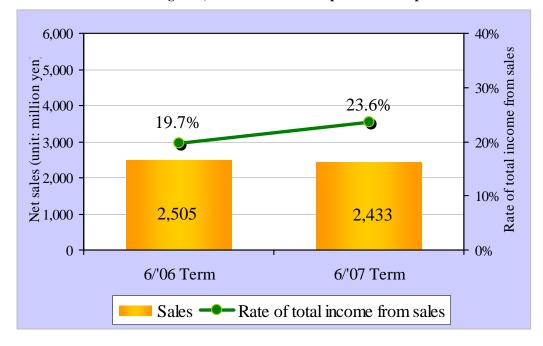




## Business unit (3) Product Services

	6/'06 Term	6/'07 Term	Rate of change
Net sales	2,505	2,433	2.9%
Cost of sales	2,011	1,857	7.6%
Total income	493	575	16.6%
from sales (Profit rate)	(19.7%)	(23.6%)	

In the cost of sales in this segment, the sales cost of the Special Sales Department were added.



#### Unit: Million yen

- ✤ CAE software for designers
- Structural analysis and earthquake resistance design package software
- Marketing and decision making support software
- Simulation software for the communications industry

#### Results analysis

- As a result of our retreat from the low return, construction and civil engineering CAD software marketing business, our net sales were temporarily decreased, however, our profitability improved
- Excellent sales of our long-lasting core products "EFD.Lab" thermal analysis software and "QualNet" high-speed, high-precision network simulation software
- Gradual contribution to sales of "Vitracom SiteView" and "CamIQ" new product image recognition software



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# 3. Topics

## SMILE Project ~ Home Records Project for a Sustainable Society ~



## Background

Support system for Management of Information, Living and Environment



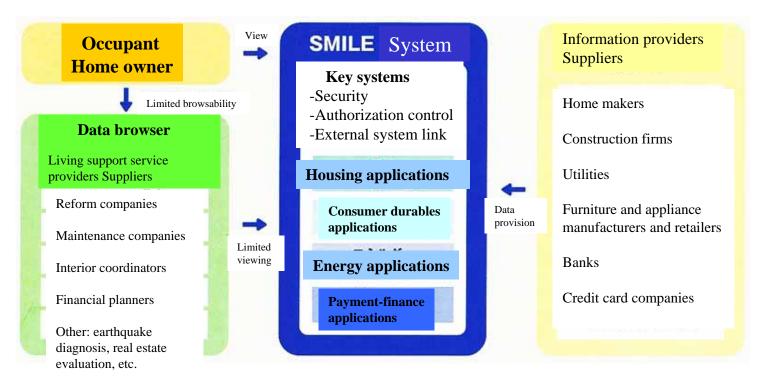
Home Records Project for a Sustainable Society

- Tokyo University Production Technology Research Institute (Yashiro Laboratory) Tokyo Gas Co., Ltd.
- Living Information Management System Project\* Research project 3 parties above
   \* A limited liability company consisting of 2 companies and 8 individuals in addition to the Company
- Selected as a housing and construction technology advancement project by the Ministry of Land, Infrastructure and Transport (3-year plan), now in progress



## **Development Overview**

• Development of an information infrastructure enabling the home owners to manage home design and construction data, the maintenance and repair history, and information of home facility, durability and consumable, in addition, the provision of information by service providers and the mutual sharing of information



The objective is to maintain the home asset value, energize the pre-owned home market and alleviate the environmental burden realizing a sustainable society.



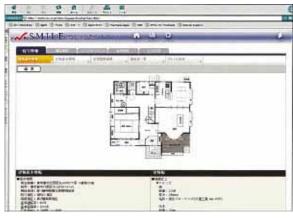


## Societal Conditions

- Aggravation of environmental problems particularly wastes
- Enactment of the Living Standards Law (June 2006) A housing policy prioritizing stock that entails "using good material for a long time"
- Formulation of a system of "housing historical records" that will launch a buying boom in the preowned home market (from 2008)
  - \* August 26, 2007, Nikkei Newspaper



Fostering energy saving consciousness through the visibility of operational energy usage conditions



Building asset value through preventive maintenance

·Quality maintenance

Promote the sale of pre-owned homes

using their records



## Future Endeavors in the SMILE Project

 Trial service (free) for general users has already begun <u>http://www.kke.co.jp/smile/</u>



• As a pioneering example in the public sector, in addition to Home Records (historical housing records), we aim to provide information infrastructure building and services that would supply value-added data through the sharing of information with service providers and installing energy savings monitors.





