RESULT REPORT

Manage Disasters,
    Prevent Crimes,
        Reduce Every Risk

Risk Control in Tokyo

RISCON
TOKYO

Disasters

Crimes

Business risks

Security & Safety Trade Expo 2016

Special Equipment Exhibition & Conference for Anti-Terrorism '16

Dates : Oct.19 Wed. - 21 Fri., 2016

Venue : Tokyo Big Sight West Hall 1, 2, 3 and Conference Tower

Organizer : Tokyo Big Sight Inc.

10th

SEECAT

Special Equipment Exhibition & Conference for Anti-Terrorism

Now, Confronting Terroism

Contents

Show Outline

Organizer:	Tokyo Big Sight Inc.
Special Sponsor:	Tokyo Metropolitan Government
Sponsors:	Cabinet Office (Director General for Disaster Management) /
	National Police Agency / Reconstruction Agency /
	Fire and Disaster Management Agency /
	Ministry of Education, Culture, Sports, Science and Technology /
	Ministry of Health, Labour and Welfare / Ministry of Economy, Trade and Industry /
	Ministry of Land, Infrastructure, Transport and Tourism /
	Japan Meteorological Agency / Japan Coast Guard / Ministry of Defense /
	National Governor's Association / Japan Association of City Mayors /
	National Association of Towns and Villages / Fire Chiefs' Association of Japan /
	U.S. Commercial Service / Information-Technology Promotion Agency, Japan /
	Japan External Trade Organization(JETRO)
Supporters:	Japan Business Federation / Japan Association of Corporate Executives /
	The Japan Chamber of Commerce and Industry /
	Central Federation of Societies of Commerce and Industry /
	Japan Overseas Enterprises Association / Council for Public Policy /
	All Japan Security Service Association / Japan Security Systems Association /
	Japan Firefighters Association / Japan Fire Alarms Manufacturers' Association /
	Japan Fire and Crisis Management Association / The General Insurance Association of Japan /
	Japan Association of Defense Industry / Japanese Red Cross Society / The Japan Gas Association /
	Japan Atomic Industrial Forum, Inc. / Japan Engine Generator Association /
	The Japan Society of Seismic Isolation / Japan Air Cleaning Association /
	Japan Office Institutional Furniture Association /
	The Scheduled Airlines Association of Japan /
	Japan Cable and Telecommunications Association /
	National Federation of Shopping Center Promotion Associations /
	Japan Data Center Council / Japan Bousaisi Society /
	Telecommunications Carriers Association / Japan Facility Management Association/
	Engineering Advancement Association of Japan / Nippon Signs Association /
	Nuclear Damage Compensation and Decommissioning Facilitation Corporation /
	Japan Cybercrime Control Center
Show Management:	ATEX Co., Ltd.
Exhibition Scale:	342 Exhibitors, 568 Booths (including co-exhibitors)
Admission Fee:	JPY 2,000
	Consumption tax included.
	Bearers of the invitation ticket or advanced registration were not charged.
	Visitors who have a visitor's badge of other co-located show could enter RISCON TOKYO 2016 for free.
Special Affiliated Event:	CYBER SECURITY WORLD 2016

*RISCON: A blend word from "Risk (Danger, Crisis)" and "Control (Administration, Management)." This word connotes our aspiration "avoiding risk completely is difficult but willing to control it as much as possible." "RISCON" is the registered trademark of Tokyo Big Sight Inc.
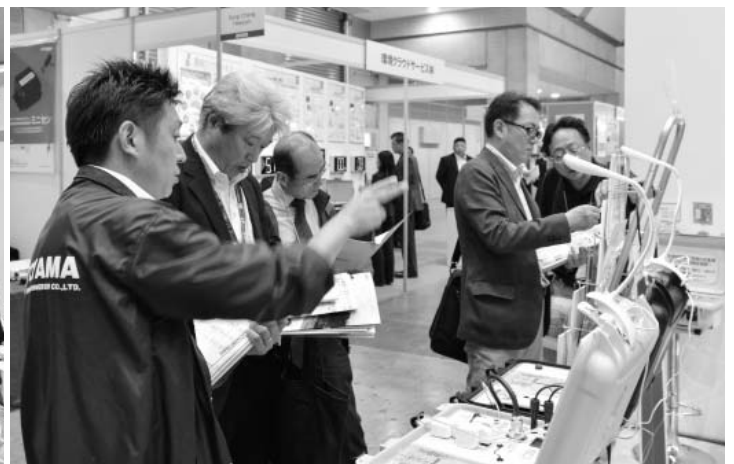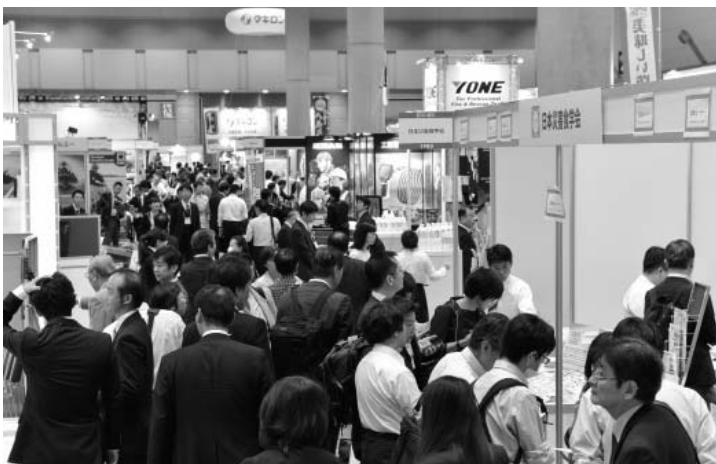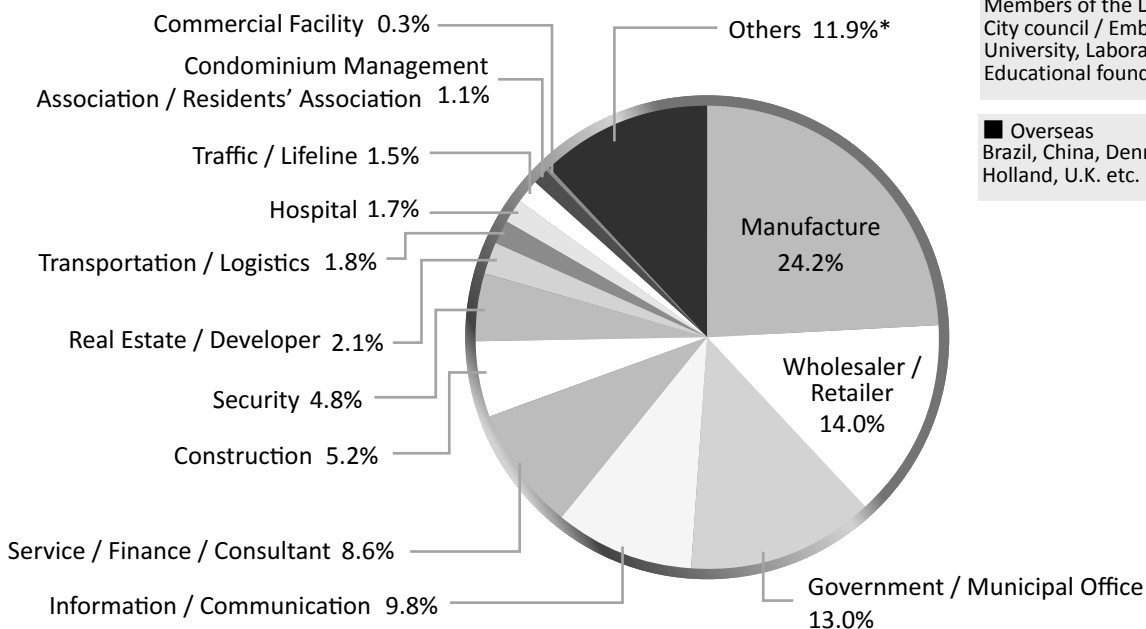
Overview of Visitors

Date	Weather	Registered Visitors[1]	Visitors[2]	RISCON TOKYO 2015	
				Registered Visitors[1]	Visitors[2]
Oct. 19 Wed.	Fine	5,851	19,854	5,885	18,677
Oct. 20 Thu.	Fine	6,204	18,683	6,638	18,120
Oct. 21 Fri.	Fine partly Cloudy	7,387	21,243	7,832	20,674
TOTAL		19,442	59,780	20,355	57,471

2015-20014   Approved Exhibition
JECC
Japan Exhibition Certification Council

*1 The actual number of visitors registered his/her name and company name etc. No double-counting of repeaters. (excluding Press)
*2 The number of "Visitors" includes repeaters. (excluding Press)

<Breakdown by Industry>

- Commercial Facility 0.3%
- Condominium Management Association / Residents' Association 1.1%
- Traffic / Lifeline 1.5%
- Hospital 1.7%
- Transportation / Logistics 1.8%
- Real Estate / Developer 2.1%
- Security 4.8%
- Construction 5.2%
- Service / Finance / Consultant 8.6%
- Information / Communication 9.8%
- Others 11.9%*
- Manufacture 24.2%
- Wholesaler / Retailer 14.0%
- Government / Municipal Office 13.0%

*Others:
Members of the Diet, Prefectural assembly, City council / Embassy / Disaster Volunteer / University, Laboratory / Educational foundation / NPO foundation

■ Overseas
Brazil, China, Denmark, France, Germany, Holland, U.K. etc.

