

DX Solution Business

June 12, 2024

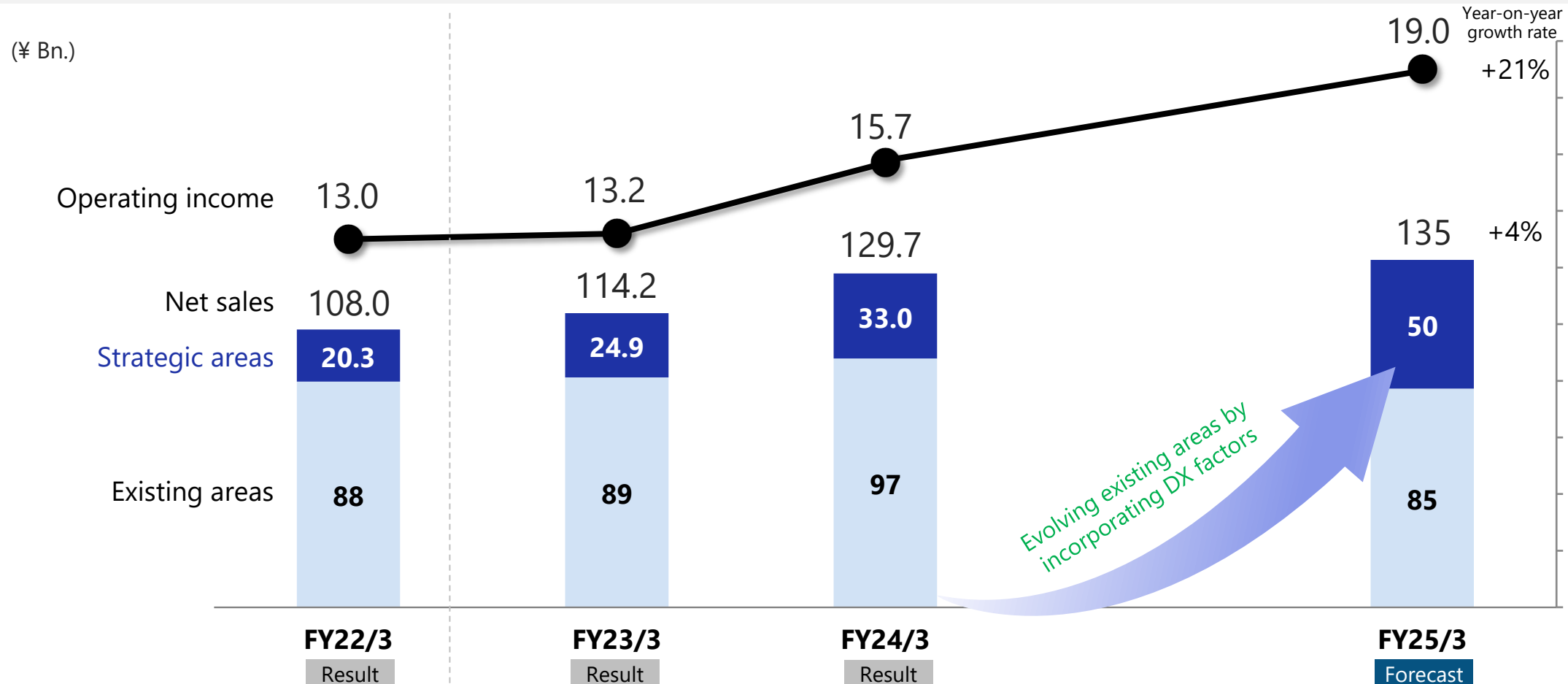
Osamu Kikuchi, Senior Vice President
NEC Networks & System Integration Corporation
(TSE: NESIC, 1973)

Business Performance

* Forecast figures are as of April 26, 2024

Strategic areas drove the growth of sales and profit.