## **BC** Solutions

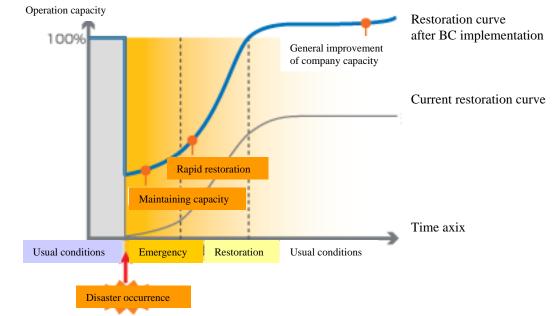






## What is BCP (Business Continuity Plan)

In the event of a company faces a disaster or other emergency situation, in order to cut damage to essential operations to a minimum and, rapidly continue or restore business, we will handle all aspects from regular working hours as well as what needs to be done in emergencies.



BCP: Business Continuity Plan implementation guidelines, etc.

Business Continuity Plan Implementation Guidelines (March 2005) Ministry of Economy, Trade and Industry Business Continuity Plan 1 (August 2005) Cabinet Office, Central Disaster Prevention Council BCP Implementation Policy for Small to Midsize Companies (February 2006) Small to Medium Enterprise Agency Aiming for Higher Corporate Value Through Disaster Prevention Management (March 2005) Development Bank of Japan





## **BC** Solutions Background

< Central Disaster Prevention Council >

• The damage estimate for a direct earthquake on Tokyo (South Kanto) is 112 trillion

• The damage estimate for an earthquake in Tokai is 37 trillion

• The damage estimate for an earthquake in Tonankai and Nankai is 57 trillion

Tokyo Direct Earthquake Prevention Strategy

Impact reduction target: 40% in next 10 years

National measures - - - hardware

(promotion of earthquake resistance fortifications on buildings and transportation facilities)

Alleviation of economic damage is difficult if left only to public organizations

Companies above mid-size scale requested to implement (voluntarily) a Business Continuity Plan in preparation for a disaster

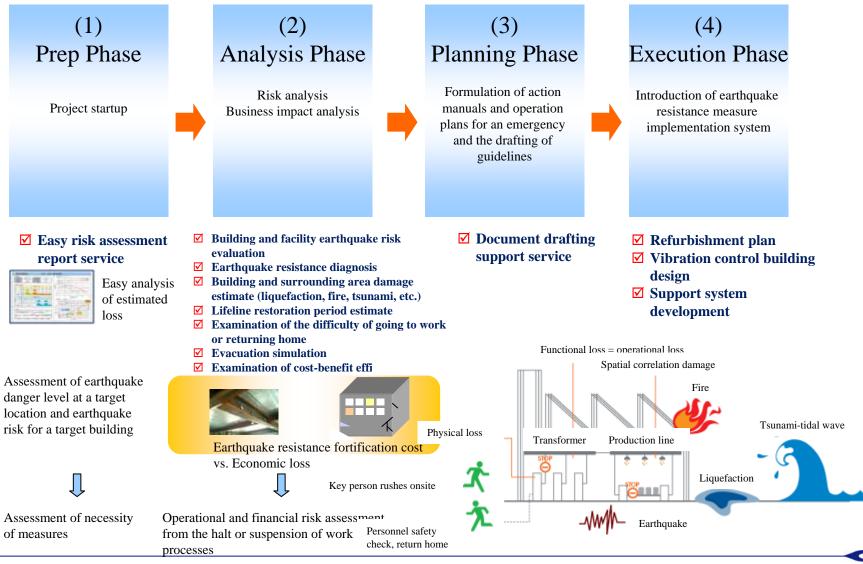
Name of earthquake	Rate of occurrence over the next 30 years	Scale ( M: Magnitude)
South Kanto Earthquake (not Taisho or Genroku types)	Approx. 70%	Approx. M6.7 ~ 7.2
Tokai Earthquake	87%(ref. value)	Approx. M8
Tonankai-Nankai Earthquake	Approx. 50 ~ 60%	Simultaneously, approx. M8.5
Miyaki-Oki Earthquake	90% or more	M7.5 more or less
Nemuro-Oki	30~40%	Approx. M7.9
Sanriku-Oki	20%	Approx. M8.2
Ibaragiken-Oki	90%	Approx. M6.8
Kannawa-Kozu-Matsuda	0.2 ~ 16%	Approx. M7.5
Miura Peninsula	6~11%	Approx. M6.6
Fujikawa estuary	0.2 ~ 11%	Approx. M8.0
Itoigawa-Shizuoka	14%	Approx. M8
Sakaitoge-Kamiya	0~13%	Approx. M7.6
Adera	6~11%	Approx. M6.9
Akinada-Iyonada-Bungosuido	40%	M6.7 ~ 7.4
Hyuganada	10%	M7.6 more or less
Immediately prior to the damage of the Great Hanshin Earthquake	8%	M7.2
Taisho Type Kanto Earthquake	0~0.9%	Approx. M7.9
Uemachi Fault Belt	2~3%	Approx. M7.5

