FUKUI COMPUTER

FUKUI COMPUTER GROUP

FUKUI COMPUTER

Dream Big, Design First

Ever since our founding in 1979, we have continued to follow the business

concept of "Dream Big, Design First."

This is because when turning ideas into reality, "there is always a design"

behind that transformation.

Our commitment to user-friendly, client-first product development has become our key

technological strength and has led to the creation of a large number of high-performance,

high-quality products essential to the construction industry.

For those who want to transform their dreams into reality, we aim to develop and supply

software for quickly and accurately ushering in a series of processes, from visualization to

materialization, for promoting labor-saving.

As an industry pioneer, we will contribute to shaping the progressive futures of society and

its members, while supporting construction engineers across Japan with state-of-the-art

ICT solutions.

Then, to turn dreams into reality, we will begin by designing them.

Outstanding track record in the construction industry.

Giving shape to progressive futures, with Fukui Computer solutions.

The wealth of solutions created by Fukui Computer not only facilitates the design of buildings and structures, but also makes possible the development of various infrastructure, and even the future creation of large-scale urban landscapes. To make life richer and more convenient, we will provide support across the whole of the construction industry.

Civil Engineering Department
Introduced at 14,000 companies
- Units supplied: 44,000
- Products: EX-TREND Musashi, TREND-CORE, TREND-CORE VR, etc.
- Introduced at: Construction companies, construction consultants

Survey Department
Introduced at 25,000 companies
- Units supplied: 50,000
- Products: TREND-ONE, TREND-POINT, TREND-FIELD, etc.
- Introduced at: Construction companies, construction consultants, survey/design companies, land and house investigators

Housing Design Department
Introduced at 36,000 companies
- Units supplied: 67,000
- Products: ARCHITREND ZERO, ARCHITREND VR, ARCHITREND Modelio, etc.
- Introduced at: Housing manufacturers, architectural design offices, building firms, renovation companies

Building Design Department
Introduced at 800 companies
- Units supplied: 1,400
- Products: GLOOBE, GLOOBE VR, J-BIM Working Drawing CAD, etc.
- Introduced at: Construction companies, architectural design offices

Public Sector Department
Introduced at 10,000 units
Introduced in 23 Japanese prefectures, government organizations, municipalities
- Products: EX-TREND Musashi, EX-TREND Public, BLUETREND XA, TREND-ONE, etc.

* Current as of March 2016.

Business Operations BUSINESS CONTENTS

Architecture
CAD Software Business

ARCHITECTURE

Products/Services Offered

- Architecture CAD (for housing)
- Architecture CAD (non-housing)
- VR systems
- Customer/construction management services
- Building materials data services, etc.

Business Outline

Development and sale of architectural design solutions, including a 3D architectural CAD system, which boasts the largest share* of the domestic architectural design CAD market, and a BIM architectural design system for commercial and large-scale architecture. In addition, we provide services such as proposals based on the latest VR technology and simulations that make use of three-dimensional data for housing equipment and building materials.

(* Based on our own internal investigation)

Civil Engineering/ Survey
CAD Software Business

CIVIL / SURVEY

Products/Services Offered

- Civil Engineering CAD
- Civil engineering management systems
- Survey CAD
- Systems for land and house investigators
- VR systems, etc.

Business Outline

We are engaged in the development and sale of design solutions for the civil engineering and survey industries, including a civil engineering CAD system essential to i-Construction, a survey calculation CAD system, which boasts the largest share* of the domestic survey CAD market, a registry application system for land and house investigators, and an electronic delivery system for government organizations (public works contractees) used by about half of the contractees in Japan.

(* Based on our own internal investigation)

Customer Support
Services Business

CUSTOMER SUPPORT

Products/Services Offered

- Telephone support
- Remote support
- Product manuals, operating guides
- Development of educational materials
- Planning/managing operations training, etc.

Business Outline

We provide various forms of support for the users of software supplied by Fukui Computer Group. We support our users from various angles to help them increase the efficiency of their operations, which includes developing a range of educational materials aimed at improving CAD skills, planning/managing operations training conducted nationally through live transmissions, and providing support content via our website.

Architectural CAD Software Business
for ARCHITECTURE

Fukui Computer Architect, Inc.
Fukui Computer System, Inc.

Leading the industry to a new stage, as a pioneer of architectural CAD.

