Financial Results for Q2 Fiscal Year Ending March 31, 2021

October 29, 2020

NEC Corporation

(https://www.nec.com/en/global/ir/)

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- * Net profit/loss refers to net profit/loss attributable to owners of the parent for the same period.
- * As stated in the July 21, 2020 announcement, "NEC to Revise Operating Segments", NEC has revised its operating segments from Q1, FY21/3. Figures for the corresponding period of FY19/3 or FY20/3 have been restated to conform with the new segments.



I . Financial Results for 1H, FY21/3

Summary of Financial Results for 1H

Revenue

YoY -9.2%

Decreased due to decline in large projects and business PC replacement demand as well as the deterioration of the macro economy

Adjusted Operating Profit

YoY -26.3 billion yen

Decreased due to decline in revenue despite recording gain on sales of subsidiaries' shares and cost reduction

Adjusted Net Profit

YoY -17.7 billion yen

Decreased due to decline in adjusted operating profit

Summary of Financial Results for 1H, FY21/3

(Billions of Yen)

	Q1 <april june="" to=""></april>		Q2 <july september="" to=""></july>			1H <6 months>			
	FY20/3 Actual	FY21/3 Actual	YoY	FY20/3 Actual	FY21/3 Actual	YoY	FY20/3 Actual	FY21/3 Actual	YoY
Revenue	653.9	587.7	- 10.1%	795.1	727.3	- 8.5%	1,449.0	1,315.0	- 9.2%
Operating Profit/Loss	3.4	- 10.3	- 13.7	43.5	30.2	- 13.2	46.9	20.0	- 26.9
% to Revenue	0.5%	-1.7%		5.5%	4.2%		3.2%	1.5%	
Adjusted Operating Profit/Loss	7.6	- 5.8	- 13.4	47.8	34.8	- 12.9	55.4	29.0	- 26.3
% to Revenue	1.2%	-1.0%		6.0%	4.8%		3.8%	2.2%	
Income before Income/Loss Taxes	3.7	- 9.6	- 13.4	42.4	29.0	- 13.4	46.1	19.4	- 26.8
Net Profit/Loss	3.3	- 5.0	- 8.3	25.9	16.0	- 9.9	29.2	11.0	- 18.2
% to Revenue	0.5%	-0.9%		3.3%	2.2%		2.0%	0.8%	
Adjusted Net Profit/Loss	5.9	- 2.3	- 8.1	28.4	18.8	- 9.6	34.3	16.6	- 17.7
% to Revenue	0.9%	-0.4%		3.6%	2.6%		2.4%	1.3%	
Free Cash Flows	83.1	84.2	+ 1.0	- 27.5	- 54.4	- 26.9	55.6	29.7	- 25.9
Dividend per Share (Yen)							30	40	+ 10
Note: USD / JPY Average Exchange Rates (Yen) EUR /JPY	110.94 124.70	107.57 117.79		107.57 120.61	106.81 122.90		109.26 122.66	107.19 120.34	

Financial Results for 1H, FY21/3 (by segment)

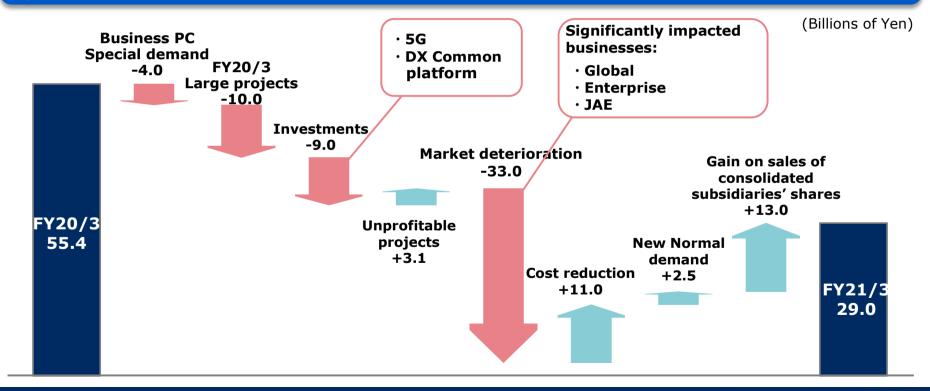
(Billions of Yen)

