



Corporate Overview



# For the Future

To pass on the irreplaceable earth's environment to future generations, the technologies cultivated by e-Trust has opened many doors to new challenges.

## Renewable energy

What we can do about solving environmental and energy issues

In 2014, eTRUST started operating a solar power station in the Town of Fujikawaguchiko in Yamanashi Prefecture, and began an electric power selling business by becoming a power generation operator. What has supported this business is the established technology we have cultivated over many years. The accumulation of motor repair technology for more than 50 years enables us to handle similar high voltage generators with similar structures, while our experience in various facility installations made it possible to build power generation facilities, including solar panels. We independently designed the monitoring cameras and monitoring systems. We can safely say that this is a symbol of the total strength of eTRUST. With the Great East Japan Earthquake of 2011 as a turning point, interest in energy issues has very much increased and is anticipated to grow even further going forward. Taking advantage of its many strengths, eTRUST is developing business in various other fields such as wind power generation, micro hydraulic power generation and power storage, in addition to solar power plants. As an entity that can support the smart grid\* age to come in the near future, we will continue to contribute to society and indeed towards the future.

\*Next generation energy supply system integrating power and communication infrastructures

## Industrial equipment

Technology that is a starting point for eTrust and that develops the future and its succession



In the industrial equipment domain that we have been involved in ever since the foundation of the company, we maintain and repair industrial motors and inverters. A true strength of eTRUST lies in its succession of unique know-how that has come to an end at many manufacturers such as a technique to manually wind coils using special patterns. We have received numerous requests for repairs from various companies and municipalities that depend on these very techniques. At the same time, these techniques are a starting point of many of the businesses we are currently engaged in. Even for the new business of renewable energy, we can repair and maintain generators as the core as a result of improving and handing down technologies of industrial equipment within the company over many years.



## Electric installation

"Proposal-based" construction to maximize customer profits



We are involved in electric installation work mainly for facilities of a high public nature such as road illuminations, sewage treatment facilities and various plants. We have accumulated considerable construction results at special places such as tunnels and steel towers, gaining high levels of trust from our customers. What we always keep in mind is proposal-based construction to maximize customer profit by properly understanding the actual purpose of construction projects and carrying it out, not just responding to given requirements. We repeatedly ask of ourselves, "By taking advantage of our technology, what added value can we create?" We aim to continue to evolve as a company that can always provide new services matching the times.



# For the World

Disaster risk management know-how that has protected lives in local communities now creating safety and security in wider fields

## Global operations

For people in need of our technologies

Shinano River that runs through the city of Nagaoka in Niigata Prefecture, which is the hometown of eTRUST, has flooded on many occasions. With our intention to protect the lives of people living in the river basin, and with the government working together with the private sector, eTRUST created a system to monitor the water levels of the river from a remote location. Currently, we are working on delivering solutions like this to people suffering from flood damage in all parts of the world. Incorporating IT and IoT\* technologies, disaster risk management systems unique to eTRUST have evolved into smaller and lower cost ones, while also improving performance. That is why it has become possible to introduce our systems to emerging countries such as Bangladesh, the Philippines, Myanmar and Brazil. Of course, from securing power sources to installation work, our employees with mature skills visit sites to provide one-stop services. We offer safety to many local residents, thereby creating lots of smiles.

\*Abbreviation of Internet of Things. Refers to technology that connects not only computers and other IT equipment but also various other "Things" to the Internet.



## Communication facilities

Infrastructures to handle communication and connect people to people



In this business domain, we carry out design, maintenance and service operations for emergency radio systems, optical cables and base stations of cellular phones. As we are responsible for communication infrastructures that are indispensable for everyday life, like that of electricity for example, our mission is to establish an operational environment that is always stable and connectable, anytime and anywhere. Every employee is very much aware of this concept, and the company has worked on building an organizational mechanism to provide high quality services. Supporting "disaster risk management" initiatives that eTrust focuses on is reliable technologies that enable us to design and build communication systems on an independent basis. Going forward, we will continue to establish infrastructures to connect people to people and deliver safety in local communities, all over Japan and around the world.



## Information systems

Creating solutions for the new age with flexible inventiveness



We develop original devices and solutions by taking advantage of the various technologies in construction and installation that eTRUST has cultivated over time. Our core business is the development of systems that are "Directly connected to people's lives" such as monitoring volumes of river water, amounts of snow, and safety confirmation at the time of a disaster. With the development of IT, we have increased the scale of this business and accelerated the speed of evolution to offer easy-to-handle and reasonable services. Our strength lies in the fact that we possess both the hardware and software technologies and that we can cover all aspects from planning to construction independently. Our personnel responsible for development and those in charge of construction work constantly share information, enabling us to build systems that match actual on-site needs.



# Built on and Sustained by Trust

To contribute to people's lives

Maintaining the hope embraced by the company foundation, we are continuing to take steady steps forward.

