

Engineering Instrumentation

**Yuko-Keiso**  
COMPANY PROFILE





## Creating optimum environments that are beneficial to people, society, and the natural environment

Founded in 1963, we have been designing, installing, and maintaining automated control systems for electrical systems, air conditioning, and security systems chiefly in office buildings. Our engineers have a strong work ethic that has earned the trust of our many clients. We believe that our success comes from a deep understanding of our clients' professional needs and, through our instrumentation, our ability to make their clients and customers happy.

We are confident that we can realize significant energy-saving measures with the know-how and advanced technologies that we have developed through our work on all kinds of building control systems. In fact, as of 2012 we have put these measures into effect via our participation in the JCM Model Projects in Vietnam.

We have unique technologies that we have developed in the markets that we have cultivated over the years. Applying those technologies to compete in different fields and against different companies, we have leveraged the technologies we have spent years perfecting, and as a result, we have been successful in planting seeds in new markets.

We will continue to work hard with speed and flexibility to create environments that optimally meet our clients' needs, combining the latest technologies with our wealth of knowledge and experience.

**Ryuzo Ota** Representative Director,  
Yuko-Keiso Co., LTD.



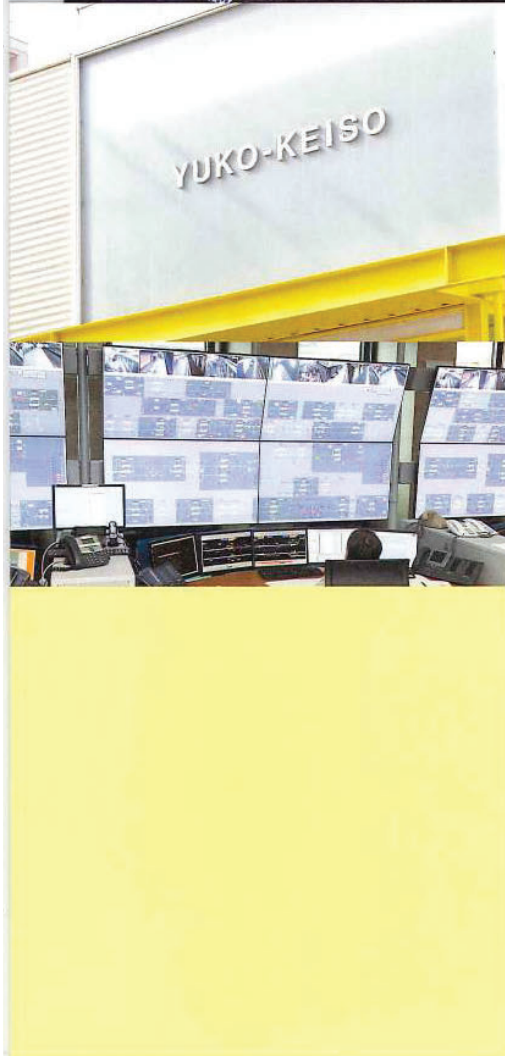
## We at Yuko-Keiso solve our clients' problems for tomorrow with reliable control and advanced information technologies.

### Corporate mission

With abundant creativity and cutting-edge technologies, we give back to society by creating optimum environments that are beneficial to people, society, and the natural environment.

### Management attitude

1. We take prompt action as a team to respond to the changing needs of our clients.
2. We place a high priority on safety and up-to-date technologies, and through tireless effort and technological innovation, we offer our clients products of the highest quality.
3. As part of our efforts to maintain client trust, we also place much emphasis on compliance.
4. We strive to build a strong business foundation and a company that is attractive to clients, shareholders, and employees.
5. We strive to be a profitable company full of vitality and growth in which all employees feel a sense of reward and pride.



# The systems of instruments installed throughout buildings are not unlike the mechanisms that regulate the human body.

The instrumentation deployed in a building is similar in function to the brain and nervous system of the human body: it senses, makes determinations, and takes action. The "brain" of each, for example, assimilates all information and issues control commands as necessary. Five basic sense organs such as the eyes, ears, and skin sense information from their environments and send that information to the brain. The nervous system carries that information to and from the brain, some of which reaches the limbs. The limbs, in turn, receive that information from the nervous system and act on it as required.

Much like the human body, instrumentation is the technology that allows us to maintain an optimum state of control of the environments of buildings by utilizing sensors and devices that perform very similar functions.

## Instrumentation Devices = Nervous System

As the nervous system of the building, "instrumentation devices" refer to the various control devices, cables, and sensory arrays that constantly maintain the environment of a building at the optimal level.