		Q1 -	Q1 <april june="" to=""></april>		Q2 <july september="" to=""></july>			1H <6 months>		
		FY20/3 Actual	FY21/3 Actual	YoY	FY20/3 Actual	FY21/3 Actual	YoY	FY20/3 Actual	FY21/3 Actual	YoY
Public	Revenue	87.2	74.8	- 14.2%	120.1	102.3	- 14.8%	207.2	177.1	- 14.5%
Solutions	Adjusted Operating Profit/Loss	- 0.3	- 3.3	- 2.9	10.2	7.9	- 2.3	9.9	4.6	- 5.3
Solutions	% to Revenue	-0.4%	-4.4%		8.5%	7.7%		4.8%	2.6%	
Public	Revenue	130.5	122.7	- 6.0%	168.7	158.9	- 5.8%	299.2	281.6	- 5.9%
Infrastructure	Adjusted Operating Profit	7.6	1.8	- 5.7	16.7	14.8	- 1.9	24.2	16.6	- 7.7
Illiastructure	% to Revenue	5.8%	1.5%		9.9%	9.3%		8.1%	5.9%	
	Revenue	137.6		- 16.4%	150.6	123.1	- 18.2%	288.2	238.1	- 17.4%
Enterprise	Adjusted Operating Profit	8.2	2.7	- 5.6	17.0	15.3	- 1.7	25.2	18.0	- 7.3
	% to Revenue	6.0%	2.3%		11.3%	12.4%		8.8%	7.5%	
Network	Revenue	94.8	99.0	+ 4.5%	119.6	126.4	+ 5.8%	214.4	225.5	+ 5.2%
Services	Adjusted Operating Profit/Loss	- 0.1	- 2.1	- 2.0	9.2	8.3	- 1.0	9.1	6.2	- 2.9
Services	% to Revenue	-0.1%	-2.1%		7.7%	6.5%		4.3%	2.7%	
	Revenue	114.2	97.0	- 15.1%	129.0	122.3	- 5.2%	243.3	219.3	- 9.9%
Global	Adjusted Operating Profit/Loss	- 0.6	- 3.0	- 2.5	1.7	- 0.3	- 2.0	1.1	- 3.3	- 4.4
	% to Revenue	-0.5%	-3.1%		1.3%	-0.2%		0.5%	-1.5%	
	Revenue	89.5	79.1	- 11.6%	107.2	94.3	- 12.0%	196.7	173.4	- 11.8%
Others	Adjusted Operating Profit	4.9	4.3	- 0.6	9.0	2.8	- 6.1	13.9	7.2	- 6.7
	% to Revenue	5.5%	5.5%		8.4%	3.0%		7.1%	4.1%	
Adjustment	Adjusted Operating Profit/Loss	- 12.1	- 6.2	5.9	- 16.0	- 13.9	+ 2.1	- 28.1	- 20.2	+ 7.9
	Revenue	653.9	587.7	- 10.1%	795.1	727.3	- 8.5%	1,449.0	1,315.0	- 9.2%
Total	Adjusted Operating Profit/Loss	7.6	- 5.8	- 13.4	47.8	34.8	- 12.9	55.4	29.0	- 26.3
	% to Revenue	1.2%	-1.0%		6.0%	4.8%		3.8%	2.2%	

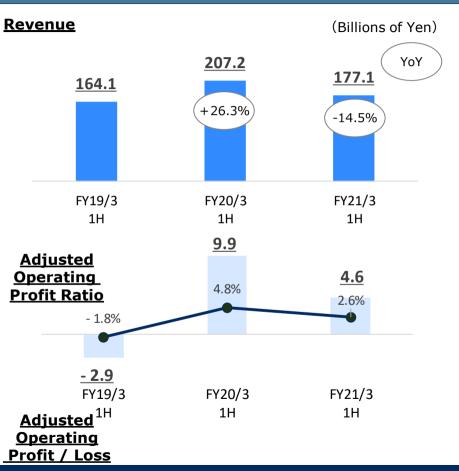
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Adjusted Operating Profit Change (Year on Year)

Performance worsened as the impact of market deterioration by the spread of COVID19



Public Solutions Business



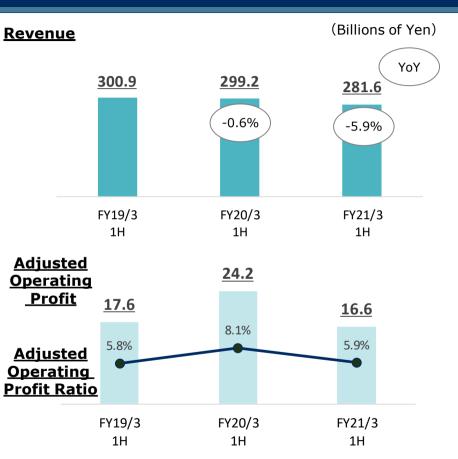
Revenue **177.1** (-14.5%)

 Decreased due to decline in healthcare and local industry as well as fall in demand for business PC replacement