## 1935-2015



Corporate building from around 1984

### 1953

**Kondo Denki Shokai established**

Started business of electrical installation work along with motor repair business. During the period of high economic growth, engaged in many infrastructure-related electric installation work such as tunnel lighting installation in Niigata Prefecture and electrical facility work for national and prefectural public buildings.

**WebDo!**  
株式会社ウェブドゥ

### 2000

**WebDO! K.K. established**

Jointly established by five companies, including Kondodenki K.K. and Sakai Musen K.K. The purpose of establishment was system development of remote infrastructure monitoring using IT. The company developed a pipe system buried under roads with nozzles that spray liquid to melt snow combining ASP and cellular phone's packet communication and a remote monitoring system of water gates, paving the path to establish eTRUST seven years later.

### 2005

**Adopted SCOPE (May)**



Applied to the Strategic Information and Communications R&D Promotion Programme (SCOPE), whose objective is the research and development of information and communication technology (ICT) conducted by the Ministry of Internal Affairs and Communications. In conjunction with Nagaoka University of Technology, developed "Intelligent Video Sensor," which enables the judgment of evacuation instructions by AI, based on the measurements of water levels and issuance of warnings with image analysis. This became the basis of an emergency information system to come later.

### 2009

**Started development of Nagaoka City Emergency Information System**



Experiencing two large earthquakes, the Mid Niigata Prefecture Earthquake in 2004 and the Niigataken Chuetsu-oki Earthquake in 2007, in addition to the 7.13 Niigata Flood Disaster of 2004, we started the development of a disaster risk management and monitoring system, the "Nagaoka City Emergency Information System," working alongside the Disaster Management Office of Nagaoka City. In 2005, we were also entrusted to create Nagaoka City's disaster risk management website, which became a starting point in developing an emergency information system.

### 2015



**Opened Kanto Branch Office in January and a Tokai Branch Office in June. With the company reorganization in June, the Tokyo Branch was renamed the Tokyo Head Office and Head Office (Nagaoka) became Nagaoka Head Office**

1935

### 1935

**Rokuzo Kondo started motor repair business at 3 Tono-machi, Nagaoka City, Niigata Prefecture**

### 1963

**Sakai Musen established**



Corporate building from around 1986

Started with the sale and repair of home electronic appliances. Engaged in repair of radio equipment, installation and maintenance work of management systems for river, roads, installation and maintenance of multiplex radio equipment for the Ministry of Land, Infrastructure and Transport and other infrastructure-related communication facility work, in addition to installation work for cellular phone base stations.

### 2004

**7.13 Niigata Flood Disaster and Mid Niigata Prefecture Earthquake**

### 2007

**eTRUST, Ltd. established.**

Kondo Denki K.K. and Sakai Musen K.K. were integrated to form eTRUST, Ltd. Built a new corporate building in Hokuyo, Nagaoka City, Niigata Prefecture, marking the beginning of business operations.



**Niigataken Chuetsu offshore Earthquake of 2007 struck**

Immediately after the earthquake, we made united corporate-wide efforts to restore electricity and communications infrastructures.



### 2011

**Tokyo Office opened (3 Taito, Taito-ku, Tokyo)**

### 2013

**Ozawa Electric Construction Co., Ltd. (Gyoda City, Saitama Prefecture) integrated as a group company**

**Entrusted by JICA with two global projects**

Entrusted by JICA (Japan International Cooperation Agency), we started surveys on flood control in the Philippines and Bangladesh. Conducted installation work of newly developed monitoring cameras using smartphones.



### 2014

**Company-owned solar power plant in the Town of Fujikawaguchiko**

On a site of about 20,000 m<sup>2</sup> in Asagiri Plateau in the Town of Kawaguchiko that faces Mount Fuji, we installed about 6,000 solar panels. In December 2014, we started to supply and sell electricity to TEPCO. The main purpose of this was technological improvements and R&D innovation at our company.



Top Message

**To be a "Presence that has been and will continue to be needed by society"**



Ever since we started operating as a motor repair service provider in the city of Nagaoka, Niigata Prefecture, we have heralded a management philosophy of always being a "Presence needed by society," and established it as a pillar of our corporate activities. With the electrical and communication businesses as our core, we devote ourselves to address the challenge of solving issues that our customers face, especially ones of a highly public nature, by leveraging as much of our technology and wisdom as possible. We believe that what we are today and being trusted by many customers is due to consistently having this attitude. We consider, "How can we approach this?" for any requests that appear to be difficult at first, before thinking, "We cannot do it." By repeating this manner as such, we have cultivated technologies that are unique to eTRUST. Going forward, we will continue to take steps toward new businesses and even wider fields, while moving forward as a "Presence needed by society." At the foundation of renewable energy and making approaches for global markets, we maintain a strong commitment to contribute to society. Our new challenges are always supported by the technologies we have cultivated over many years, employees taking charge of them and the trust we have built up right till the very end. Never forgetting this, we will continue to evolve and develop in a serious, sincere and steady fashion.