## Control Devices = Limbs

The devices in the building that serve as the limbs are the control devices. The control devices receive information from the sensors and instructions from the Central Monitoring System. The array of control devices control facilities and equipment in the building in lieu of people physically going around that building and adjusting or altering them.

Air Conditioning Control System

Security System

## Sensors = Sense Organs

The sensors play the role of sense organs in the building. Instead of people physically seeing, touching, and feeling things directly, these sensors measure and ascertain the status of the building environment and its facilities, and send that information to the building as a whole.

## Central Monitoring System = Brain

As the brain of the building, the Central Monitoring System gathers information from various devices in the building, monitors the information, and issues commands as necessary.

Controls

Measurements

## The Environments Around Us

The surrounding environment needs to be optimum to make it safe and comfortable for users of a building. Factors that go into making an optimally comfortable environment include room temperature, brightness, smell, size, and security.

Yuko-Keiso keeps your surroundings comfortable and secure by monitoring and controlling air conditioning and the movement of people, respectively.

Yuko-Keiso instrumentation technologies maintain the environments in buildings at their optimum levels.

F & F  
FOOTWORK & FLEXIBILITY

# BA

Building Automation

## Dedicated Exclusively to the Field of Building Automation for over Half a Century

Difficult challenges bring about growth and evolution in people and technology.

We have consistently refined our technological capabilities by respecting all encounters with others.

The things that have kept us strong are our willingness to take prompt action and our persistence in doing whatever it takes to resolve problems, no matter how difficult.

### About us I Building Automation

Instrumentation is the group of technologies behind measuring, monitoring, and controlling things.

We at Yuko-Keiso are committed to creating the optimum environments to our clients through quality instrumentation.

#### Air Conditioning Control Systems

We offer systems that monitor the internal environment of a building as well as the operational status of the air conditioning system, ensuring that the air is comfortable and optimally adjusted for that particular building.

This is the "nervous system" of a building, capable of getting feedback from and responding with the "limbs" of the system.

#### Central Monitoring System

The Central Monitoring System works by gathering information from throughout the building into one central location, and comprehensively and efficiently monitoring that information.

It is like the "brain" of the building in that it is responsible for assimilating information and issuing decisions.

#### Security System

This system ensures security by combining the monitoring of the movement of people in a building, namely by monitoring room entry and exit, the presence of people in a room, and detection of trespassing.

This system functions as the "eyes" of a building, capable of detecting illegal entry.

We fulfill the needs of clients who want to make the environments in their buildings better by bringing to bear wealth of knowledge and the latest technological developments in the areas of air management, electricity, disaster prevention, crime prevention, and other building automation technologies.



Once you get into the field it can be really tough, so it is important to stay energetic.



We've just accepted your order. Thank you very much!



To ensure our clients satisfied, we take absolutely no shortcuts in in-house briefings!



I always keep both my office door and my heart open.



We take to heart the seriousness of being responsible for people's safety.



The blueprints and the actual site are the foundations for what we do. Having in-depth preparatory meetings is must!



"Working" on Sunshine

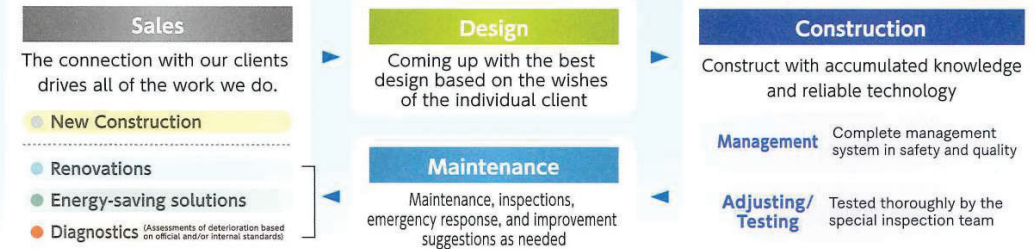


Hard work will be my future nourishment.



Every employee is also an important customer.

### About us II From Our Origins to Our Future



### About us III What We Offer

All of our employees have the benefit of knowledge and experience gained over more than half a century, and they also possess the will and desire to take on new challenges. With this team, we can offer high-tech and forward thinking solutions rooted in our collective experience of having developed such advanced technologies through the creation of systems for a multitude of high-rise buildings and other large-scale facilities.

#### For Builders

Design Installation New Construction Renovation

Yuko-Keiso offers comprehensive building services, including everything from planning and design to system creation, construction management, test operations, calibration/adjustment, and maintenance.