Adjusted Operating Profit / Loss 4.6 (-5.3)

Decreased due to decline in revenue

Public Infrastructure Business



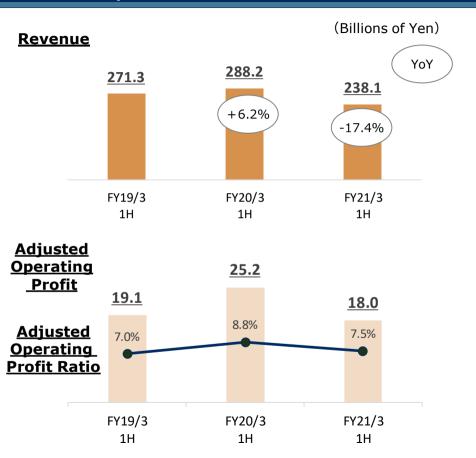
Revenue 281.6 (-5.9%)

 Decreased due to decline in aerospace/defense as well as decrease in revenue of a consolidated subsidiary

Adjusted Operating Profit 16.6 (-7.7)

 Decreased mainly due to decline in revenue of a consolidated subsidiary

Enterprise Business



Revenue 238.1 (-17.4%)

 Decreased due to declines in large projects compared to the previous year and demand for business PC replacement as well as restraint of corporate IT investment in manufacturing, retail and service industries

Adjusted Operating Profit 18.0 (-7.3)

Decreased due to decline in revenue

^{*} Percentage in parentheses is compared to the previous year

Network Services Business



Revenue 225.5 (+5.2%)

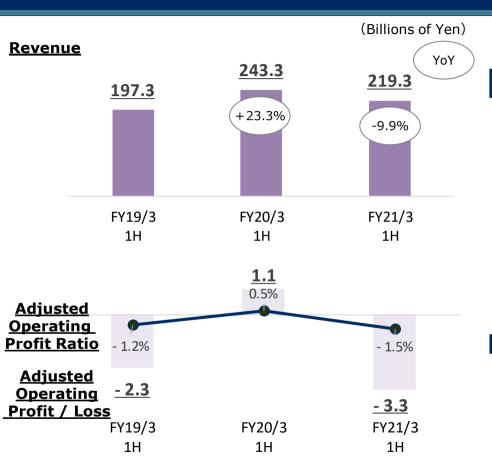
 Increased due primarily to increase in a consolidated subsidiary for "New Normal" products

Adjusted Operating Profit 6.2 (-2.9)

 Decreased due to increase in 5Grelated investments despite rise in sales

^{*} Percentage in parentheses is compared to the previous year

Global Business



Revenue 219.3 (-9.9%)

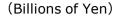
 Decreased due to declines in Display and Wireless Backhaul as well as decrease resulting from the termination of a part of KMD businesses despite an increase in Submarine Systems

Adjusted Operating Profit / Loss 3.3 (-4.4)

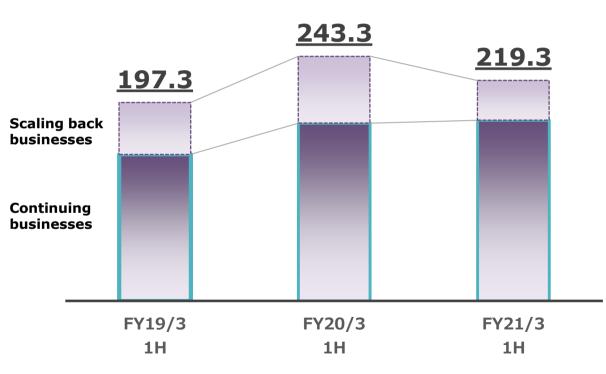
 Decreased due to decline in revenue despite cost reduction

^{*} Percentage in parentheses is compared to the previous year

Global Business



Revenue



Scaling back businesses

- Energy
- Display
- A part of KMD : the terminated business anticipated at the time of acquisition (*)