Since the release of "ARCHITECTURE FORMBASE 5" in 1986, our "ARCHITREND" series has evolved through five generations of products. With an original development system, through which user needs are swiftly fed back into our products from business locations across Japan, we now boast the largest share of the domestic architectural CAD market.

We are providing solutions that support the wide-ranging needs of the architecture industry, including the first Japanese CAD system for BIM, for which we applied the know-how gained through this "ARCHITREND" series and optimized it for shop/building design, a system for supporting business proposals based on 3D housing models, and a system that enables construction management and client management to be conducted on the cloud.

In addition, in response to the recent rapid progress in internet and data processing technology, we have embraced the challenge of developing new services, such as services where 3D simulations of buildings and building materials can be accessed via the cloud and services where homes can be viewed in VR.

Going forward, our aim is to retain our place as a front runner that guides "architecture" to a new stage, ushering in a "new era of home construction" where general consumers are also involved alongside design engineers.
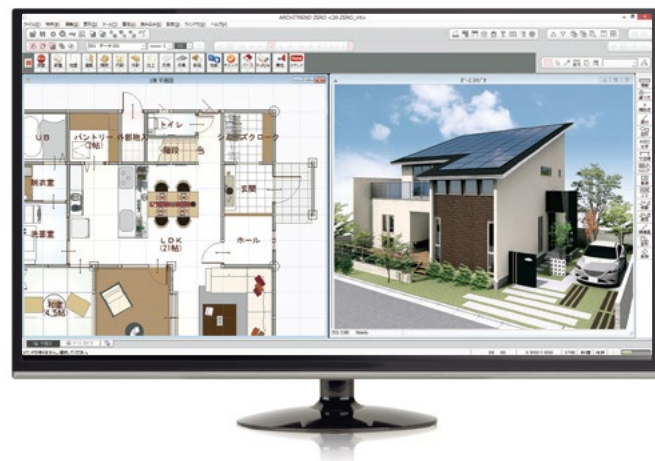
Introduction of Products/Services Offered

We are engaged in the development and sale of architectural design solutions, including the "ARCHITREND ZERO" 3D architectural CAD system, which boasts the largest share* of the domestic architectural design CAD market, and the "GLOOBE" BIM architectural design system for commercial and large-scale architecture.

(* Based on our own internal investigation)

Systems for Architecture

Architectural CAD systems (for housing)

ARCHITREND ZERO

"ARCHITREND ZERO" 3D architectural CAD system

"ARCHITREND ZERO" is the latest package in our 3D architectural CAD system, which has evolved over more than 30 years since the release of the first package in the series "Archi-TREND." The system has received praise for its performance, which allows users to instantly generate 3D models from basic data on attributes such as room layout and roofing and produce various plans, documents, and CG perspectives with great precision, and now boasts the largest share of the domestic architectural CAD market.
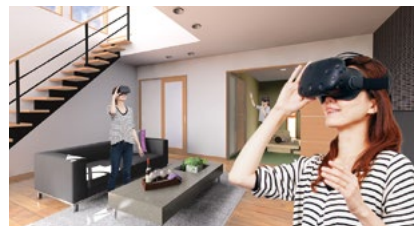
VR systems

ARCHITREND VR, GLOOBE VR

These high-end VR systems allow users to experience 3D models created using various CAD tools on a real-life scale.

Building materials simulation service

www.3cata.com

We have rendered 5,300 series of actual building materials from 184 manufacturers in 3D and made these available online.

Other services

We offer various other systems and services tailored to the needs of companies such as housing manufactures, building firms, and architectural design offices.

• Housing presentation software
• Housing lot planning software
• Renovation work software
• Cloud-based client management system
• Cloud-based construction management system
• Working drawing creation system, etc.

Total of 68,000 units sold to 37,000 companies across Japan*

We have continued to provide packaged software to architectural firms across Japan for more than 30 years and have an excellent track record in sales. Our software has been introduced by more than 75% of the top 10 local building firms in the various prefectures of Japan, and we have gained overwhelming popularity on a national scale. In addition, our software has been introduced by over 300 public/educational institutions throughout Japan and is being used extensively as educational material for the field of architectural design.

● **All Japanese prefectures**
Used by more than 75% of top local building firms

■ Introduced by 8–10 of the top 10 building firms
■ Introduced by 5–7 of the top 10 building firms

Calculated internally based on the "Housing Market Handbook 2016" by Jutaku Sangyo Kenkyusho Co., Ltd.