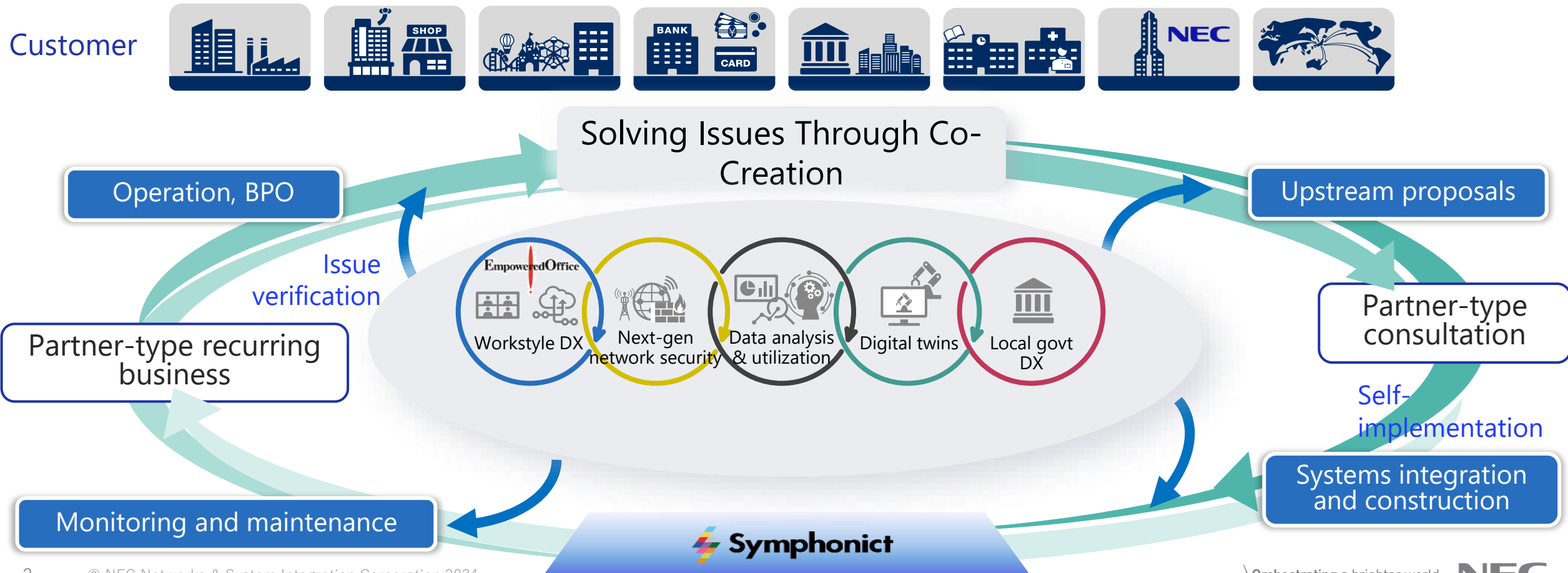
Improvements in profitability will accelerate further with the cycle from existing areas to the DX area.



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.



Business Strategy

1. Responding to post-COVID-19 workstyles and return to office

Acquiring new customers by utilizing the strength of our brand for workstyle innovation and making sure to receive orders for office relocation and renewal projects