\* Source: Headquarters for Earthquake Research Promotion data material





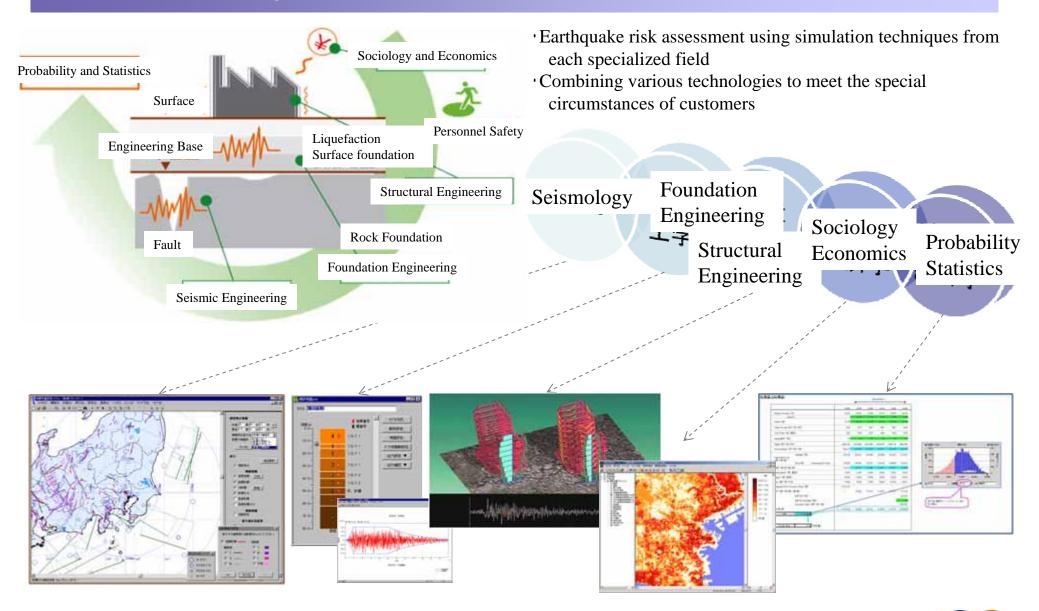
## Our BC Solutions





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## Various Technologies and their Combination







## 4. June 2008 Term Plan

## June 2008 Term Plan

Unit: Million yen

		6/'07 Term	6/'08 Term Plan	Y-to-y change	Rate of y-to-y change
N e	t sales	11,213	11,600	386	3.4%
	Engineering consulting	3,662	3,900	237	6.5%
	System solutions	5,117	5,300	182	3.6%
	Product services	2,433	2,400	33	1.4%
Opera	ating income	1,088	1,280	191	17.6%
Ordinary income		1,022	1,200	177	17.4%
Curre	nt net income	612	660	47	7.7%
Dividend		@ 30 yen/share	@ 30 yen/share	Aiming for payout rat	

(Note) Results estimates were made based on information currently available and include uncertain factors.





Income increase factors

(External environment)

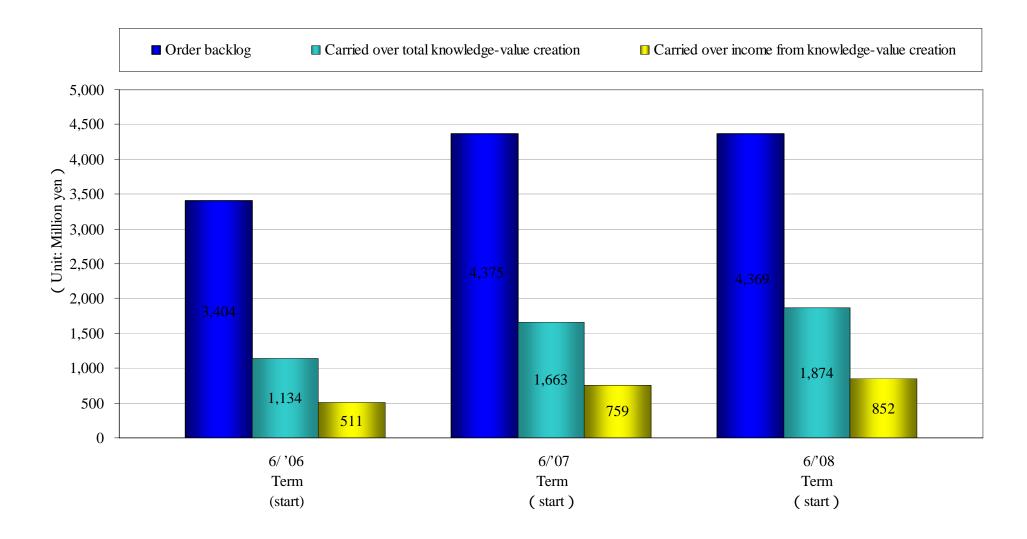
- Favorable conditions in customers' industries
  - Information and communications: Restored R&D investment drive such as for nextgeneration platforms
  - Construction: Heightened societal interest towards construction safety and assets value/ liquidation
  - Manufacturing: Heightened IT investment drive to improve productivity
  - New customers: Advancement of new application fields using unique technology

