International Business Structure

(As of July 1, 2017)

NEC is working to grow globally while leveraging the strengths of its businesses in each market by locating regional headquarters in North America, Central and South America, EMEA (Europe, the Middle East and Africa), China/East Asia, and APAC (Asia Pacific). NEC has declared "Global Contributions through Solutions for Society" as a medium-term theme, striving for growth in key businesses and securing the profitability of core businesses.

The safety business' track record includes several achievements during the fiscal year ended March 31, 2017. These include the delivery of a face recognition system for customs use at John F. Kennedy International Airport in the United States, and the adoption of a biometric identification system for government institutions in Australia. We have also steadily increased orders, accurately capturing rising global demand with respect to safety.

In the upcoming fiscal year, we will build on our concentration of resources in key fields and regions, investing strategically to quicken the pace of growth in key businesses. Beginning with the safety business, where we utilize technology benchmark tested by the U.S. National Institute of Standards and Technology (NIST). We will seek out business expansion with a focus not only on SDN/NFV (network functions virtualization), which telecom carriers have begun to adopt full scale, retail and bus/fleet (bus transit) systems, but also on managed services, which are poised for growth in the APAC region.

Toshiya Matsuki

Executive Vice President
NEC Corporation
In charge of the Global
Business Unit

EMEA
### (Europe, the Middle East and Africa)

Masahiro Ikeno

President & CEO
NEC Europe

NEC Europe promotes a sustainable society by providing solutions tailored to the diverse needs of more than 100 countries across Europe, Russia, the Middle East and Africa.

During the fiscal year ended March 31, 2017, a rise in safety and security needs triggered by acts of terrorism and other incidents doubled the order volume in the safety field, including solutions for airports and other vital infrastructure. In the telecom carrier business, we received orders for projects in the growth fields of TOMS and NFV from major carriers in Italy and Saudi Arabia, as we accelerated business development in this area. In terms of network business for the corporate sector, we expanded hospitality solutions, most notably for hotels.

With increasing demand for safety and other Solutions for Society expected to remain strong in the EMEA region, we will continue to accelerate business expansion in the upcoming fiscal year. In Europe, we will realize a secure, safe and efficient society by promoting smart cities and other globally cutting-edge initiatives. In Russia, the Middle East and Africa, where high future growth is expected, we will provide solutions including communications and energy, contributing to both business expansion and the realization of a more abundant society.
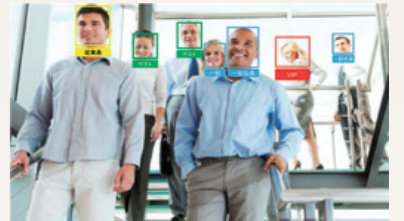
North America

Shinsuke Takahashi

President & CEO
NEC Corporation of America

NEC Corporation of America continued to see success in our focused growth areas by engaging at a more strategic level with our customers.

We secured a major contract with 7-Eleven, Inc. to provide our point of sale technology in all North American stores. We also made progress with the federal government's border protection initiatives using our biometrics solutions, and won significant new contracts with key state law enforcement agencies.

A major SAP® HANA migration project with the Ladies Professional Golf Association (LPGA) highlighted our Infrastructure as a Service (IaaS) private cloud activity for the year. Finally, iPASOLINK EX-Advanced launched in North America as a market leading broadband wireless alternative to fiber-based data connections.

Overall, we see continued opportunity to become a strategic partner for digital transformation for more of our customers over the near term by leveraging the Internet of Things, analytics and artificial intelligence.

China/East Asia

Naoki Yoshida

Senior Vice President
NEC Corporation,
President
NEC (China)

As a regional headquarters, NEC (China) covers China, Hong Kong, Macao and Taiwan, as well as Korea. In this capacity, we are broadly involved in the region in fields that include security, retail and other solutions, along with communication systems, PBX/servers, and displays.

Regarding security, we provide fingerprint identification, face recognition and other biometric identification systems and automated customs inspection systems (e-gate systems) to justice ministries, law enforcement agencies, airports and other entities in each country and region. In the field of retail, in addition to providing POS and IT systems primarily for convenience stores, we provide a highly rated around-the-clock maintenance request service covering stores for customers mainly in Taiwan. With respect to displays, we are broadly developing opportunities particularly in China in areas that include digital cinemas for movie theaters and products for airports and subways as we expand business. Beyond this, in Hong Kong, as an advanced base in the bus/fleet (bus transportation system) field, we are providing technological support not only for the Hong Kong market but for NEC's global activities.

Going forward, NEC (China) will continue to promote business expansion particularly in the fast-growing Chinese market, while strengthening partnerships with some of the region's most prominent companies to create new business.

Central and South America

Masazumi Takata

Senior Vice President
NEC Corporation,
President & CEO
NEC Latin America

NEC Latin America's business is strongly aligned with the region's needs, which drives us toward our goals and targets.

During the fiscal year ended March 31, 2017, our efforts to realize SDGs resulted in the winning of a biometrics project that helps provide students in Chile with fair access to meals, thereby contributing to the equality of society.

We also expanded our business by acquiring a local cyber security company that is one of the top players in our market for MSS, as we aim to be the No.1 value provider in Safer Cities utilizing a wide range of advanced assets from NEC.

For continuous growth, the region needs to boost innovation and productivity, which NEC Latin America aims to contribute to as we focus our efforts on new business segments, especially in the retail, agriculture and Bus Rapid Transit (BRT) fields.

Going forward, NEC Latin America looks forward to achieving our goals as we continue supporting our customers, partners and the people of Latin America through the orchestration of a brighter world.

APAC
(Asia Pacific)

Tetsuro Akagi

Senior Vice President
NEC Corporation,
CEO
NEC Asia Pacific

NEC Asia Pacific is responsible for the ASEAN, Southwest Asia and Oceania market, collectively recognized as one of the world's fastest growing regions. Using ICT to contribute to development in each country, we conduct business each day in ways that ensure NEC Asia Pacific is a company that society needs.

During the fiscal year ended March 31, 2017, we took steps to further expand Solutions for Society, most notably in safety arena, while positioning telecom carrier business as our core field. Successes during the year include orders from a number of ASEAN countries for an e-passport system featuring biometric identification. We also won for face recognition systems from law enforcement agencies in various countries, such as the South Australia Police. Additionally, we provided an intelligent bus management system for City of Pune, India, delivered digital terrestrial broadcasting equipment for a state broadcasting station in the Philippines, and conducted demonstration trials of a flood simulation system in Thailand. Through these efforts, NEC Asia Pacific contributed to building a sophisticated social infrastructure in countries across the region.

NEC Asia Pacific is committed to delivering innovative solutions to communities in the region and leading NEC's global business expansion.

IV
Business Activities for
Social Value Creation