2. Capturing growing demand for network security, attributed to renewal of ICT infrastructure

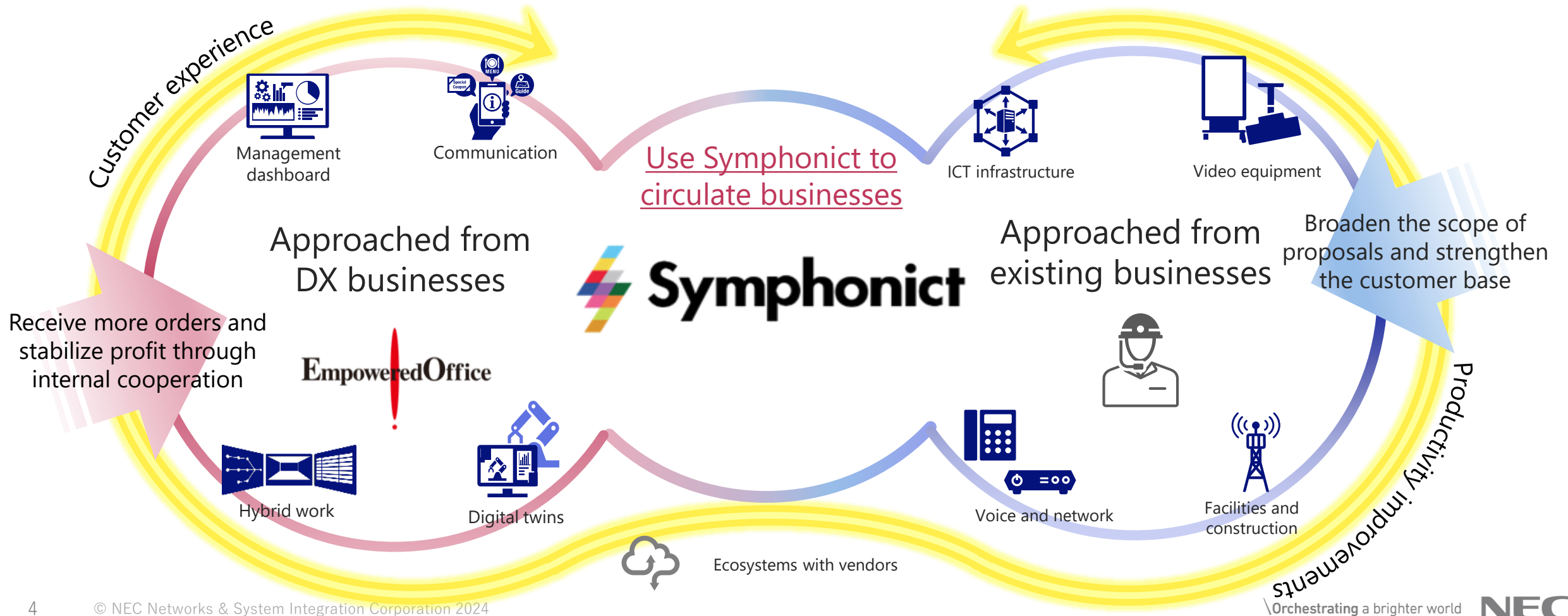
Responding to growing demand for network renewal resulting from an increase in data traffic and providing advanced security operation

3. Increasing approaches to customers in public fields, starting from the DX area including digital twins

Expanding business areas from DX projects to existing areas, including network security and surveillance cameras and monitors