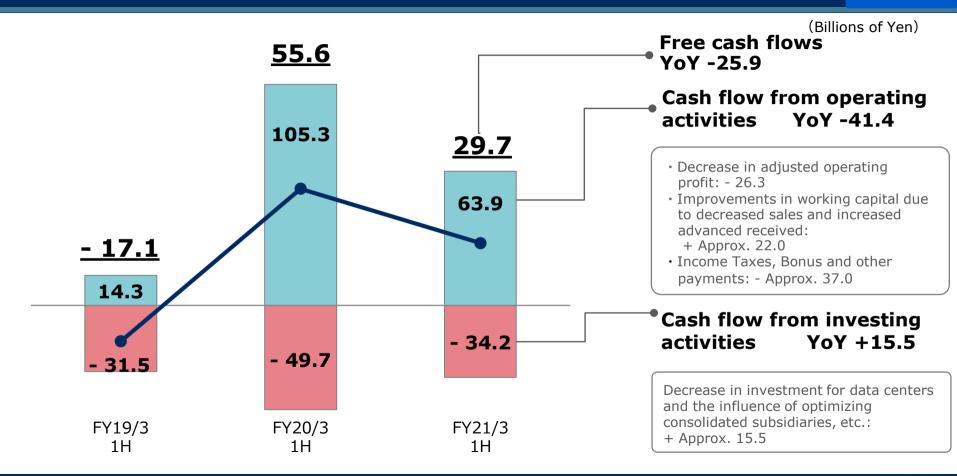
Continuing businesses

- Safer Cities (except above *)
- Service Provider
- Wireless Backhaul
- Submarine Systems

NEC Order Trends in Japan (Including hardware)

	FY21/3 Q1	Q2	1H	(YoY)
Public Solutions	-31%	-12%	-22%	
Public Infrastructure *Excluding Japan Aviation Electronics Industry (JAE)	+9%	+41%	+22%	
Enterprise	-21%	-3%	-12%	
Network Services	+1%	+26%	+14%	
Global	+75%	+38%	+56%	
Total	-5%	+10%	+2%	

Free Cash Flows



II. Financial Forecasts for FY21/3

Financial Forecasts Summary

No change in FY21/3 full-year forecasts

(Billions of Yen)

		Full Year				
		FY20/3	FY21/3	YoY		
			Forecasts	101		
Revenue		3,095.2	3,030.0	- 2.1%		
Operatin	g Profit	127.6	150.0	+ 22.4		
	% to Revenue	4.1%	5.0%			
Adjusted Operating Profit		145.8	165.0	+ 19.2		
	% to Revenue	4.7%	5.4%			
Net P	rofit	100.0	90.0	- 10.0		
	% to Revenue	3.2%	3.0%			
Adjusted I	Net Profit	111.2	99.0	- 12.2		
	% to Revenue	3.6%	3.3%			
Free Cas	h Flows	177.8	150.0	- 27.8		
Dividend per Share (Yen)		70	80	+ 10		
Note:		100.05	105.00			
Average Exchange Rates (Yen)	USD / JPY EUR /JPY	109.05 121.37	105.00 120.00			

			-	-
			Full Year	
		FY20/3 Actual	FY21/3 Forecasts	YoY
Public	Revenue	478.4	450.0	- 5.9%
Solutions	Adjusted Operating Profit	34.2	40.0	+ 5.8
Solutions	% to Revenue	7.2%	8.9%	
Public	Revenue	678.8	675.0	- 0.6%
Infrastructure	Adjusted Operating Profit	64.2	62.0	- 2.2
Illiastructure	% to Revenue	9.5%	9.2%	
	Revenue	549.8	560.0	+ 1.9%
Enterprise	Adjusted Operating Profit	52.1	60.0	+ 7.9
	% to Revenue	9.5%	10.7%	
Network	Revenue	482.7	480.0	- 0.6%
Services	Adjusted Operating Profit	30.6	32.0	+ 1.4
Services	% to Revenue	6.3%	6.7%	
	Revenue	493.1	455.0	- 7.7%
Global	Adjusted Operating Profit/Loss	- 3.2	22.0	+ 25.2
	% to Revenue	-0.6%	4.8%	
	Revenue	412.6	410.0	- 0.6%
Others	Adjusted Operating Profit	24.4	15.0	- 9.4
	% to Revenue	5.9%	3.7%	
Adjustment	Adjusted Operating Profit/Loss	- 56.5	- 66.0	- 9.5
	Revenue	3,095.2	3,030.0	- 2.1%
Total	Adjusted Operating Profit	145.8	165.0	+ 19.2
	% to Revenue	4.7%	5.4%	

*Forecasts as of October 29, 2020

Addressing changes caused by the spread of COVID-19

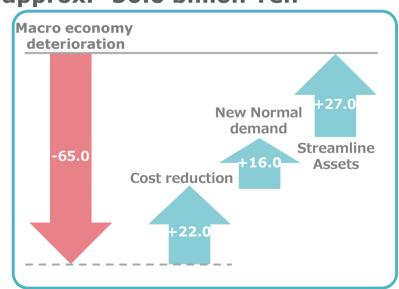
Examined the impact on financial performance from the deteriorating macro economy caused by the spread of COVID-19