Results of Visitor Questionnaires

Q1 What is your occupation?

- Legal / Audit 0.3%
- PR / Advertisement 1.0%
- Production 1.0%
- Information System 2.7%
- Facility Management 5.0%
- Planning / Marketing 7.7%
- CEO / Management 8.7%
- R&D 6.7%
- Sales 13.0%
- Others 16.8%
- Public Agency **23.7%**
- General Affairs / Accounting / Human Resources **13.4%**

Q2 What is your job title?

- Director / Executive Officer 10.2%
- Department / Section Manager 23.7%
- Section Chief / Assistant Manager 22.6%
- No Title 43.5%

Q3 Level of Involvement in purchase decision

- Final decision maker **8.2%**
- Vice decision maker **10.5%**
- Advisor / Analyst **33.7%**
- Technician / User 16.7%
- Not involved 30.9%

Q4 How did you find RISCON TOKYO 2016? (Multiple answers)

- Invitaion ticket 49.0%
- Official website 33.0%
- Introduction from an acquintance 11.6%
- Direct mail from the organizer 10.2%
- E-Mail from the organizer 2.7%
- Visited co-located show 2.4%
- Mass media 1.0%

(0 10 20 30 40 50 (%))

Q5 What is your purpose of visiting?

- Others 3.5%
- To participate in a seminar 11.2%
- To consider purchasing of a product/service **16.9%**
- To gather information of a product/service **68.4%**
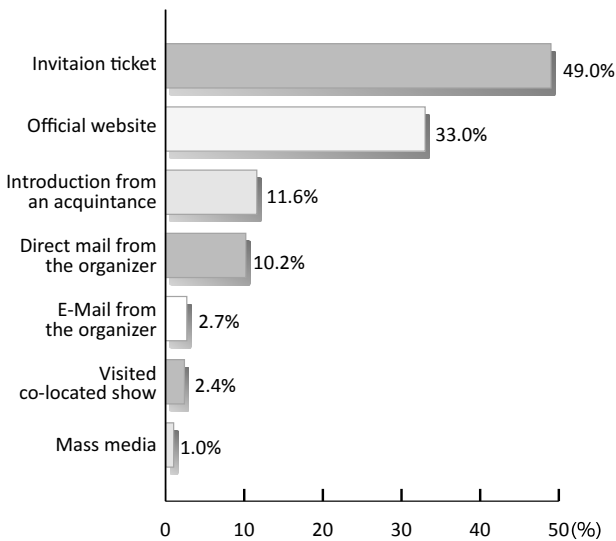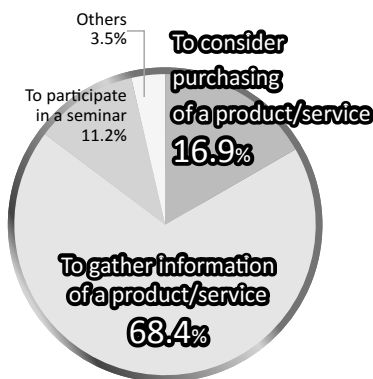
Q6 Did you find this RISCON useful?

- Not useful 3.1%
- Very useful **35.9%**
- Useful **61.0%**
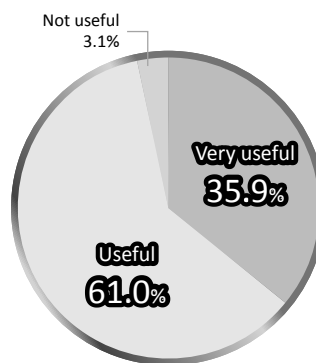
Q7 Will you attend next RISCON?

- Will not 0.7%
- Definitely yes **34.4%**
- Possibly yes **64.9%**
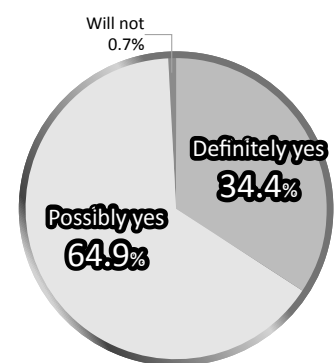
■ Public agencies accounted for a quarter of the respondents, which suggests that there are many visitors from government offices. General Affairs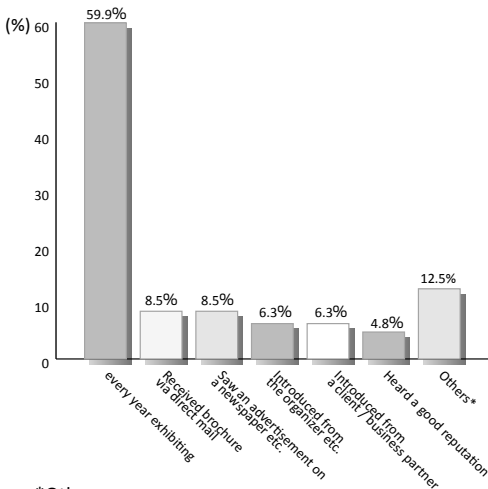, Accounting, Human Resources, and Facility Management staff members who are in charge of crisis management, as well as top management and managers visited the trade show.

■ About 97% responded that visiting RISCON was useful. Visitors are also willing to come back to the show. This suggests that RISCON has high expectations within the risk management market as a place to obtain information about products and services.

Risk Control in Tokyo
RISCON TOKYO

Results of Exhibitor Questionnaires

Q1 | Reason to know or decide to exhibit at RISCON (Multiple answers)

(%)

- 59.9% every year exhibiting
- 8.5% Received brochure via direct mail
- 8.5% Saw an advertisement on a newspaper etc.
- 6.3% Introduced from the organizer etc.
- 6.3% Introduced from a client / business partner
- 4.8% Heard a good reputation
- 12.5% Others *

*Other reasons
- We exhibited in the past and have new products.
- We were looking for a trade show related to disaster prevention and found the website.
- We saw the event on the Tokyo Big Sight Exhibition Calendar.

Q2 | About the number of visitors of RISCON

- More than expected 9.4%
- Lower than expected 33.5%
- Good as expected 57.1%
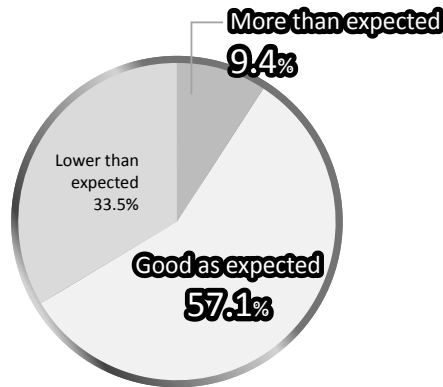
● Comments
- We had more visitors than we expected to come to our booth.
- We had more respondents to the questionnaire at our booth than last year.
- We gathered more information about our prospects than we expected.
- We had good feedback on our new products.
- Another trade show in the same industry was held at the same time, so it seemed like there were less number of our target audience.

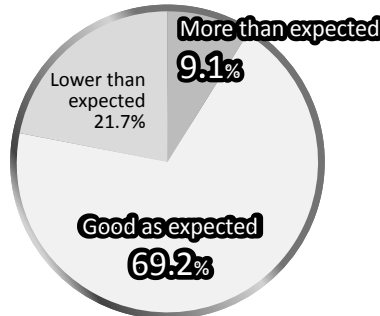**Q3** | About business meetings at RISCON

- Did not have a beneficial meeting 24.5%
- Had beneficial meetings 75.5%
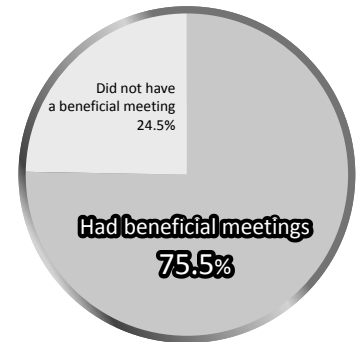
Q4 | Please choose the answer that best describes of the result you gained through this RISCON.

