

IV. Growth Strategy by Business

IV-1. Positioning

IV-2. Smart Infrastructure

IV-3. Eye Care

Advancement of i-Construction related business

Stable increase of public civil construction works adopting ICT and 3D data

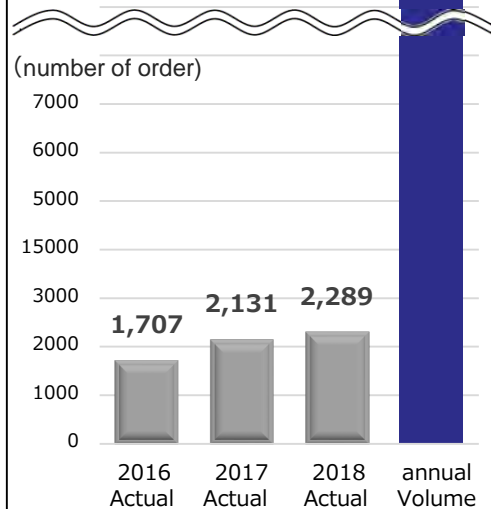
i-Construction

i-Construction number of order

Source: MLIT, Japan

Number of public works orders

approx. 15,000 /year

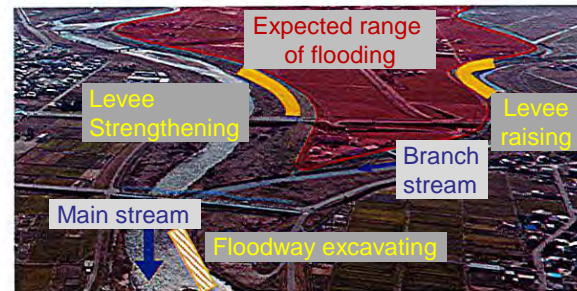


国土強靱化

National resilience

(Three-years emergency measure: ratified on December 14, 2018)