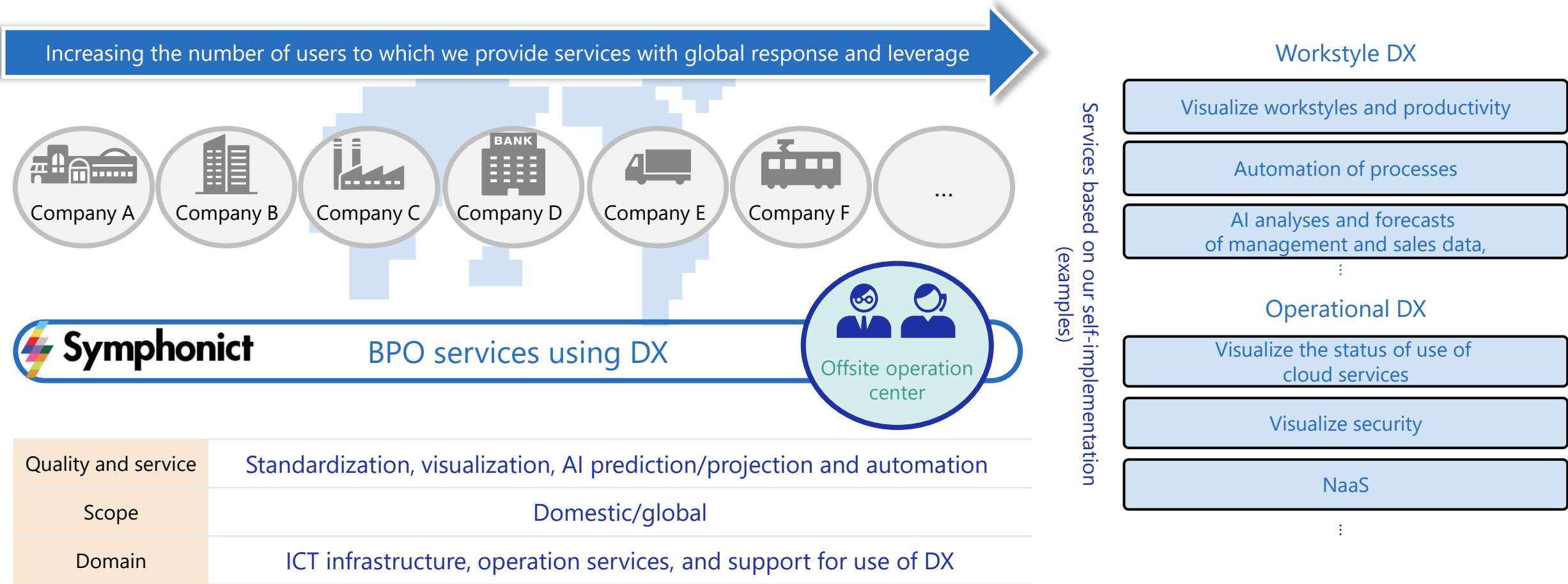
Strategy

Facilitating a hybrid business combining project-type existing businesses with DX services
Circulating businesses with flexible approach from both existing areas and DX areas



Business Strategy

Responding flexibly to the ICT environment, which is getting complicated,
by shifting from resident BPO to center-based offsite BPO
Eliminating dependence on individual skills and realizing high quality through automation using AI

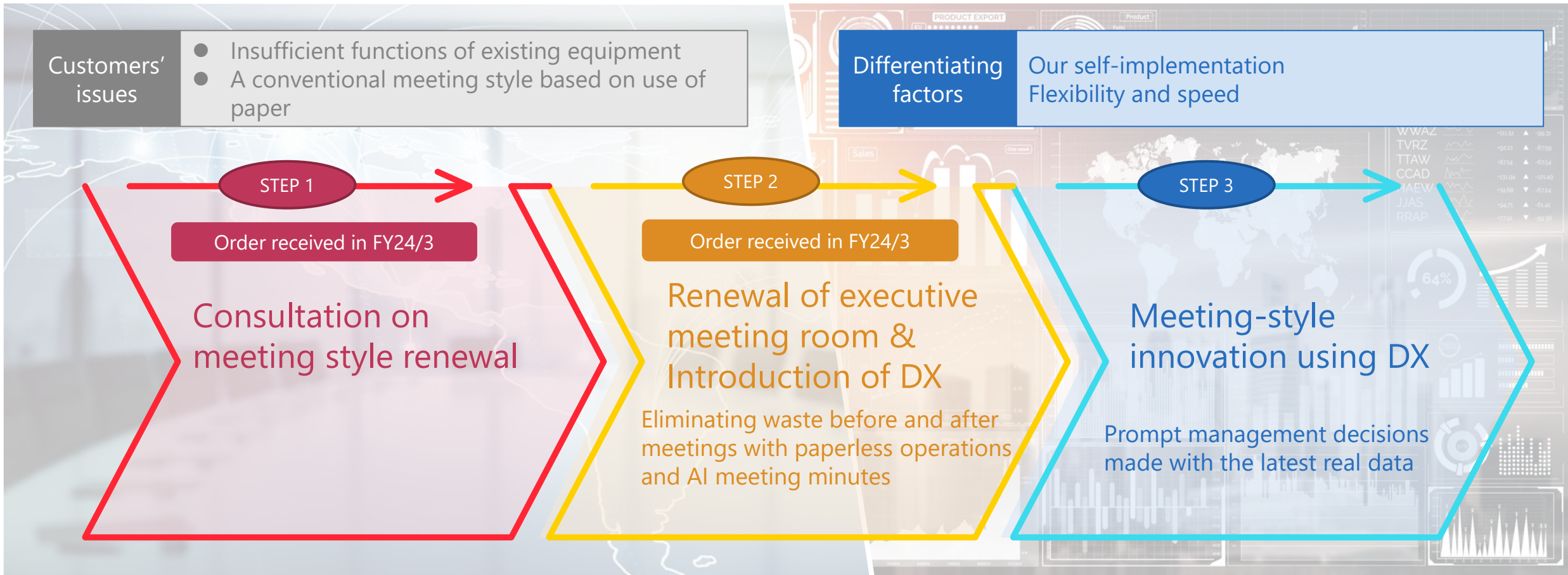
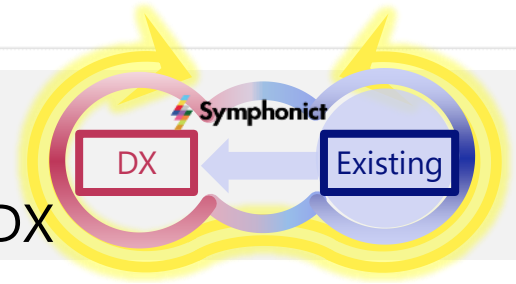