Impact on operating profit: as of May, approx. -50.0 billion Yen →

as of Oct., approx. -65.0 billion Yen

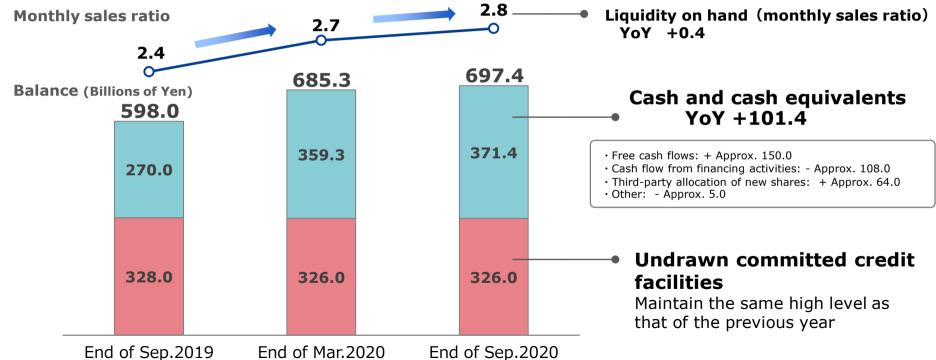
Offset negative impacts

- Cost reduction is on track
- Secure New Normal demand
- Streamline assets by selling shares and real estate



Cash Management: Liquidity Status

Continue to thoroughly secure liquidity. Asset sales are to be carried out accordingly and used to fund growth investments with cash and cash equivalents.



Topics: Transfer and lease the land of NEC's Sagamihara Plant

- Conclude a transfer and lease contract with Hulic Co., Ltd. regarding the land of the Sagamihara Plant owned by NEC
 - In recent years at the Sagamihara Plant, the usage ratio by companies outside of the NEC Group has increased and the usage pattern has changed significantly ⇒Aim to generate cash by streamlining the assets and allocating them for growth investments
 - Approximately 16.0 billion yen is expected to be recorded for operating profit in FY21/3
 - For the time being, through the leaseback, business conducted at **NEC's Sagamihara Plant will continue as before**

Topics: The decision to acquire Avalog Group AG

NEC decided to acquire leading Swiss financial software company, Avaloq

- Avalog holds the No.1 and No. 2 market shares for wealth management software in Europe and Asia Pacific, respectively
- Through this acquisition, NEC plans to enter the digital finance field on a global-scale
- The acquisition is expected to be worth approximately 236.0 billion
 Yen.
- The acquisition to be completed by April 2021

\Orchestrating a brighter world

NEC creates the social values of safety, security, fairness and efficiency to promote a more sustainable world where everyone has the chance to reach their full potential.

\Orchestrating a brighter world

NEC

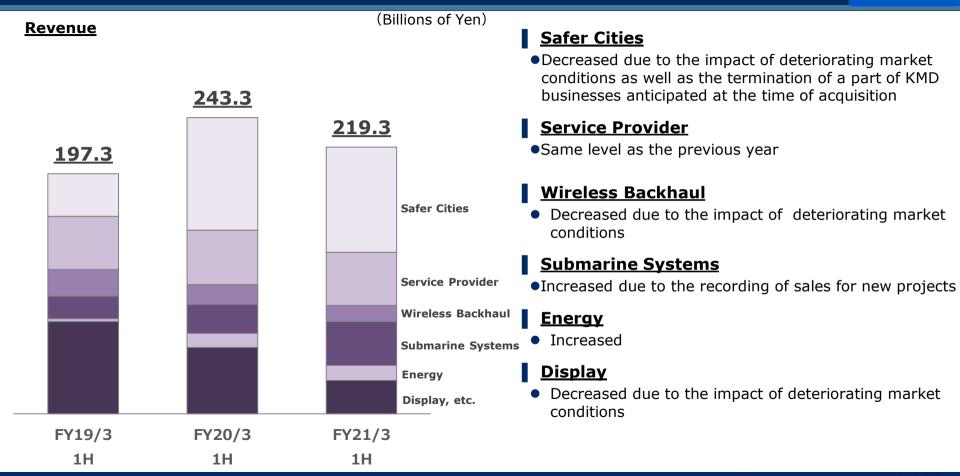
Financial Results for 1H, FY21/3 (Appendix)

Adjustments to Operating Profit/Loss

(Billions of Yen)

		FY20/3		FY21/3			YoY		
	Q1	Q2	1H	Q1	Q2	1H	1Q	2Q	1H
Operating Profit/Loss	3.4	43.5	46.9	-10.3	30.3	20.0	-13.7	-13.2	-26.9
Adjusted items	4.2	4.3	8.5	4.5	4.6	9.1	0.2	0.3	0.5
Amortization of intangible assets through acquisition	4.2	4.1	8.3	4.5	4.6	9.1	0.2	0.5	0.7
M&A related expenses	-0.0	0.2	0.2	0.0	0.0	0.0	0.0	-0.2	-0.2
Adjusted Operating Profit/Loss	7.6	47.8	55.4	-5.8	34.8	29.0	-13.4	-12.9	-26.3