① As a place to enter a business
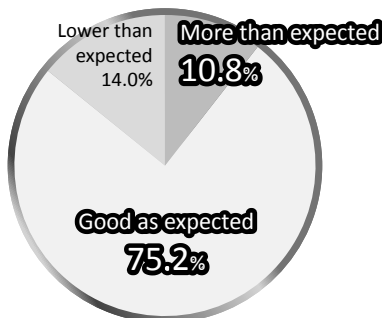- More than expected 5.2%
- Lower than expected 20.2%
- Good as expected 74.6%
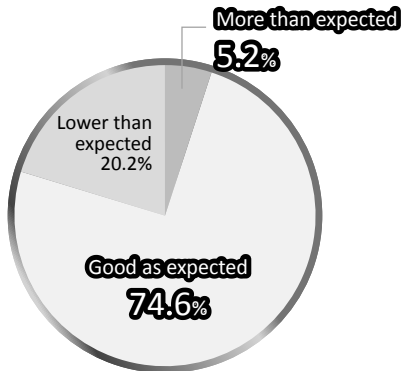
② As a place to acquire new customers
- More than expected 9.1%
- Lower than expected 21.7%
- Good as expected 69.2%

③ As a place for promotion to existing customers
- Lower than expected 12.2%
- More than expected 9.5%
- Good as expected 78.3%

④ As a place to introduce new products & technologies
- Lower than expected 14.0%
- More than expected 10.8%
- Good as expected 75.2%

⑤ As a place for sales promotion & PR
- Lower than expected 11.4%
- More than expected 9.9%
- Good as expected 78.7%
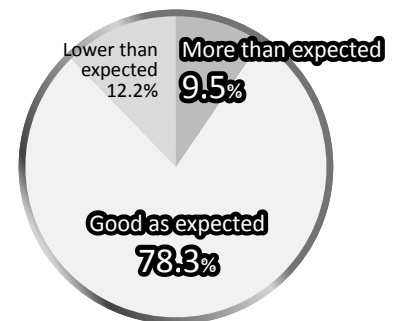
⑥ As a place to get feedbacks about exhibits from visitors
- Lower than expected 13.3%
- More than expected 6.3%
- Good as expected 80.4%
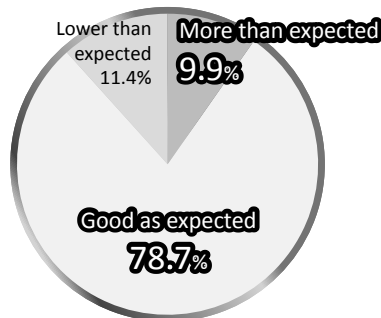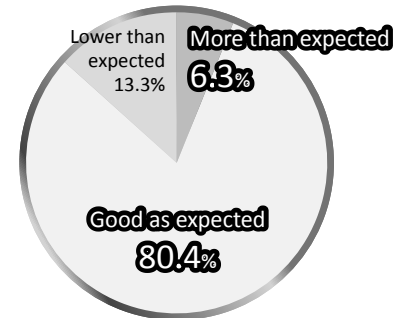
■ 70-80% of the exhibitors responded that the trade show results were "as expected, or more than expected." There were a number of feedback on specific results including the following: "Highly aware visitors were interested in our booth," "We were able to conduct business meetings of high expertise," and "We have a number of leads that can turn into a contract".
We had good reviews as a trade show, as companies were able obtain concrete results for PR, marketing, and new customer acquisition within the risk control market.

Exhibit Categories & Main Exhibits, Zone

Disaster Risk Reduction Zone

	Robot & Drone for Disaster Measures **[Focused Exhibition Area]**	Disaster response robots / Exploration robots / Firefighting robots / Power assist suits / Safety devices for drones / Emergency measures solution etc.
	Earthquake Measures	Trailer / Earthquake-resistant mat / Aseismatic reinforcing metal fitting / Fall prevention system for ceilings / Fall prevention tool for furniture / Shelter for anti-earthquake and tsunami / Earthquake early warning devices / Toilet for disaster etc.
	Natural Disaster Measures	Waterproof board / Waterproof gate / Pump air shelter / Water gauge / River water level alarm units / Flood warning systems / Liquid Vacuum cleaner / Inflatable boat / Boots & Rain wear / Weather radars / Snowmobiles / Snow removal machine etc.
	Rescue & Emergency Medicine	Rescue stretchers / AEDs / Infection prevention suits / Harness / Carabiner / Goggles / Cardiopulmonary resuscitator / Emergency bandages and scissors / Rescue training manikins / Gloves for emergency disasters / Hemostatic pad / All-weather waterproof containers / Aquatic rescue equipments / Rescue boat / Electro-hydraulic rescue equipments / Evacuation stair car / Pyrotechnics signal / Fire pot / Fire protection privention cloths / Tent etc.
	Fire Prevention & Control	Fire suits / Special fire resistance clothes / Emergency shower / Eye washers / Emergency rainwater tanks / Quake breakers etc.
	ICT for Disaster Management	J-Alert receivers / Area mail warning devices / High-performance speakers / Emergency report systems / Emergency information display systems / Safety information sharing systems / Slope Inclination detection systems etc.
	Emergency Food & Stockpile	Emergency bag / Emergency food / Preserving water / Emergency portable toilets / Hand-cranked type charging radio light / Soup apparatus / Knockdown emergency water supply tanks / Partitions for disaster evacuation shelters / Folding beds / Manhole toilets etc.
	Infection Control	Gas masks / Biohazard masks / Armor kit / Protective clothing etc.
	Deterioration Infrastructure Measure & Disaster Reconstruction	Plastic flooring boards / U-typed street / Structure inspection and diagnostic equipment / Airborne asbestos detection devices etc.
	Other Disaster Risk Reduction Measures	Obstruction lights / Traffic control equipment / Folding helmet / Reflection vest / Safety shoes / Rain suits / Volcano response items / Head light / Evacuation guidance towers / Night vision scopes / Thermal camera / Waterproof binoculars / Environment measuring instruments / Respiratory protection equipment / Motorcycles for disaster relief activities / Disaster response vehicles for transportation / General disaster prevention and disaster information systems / Ranger lope / Special equipment / Waterproofed case / Phosphorescent related products / Laser range finder / Pressure gauges and thermometers / Ultra-light ceiling material / Flame resistant bedding materials / Bacteriostatic flame resisting material blanket / Disaster relief stock warehouses etc.

Security Zone

	2020 TOKYO Security **[Focused Exhibition Area]**	Crime prevention equipment for large-scale events / Reflection vest / Long-distance speakers etc.
	Surveillance & Crime Prevention System	Camera equipment / Video surveillance solutions / Network surveillance solutions / Image processing / Cloud-type security service / Biometric systems / License plate recognition devices etc.
	Access Control / Outside Security	Access control / Cash transport vehicles / Bulletproof shields etc.
	Security Service	Next generation man-machine systems / Binoculars / Sighting device etc.
	Self-Protection	Self-defense equipment etc.
	Local Crime Prevention	Sasumata (anti-riot forks) / Life jacket etc.
	Other Security Equipment & Systems	Screeners / X-ray inspection apparatus / Roadblocks / Indicator locks etc.

Business Risk Management Zone

	Factory and Worksite Safety Measures **[Focused Exhibition Area]**	Safety shoes / Work gloves / Emergency power supply for a portable generator / Engine cutter / Chain-saw / Small infrared camera systems / Wearable positioning devices etc.
	Reduction of Transportation Risks **[Focused Exhibition Area]**	Electric resin bollard etc.
	Emergency Communications / WEB Conference System	Radio communication equipment / Satellite communication service / Receiving apparatus for fire protection etc.
	Power Outage & Saving Measures	Emergency power supply / Private electric generator / DC power supply systems / Folding solar panels etc.
	Other BCP / BCM Supports	Emergency fuel delivery systems for disaster relief / Small tanks for hazardous materials / Moving power supply vehicles / Cloud-type surveillance systems etc.