Case: Workstyle DX and Innovation of Executive Meeting

A meeting-style innovation

made in time with the renewal of the executive meeting room

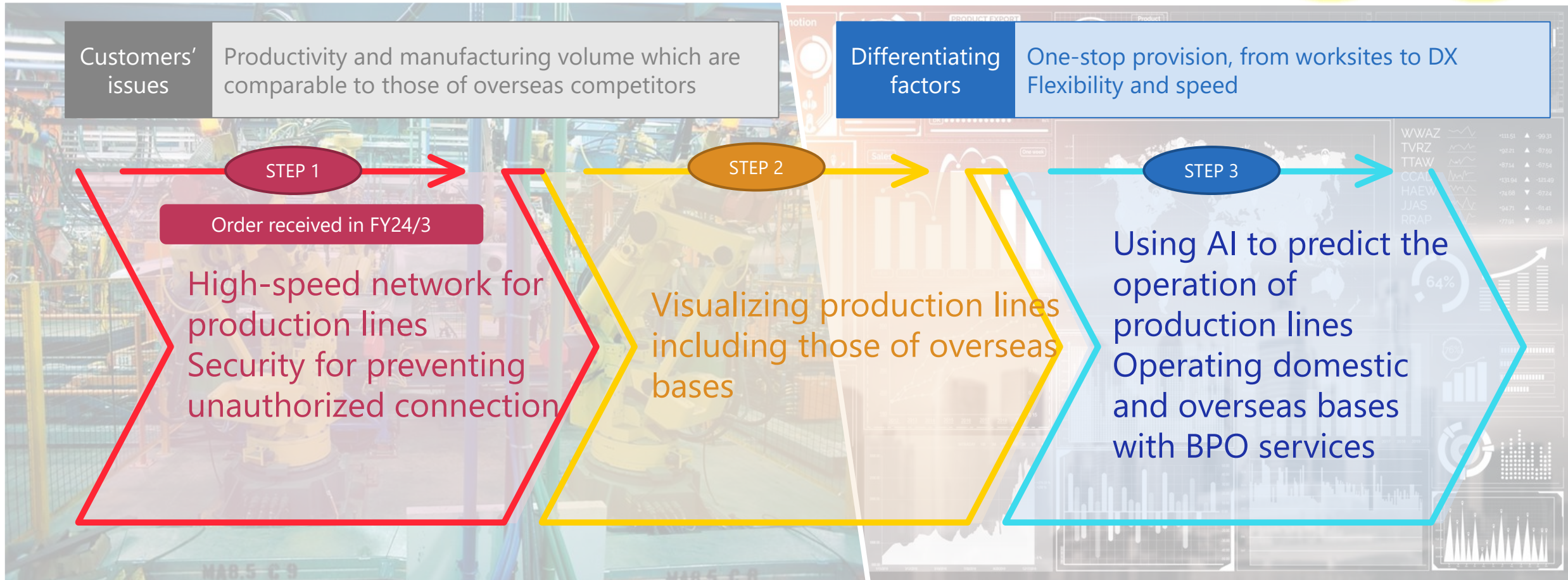
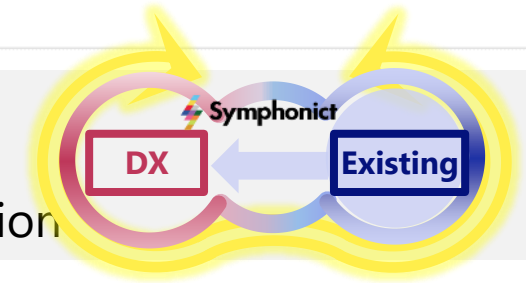
A leading-edge executive meeting created by integrating space, equipment, and DX