● **Architectural products**
Total of 68,000 units sold to 37,000 companies across Japan

40,000	
30,000	
20,000	
10,000	
5,000	

07 08 09 10 11 12 13 14 15 16

* Current as of FY 2016

Architectural CAD systems (for commercial and large-scale architecture)

GLOOBE

Japanese Building Information Modeling CAD System

"GLOOBE" BIM architectural design system

"GLOOBE" is a Japanese BIM architectural design system, which corresponds to Japanese design methods and the Building Standards Act. It enables three-dimensional design from the three perspectives of legal restrictions, exterior designs, and floor plans. The CAD system is optimized to designs used within Japan, since it accommodates flexible design functions and team designs, and rich building materials data based on Japanese specifications.

Commissioned Services and Media Business

Customized CAD services

We also provide operational services, including custom CAD systems matched to housing manufacturers' original specifications, and support for developing a variety of master data.

Commissioned development of systems

Using our know-how in CAD development, we also provide business solutions, including the development of systems that connect the production lines of large building materials manufacturers with ordering systems (EDI).

Housing advertisement services

We operate an online housing exhibition platform on which users can view virtual reality 3D model houses. Using this brand-new service, users can view the homes at any time, 24 hours a day, 365 days a year.

Exit poll systems

Outside the architecture industry, we supply exit poll systems that accurately project the results of national and local elections for various media outlets. We are supporting the development of news programs, including up-to-the-minute election broadcasts.
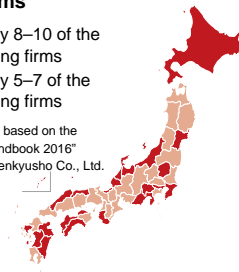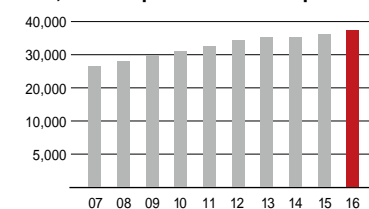
Practical product development that leverages the strengths of Japanese manufacturing

Quickly perceiving a large number of social currents and law revisions, including the Building Standards Act, our experienced architectural practitioners and license holders propose solutions tuned closely to business practices. We endeavor to develop products that place the operational efficiency of the client first, through detailed functions that non-Japanese systems cannot achieve.