CYBER SECURITY WORLD Zone

Solutions for Enterprise	
Solutions for Municipal Government	Cyber terrorism preventive software / Traffic visualization alert systems / Targeted attack solutions and threat intelligence services / Automatic file encryption software / Cybersecurity exercise services etc.
Solutions for Critical Infrastructure	
Other Cyber Security Equipment & Systems	

Risk Control in Tokyo
RISCON TOKYO

Results of Exhibitor Questionnaires from CYBER SECURITY WORLD

Q1 About the number of visitors of CYBER SECURITY WORLD

More than expected
12.5%

Lower than expected
31.3%

Good as expected
56.2%
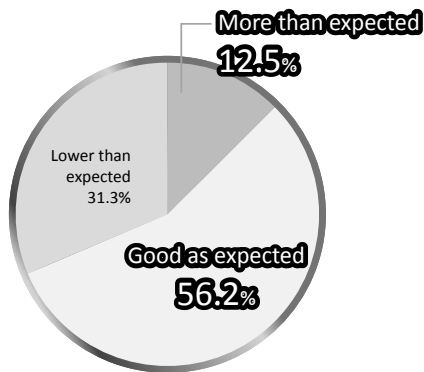
Q2 About business meetings at CYBER SECURITY WORLD

Did not have a beneficial meeting
33.3%

Had beneficial meetings
66.7%
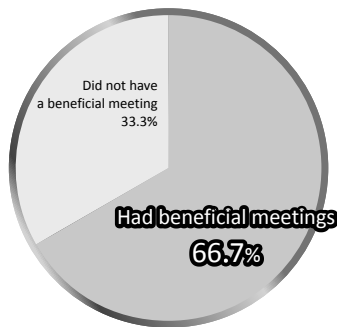
● Comments
- We exhibited for the first time but were able to have business meetings with many people.
- There were a significant number of national and local government officials as anticipated.
- A big portion of visitors were the people in charge of critical infrastructure security.
- The visitor profile meets our needs.
- There were many end users, so it was a good direct sales opportunity.

Q3 Please choose the answer that best describes of the result you gained through this CYBER SECURITY WORLD.

①As a place to enter a business
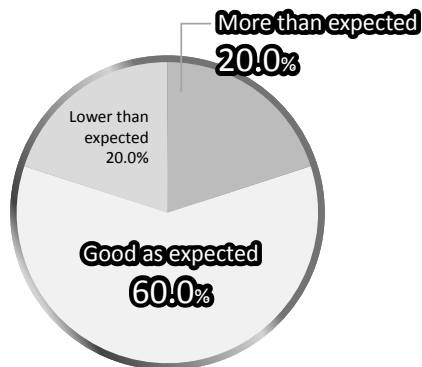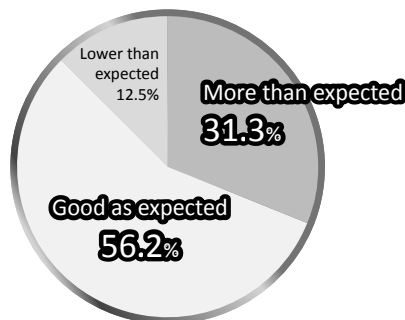
More than expected
20.0%

Lower than expected
20.0%

Good as expected
60.0%

②As a place to acquire new customers

Lower than expected
12.5%

More than expected
31.3%

Good as expected
56.2%

③As a place for promotion to existing customers

Lower than expected
6.2%

More than expected
18.8%

Good as expected
75.0%

④As a place to introduce new products & technologies

Lower than expected
13.3%

More than expected
33.4%

Good as expected
53.3%

⑤As a place for sales promotion & PR

More than expected
37.5%

Good as expected
62.5%

⑥ As a place to get feedbacks about exhibits from visitors

More than expected
37.5%

Good as expected
62.5%
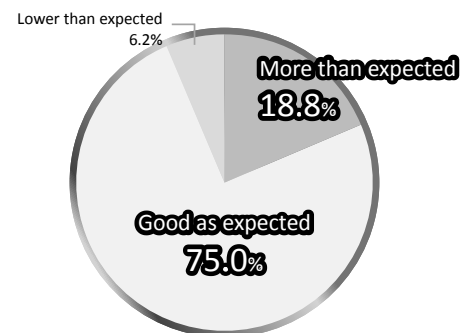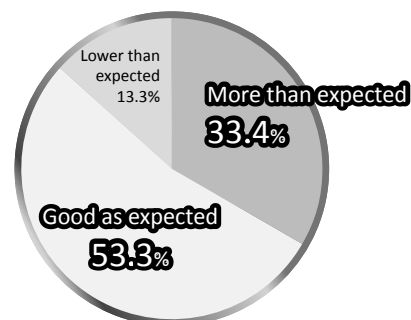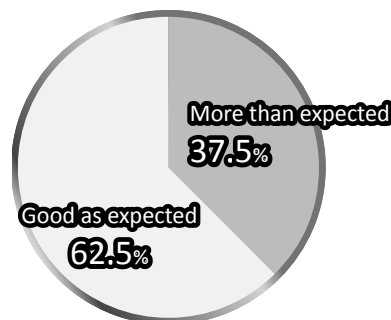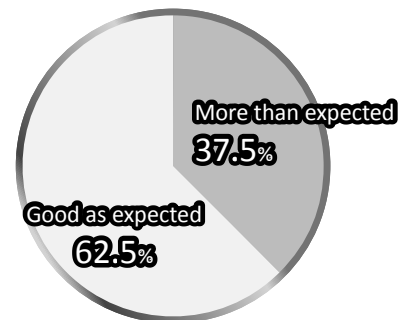
■ CYBER SECURITY WORLD received good reviews as a place for sales promotion, PR, and feedback gathering and created positive results for many exhibitors despite the fact that it was introduced for the first time.
Specifically, there were a number of opinions such as the following: "It was a good opportunity to acquire new customers with our target audiences like national and local governments and critical infrastructures."
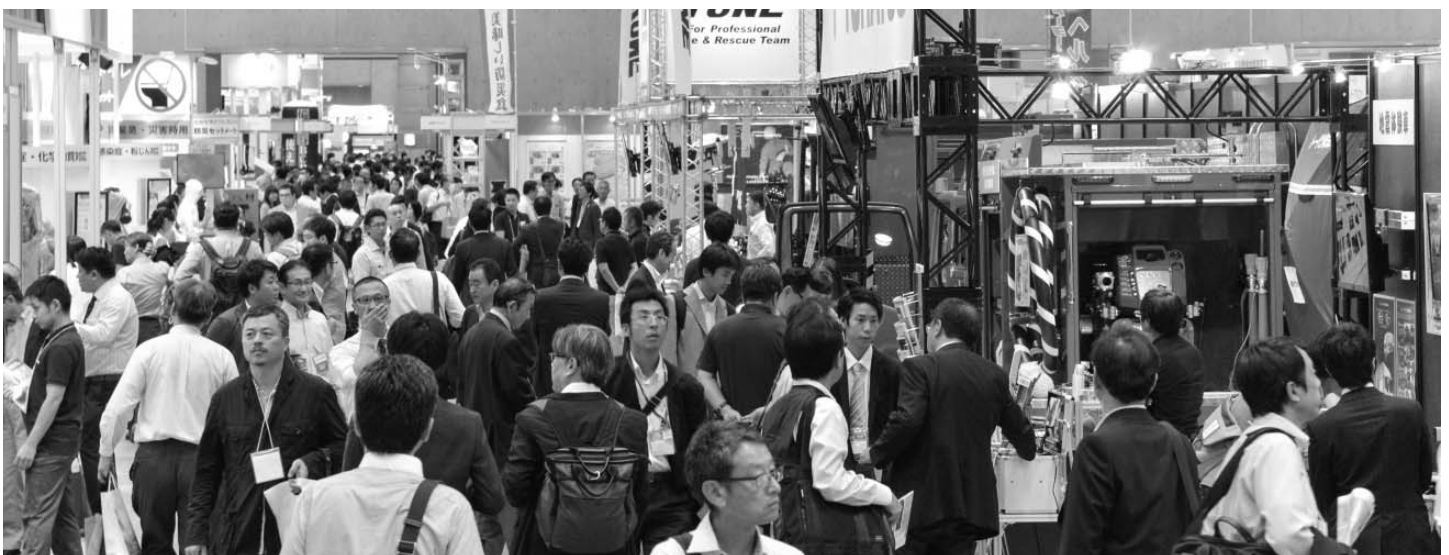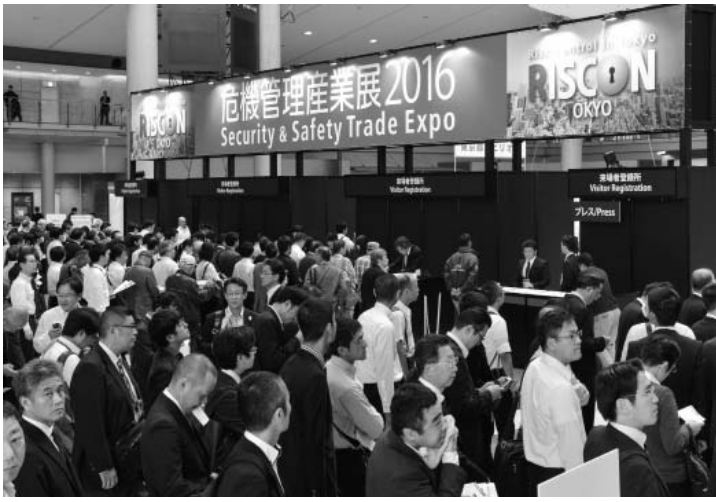
Floor Plan