The scale of the project is approx. **¥7 trillion** in 3 years

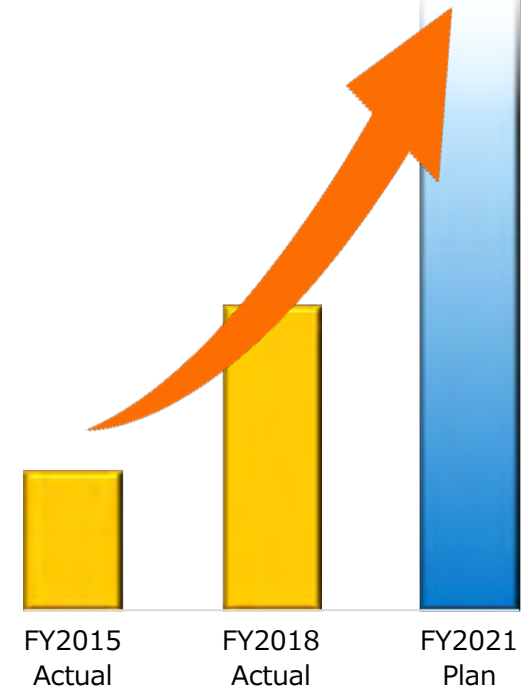


Emergency measures such as Reinforcement of river banks

Source: MLIT, Japan