Initiatives for new technology above and beyond CAD

Moving from three-dimensional CAD to VR, in an era where designing "spaces" has become the standard, we have recently been addressing the challenge of commercializing more advanced design technologies, including the use of MR and 3D urban data and the adoption of AI technology that uses big data. As an industry pioneer, we will continue releasing innovative new systems all of the time.
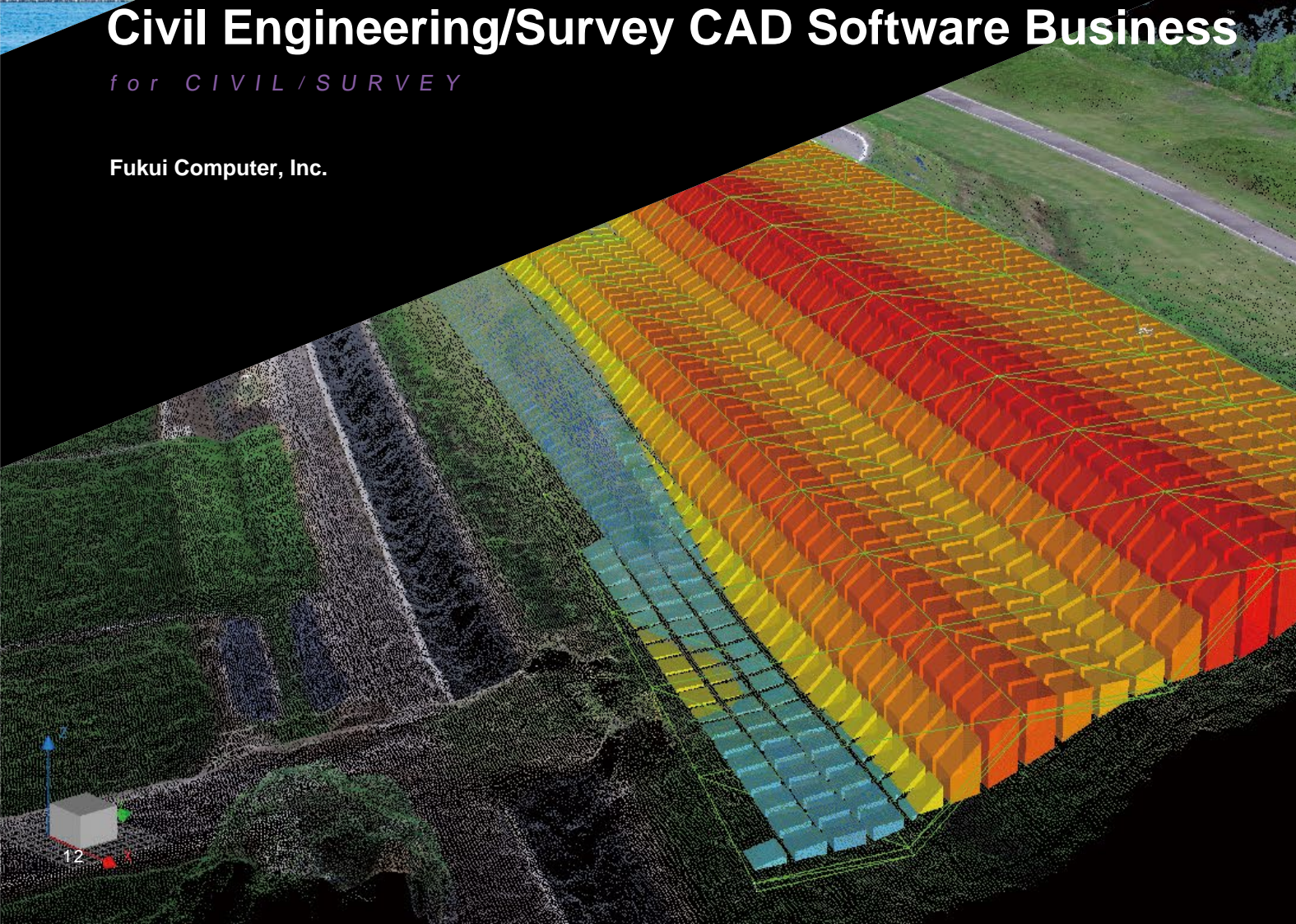
Civil Engineering/Survey CAD Software Business

f o r   C I V I L / S U R V E Y

Fukui Computer, Inc.

Supporting labor-saving with the latest technology as i-Construction accelerates the civil engineering and survey industries

Fukui Computer began its journey in 1982,

with the release of the "ZUSAKU" system for land and house investigators.

More than 35 years on, through the "BLUETREND" survey CAD series,

which became the de-facto standard for CAD systems in the survey industry,

and then through its successor product, "TREND-ONE,"

we are still extremely popular among surveyors and design engineers

across Japan and have secured the largest market share in the industry.

The know-how gained through this survey CAD has been applied to

CAD tools and various other systems in the field of civil engineering,

and our products have made a significant contribution to the computerization

of construction work, through systems such as electronic delivery, CALS/EC, and CIM,

in tune with the changing times.

In recent years, there is a pressing need for increased use of ICT, including measures to improve productivity

using "i-Construction," an initiative launched by the Japanese Ministry of Land, Infrastructure, Transport and Tourism in

conjunction with the enhancement and diversification of information technology in the construction industry.

For engineers whose work supports the infrastructure of local societies, we supply state-of-the-art solutions to economize on

labor and increase efficiency through useful products and value-added support services, providing support across the entire industry.
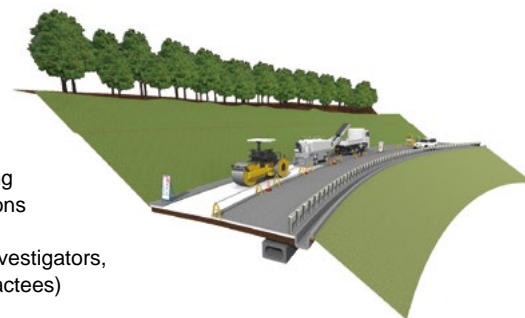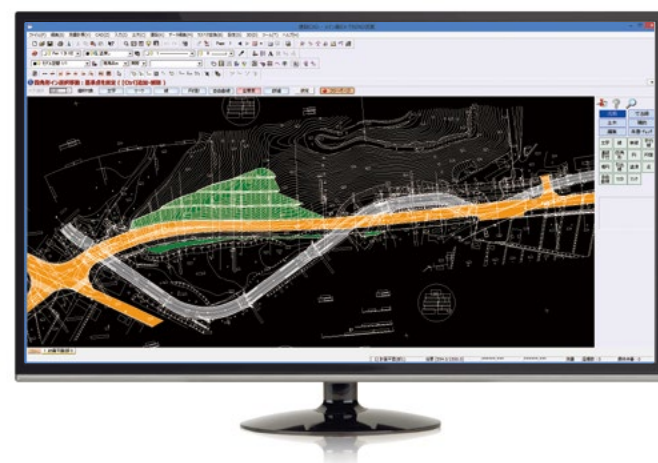
Introduction of Products/Services Offered