(Internal environment)

- Carried over earnings and start of term order backlog as favorable as the previous term
- No unprofitable projects
- Increase in highly profitable projects thanks to great results in our proposal business



## Transition of Carried Over Total Knowledge-Value Creation and Carried Over Income from Knowledge-Value Creation





## 5. Future Management Policy

#### Good to Great

# From results improvement efforts over the past 5 years to added value growth over the next 5 years





#### Matters Deserving Continual Focus

- 1. Proposal Business System for More Added Value
- 2. Technology and Experience Honed through Practice
- 3. Technology Openness
- 4. Constant Pursuit of Higher Quality
- 5. Free and Lively Corporate Culture



#### (1) Proposal Business System for More Added Value

- Sales man-hours cover 20% of total man-hours (6/'07 Term Results)
- Sales system that includes corporate sales, new territory sales and business planning
- Regarding good customers and projects with the utmost care
- Combining great technologies from various fields
- Proposing solutions with taking customer issues into consideration



#### (2) Technology and Experience Honed Through Practice

- "Academic knowledge" + "Empirical knowledge" "Organizational knowledge"
- Synergy effect of vertical technology (customer) x horizontal technology (company)
- Providing proposals that meet customer needs thanks to a wealth of experience (budget and technology)
- Over 20 million customers representing an increase in 20 companies y-to-y (mid to large scale)
  - Percentage in total sales

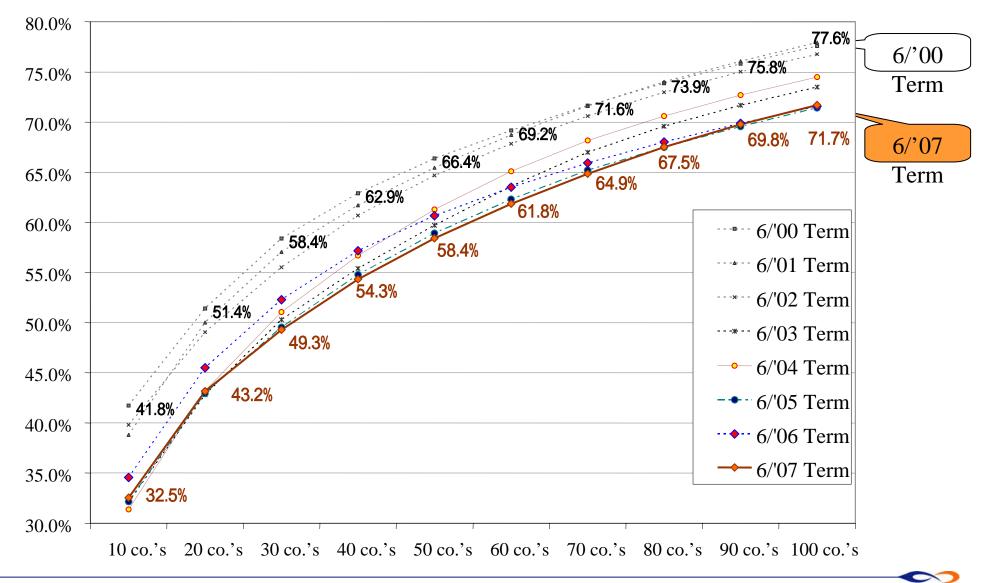
68.4% with 82 companies in 6/'06 Term

72.1% with 102 companies in 6/'07 Term





#### (Reference) Transition of High Level Customer Possession Rate





#### (3) Technology Openness

- Preferential customers who promote versatility and interdisciplinary efforts without locking in results
- Project results can be freely used in other projects as well (Ex: Securement of software module rights)
- Communalizing the copyrights of joint research results with universities
- Making presentations at academic conferences both in Japan and overseas
- Introducing the technology of overseas partners to provide added value on the Japanese market
- Hosting seminars (Ex: KKEVISION)