We have an extensive track record for both new and renovated properties. Relying on those experiences, we can bring to bear our experience to offer you systems that meet your desired level of quality, schedule, and cost needs.

Our rigorous system for construction management is led by a dedicated safety control officer and a quality control officer. This service has been highly-received among our clients.

#### For Building Owners

Maintenance Renovation Energy-Conservation Diagnostics

We firmly believe that making the air conditioning of the inside of a building comfortable and optimum not only contributes to the productivity of those who use the building but also to the asset value of that building.

In terms of maintenance, we propose solutions not just for everyday, routine upkeep, but also steps to take for improving maintenance to accommodate changes in usage and environment.

There is nothing that can be done about the degradation of building facilities due to age, but as a means to ascertain the degree of necessity or proper timing for refurbishments, we also accept contracts for diagnostics services covering deterioration, degradation, etc. of buildings.

#### For Building Managers

Maintenance Renovation Energy-Conservation

Not only can we plan and implement preventative maintenance schedules according to equipment service life, we can also offer a wide range of renovation and energy-saving solutions for clients looking to add comfort, save electricity, and/or reduce carbon emissions in the properties that they manage.

With these and other solutions, we can help our property management clients to optimize management costs, help them to streamline quality control, and propose rational renovation projects. In doing so, we offer the kind of assistance that property management companies want and need. We assist property management companies in their attempts to meet the diverse needs of building owners.

#### Products Available



\*Above are Abzil Corporation products. \*Some products are not offered in Vietnam.

## Taking Japanese Technology to the World

Starting with a business in Vietnam,  
listening to local needs, and gradually  
expanding to other ASEAN countries  
using energy conservation as a foothold.

In the spring of 2010, we formed a consortium with several other domestic companies and applied for a publicly offered project funded by the New Energy and Industrial Technology Development Organization (NEDO), a national research organization. Our first project in Vietnam ended as a consequence of the proposal not being adopted. Two years later, however, as we continued to travel to Vietnam, our encounters and bonds with people deepened, as did our understanding of Vietnam as a region.

In March of 2011, thanks to the local ties we had established with people, we were asked to plan lectures on energy-saving in buildings for Hanoi University of Science and Technology. In contrast to the advanced control systems we were handling, we felt that what they wanted was simpler, more familiar or immediate energy-saving techniques.

In July of 2012, driven by the confidence that the seeds we had gradually sown in Vietnam would eventually bear fruit, we established a local company called Yuko Vietnam.

We are by no means a big company. In fact, because of our agility and flexibility, we hope to develop this business slowly and steadily, from small businesses at first, and then on to larger ventures.

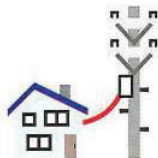
Being useful to the other country,  
Naturally leads to mutual benefit.

We should find the most pressing issues of the other country,  
And use Japanese technology to solve them.

### From "Yuko-Keiso" of Japan to "YUKO" of the World

#### Joint Crediting Mechanism (JCM) Project

As part of a Joint Crediting Mechanism under the auspices of Japan's Ministry of the Environment, we succeeded in helping Vietnam Electricity in reducing their power-generation-related CO<sub>2</sub> emissions by cutting the distribution loss from their pole-mounted transformers. As of September 2016, we have completed four projects, and we are trying to expand laterally with similar projects we hope will be adopted in other areas.



## Topic

## The Present and Future of Our Ventures Overseas



#### Yuko-Vietnam

No.32 Pham Huy Thong Str., Ba Dimh District,  
Hanoi, Vietnam Vietnam Operating Company

Consulting, engineering, and installation of  
instrumentation for automated control systems  
for buildings.

#### Vietnam Japan University

On September 9, 2016, Vietnam Japan University, an institution of which the two countries had cooperating in establishing, was opened in Hanoi, the capital of Vietnam. As a company that gave support in its founding, we at Yuko-Keiso hope that the talented graduates of this institution go on to serve as bridges facilitating relations between the two nations.