Sales of i-Construction related business in Japan

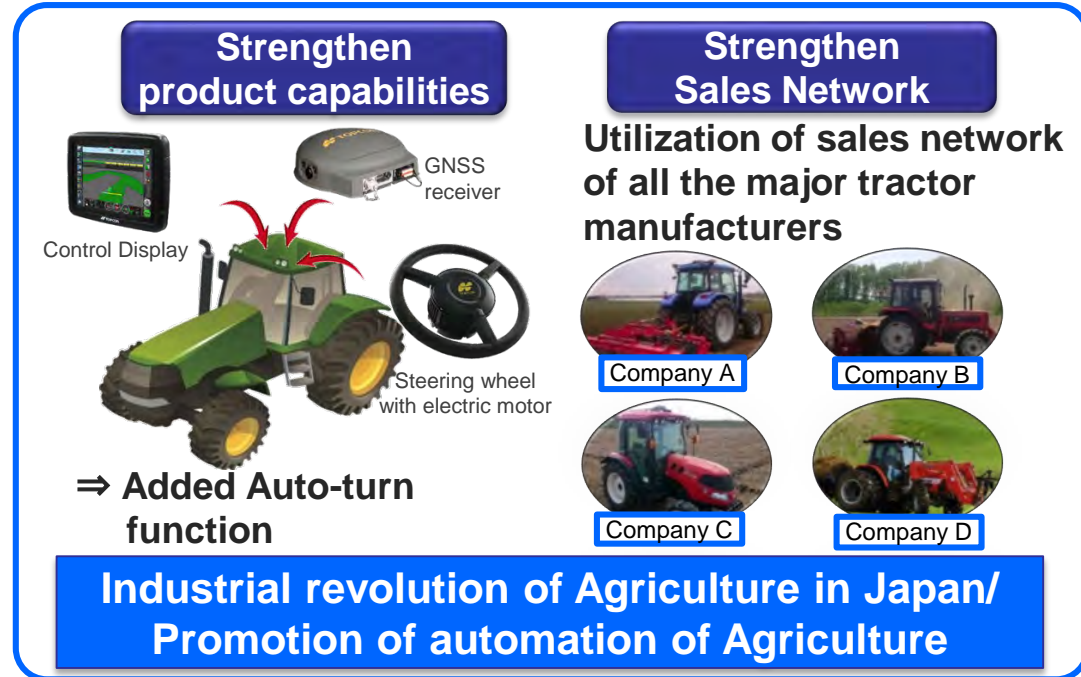
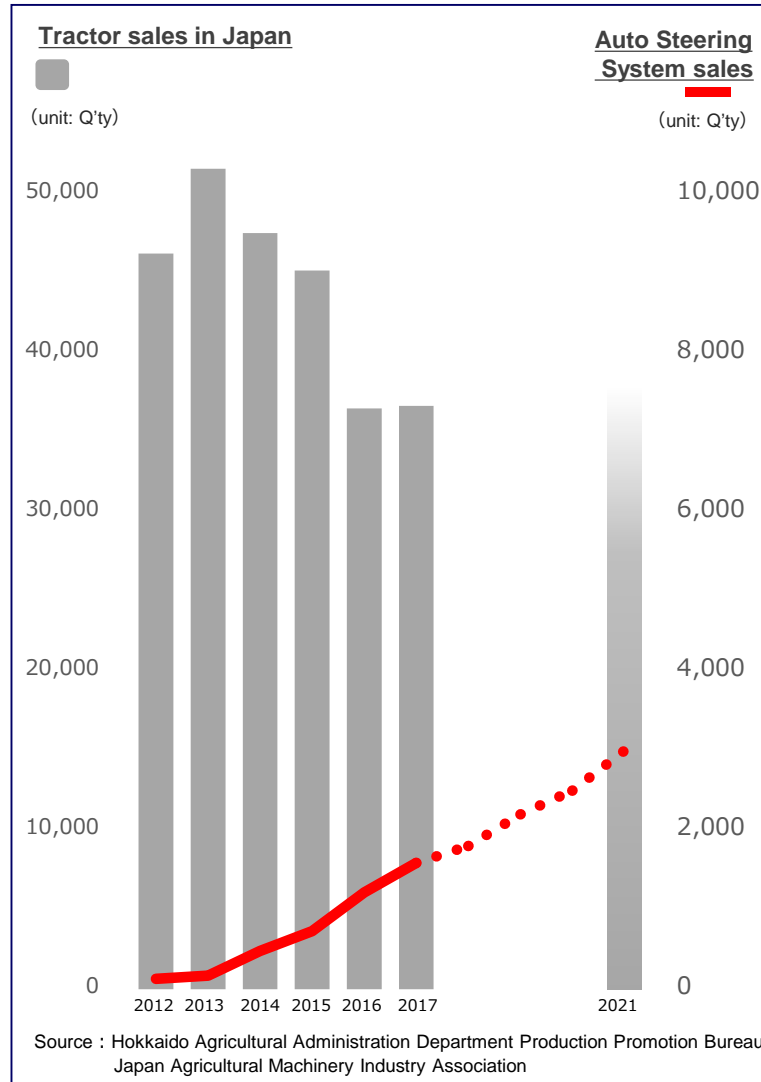
(IT Construction system / 3D measurement)
(unit: amount)