Exhibit Zone

Disaster Risk Reduction Zone

Focused Exhibition Area

- Robot & Drone for Disaster Measures
- Rescue & Emergency Medicine
- Earthquake Measures
- ICT for Disaster Management
- Emergency Food & Stockpile
- Natural Disaster Measures
- Fire Prevention & Control
- Infection Control
- Deterioration Infrastructure Measure & Disaster Reconstruction
- Other Disaster Risk Reduction Measures

Business Risk Management Zone

Focused Exhibition Area

- Factory and Worksite Safety Measures
- Reduction of Transportation Risks
- Emergency Communications / WEB Conference System
- Power Outage & Saving Measures
- Other BCP / BCM Supports

Security Zone

Focused Exhibition Area

2020 TOKYO Security

- Surveillance & Crime Prevention System
- Access Control / Outside Security
- Security Service
- Self-Protection
- Local Crime Prevention
- Other Security Equipment & Systems

CYBER SECURITY WORLD

West Hall 1 — Disaster Risk Reduction Zone

1M34

1J32 · 1J35

1M37 1M38 1M39 1M41 · 1M45 1M48 · 1M49 1M50 1M51 1M52 1M53 1M54

1J37 1K38 1J38 · 1J42 · 1J48 · 1K49 1K50 1K51 1K53 · 1J50 1J51 1J53

1F35 · 1G41 · 1G48 · 1H49 1H50 1H51 1H52 1H53
1F37 1F38 1F39 1F40 1F41 1F42 · 1F45 1F46 1F48 · 1F50 1F53

1E31 1D31 1C31 · 1C35 · 1C37 1D39 1C38 1C39 · 1D41 1D42 1C41 1C42 · 1D44 1D45 1D46 1C45 1C46 1C48 · 1D51 1D53 1C51 1C52 1C53

1A31 · 1J27 · 1A37 1A39 1F27 1E27 1D27 1C27 · 1A42 1A43 · 1A45 1A46 1A48 · 1A50 1A51 1A52 1A54

1A26 1A25 1A24 1A23 1A21

1N24 · 1J24 · 1D25 1C25 1E24 1C24

1N21 · 1J21 · 1C21

N M L K J H G F E D C B A

1C19

1J18 · 1A17 1A16 1A15 1A14

1N18 1N17 · 1E17 1D17 1C17 1E16 1C16

1N15 · 1J15 · 1C14 1F13 1E13 1C13

1J07 · 1E10 1D11 1C11 1C10 · 1A10 1A09 1A07

1N07 · 1C07

N M L K J H G F E D C B A

1L 05 1K 05 · 1H05 1G 05

1N04 1N03 1N02 · 1L03 1K03 · 1H04 1H03 1G03 · 1B03 · 1A04 1A03 1A02

1H01 1F01 · 1D01 1C01 1B01

Atrium

3F05

Tokyo Metropolitan Government Pavillion

Disaster Risk Reduction Zone

Business Risk Management Zone

Security Zone

2M52	2M51	2M49	M
			L
2K53 2K52 2K51 2K49	2J52 2J50 2J49		K J

2M48 2M47 2M46 2M44

2M40 2M39 2M37

2M35 2M34 2M33

2J46

2K44 2K43 2K41
2J43 2J41

2K39 2J39 2J37

2J35 2K33 2J33

2L31
2J31

2H52 2H49

2F53 2F52 2F49

2F47 2G46 2F46

2G44 ○ 2G41
2F44 2F43 2F41

2G39 2F39 2F37

2G36 2G33
2F34 2F33

2F31
2E31

2D52 2D51 2C49
2C52 2C51

2C47 2D46 2C46

2D43 2D41
2C43 2C42 2C41

2D39 2D37
2C39 2C37

2D35 2D33
2C35 2C34 2C33

2B31

2A53 2A52 2A51 2A49

2A48

2A45

2A44 2A43 2A42

2A39 2A37
2C27 2E27

2A34 2A33
2H27 2J27 2L27

2A31
2N27
2N26

2A25
2A24
2A23

2C25
2C24 2E24

2J24 2L25 2L24

2N24

2A21

2E21

2J21 2L22 2L21

2N22
2N21

Presentation Room (2F)

Information

A B C D E F G H J K L M N

3F02	3F01	F

2C17 2D17

2F17 2G17

CYBER SECURITY WORLD Stage A

3E03 3E02 3E01
3D01

RISCON Special Stage

2A16
2A15

2D15

2F15 2G15

CYBER SECURITY WORLD

2A13

2C13 2D13

2F13 2G13

CYBER SECURITY WORLD Stage B

3A02

2B11 2E11

SEECAT EXIT

RISCON Visitor's Registration

SEECAT
Special Equipment Exhibition & Conference for Anti-Terrorism

SEECAT
Special Equipment Exhibition & Conference for Anti-Terrorism

West Hall 3 (4F)

CYBER SECURITY WORLD

Risk Control in Tokyo
RISCON TOKYO

Exhibitors List (in alphabetical order, *co-exhibitors)

A

A & A.T	1M49
ABLE-YAMAUCHI	1C21
ACHILLES	1C07
AD TECHNICA	1A14
*FUTUREINN	
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Risk Control in Tokyo
RISCON TOKYO

Show Outline

Organizer:	Tokyo Big Sight Inc.
Special Adviser:	Mr. Atsuyuki Sassa (Former Director General, Cabinet Security Affairs Office, Cabinet Secretariat)
Technical Adviser:	Dr. Toshiyuki Shikata (Professor emeritus, The Teikyo University)
Special Sponsor:	Tokyo Metropolitan Government
Sponsors:	Cabinet Office (Director General for Science, Technology and Innovation Policy) / National Police Agency / Fire and Disaster Management Agency / Public Security Intelligence Agency / Ministry of Foreign Affairs / Ministry of Education, Culture, Sports, Science, and Technology /Ministry of Economy, Trade and Industry / Ministry of Land, Infrastructure, Transport and Tourism /Japan Coast Guard / Ministry of Defense / U.S. Commercial Service / UKTI Defence and Security Organisation / Israel Economic and Trade Mission
Supporters:	Council for Public Policy
Show Management:	ATEX Co., Ltd.
Exhibition Scale:	145 Exhibitors, 207 Booths (including co-exhibitors)
Condition for Admission:	Entrance Permission is required.

(Entrance was permitted by either invitation by an exhibitor or passing the screening of applications through the official website in advance.)
*Entrance Permission application is rejected depending on the contents.
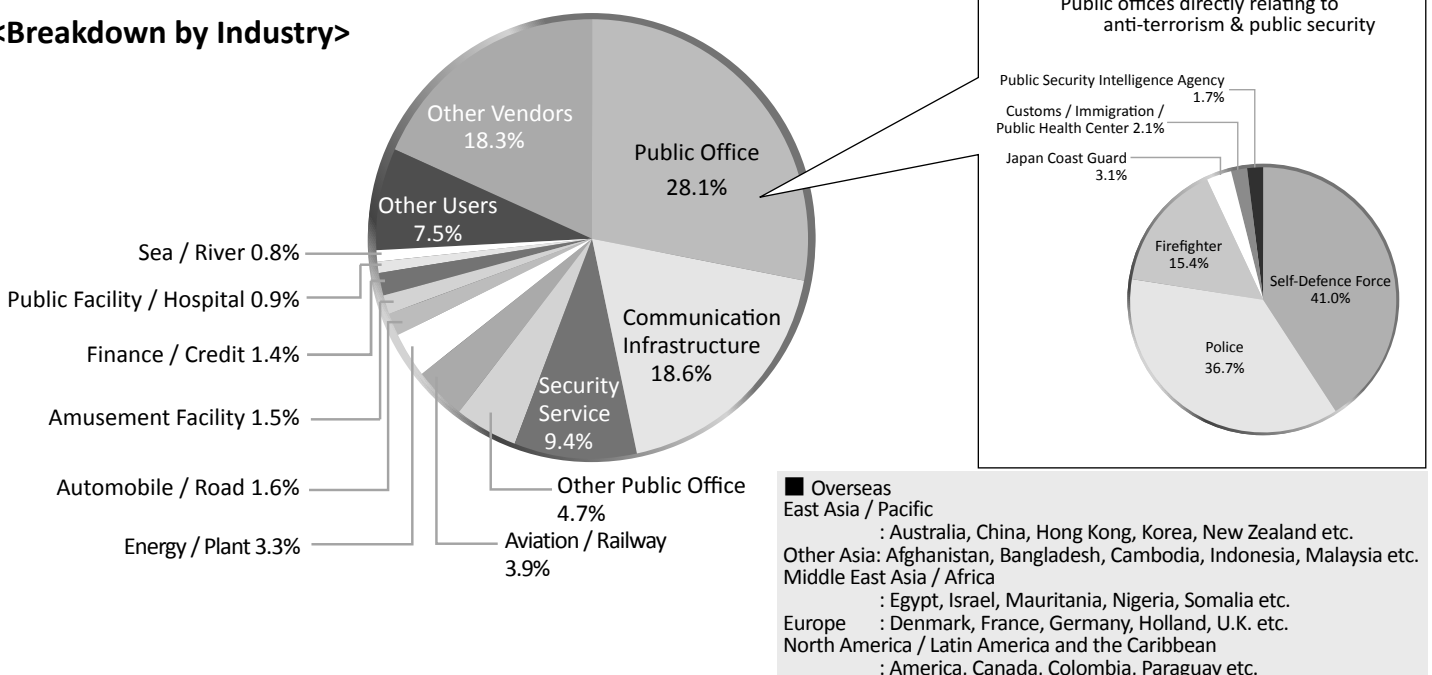
Overview of Visitors