### Company Milestones

- |          |   |          |  |
|----------|---|----------|--|
| 1963 Dec | Yuko-Keiso established at 1-38 Yoyogi, Shibuya, Tokyo   | 1989 Jun | Oyama sales office renamed Tochigi sales office upon office relocation (Kawachi county, Tochigi)                               |
| 1967 Jul | Company head office relocated to 1-46-10 Tomigaya, Shibuya, with relocation of company building | 2000 May | Company sales grow to ¥2,794 million   |
| 1973 Dec | Company head office relocated to 5-11-9 Yoyogi, Shibuya, with relocation of company building    | Nov      | Company head office relocated to 2-8-8 Chuo, Meguro, Tokyo with purchase of new company building (Current company head office) |
|          | Yamatate Honeywell (Current Azbil Corporation) Distributor                                      | 2007 Oct | Certified as a CO <sub>2</sub> -reducing SMEs by the Ministry of Economy, Trade and Industry                                   |
| 1982 Jun | Opened Oyama Sales Office in Oyama City, Tochigi (Current Tochigi Sales Office)                 | 2009 Mar | Established Office of Registered Architect First Class   |
| 1985 May | Opened Saitama Sales Office in Omiya City, Saitama  | 2010 May | Company sales are at ¥2,338 million  |
| 1988 Aug | Opened Yokohama Sales Office in the Kanagawa District of Yokohama City, Kanagawa                | 2012 Jul | Established Yuko-Vietnam in Hanoi, Vietnam   |
|          |   | 2013 Dec | 50th anniversary of establishment  |
|          |   | 2016 May | Company sales grow to ¥3,372 million   |



**Yuko-Keiso**

Head Office Address: 2-8-8 Chuo-cho, Meguro-ku, Tokyo 152-0001 Japan  
TEL: +81-(0)3-5720-3231 FAX:+81-(0)3-5720-3492