*MTP=Mid-term Business Plan

Expansion of infrastructure market in Japan

Installation ratio of Auto Steering System increase year by year



**Expanding the success model into Asian countries
(India · Korea · Thailand · Taiwan, etc.)**



BIM market development : Promoting combined solutions of 3D Measuring devices and software

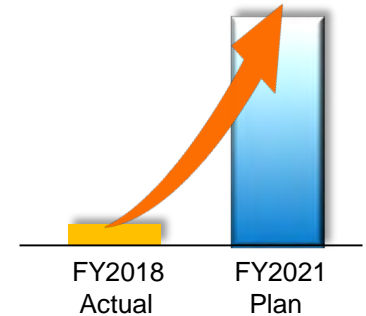
Smart Infrastructure

Significant increase of BIM work productivity

Significant work period reduction! 9 weeks to 3 days!
(**15 times** faster than conventional method)

BIM sales plan

(unit: amount)



[Hardware]
3D Measuring
Devices



3D Laser Scanner

3D data measurement

[Software]
Acquired by
M&A



Automatic generation
of 3D model from
3D Measuring data

Auto-generated
3D model



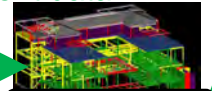
3D design data
qualification



Real time
automatic comparison



Compare design data
and current data



3D design data

Easy generation
of 3D model

Work period
reduction

BIM Workflow

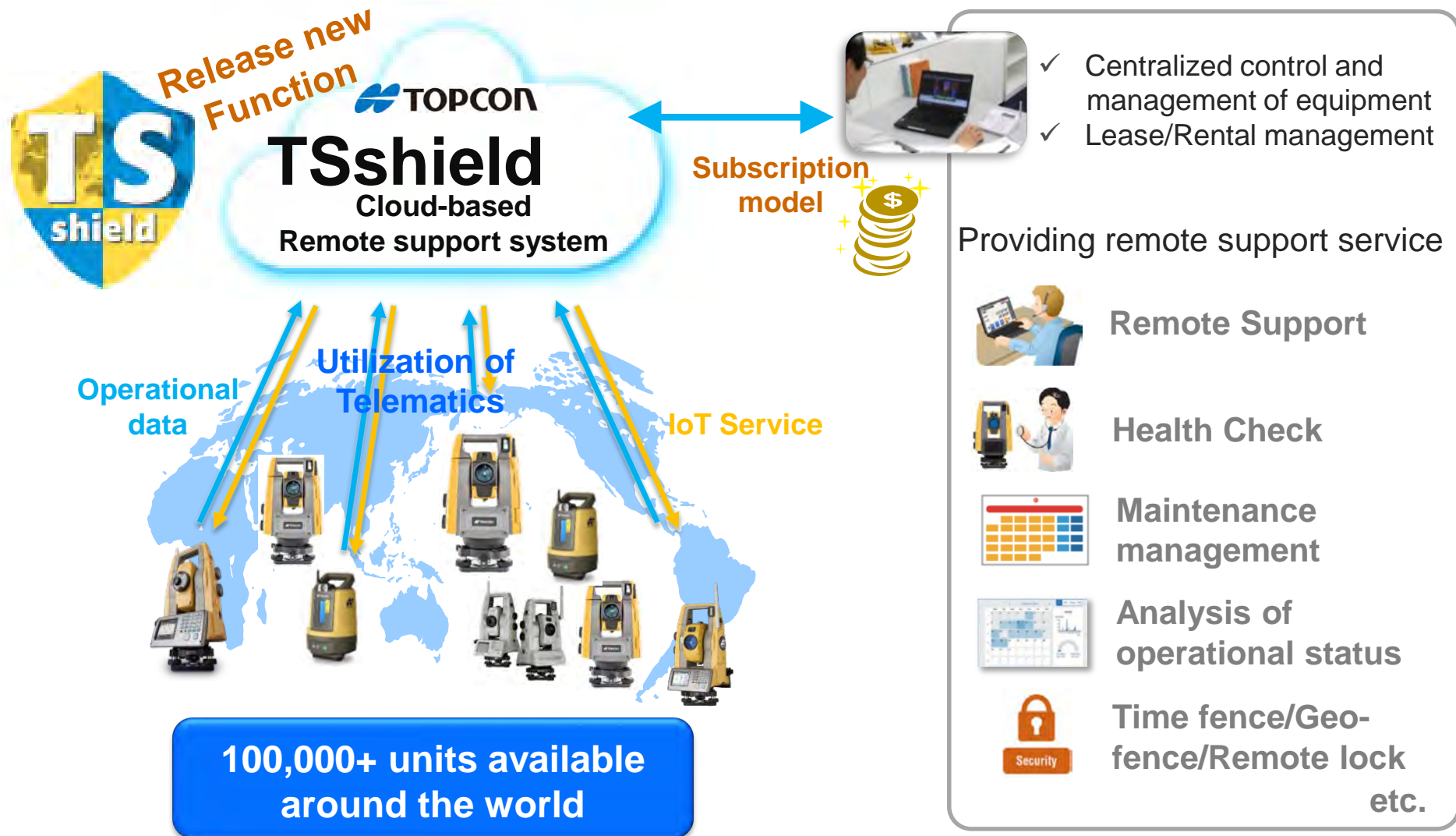
Design

Onsite check

Execution

Maintenance

Accelerate IoT business utilizing Total Station



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Utilization of Software Development Subsidiary in the US



**Topcon
Healthcare
Solutions**

(Software Development Subsidiary(US))

- Established new company in the US in May, 2018
- Hiring competent engineers, planning, marketing staffs **from outside**, and the organization grew with over **120** employees
- **Established global organization** by setting up sales subsidiary in Europe and Asia respectively

THS(US)/THS EMEA(Europe)/ THS AP(Singapore)

Released software and started providing solution service

● Software



Topcon Harmony

- Data management software
- Possible to unify the diagnostic data thanks to vendor neutral system



