

# DX Solution Business

June 12, 2023

Osamu Kikuchi, Senior Vice President  
NEC Networks & System Integration Corporation  
(TSE: NESIC, 1973)



## Osamu Kikuchi

Senior Vice President and  
Executive General Manager, DX Solutions Business Unit

### Career summary

- Apr. 2018 Assistant General Manager,  
EmpoweredOffice Business Development Division
- Apr. 2019 Executive Project Manager, DX Business Promotion Division,  
Business Design Operations Unit
- Jul. 2019 Seconded to NEC Corporation of America
- Apr. 2021 Associate Senior Vice President
- Apr. 2022 Senior Vice President, Executive General Manager,  
Business Design Operations Unit
- Apr. 2023 Senior Vice President, Executive General Manager,  
DX Solutions Business Unit

# DX Solutions Business: Overview and Strengths



Leveraging ICT to serve as a strategic partner that assists customers with management strategies

Providing consultation, design, systems integration, construction, operation and maintenance of DX and ICT systems

Business strengths and characteristics

Workstyle innovation × customer base × field capabilities

FY 2023/3 News

Communication



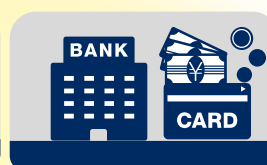
Manufacturing



Distribution



Hotels



Financial services

Multi-cloud

Security



Central and local governments



Educational and medical institutions



NEC-G



Global

Digital twins

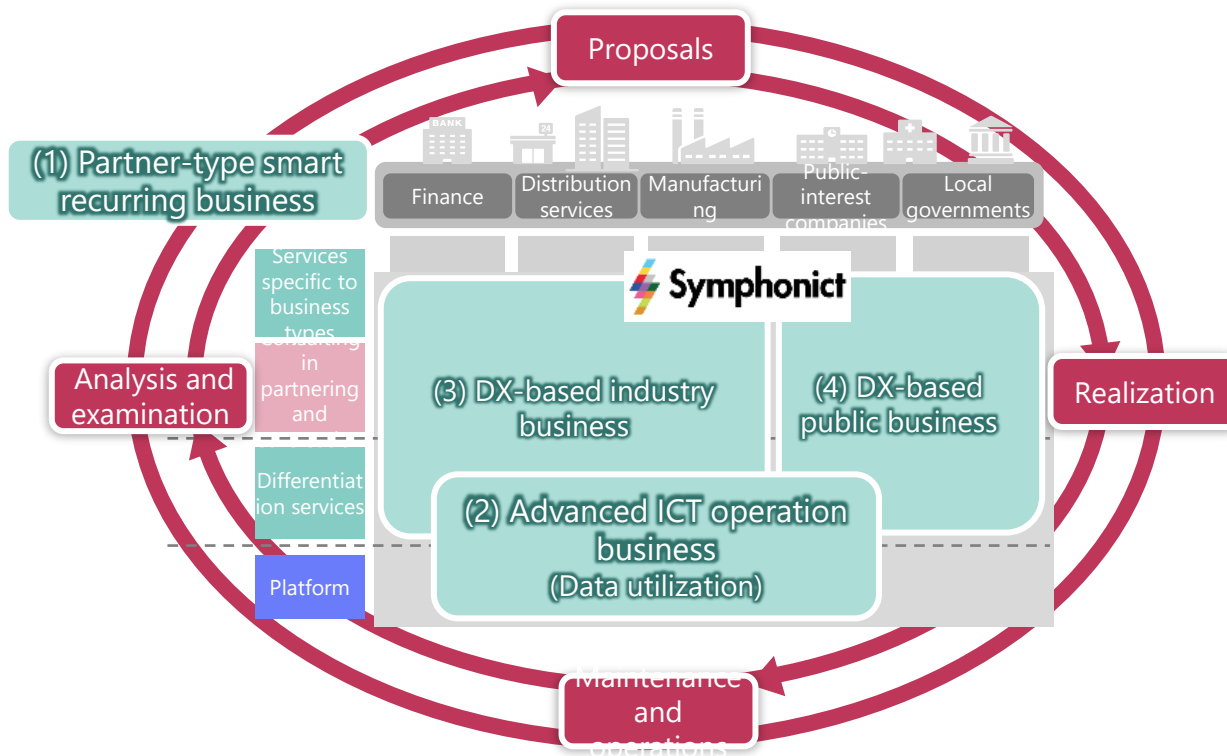
- For a housing manufacturer: Installation of cloud status visualization / centralized log management and analysis infrastructure
- For a manufacturer: Installation of plant OT network
- For a local government entity: Services to support the utilization of business automation tools