#### (4) **Constant Pursuit of Higher Quality**

- Working towards organizational quality assurance
  - Software Quality Assurance Center, Structural Quality Assurance Center, ISO Acquisition
  - Ex: For software, delivery standards established with autonomous management
     (less than 0.01 cases of latent fault density per function volume)
- Regard for continual process improvements
  - Working towards improvements based on process maturation models
- Educational activities involving the industry
  - Document translation and publication
  - Holding seminars
  - Pioneering role in the standardization of industry organizations



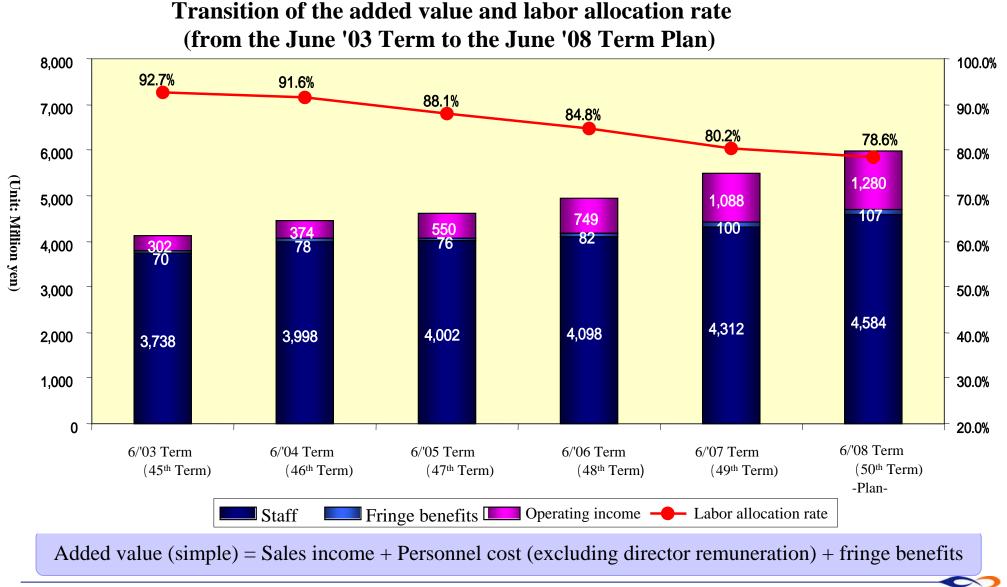
#### (5) Free and Lively Corporate Culture

- Working to ensure that both customers and project coordinators are satisfied
- Keeping a long-standing relationship with customers
- Work worth engaging in as a staff member
- No handling of technologies that may contradict society ethics
- Self-directed use of time
  - A culture that encourages shadow work as 20% of office hours
  - Push long extended holidays 3 times a year
- Work methods that disregard age, nationality or gender





#### Management Policy Aiming for Added Value Growth





#### Results of Added Value Growth over the Past 5 Years

- 6/'07 Term y-to-y comparison 11.6% added value growth rate attained
- The total added value

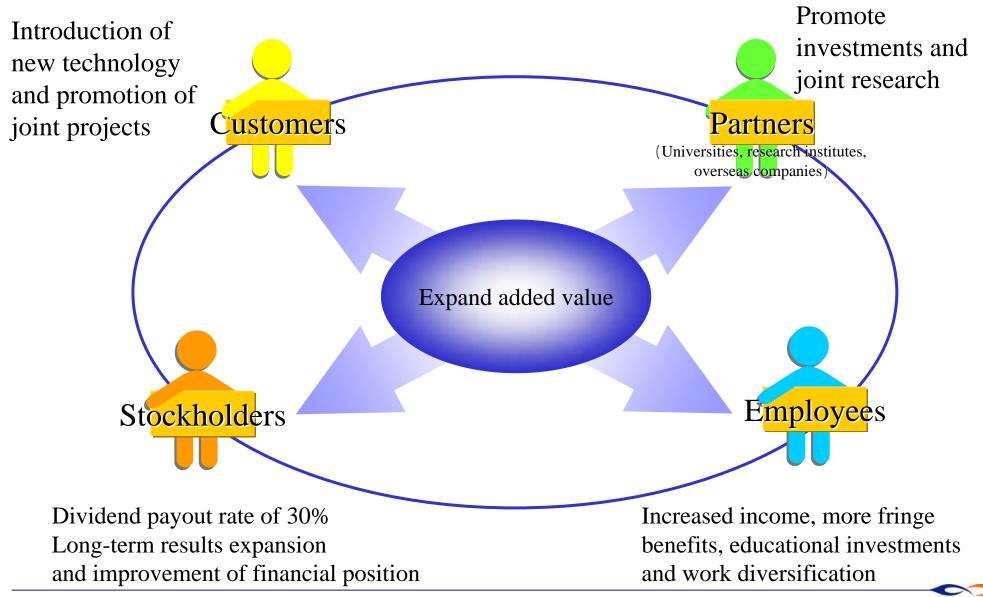
1.5 times in 5 years from 6/'03 Term to 6/'08 Term (Plan)