Global Business

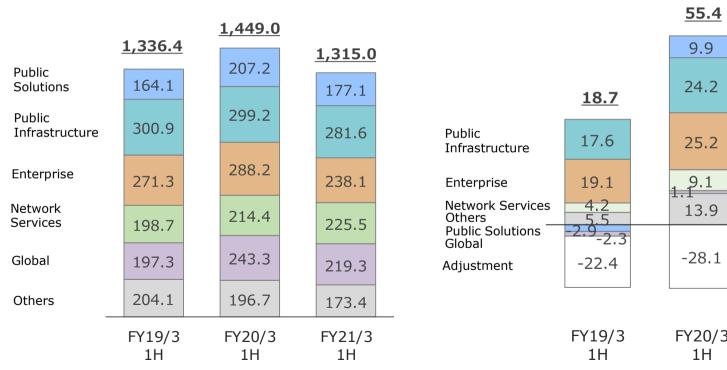


Financial Results by Segment (three-year transition)

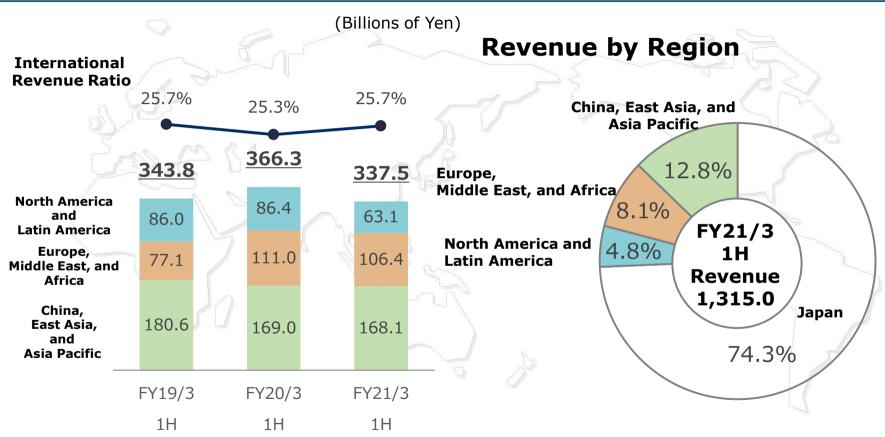
(Billions of Yen)



Adjusted Operating Profit/Loss



International Revenue



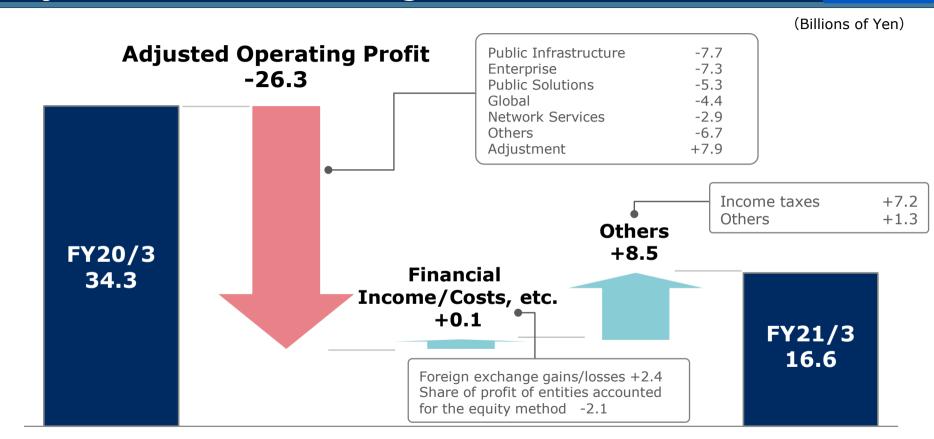
^{*}Revenue is classified by country or region based on customer locations