We are engaged in the development and sale of design solutions for civil engineering and surveying, including a civil engineering CAD system that is being used in locations across Japan, a survey calculation CAD system, which boasts the largest share* of the domestic survey CAD market, a clerical support system for land and house investigators, and an electronic delivery system for government organizations (public works contractees) used by about half of the contractees in Japan.

(* Based on our own internal investigation)

Civil Engineering Systems

○ CAD system for civil engineering works

"EX-TREND Musashi" civil engineering management system

"EX-TREND Musashi" is an all-in-one system for civil engineering work, which packages the necessary tools for construction work, including survey calculation, CAD, completed forms/photos/quality control, and electronic delivery functions. Particularly outstanding are the CAD functions linked to survey calculation, which achieve both ease-of-use and high functionality and are extremely popular with users across Japan. In addition, the electronic delivery programs in this series have helped us earn overwhelming trust, with more than half of the prefectures in Japan on board.

○ 3D design data creation system

TREND-CORE

This Japanese CIM system is designed to support companies with introducing "i-Construction," which aims to improve the productivity of construction sites.

○ VR system

TREND-CORE VR

This high-end VR system allows users to experience the state of construction and safety measures on a real-life scale.
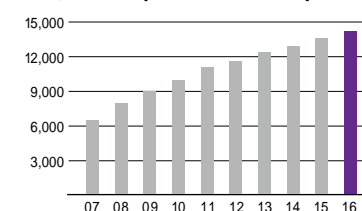
○ Other systems

We offer various other systems and services specialized to the needs of public works contractees (municipalities, etc.), including general construction firms.

• On-site tablet system
• Equipment/lifting management system
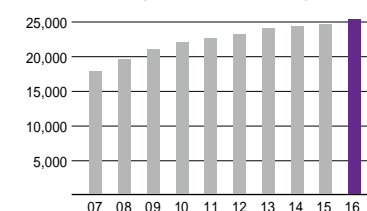• Electronic delivery management system for contractees, etc.

○ Total of 94,000 units sold to 39,000 companies across Japan*

We have continued to provide packaged software to construction firms across Japan for more than 30 years and have an excellent track record in sales, with 44,000 civil engineering packages sold to 14,000 companies and 50,000 survey packages sold to 25,000 companies. In addition, our achievements were recognized by public works contractees (government organizations, municipalities, etc.) and educational institutions throughout Japan (high schools, etc.), many of whom have also introduced our technology.

● **Civil engineering products**
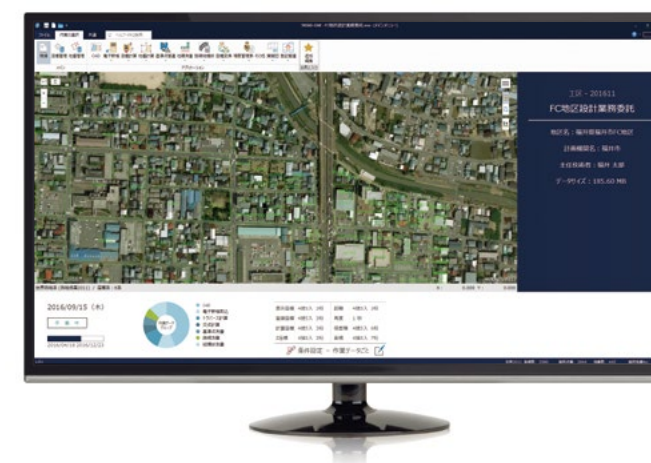**Total of 44,000 units sold to 14,000 companies across Japan**