Topcon Cloud

- Cloud Data Management
- Automatic data backup

● Solution service



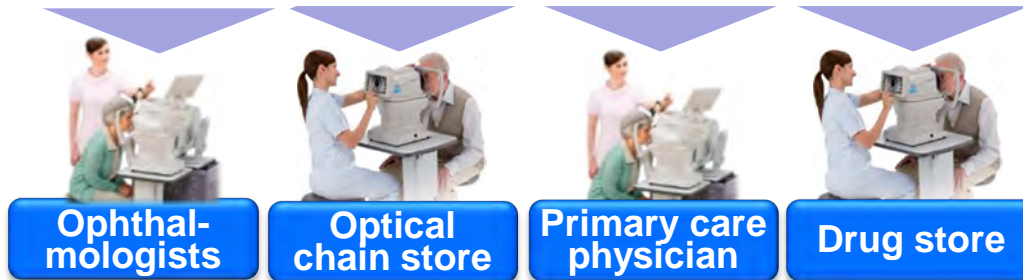
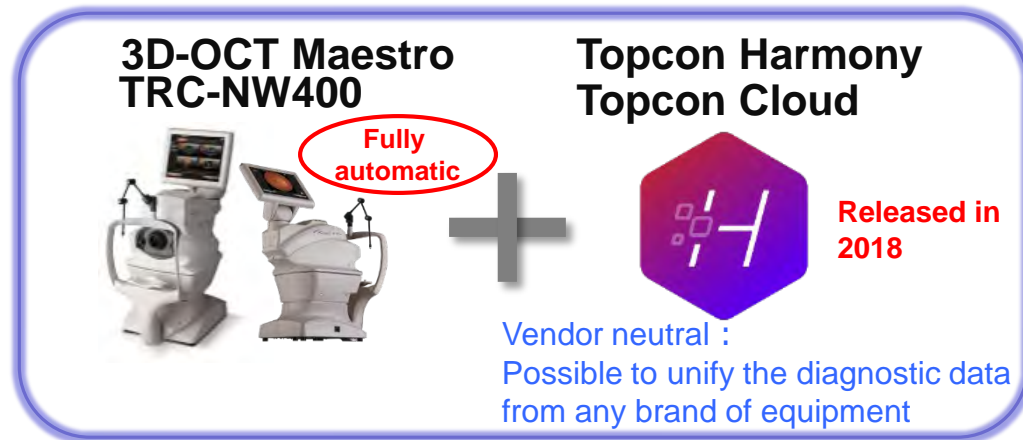
Topcon Screen

- Screening Inspection Service
- Charge per inspection

Strong software development capability is to ensure the driving force of the screening business expansion

Sales expansion of fully automatic screening equipment

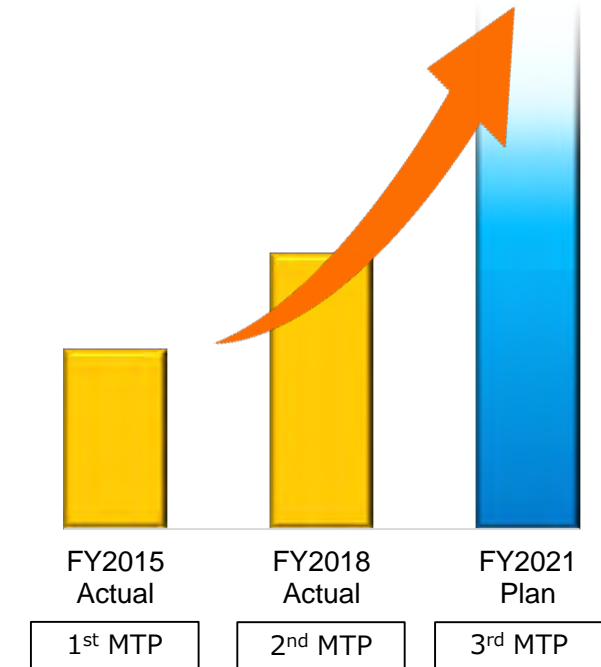
Expand the synergy sales of hardware and software



Making it possible for major optical chain stores to provide screening services besides Ophthalmologists