- Average annual growth rate over the past 5 years
  Added value : 8.1%
  - Operating income : 27.8% \*Equivalent to 53% of the added value increase
  - Personnel cost : 4.5% \*Equivalent to 47% of the added value increase



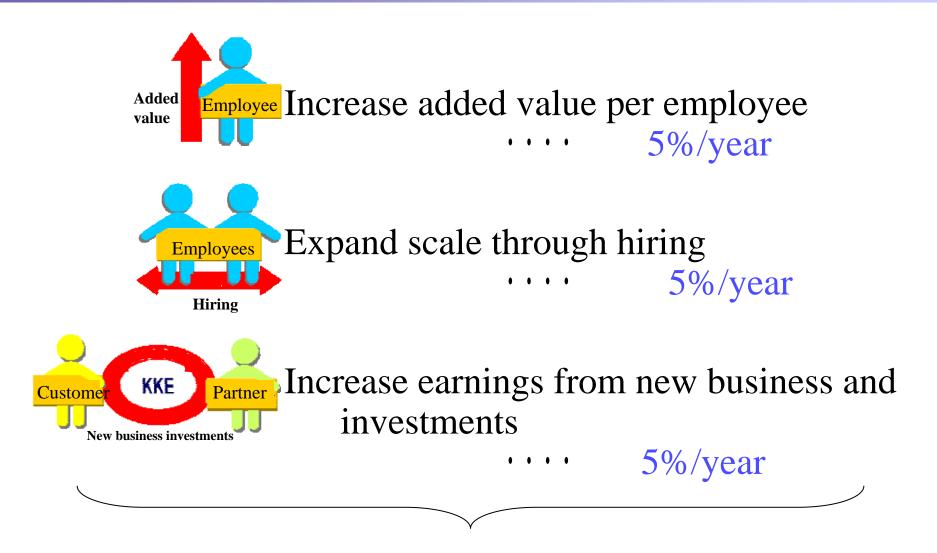


#### Appropriate Allocation of Added Value to Stakeholders





#### Factors for Added Value Growth



Aiming for an increase of 15% per year of the total added value amount



Basic Policy: Added value growth and appropriate allocation to Stakeholders

Professional Engineering Service Firm (PESF)

Becoming a high-value added providing company through the proposal of technologies honed through our own experience that meet customer needs

 Network company with well distributed independence and autonomy

Individuals providing high value to customers using the organization through self-discipline

• Results-Evaluation based principle

Individual, team and department specific term results evaluations and midterm evaluations of investments



#### Investments

- 1. Human Resources
- 1-1) Hiring
- 1-2) New Graduate Prospective Employees from High Level Schools
- 1-3) Diversification of New Graduates
- 1-4) Mid-Career Hiring Results
- 1-5) Hiring Methods
- 1-6) Turnover Rate

#### 2. Sales Investments

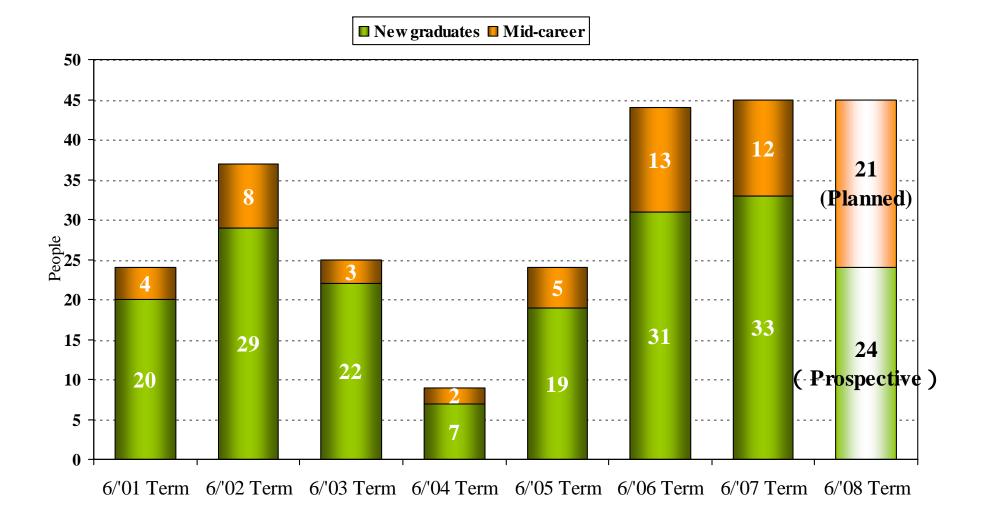
- 2-1) Planned Sales
- 2-2) New Territory Sales
- 2-3) Business Planning
- 3. Technology Development investments
- 3-1) Joint Research with University and Research Institutes
- 3-2) Joint Development with Customers
- 3-3) Overseas Partners
- 3-4) In-House Recruitment