# Status of Strategy Execution: Issues in FY2023/3

Given the signs of expansion in strategic areas,  
it is essential that we pursue further growth and high profitability toward achieving the medium-term management plan

«Business strategy announced at May 2022»

Providing DX services in partner-type smart recurring



Measures

Gain traction with strengthening and growth strategies, accelerate action

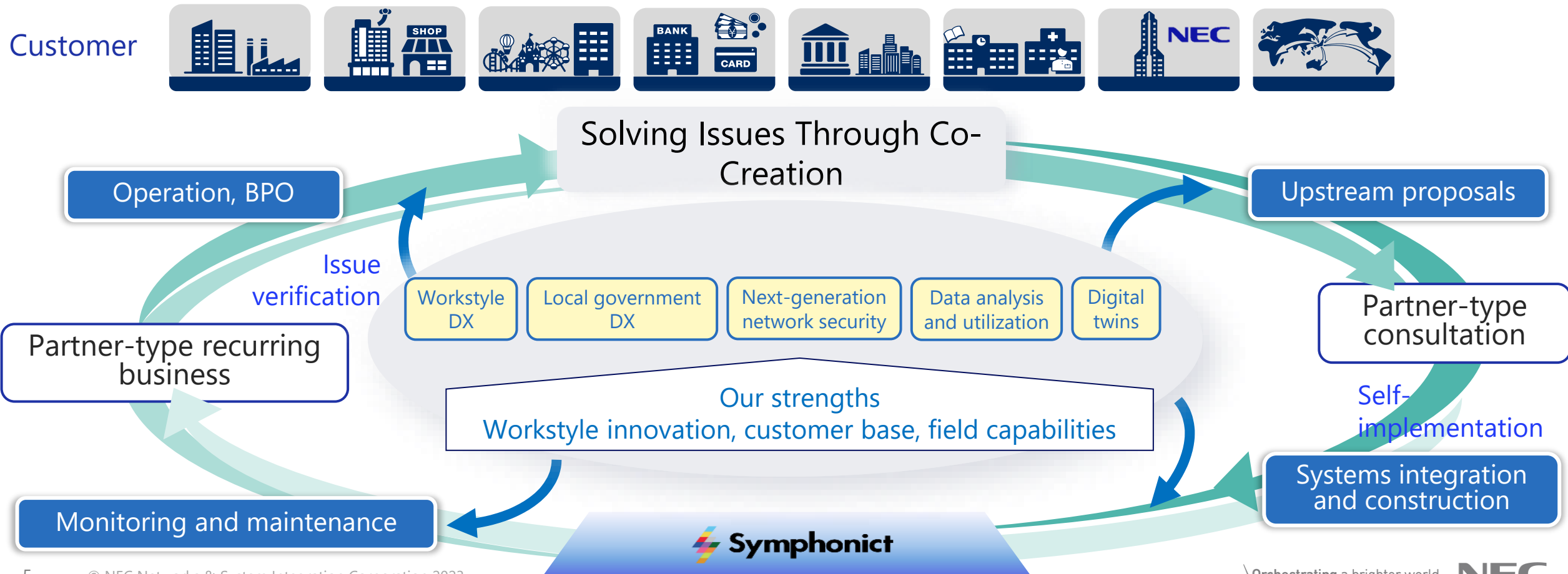
Upstream approach to customer base