Sales of fully automatic Screening equipment

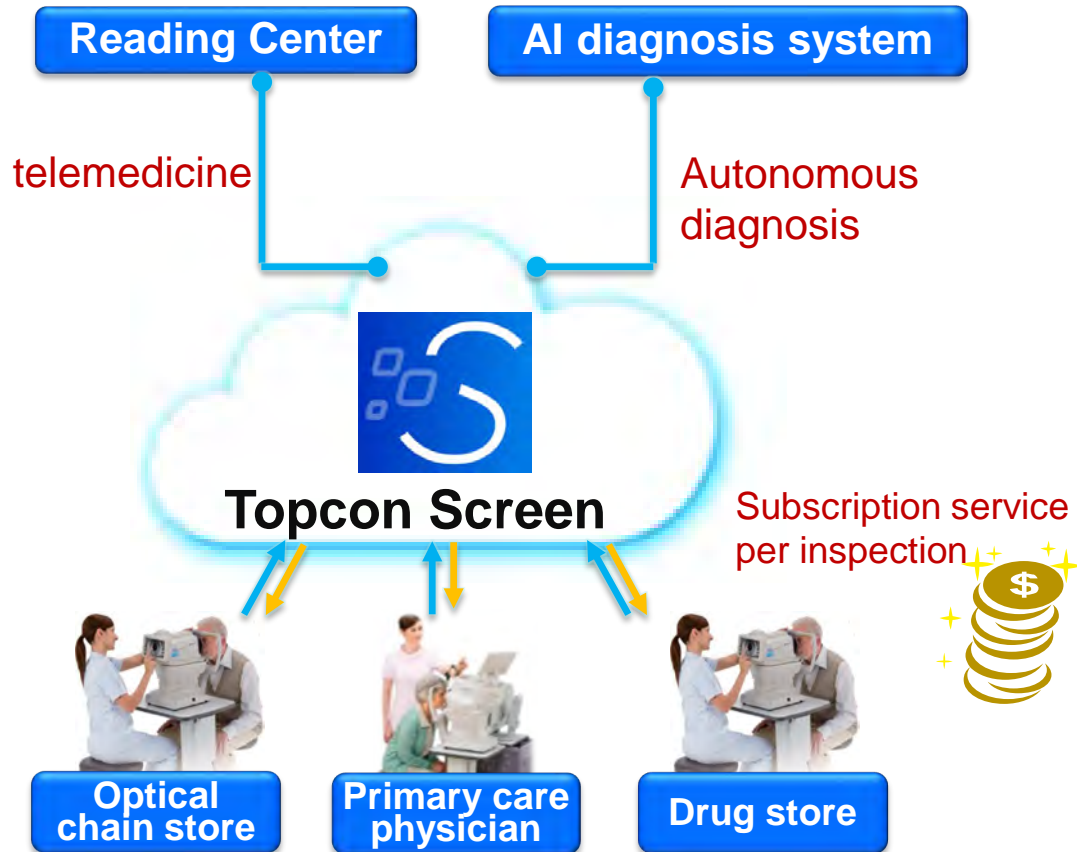
(unit: Q'ty)



*MTP=Mid-term Business Plan

Utilization of subscription model

Started offering screening inspection service



Possible to get screening inspections besides at ophthalmology clinic

Practical application of autonomous AI diagnosis



World's First FDA approved Autonomous AI diagnostic system

(as a condition to use with Topcon TRC-NW400)

- Early diagnose of Diabetic retinopathy
- Early detection, Early treatment
- Improvement of medical efficiency and quality



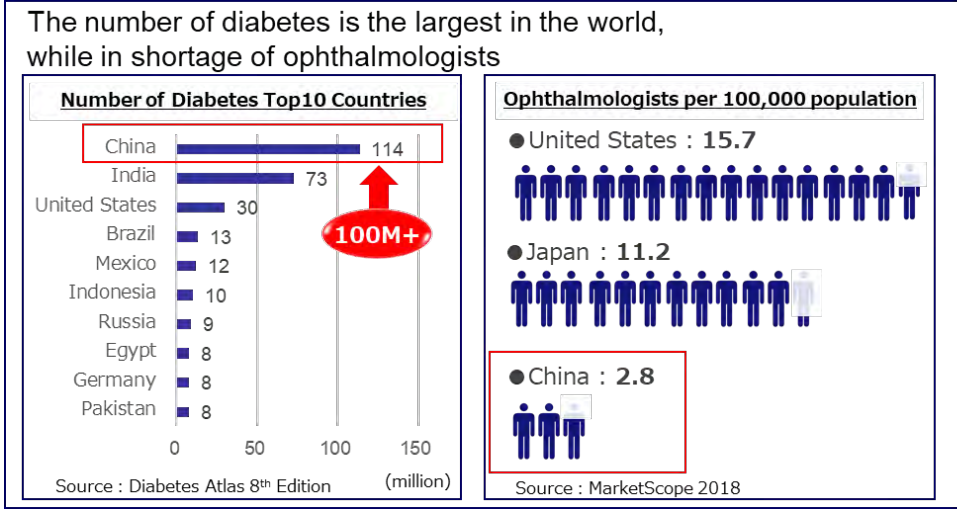
Started offering a screening inspection service through primary care physicians

IDx Technologies Inc.