The Rio 2016 Olympics & Paralympics just ended, and attention is moving towards Tokyo where 2020 games will be hosted. SEECAT also received high expectations and interests as security needs are expected to grow more. We marked the 10th anniversary this time, and we had the biggest show ever bringing 8,030 visitors, which was more than last year's number of visitors.

Date	Weather	Registered Visitors[1]	Visitors[2]	SEECAT'15	
				Registered Visitors[1]	Visitors[2]
Oct. 19 Wed.	Fine	2,394	8,092	2,253	6,959
Oct. 20 Thu.	Fine	2,517	7,732	2,281	6,176
Oct. 21 Fri.	Fine partly Cloudy	3,119	8,940	3,304	7,783
TOTAL		8,030	24,764	7,838	20,918

[1] The actual number of visitors registered his/her name and company name etc. No double-counting of repeaters. (excluding Press)

[2] The number of "Visitors" includes repeaters. (excluding Press)

<Breakdown by Industry>

Other Vendors 18.3%
Public Office 28.1%
Other Users 7.5%
Sea / River 0.8%
Public Facility / Hospital 0.9%
Finance / Credit 1.4%
Amusement Facility 1.5%
Automobile / Road 1.6%
Energy / Plant 3.3%
Communication Infrastructure 18.6%
Security Service 9.4%
Other Public Office 4.7%
Aviation / Railway 3.9%

Public offices directly relating to anti-terrorism & public security

Public Security Intelligence Agency 1.7%
Customs / Immigration / Public Health Center 2.1%
Japan Coast Guard 3.1%
Firefighter 15.4%
Self-Defence Force 41.0%
Police 36.7%

■ Overseas
East Asia / Pacific
: Australia, China, Hong Kong, Korea, New Zealand etc.
Other Asia: Afghanistan, Bangladesh, Cambodia, Indonesia, Malaysia etc.
Middle East Asia / Africa
: Egypt, Israel, Mauritania, Nigeria, Somalia etc.
Europe : Denmark, France, Germany, Holland, U.K. etc.
North America / Latin America and the Caribbean
: America, Canada, Colombia, Paraguay etc.

Results of Visitor Questionnaires

Q1 What is your occupation?

- Student 0.8%
- PR / Advertisement 0.8%
- Planning / Marketing 7.8%
- Others 5.2%
- Public Agency 28.4%
- Sales 22.2%
- R&D 16.3%
- Public Safety 1.4%
- General Affair 1.4%
- Facility Management 1.7%
- Information System 4.7%
- CEO / Management 9.3%

Q2 Level of Involvement in purchase decision

- Final decision maker 4.3%
- Vice decision maker 11.7%
- Not involved 27.6%
- Technician / User 18.6%
- Advisor / Analyst 37.8%

Q3 How did you find SEECAT'16? (Multiple answers)

Source	(%)
Leaflet / Invitation ticket	42.3%
Official website	33.3%
Introduction from an acquintance	13.3%
Direct mail from the organizer	11.0%
Visited co-located show	4.1%
E-Mail from the organizer	2.9%
Mass media	1.2%

Q4 What is your purpose of visiting?

- Others 4.0%
- To participate in a seminar 6.8%
- To consider purchasing of a product/service 9.9%
- To gather information of a product/service 79.3%
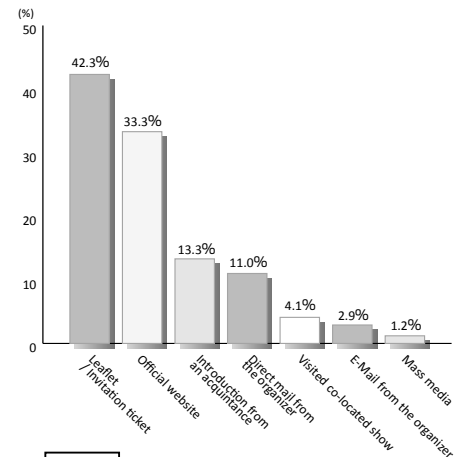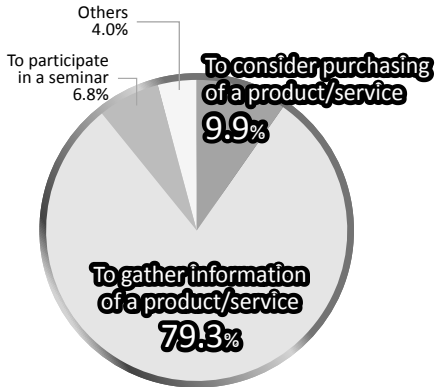
Q5 Did you find this SEECAT useful?

- Not useful 1.6%
- Very useful 36.8%
- Useful 61.6%
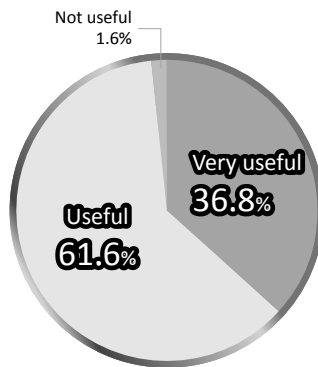
Q6 Will you attend next SEECAT?

- Will not 1.0%
- Definitely yes 34.9%
- Possibly yes 64.1%
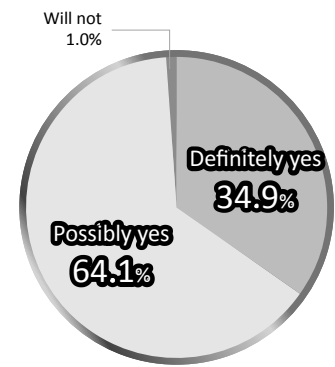
■ Nearly 90% of visitors came to the show looking for products and services. We had a high satisfaction rate, and many visitors showed interest to visit the next show. This indicates that SEECAT, a specialized trade show for counter-terrorism, is recognized as a useful trade show to obtain the latest information within the industry.

Exhibit Categories & Main Exhibits

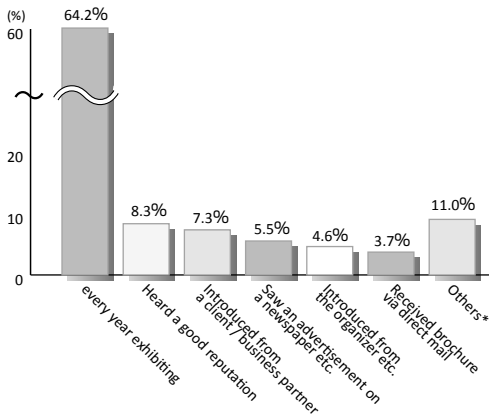| Anti-explosive Measures [Focoused Exhibition Area]	Robot & Drone [Focoused Exhibition Area]	Still and Moving Image Analysis [Focoused Exhibition Area]	Biometric Systems [Focoused Exhibition Area]
Bomb disposal robots	Drone interceptor	Ultra-high sensitivity 4K compatible network cameras	Face detection and verification software
High throughput type explosive inspection equipment	Autonomous remote-controlled robots	Face authentication system	Video image automatic analysis software
Explosion-proof chambers	Self standing type underwater monitoring robot	3D laser measurement systems	Non-contact high-speed fingerprint authentication devices
Bomb disposal bag	Tablet operating drones		
Explosive detection kits			