Case: In-Factory Network Security

Next-generation digital factory

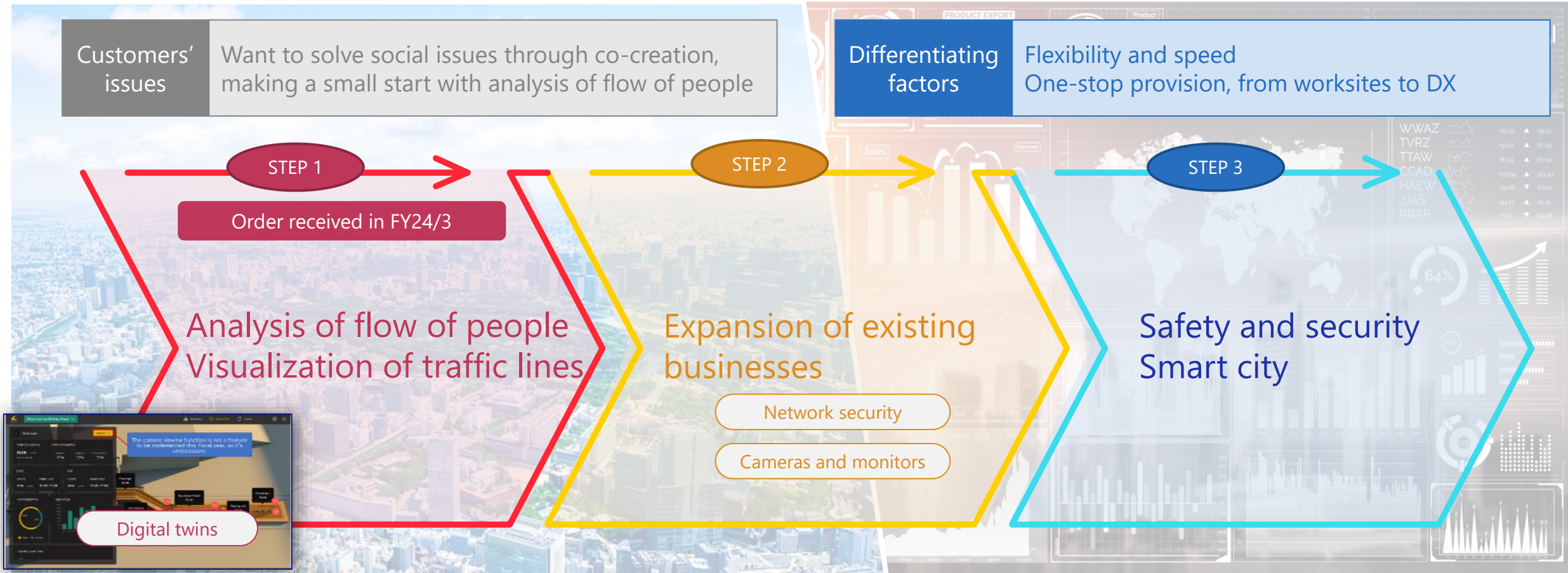
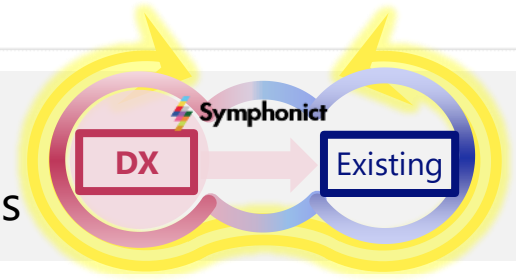
-A high-speed, secure network of domestic and overseas production bases for centralized management of information