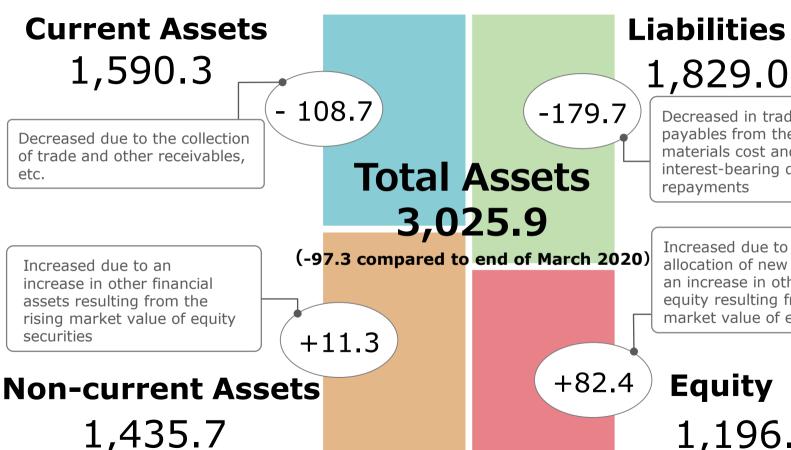
Financial Position Data

(Billions of Yen)

	End of March 2020	End of September 2020	Variance from end of March 2020
Total assets	3,123.3	3,025.9	- 97.3
Total equity	1,114.5	1,196.9	+ 82.4
Interest-bearing debt	675.4	631.0	- 44.5
Equity attributable to owners of the parent	910.7	993.2	+ 82.5
Ratio of equity attributable to owners of the parent (%)	29.2%	32.8%	+ 3.7pt
D/E ratio (times)	0.74	0.64	+ 0.10pt
Net D/E ratio (times)	0.35	0.26	+ 0.09pt
Cash and cash equivalents	359.3	371.4	12.2

Adjusted Net Profit Change (Year on Year)





(Billions of Yen)

Compared to end Of March 2020

Decreased in trade and other payables from the payment of materials cost and a decrease in interest-bearing debt from

Increased due to third-party allocation of new shares to NTT and an increase in other components of equity resulting from the rising market value of equity securities

1,196.9

Financial Forecasts for FY21/3 (Appendix)

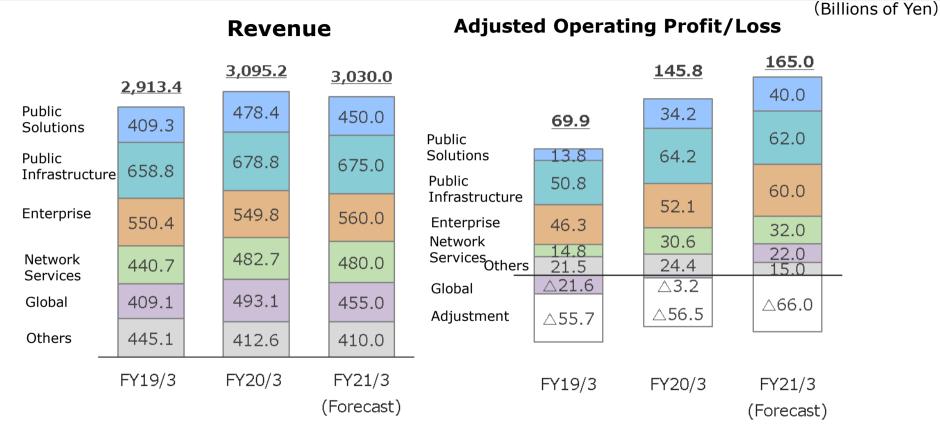
<Ref.> Adjustments to Operating Profit

(Billions of Yen)

	FY20/3 Actual	FY21/3 Forecasts	YoY
Operating Profit/Loss	127.6	150.0	+22.4
Adjusted items	18.2	15.0	-3.2
Amortization of intangible assets through acquisition	17.0	n/a	n/a
M&A related expenses	1.2	n/a	n/a
Adjusted Operating Profit/Loss	145.8	165.0	+19.2

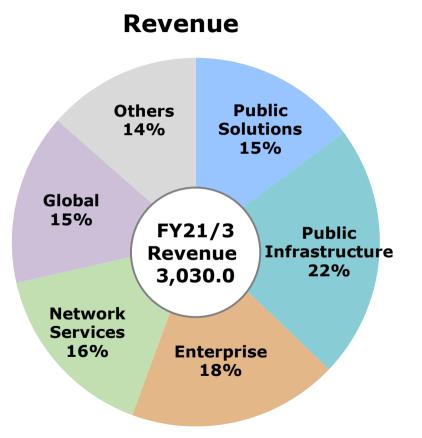
*Forecasts as of October 29, 2020

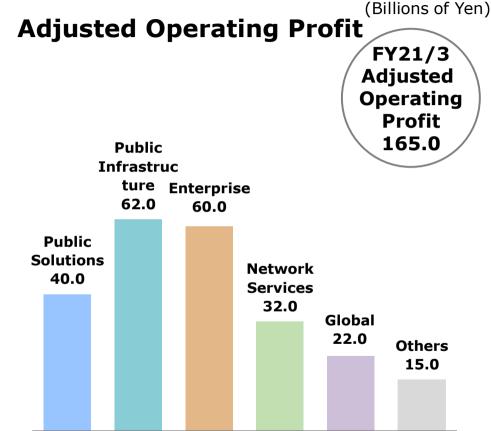
Financial Results / Forecasts by Segment (three-year transition)