Detection, Inspection, and Analysis	Monitoring and Alert Systems	Special Equipment	Simulators and Training Epuipment
Chemical agent detectors	Video surveillance solution	Bulletproof plate	Defense simulation
Liquid inspection devices	Thermal camera	Portable LED search light	Crowd simulation
Buried object detection	Outdoor surveillance solutions	Rescue jacket	
Spectrometers	Small rotational cameras	Equipment for diving	
Body scanner	Highly sensitive surveillance camera system	Net launcher	

Communication Equipment and Encryption Tchnologies	Trespassing Prevention Facilities and Equipment	Other Anti-Terrorist Measures
Satellite communications equipment	High security bollard	Chemical decontamination neutralizer
Satellite vans	Infrared sensors	Image sharpening devices
Wired/wireless intercom system	Fence center	Air cleaning devices
Video surveillance systems	Through-the-wall sensors	Name verification module
Cyber-control solution	Explosion-proof sensors	Emergency life-saving devices

SEECAT
Special Equipment Exhibition & Conference for Anti-Terrorism

Results of Exhibitor Questionnaires

Q1 Reason to know or decide to exhibit at SEECAT (Multiple answers)

Q2 About the number of visitors of SEECAT

Q3 About business meetings at SEECAT

Q1 bar chart:
- every year exhibiting: 64.2%
- Heard a good reputation: 8.3%
- Introduced from a client / business partner: 7.3%
- Saw an advertisement on a newspaper etc.: 5.5%
- Introduced from the organizer etc.: 4.6%
- Received brochure via direct mail: 3.7%
- Others*: 11.0%

Q2 pie chart:
- More than expected 13.8%
- Lower than expected 22.0%
- Good as expected 64.2%

Q3 pie chart:
- Did not have a beneficial meeting 26.5%
- Had beneficial meetings 73.5%

*Other reasons
- We exhibited in the past and are back to showcase new products.
- We visited the previous show and thought that the target audience matched with ours.
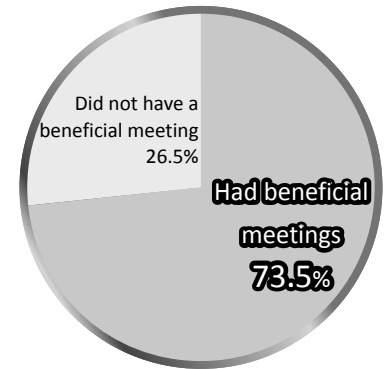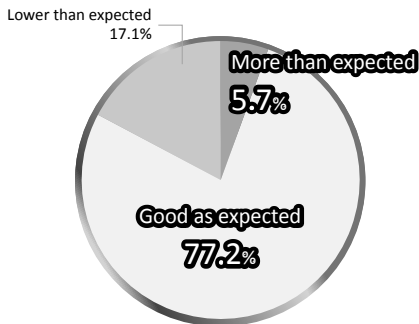- We have been exhibiting as regulars (exhibitors from overseas).

●Comments
- It was good to see many visitors from critical infrastructures and government agencies.
- There were so many visitors that we couldn't even take a lunch break.
- Because the venue was divided, we had some down-times with fewer visitors.
- Many visitors had clear objectives, so we were able to discuss in detail.
- We were able to have meetings with users and prospects whom are usually challenging to reach out to.

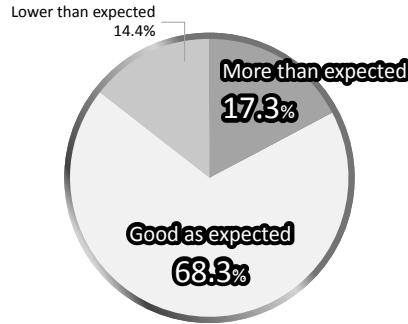**Q4** Please choose the answer that best describes of the result you gained through this SEECAT.

①As a place to enter a business

- Lower than expected 17.1%
- More than expected 5.7%
- Good as expected 77.2%

②As a place to acquire new customers

- Lower than expected 14.4%
- More than expected 17.3%
- Good as expected 68.3%

③As a place for promotion to existing customers

- Lower than expected 7.6%
- More than expected 14.3%
- Good as expected 78.1%

④As a place to introduce new products & technologies

- Lower than expected 6.8%
- More than expected 12.6%
- Good as expected 80.6%

⑤As a place for sales promotion & PR

- Lower than expected 7.4%
- More than expected 18.5%
- Good as expected 74.1%

⑥As a place to get feedbacks about exhibits from visitors

- Lower than expected 8.8%
- More than expected 15.7%
- Good as expected 75.5%
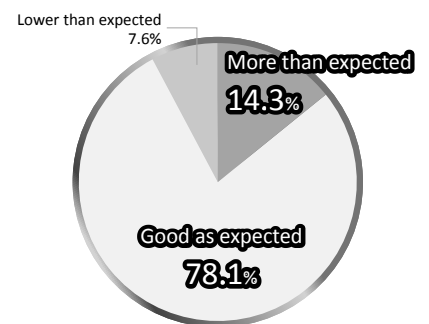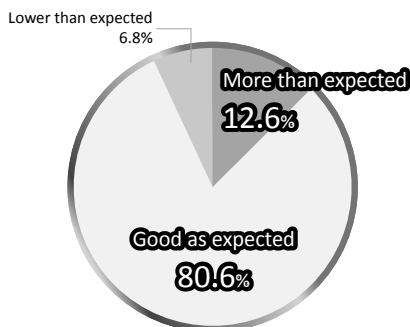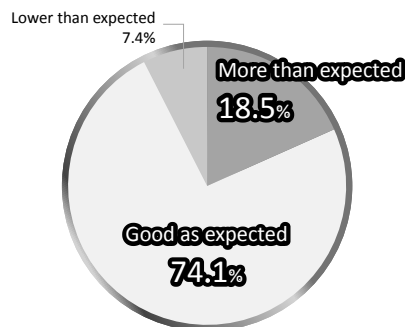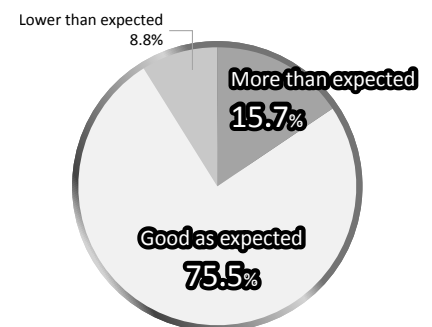
■ More than 70% of the exhibitors responded that "they had business meetings." 80-90% of the exhibitors responded that the trade show results were "as expected or more than expected." This shows that there were highly aware visitors, fruitful business meetings, and quality information exchanges.

Exhibitors List (in alphabetical order, *co-exhibitors)

A

ABIT	SE11
Acquisition, Technology & Logistics Agency	SJ25
ADSTEC	SB24
AKAO	SK23
Allied Telesis	SC17
Alouette Technology	SF20
AQUA LUNG JAPAN	SM19
AT Communications	SG06
AVON PROTECTION	SA15
*MIC Japan	

B

Basis Technology	SN05

C

Cabinet Secretariat	TN03
Canon / Canon Marketing Japan	SD06
CORNES TECHNOLOGIES	TL01
COVIDENCE A/S	SK25
CROSS	TB07

D

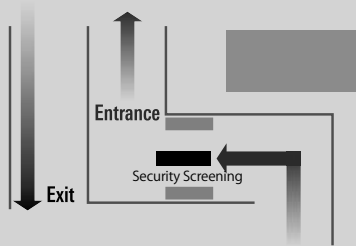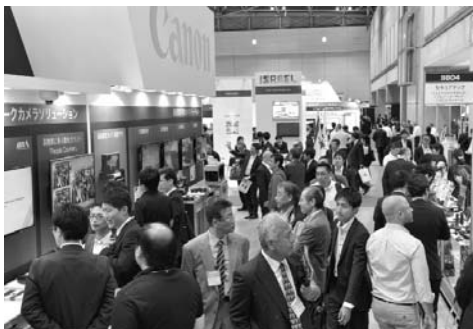|	
Department for International Trade (DIT) - Defence & Security Organisation	SK14
*ULTRA ELECTRONICS	
*PEARSON ENGINEERING	
*THALES GROUP	
DHT	SP10
DSE Corporation	SF14

E

EMC Japan	SK17
EMORI	SE01
EON International	TD01
Executive Protection	SA17

F

FinFisher	SN04
FLE	SG20
Fuji Electric	SD22
FUJIFILM	SE10
Fuji Technical Research	TG02

G

Genesis Commerce	SE22
GENETEC	SK17
Geofive	SE16
*Chemring Sensors &Electronic Systems	
GLORY	TK04

H

Hanshin Commercial	SB06
Hitachi	TF04
Hydro Systems Development	SH23
Hytec Inter	SL04