#### 1-1) Hiring Results





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#### 1-2) New Graduate Prospective Employees from High Level Schools

6/'01 Term hiring-6/'08 Term planning hiring \* () is number of people

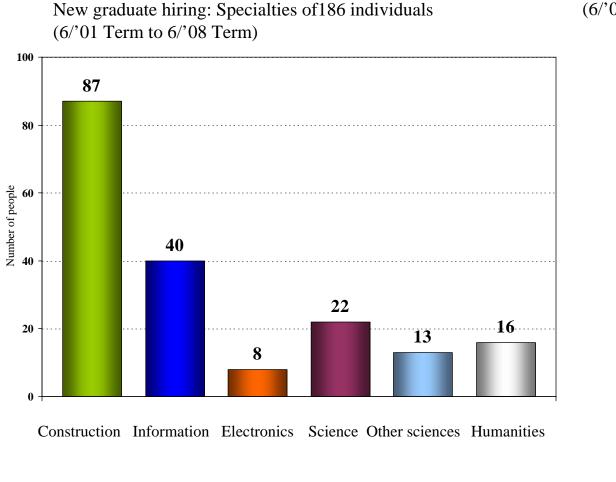
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- Waseda University(12) •
- Kyushu University(11) •
- Kyoto University(9) •
- Tokyo Rika University(7) ٠
- Keio University(5) •
- Kobe University(5) •
- Tsukuba University(5) ٠
- Tokyo University(5) ۲
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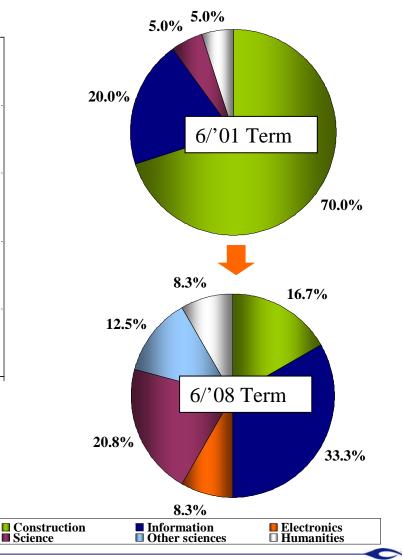


#### 1-3) Diversification of New Graduates

#### Personnel Investments



Diversity of specialization (6/'01 Term and 6/'08 Term Comparison)





Breakdown of the 186 individuals

10 doctorates (5.4%), 126 masters (67.8%),

49 undergraduates (26.3%), 1 other(0.5%)

Continued hiring of personnel with highly specialized skills that have an affinity with the philosophy and culture of the Company, which is to serve as a bridge linking universities and research institutes with real industry

- Makers
- Communications companies
- General construction developers
- Structural design offices
- Consulting firms, laboratories



#### 1-5) Hiring Method

"Matching through interview"

Explaining not only our business and results but also our corporate culture at briefing sessions and interviews

Interviews with young staff working onsite

Rival companies in new graduate hiring

- Consulting firms
- Foreign capital IT companies
- Japanese IT companies
- Large manufacturers
- General construction firms
- Infrastructure firms
- Transition of prospective candidate acceptance rate 40% (6/'05 Term) 47% (6/'06 Term) 62% (6/'07 Term)
- At present, there are no limits to the acquisition of personnel