Creation of business models that reflect market needs

Development of DX human resources linked to business strategies

# Basic Policies

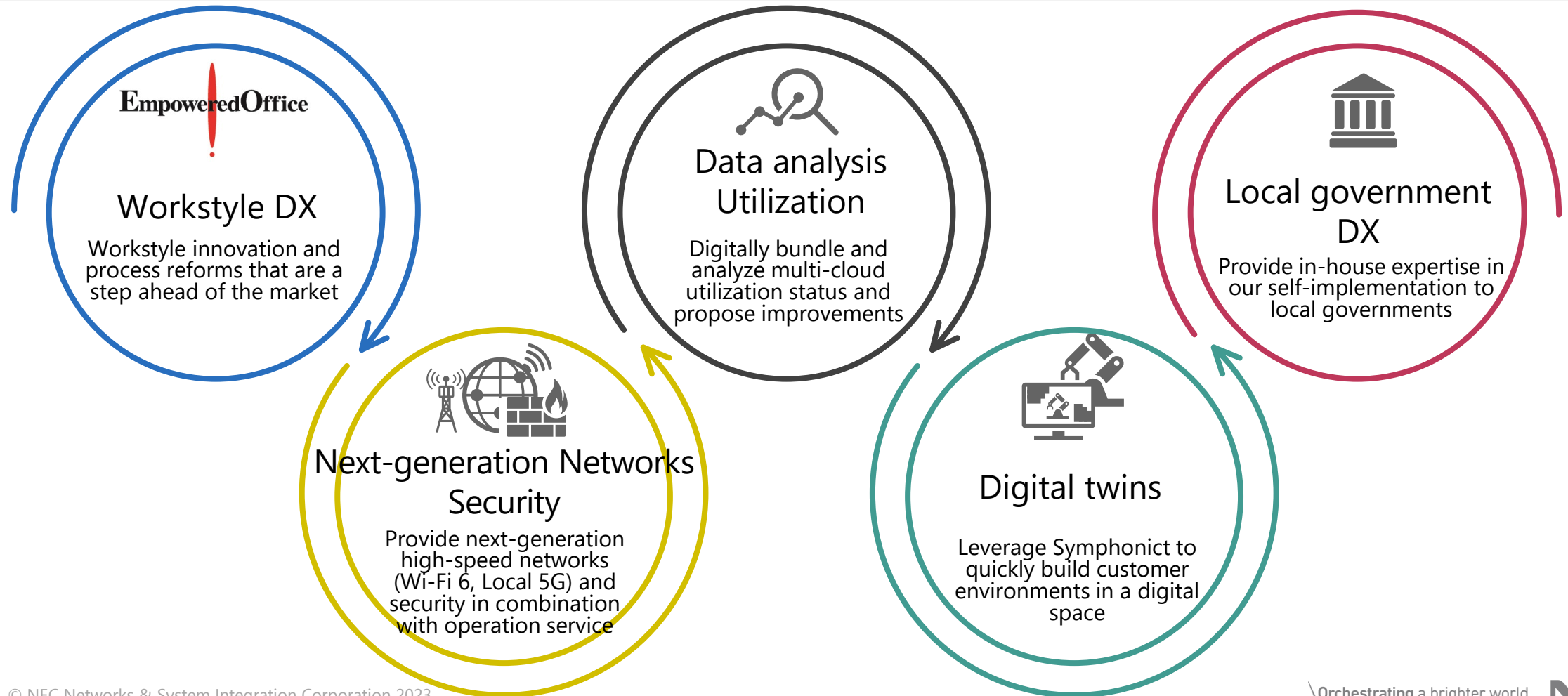
Acquiring new customers utilizing the strength of our brand for workstyle innovation and continue to cultivate existing customers. Becoming a co-creation partner that works with customers, discovers issues, makes improvement proposals from every angle and solves these issues.