**Ryuichi Sakai**  
President and Chief Executive Officer

# Towards New Evolution

The Nagaoka Head Office, the Tokyo Head Office and other branch offices are in different locations. With the help of our new partners, the evolution of eTRUST is accelerating.

## Group company introduction

### eTRUST Saitama

Tradition of being community based bringing about further evolution of eTRUST

Ozawa Electric Construction Co., Ltd., which has been conducting its electrical installation business in Gyoda City, Saitama Prefecture for 50 years, was renamed in April 2016 marking the start of a new chapter in its history.



### Contributing to the area through work of a highly public nature

Ozawa Electric Construction was founded in 1962. Based in the city of Gyoda in Saitama Prefecture, the company has gradually improved its technology and earned the trust of customers, while responding to all customer needs in the Kanto region. The core of its business is electrical and civil engineering work associated with social infrastructures that contribute to building towns and ultimately the country. In particular, the company has been highly evaluated for its lighting installation work on roads and parks, and also played a central role in the streetlight installation project of Ginza Chuo Avenue, which was conducted as part of the government sponsored Cool Japan Strategy.

### Encounter with eTRUST

Based on electrical work technologies, while contributing to the social infrastructure of communities, eTRUST and Ozawa Electric Construction were established in completely different locations. However, the two companies shared many things in terms of operations and direction. Both companies seeking further development encountered each other, and started to work together in 2013. Taking advantage of the merits of scale generated by becoming a group company, Ozawa Electric Construction started in the solar power plants business making use of school roofs and other municipal facilities in the city of Gyoda.

### To play an active role in wider fields

In April 2016, Ozawa Electric Construction made a new start as "eTRUST Saitama." The company will play a key role in the eTRUST Group expanding its field of activities in the Kanto region. eTRUST Saitama targets becoming a company that can provide an even wider range of solutions to customers by leveraging synergies. It will continue to evolve as a presence that contributes to the eTRUST Group and above all to the community it serves more than ever.

**Making "1+1" equal 10 or even 100**



**Kazutoshi Yamamoto**  
President and Chief Executive Officer

Making a brand new start with a new name, we target evolving as a member of the eTRUST Group. However, this doesn't mean that we will change the traditions or direction of Ozawa Electric Construction. By promoting technological and personnel exchanges with our new partners sharing the same aspirations, we aim to further strengthen ties with communities that we have cultivated thus far.

We want to promote the partnership so we can make a calculation of adding Ozawa Electric Construction to eTRUST, as "1+1," not just equal to 2 but 10 or even 100. If what we were in the past was to respond to given orders with the best technology, what we will be from now on is consider challenges behind such orders and propose solutions. By exerting total strengths as a group, we have established a system to offer solutions with one-stop services.

"If there are any problems, first of all contact eTRUST Saitama and they will fix it." We aim to continue to take further steps forward to be a presence that has customers think in this way.

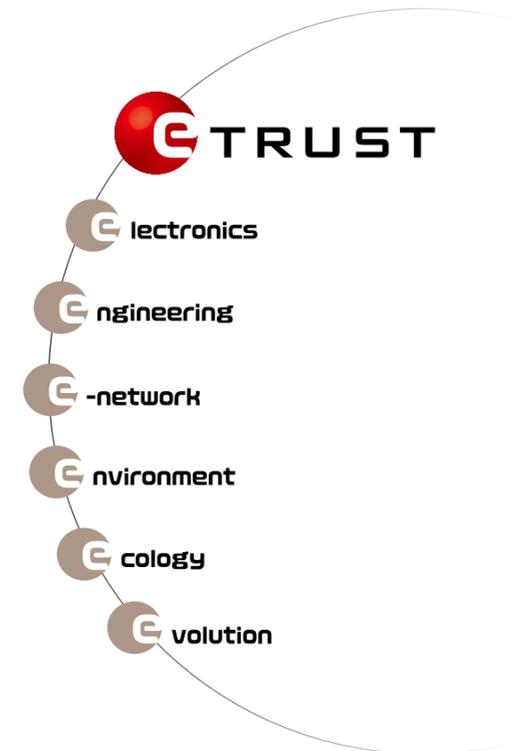
### Management Philosophy

Based on customer trust, we become a presence that is needed by society and contributes to its development.

The foundation of all our activities is "Trust" of customers. We have seriously and sincerely responded to needs of customers in communities and based on the trust and technologies cultivated through this, we have taken steps to become a company that can contribute more to social development.

"e" in "eTRUST" actually has many meanings and changes with the times. The 6th and most recently added meaning is "Evolution."

For society, for the world and for the future, we will continue to address challenges while accelerating our evolution.



**e-TRUST., Ltd.**

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