Case: Digital Twins

Specific solutions to issues co-created with the customer in a step-by-step manner

-Expanding the area to existing areas and smart city, starting from digital twin data analysis



Factors Differentiating NESIC from Competitors

1. DX services provided in a one-stop manner from the worksite to the cloud

Efficient services backed by a history of self-implementation, the optimal introduction of DX based on a thorough understanding of customers' on-site environments

2. Flexibility and agility (always using the most advanced, optimal cloud services)

Agility independent of specific products or vendors and an assortment of DX services with new venture discovery systems in North America and other regions

3. Self-implementation

(discovering and implementing DX technologies which are one step ahead)

Sharing issues and achievements of iour self-implementation with customers to support their transformation

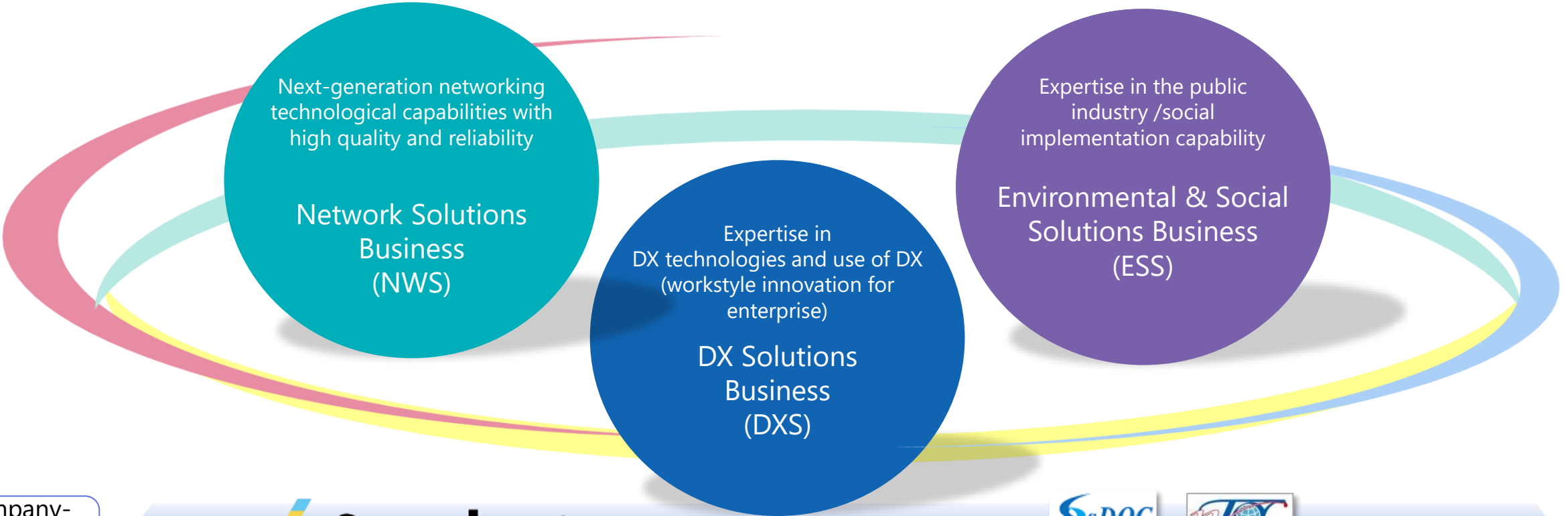


Branding (workstyle innovation), extensive industries/large-scale SI capabilities,
advanced DX/network professionals

Leads Company-wide DX

Leading the transformation to a recurring model and enhanced added value
with DX technologies and expertise in DX utilization

Example: DX in public areas, such as using Digital Twin to visualize flows of people at a station/airport



Company-
wide business
foundation



(Foundation for nationwide support services)



Re-designing your Communication



NEC Networks & System Integration Corporation will be committed to increasing customer value by redesigning future communications from the user's perspective.

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