# Domains Identified for Strengthening and Growth

Approaches based on themes of strengthening or growth reflective of users needs and market trends

Improve the appeal of services that offer new value to customers and enhance the value of customers



# What is the Symphonict Service?

An integration service that leverages our own expertise in our self-implementation to ensure the success of customer DX activities (digital shift, digital utilization)



# Reference: Our Self-implementation of Workstyle Innovation

Focusing on our new head office, we leveraged DX to implement workstyle innovation that stays a step ahead of the market

Latest showcase for customers  
**Business co-creation** hub



Innovation-Base  
(Nihonbashi)

Comprehensive  
verification and  
**demonstration**



Demonstration-Base  
(Shibaura)

**Testing of** new technologies  
Development of technical  
human resources



Technical-Base  
(Shin-Kawasaki)

*After COVID-19*

*New workstyles*

*Hybrid Work*



Work from home / telework

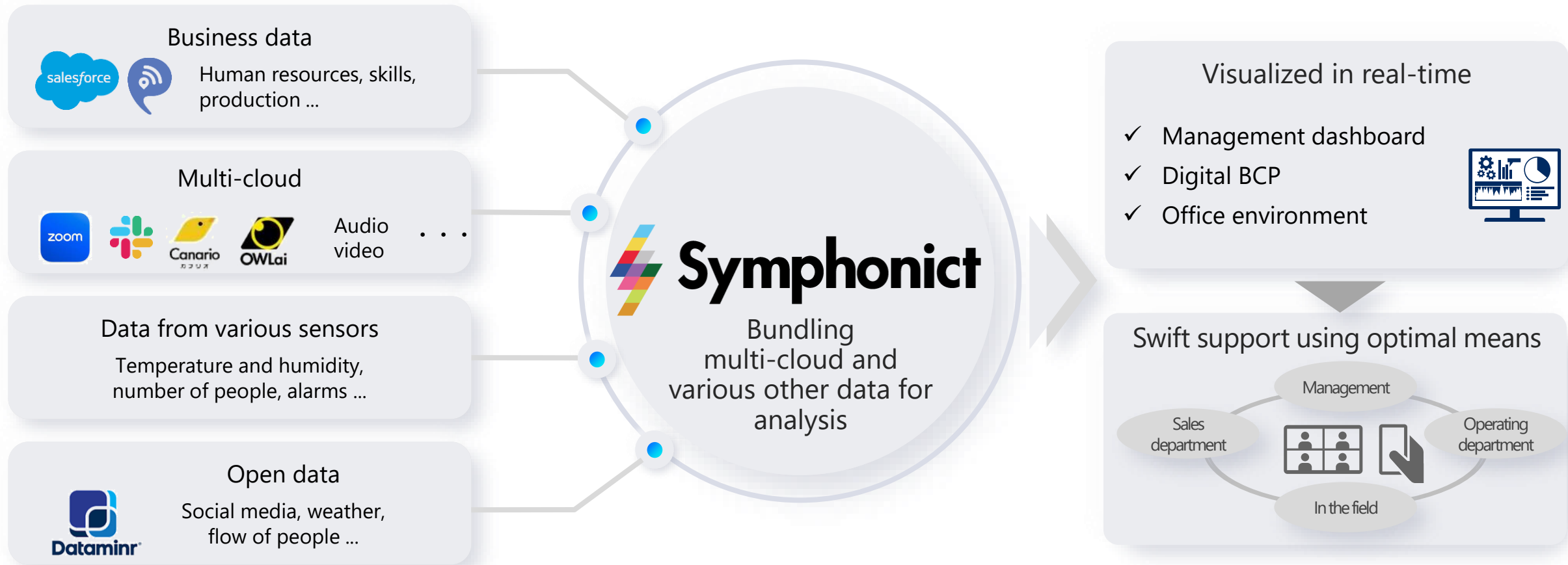


Activity-Base  
(Seven exclusive satellite offices in  
the Tokyo metropolitan area)