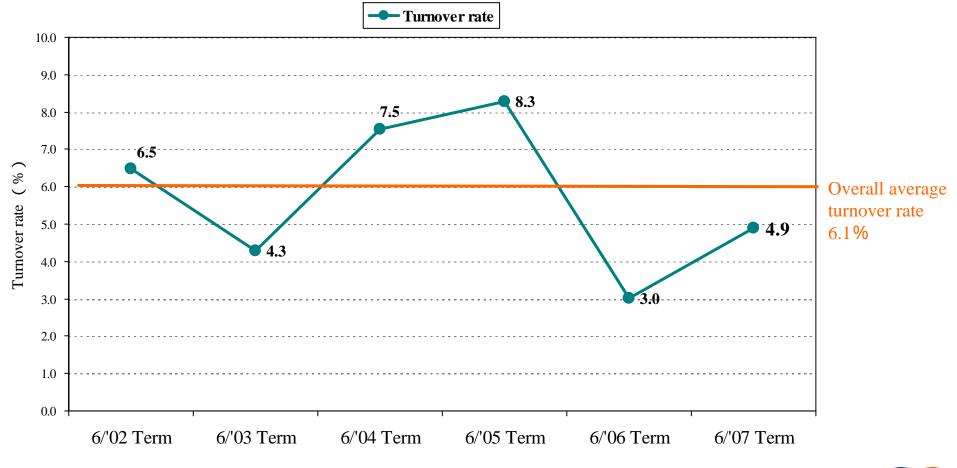




#### 1-6) Turnover Rate

#### Personnel Investment

- In this generation, turnover among young workers is 30% in 3 years
- The turnover rate for new graduates hired after the 6/'01 Term over a single year is 4.8%
- 139 new graduates hired since the 6/'01 Term (covering 26.5% of total employees) are supporting our growth





#### 2. Sales Investments

- 2-1) Corporate sales
  - Creation of new, high value added business through planning and proposal business
     Ex : BC (Business Continuity) Solutions
- 2-2) New territory sales
  - Acquiring new customers and expanding our business scale
     Ex: Developing our business overseas and opening an office in Shanghai
- 2-3) Business planning
  - Linking our Technology Department, which is divided by elemental technology, with our Sales Department, divided to cover each customer industry, we search for possibilities for developing compound solutions that meet customer needs
- High competition within growing markets
- Friendly competition with rival companies



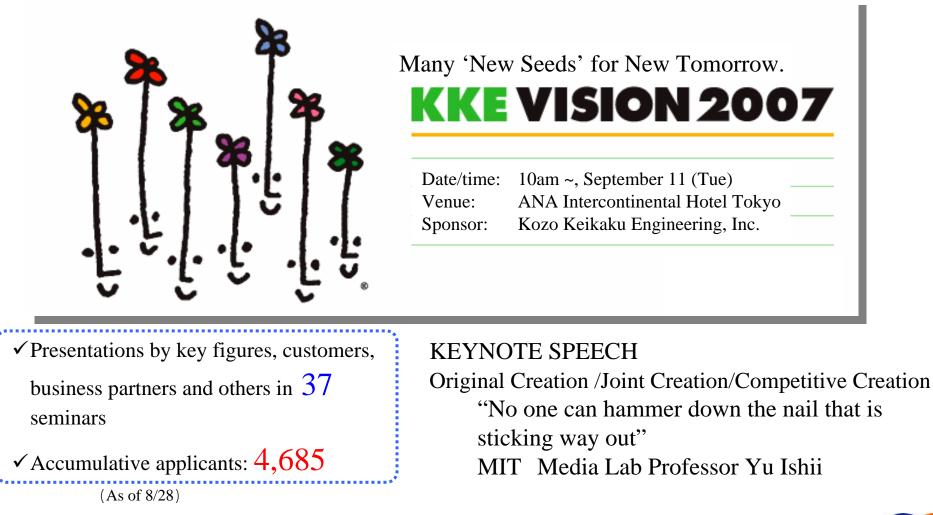
#### 3. Technology Development Investments

- 3-1) Joint research with universities and research institutes
  - Joint research with MIT laboratories
  - Participation in COE projects
- 3-2) Joint development with customers
  - Participation in the R&D and implementation efforts of countries, public organizations, private sector research institutes, etc.
- 3-3) Overseas partners
  - Investment in Germany's Vitracom (140 million): visualization technology
  - Investment in the UK's Flomerics (140 million): Analysis software for designers
  - Investment of 20 million in 2004 in the US' Decisioneering: 91 million accounted in extraordinary income
- 3-4) In-house subscription
  - Technology investments in each business unit
  - Subscription of technology and business proposals from staffs



#### Companywide Marketing Event (to be held September 11)

### "Many 'New Seeds' for New Tomorrow."





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#### Wide Variety of Presentations

- KEYNOTE SPEECH in the morning, 36 sessions in the afternoon
- Presenters
  - Representing universities and research organizations: 23
  - Representing companies and partners: 15
  - Our Staff: 10
- Presentations covering many fields
  - Societal role of structural design
  - Earthquake danger and its countermeasures
  - IT that revolutionizes manufacturing
  - Calculating and simulating the movement of people and things
  - Infrastructure upgrading and societal safety and security
  - New relationship between design and simulation
  - Advanced management and utilization of real estate information
  - Today's a-la-carte business management
  - Ubiquitous ITS supporting wireless communication technology
  - Our image for the 21<sup>st</sup> Century through official documentation theory etc.





# Thank you very much for joining us today for this presentation.

## We hope to see you again.

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