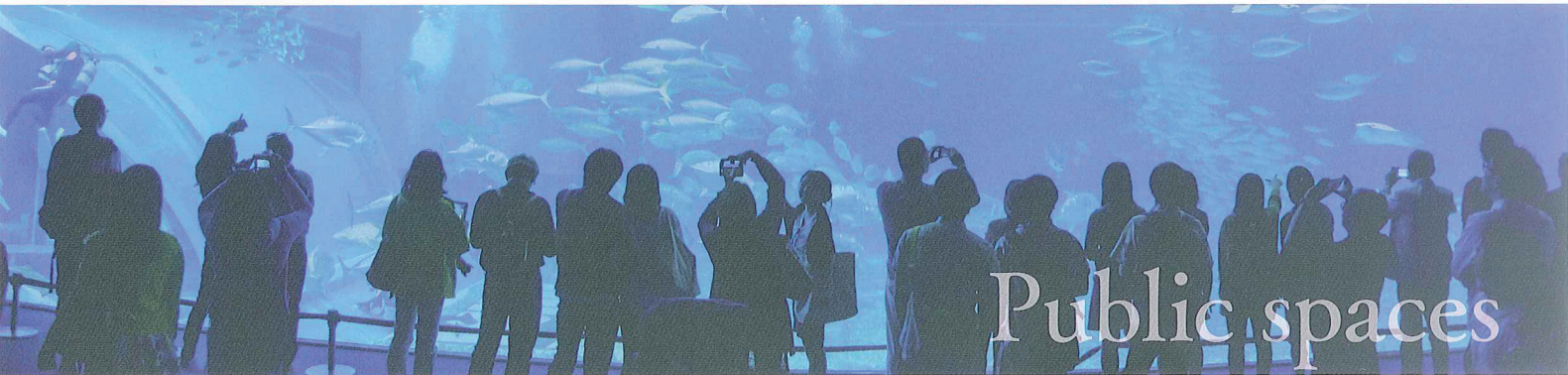
<http://www.yukokeiso.com/>



Facilities

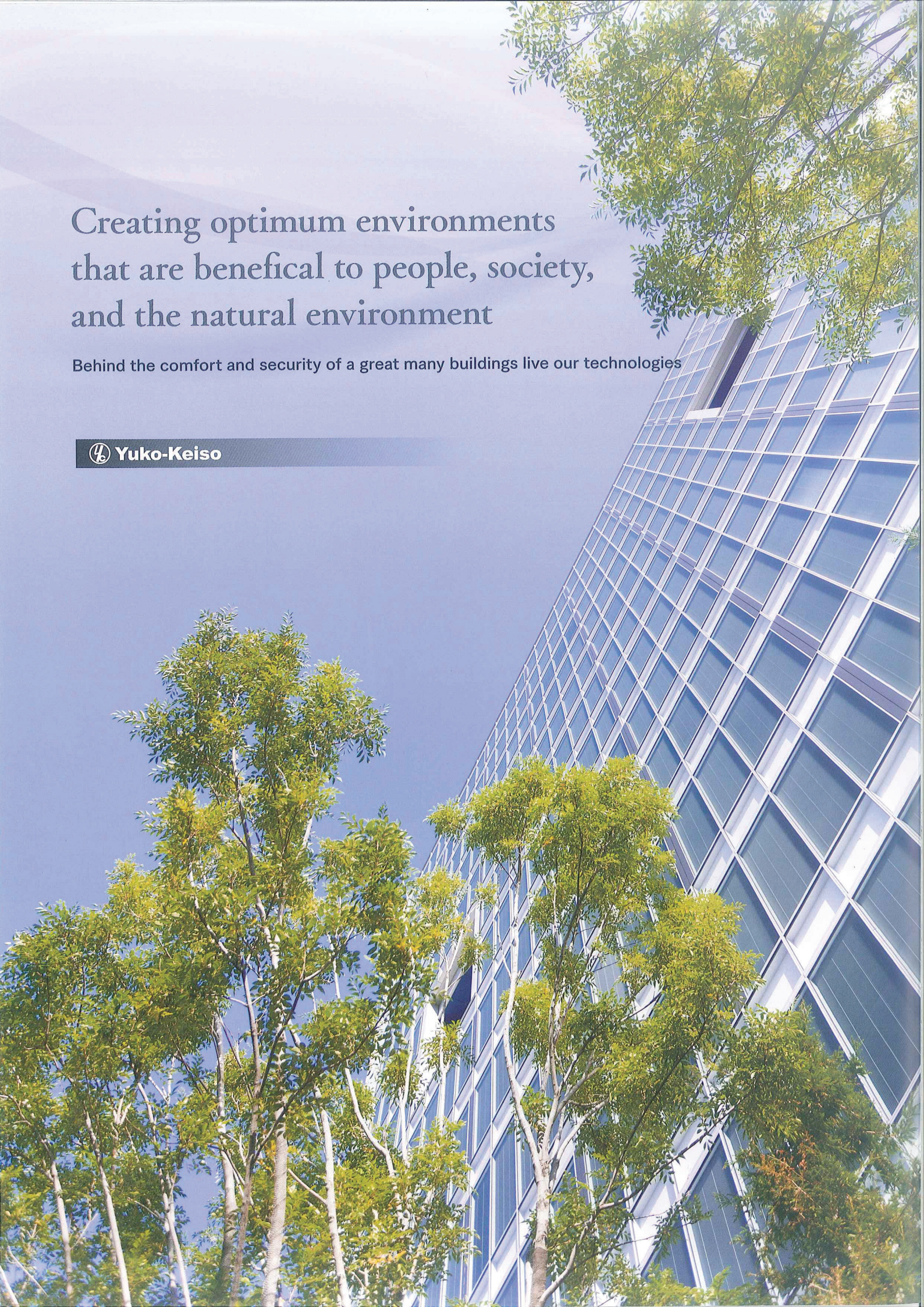


Buildings



Public spaces

FEATURED PROJECTS

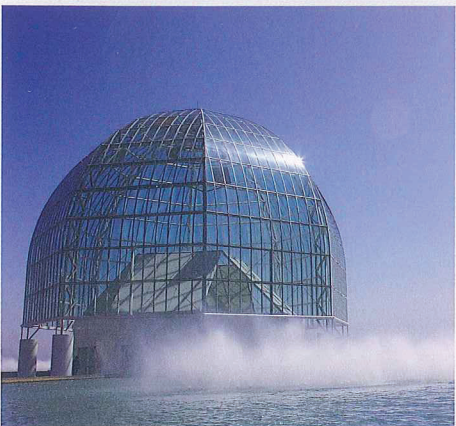


# Creating optimum environments that are beneficial to people, society, and the natural environment

Behind the comfort and security of a great many buildings live our technologies

 **Yuko-Keiso**





● JR SHINJUKU MIRAINA TOWER   ● Tokyo Station MARUNOUCHI BUILDING   ● Roppongi Hills MORI TOWER / CROSS POINT  
 ● Tokyo Dental College Suidobashi School Building   ● Shinagawa City Office Government Buildings   ● Tokyo Metropolitan Government Buildings  
 ● Tokyo Sea Life Park in Kasai Rinkai Park   ● Tokyo Metropolitan Theatre   ● Tennoz Central Tower  
 ● Tokyo Sankei Building   ● Gomado hall in Rinnoji temple   ● Bank of Japan Tokyo Head Office



Office complexes

Commercial complexes

Government office buildings

Cultural institutions

Company premises

Recreational facilities



Medical facilities

Manufacturing buildings

Welfare facilities

Research laboratories

Educational facilities

Distribution depots



More details in Japanese.