# Reference: Data Analysis and Utilization

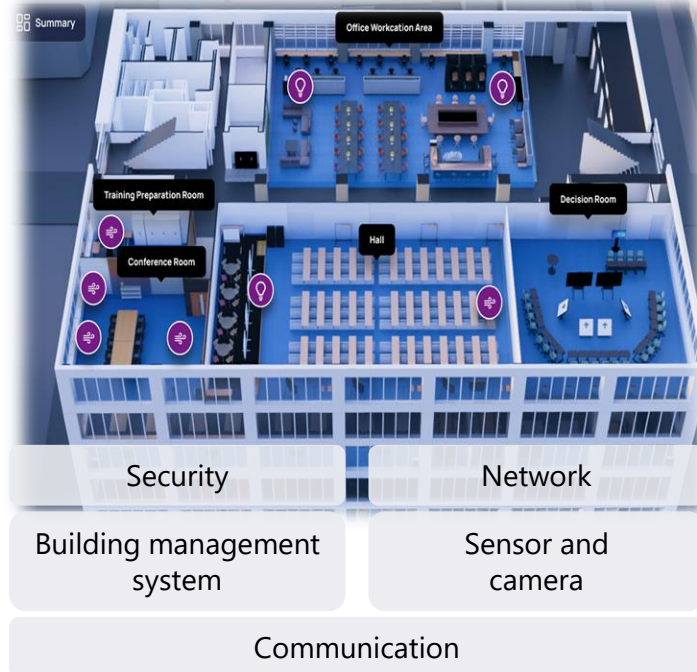
Provide the platform for finding new value by combining multi-cloud utilization status and data in a short time and at low cost



# Reference: Digital Twins

Provide new value in coordination with NESIC's existing businesses from the angle of digital twins

Self-implementation under way at the Shibaura Head Office



- Office
  - ✓ Ideal workplaces
  - ✓ Active communication
  - ✓ Productivity improvements
- Factory
  - ✓ Improving production efficiency
  - ✓ Labor reducing robots
  - ✓ Ensure safety and comfort of work environments
- Retail facilities
  - ✓ More attractive to customers
  - ✓ Improved inclination to make purchases
  - ✓ Safety, peace of mind and comfort for visitors

# Human Resources Development

Consulting personnel	2023/3	2025/3
	39	190

Advanced DX professionals	2023/3	2025/3
	380	1,000

Beyond 5G professionals	2023/3	2025/3
	192	290

Reskilling of existing resources and development of innovation-oriented human resources who will lead growth areas