● **Survey products**
Total of 50,000 units sold to 25,000 companies across Japan
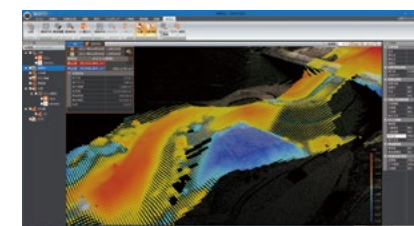

* Current as of FY 2016

Survey Systems

○ CAD systems for the survey/land and house investigators

"TREND-ONE" survey CAD system

This survey CAD system boasts the largest share of the domestic survey and land and house investigation industries. The system accommodates a wide range of tasks with a wealth of survey calculation functions, and CAD tools that work in conjunction with these, and can easily accommodate vast datasets, including photographic data such as aerial photographs, and point cloud data. It also includes error correction functions to reduce the workload. "TREND-ONE" is also compatible with support for housing lot development and for registry application drawings.

○ 3D point cloud processing system

TREND-POINT

This system visualizes 3D point cloud data collected by technology such as drones and conducts various kinds of measurements.

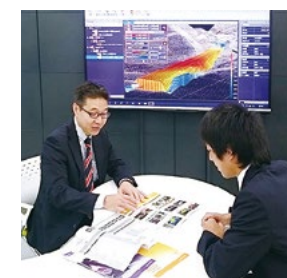### ○ On-site tablet system

TREND-FIELD

This highly mobile, portable CAD system can be used at the survey site, in sync with survey equipment.

○ Other systems

We offer various other systems and services specialized to the needs of public works contractees (municipalities, etc.), including general construction firms.

• Land and house investigator clerical support system
• Cadastral survey support system
• Data sharing systems, etc.

○ Reliable product development by experts with practical experience

We employ a large number of experts and qualified professionals with practical experience in the construction and survey industries, who are developing products closely tuned to business practices, proposing operations, and providing support. Accurately grasping the needs of the market, we have established a product development system based on the policy of high precision, high quality, and have gained popularity among customers across Japan over many years.

○ Active engagement with i-Construction

We are actively engaged in the provision of support for "i-Construction," an initiative launched by the Japanese Ministry of Land, Infrastructure, Transport and Tourism to improve the productivity of construction sites. We are also investing effort in state-of-the-art technology that uses non-PC devices, such as drones, clouds, smartphones and wearables, and deliver industry-leading products and services to the market.
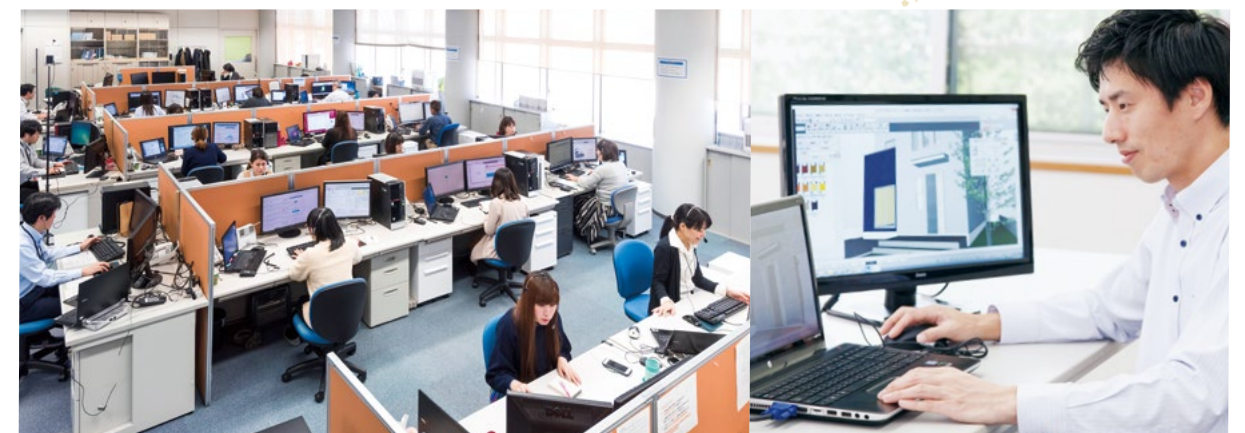
Supporting the efficient and continuous use of our software

In our customer support business, we are providing operational support for Fukui Computer Group products, and developing video-based educational materials, to strengthen our customer relationship.