I

Informatix	SK04
INTERPOL WORLD	SN03
IR SYSTEM	SG17

J

JAPAN AEROSPACE	TD04
Japan Cell	SE25
Japan Chemical Database	SM16
Japan Communication & Electronic	SC11
JAPAN EDITIORIAL & PUBLICATION	TN02
Japan Machinery	SA20

K

Kanematsu Aerospace	SC01
Kenko Tokina	SE20
Keysight Technologies	SB23
Kondoh Industries	TL04
Kowa Optical Products	SF11
Kumahira	SG22
Kyokuto Boeki Kaisha	SL25

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MARUBUN	SH22
MATSUDA TRADING	SK01
MATSUMOTO KIKO	SH25
MATSUNAGA MANUFACTORY	SE14
MIKAMI	SJ01
Mitsubishi Electric	SC10
MITSUBISHI NAGASAKI MACHINERY MFG	SF13
*K's Arrow	
MKU PVT	TF07
MOBOTIX JAPAN	SF01
MOOG JAPAN	SF17
MYUTRON	SP09

N

NAKANE	SB03
NASC INTERNATIONAL	SE19
NATURE	SH06
NEC	SC13
Nexis Koyo	TD02
Nippon Engineering and Trading	SC19
NIPPON KAIYO	SF10/TA03
NIPPON KOKI	SE17
NTT Group	SK08
*NIPPON TELEGRAPH AND TELEPHONE	
*NTT Communications	
*NTT DATA	
*NTT DATA INTELLILINK	
*NTT Software	

O

OPT TECHNOLOGIES	SE23
Oracle Corporation Japan	SN06

P

PONY INDUSTRY	SC25
Public Security Intelligence Agency	TN01

R

Real Viz	SF16
REVAST	TC04
Rigaku	SN02
Rikei	SE13
Riken Keiki	SF19
Rohde & Schwarz Japan	SN22
RS DYNAMICS JAPAN	TF05

S

Sanoyas Engineering / TEIKIN	SC16
*ATG Access	
SANYO TRADING	SG23
Satellite Network	TC01
Science Engineering Associates	TF01
SECURETECH	SB04
*APEC SYSTEMS	
*BRUHN NEWTECH	
*SMITH MYERS COMMUNICATION	
Security	SA09
SHIMADZU	SM17
Shinodashoukai	SA10
Smiths Detection	SK06
SOGO	SN24
*HAMANI	
*MITSUBISHI RAYON	
Sojitz Aerospace	SC20
Soliton Systems	SK20
Sony Business Solutions	TG04
S.T. Japan	SK06
Sumisho Aero-Systems	SD23
*Bruker Daltonik	

T

TAKENAKA ENGINEERING	SE06
TAMAGAWA SEIKI	SL23
Tamron	SL01
TANIZAWASHOJI	SB21
TEIJIN	SK22
TEIKOKU SEN-I	SK11
The Israeli Pavilion	SD08
*Agent VI	
*BRIEFCAM	
*CommuniTake	
*DSIT	
*ISDS	
*KELA	
*MAGAL	
*MAGNA	
*MIFRAM	
*Qognify	
*Reporty	
*RT LTA	
*TERROGENCE	
*MER	
*Octopus	
TOTSU INTERNATIONAL	SL22
TOYO	SP17
TOYO MEDIC	SB22

Y

Y-MAX	SM20
*Emergent Bio Solutions	

West Hall 3

N	SN02 SN03 SN04 SN05 SN06
M	
L	SL01
K	SK01
J	SJ01

SL04
SK04 SK06

| P | SP09 SP10 | SP17 |

N	
M	SK08
L	
K	
J	

SK11

SK14

SM16 SM17   SM19 SM20

SK17   SK20

SH06
SG06

SF01

SE01

SE06
SD06

SC01

SB03 SB04 SB06

Re-Entry Control

H	SD08
G	SF10 SF11
F	
E	SE10 SE11
D	
C	SC10 SC11
B	
A	SA09 SA10

SF13 SF14

SE13 SE14

SC13 SC14

SF16   SG17   SG20

SF17   SF19 SF20

SE16 SE17   SE19 SE20

SC16 SC17   SC19 SC20

SA15   SA17   SA20

Entrance

Exit

Security Screening

SEECAT
Visitor's Registration

SEECAT Floor Map （Tokyo Big Sight West Hall）

West Hall 3
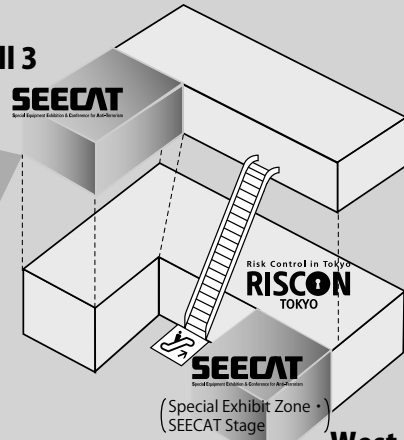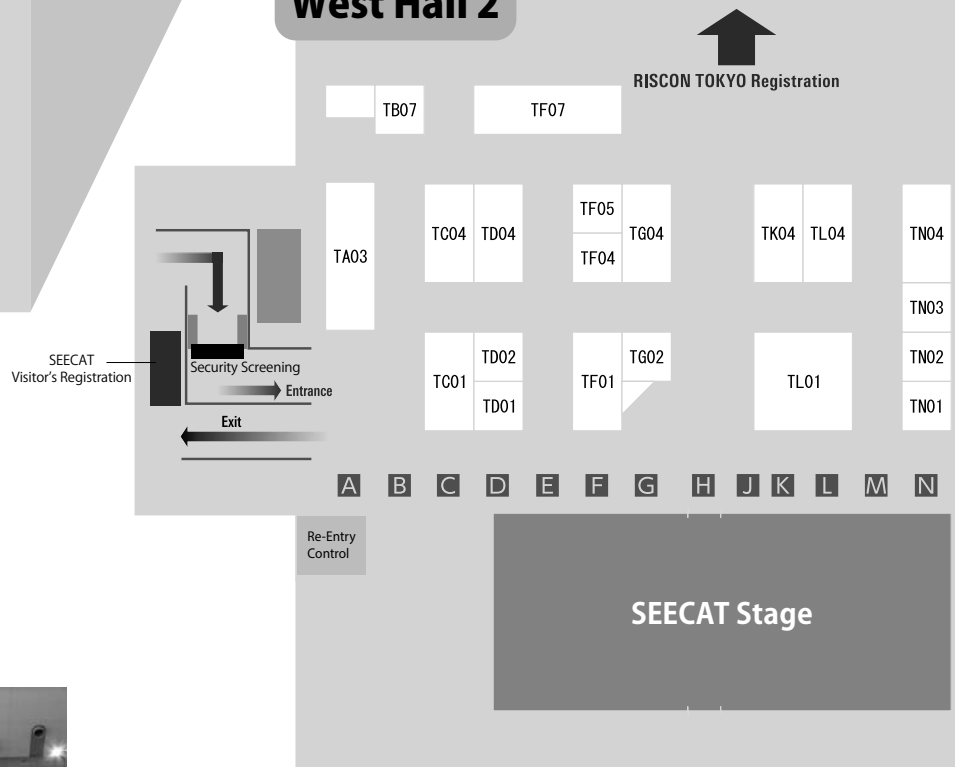
SEECAT

Risk Control in Tokyo
RISCON TOKYO

SEECAT
Special Equipment Exhibition & Conference for Anti-Terrorism
（Special Exhibit Zone・
SEECAT Stage）

West Hall 2

SN22		SN24

SL22	SL23	SL25
SK22	SK23	SK25
		SJ25
		SH25
SH22	SH23	
SG22	SG23	
		SE25
SE22	SE23	
SD22	SD23	
		SC25

| SB21 | SB22 | SB23 | SB24 |

P N M L K J H G F E D C B A

West Hall 2

RISCON TOKYO Registration

TB07   TF07

| TA03 | TC04 | TD04 | TF05 | TG04 | TK04 | TL04 | TN04 |
| | | | TF04 | | | | TN03 |

| | TD02 | | TG02 | | | TN02 |
| TC01 | TD01 | TF01 | | TL01 | TN01 |

SEECAT
Visitor's Registration

Security Screening
→ Entrance

Exit

A B C D E F G H J K L M N

Re-Entry
Control

SEECAT Stage

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Special Equipment Exhibition & Conference for Anti-Terrorism

Risk Control in Tokyo

RISCON
TOKYO

SEECAT
Special Equipment Exhibition & Conference for Anti-Terrorism

2017's Schedule

Show Period

Oct. 11 Wed. - 13 Fri., 2017

Venue

Tokyo Big Sight
West Halls

Contact

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