\* DI = Digital Integration

## *DX human resources*

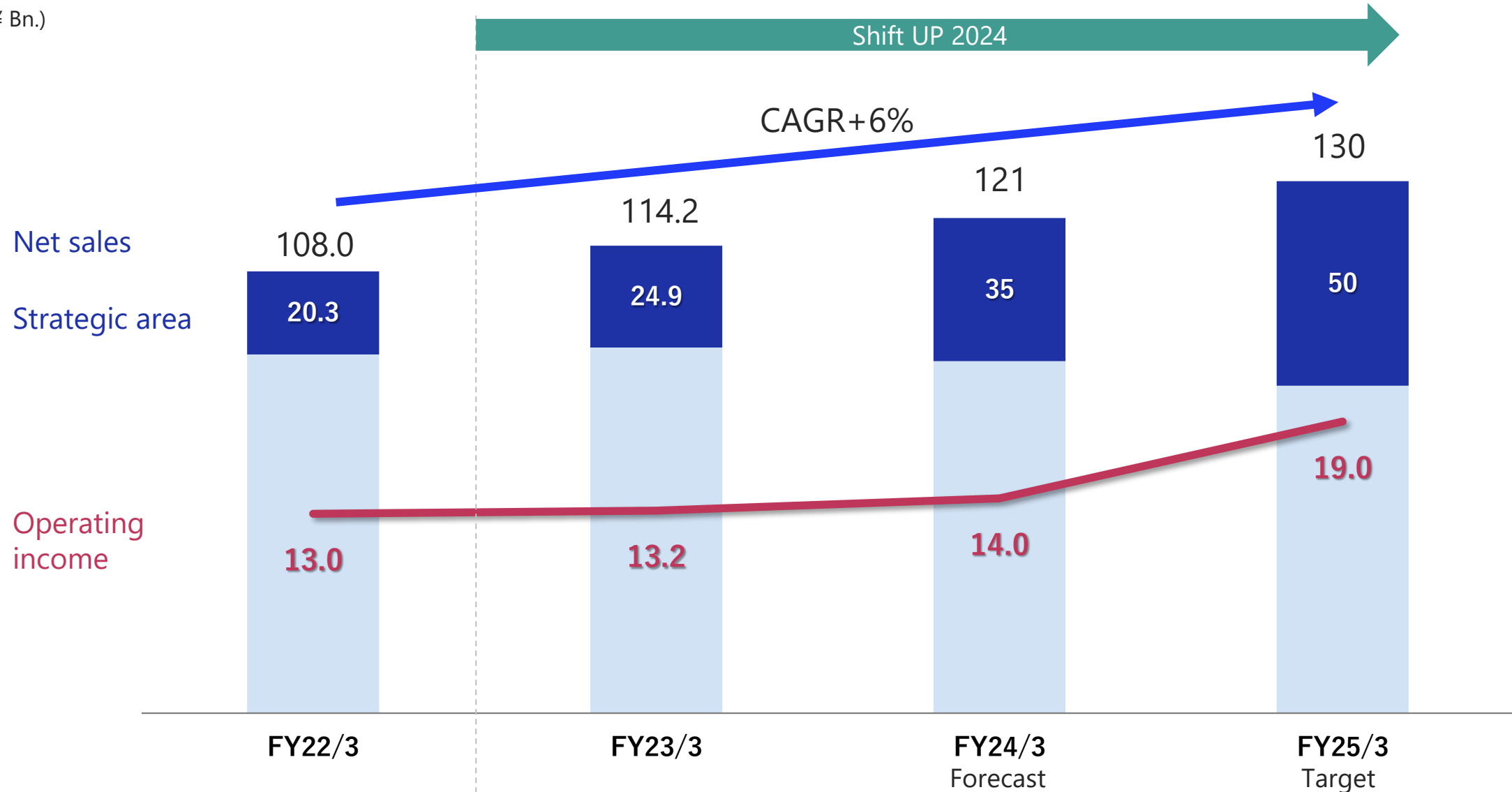
Clarify customer issues and provide solutions by transforming business models from the DI\* of existing businesses to DX

## *Innovation-oriented Human Resources*

Bring about major reforms to businesses by incorporating new mechanisms and technologies previously not available

# Business Plan

(¥ Bn.)



# Cautionary Statement

Forecasts and targets of results mentioned in this document are future estimates and are thus inclusive of risks and uncertain factors since they are not based on definite facts. Please be aware that a variety of factors could cause actual results to differ significantly from those projected. The major factors affecting actual results include the economic climate and social trends surrounding the business of this Company's group, consumer trends vis-a-vis systems and services provided by this Company's group, as well as pressure to lower prices and ability to cope with the market in response to intensified competition.

Factors affecting results are not limited to the ones mentioned above.

There was segment change in April 2022. Segment information for the FY 2022/3 have been recalculated to reflect the change in the content of business segments.

# NEC

NEC Networks & System Integration Corporation

<https://www.nesic.co.jp/english/ir/>