We operate a "telephone support service," for resolving operation-related problems so that our products, which are becoming increasingly diverse due to changes in the market, can be operated more speedily. In addition, our "upskilling service," designed to facilitate more effective use of our products, helps our clients improve their operating skills, enabling them to use our software efficiently and continuously.

We respond to more than 210,000 inquiries per year

Customer Support Service Business

CUSTOMER SUPPORT

Fukui Computer Smart, Inc.

Call Center

We respond to more than 210,000 inquiries per year from users across Japan, and then feed back our findings into subsequent product development.

We have established a fully complete call center system so that appropriate support services can be provided in a speedy manner in response to as many as 210,000 user inquiries per year, including questions about our architectural and civil engineering/survey products. For inquiries such as questions about our products, as well as our free-dial telephone support service, we endeavor to resolve problems through methods such as remote support, in which our operators send accurate explanations to our users' computer screens. In addition, we gather users' opinions and feed these back into our product development process. We are developing procedures that enable us to respond to the needs of our users at all times.

○ Operation of support website

Operation of support website

Users can navigate through problems and solutions using a portal site that brings together all of our support menus.

○ Seminars/operations training

Smart School

We connect to seminar rooms across Japan via the internet to conduct seminars and operations training in all locations simultaneously.

○ Development of support content

Various content to support users in operating our products

We are creating manuals, operating guides, and educational materials in forms such as pamphlets, websites, and videos.

"Standing in our partners' shoes" is a fundamental part of our corporate philosophy.

Our corporate philosophy includes commitments to "all-member management" and our "product development philosophy" and "sales philosophy." In our "all member management," we respect pride and human rights under an open, horizontal personnel system. In our "product development philosophy," we consider that only our customers can judge the worth of our products. In our "sales philosophy," we have set out an approach that sees "sales" process as continuing up to the point where the client is able to use the product. Moreover, common to these three corporate commitments is the idea that we must always "stand in our partners' shoes," which includes our employees, clients, and business partners.

Under this approach, we will endeavor to be a company that produces products and services that its clients feel glad to have come across, a company whose business partners feel glad to work alongside, and a company whose stocks shareholders feel glad to have invested in and want to hold onto for many years to come.

In addition, recognizing that "satisfied employees mean satisfied clients," we will aim to be a company whose employees feel glad to have chosen and can experience even greater happiness in the future. Following the business concept of "Dream Big, Design First," we will develop products that meet the needs of the changing times and further enhance our support functions, making every effort to ensure that our clients continue to use our products.

Fukui Computer Group Corporate Philosophy

1. All-member management
2. Product development philosophy
3. Sales philosophy

Dream Big, Design First

Harukatsu Hayashi
Representative Director and President,
Fukui Computer Holdings, Inc.

Corporate Information

Fukui Computer Holdings, Inc.

Head office	1-2501 Takagi-chuo, Fukui City, Fukui 910-8521 Tel. +81 (776) 53-9200
Established	December 17, 1979
Business operations	Administration of subsidiaries, etc.
Representative	Harukatsu Hayashi, Representative Director and President

Fukui Computer Architect, Inc.

Head office	5-6 Isobe-fukusho, Maruoka-cho, Sakai City, Fukui 910-0297 Tel. +81 (776) 67-8850
Established	July 2, 2012
Business operations	Development and sale of architectural CAD software
Representative	Koichi Sato, Representative Director and President

Fukui Computer, Inc.

Head office	5-6 Isobe-fukusho, Maruoka-cho, Sakai City, Fukui 910-0297 Tel. +81 (776) 67-8860
Established	July 2, 2012
Business operations	Development and sale of CAD software for civil engineering/surveying
Representative	Tadashi Sugita, Representative Director and President

Fukui Computer Smart, Inc.

Head office	5-6 Isobe-fukusho, Maruoka-cho, Sakai City, Fukui 910-0297 Tel. +81 (776) 67-8880
Established	July 1, 2013
Business operations	Contracting of computer software operations guidance
Representative	Yoshihiro Kazama, Representative Director and President

Fukui Computer System, Inc.

Head office	1-2501 Takagi-chuo, Fukui City, Fukui 910-8521 Tel. +81 (776) 53-9250
Established	March 26, 1976
Business operations	Development and sale of packaged software for architecture
Representative	Tamotsu Matsui, Representative Director and President