*US venture company which develops algorithm of the disease detection based on retina or OCT image

*The above screening service by IDx-DR is not provided as a Topcon Screen service.

Creation of screening business in the world's largest diabetes market

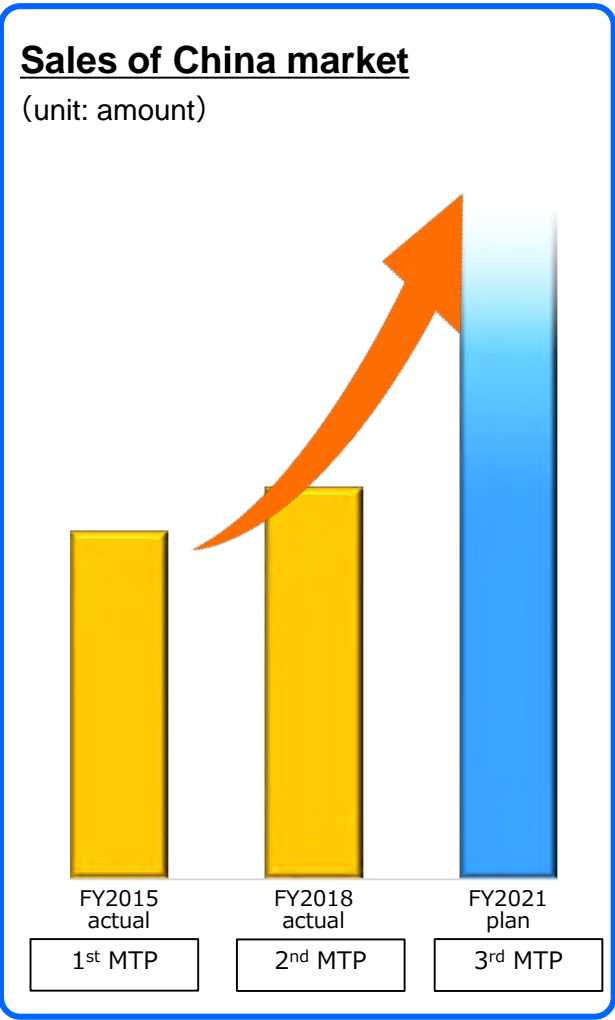
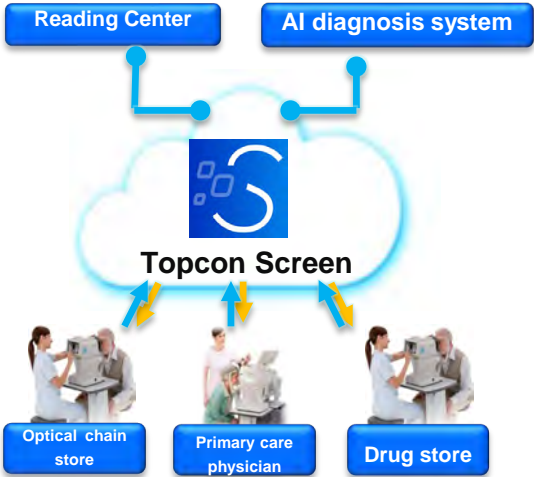


Expand Screening Business in a huge growing market

3D-OCT Maestro
TRC-NW400

Topcon Harmony
Topcon Cloud

Fully automatic



Cautionary Note regarding Forward-Looking Statements

These materials contain forward-looking statements, including projections of future operating performance. Such statements are based on management's best judgment, given the materials available to them at the time these statements are made.

However, please be aware that actual performance may differ from projected figures owing to unexpected changes in the economic environment in which we operate, as well as to market fluctuations.

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