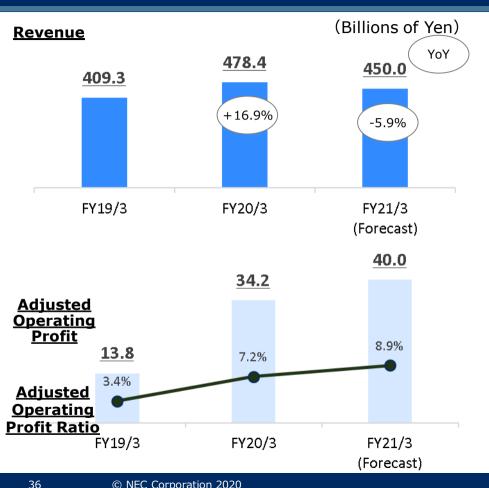
*Forecasts as of October 29, 2020

Financial Forecasts by Segment





Public Solutions Business



Revenue 450.0 (-5.9%)

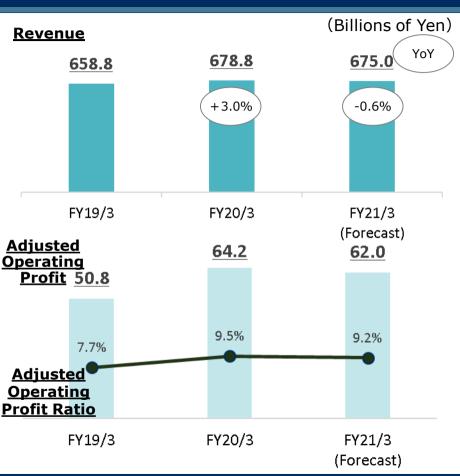
 Decrease due to decline in business PCs. and IT services for local governments and healthcare, despite increase in disaster prevention and traffic control systems

Adjusted Operating Profit 40.0 (+5.8)

 Increase due to improved profitability and a decrease in one-time costs recorded in the previous fiscal year

*Forecasts as of October 29, 2020

Public Infrastructure Business



Revenue

675.0 (-0.6%)

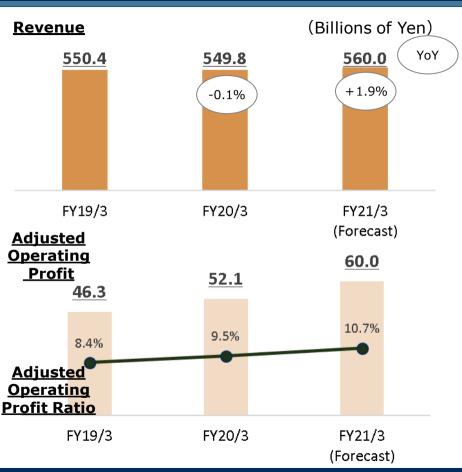
Slightly decrease

Adjusted Operating Profit **62.0** (-2.2)

Decrease due to decline in revenue

*Forecasts as of October 29, 2020

Enterprise Business



Revenue

560.0 (+1.9%)

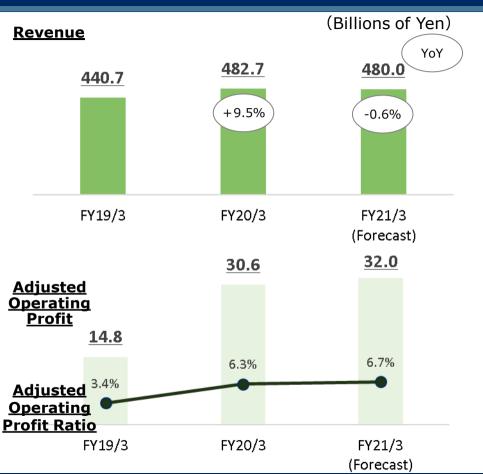
Slightly increase

Adjusted Operating Profit 60.0 (+7.9)

• Increase due to preventing the recurrence of unprofitable projects and improved cost efficiency

*Forecasts as of October 29, 2020

Network Services Business



Revenue 480.0 (-0.6%)

 Maintain the same level as the previous year with an increase in fixed network and mobile network, despite one-time large projects in the previous year

Adjusted Operating Profit 32.0 (+1.4)

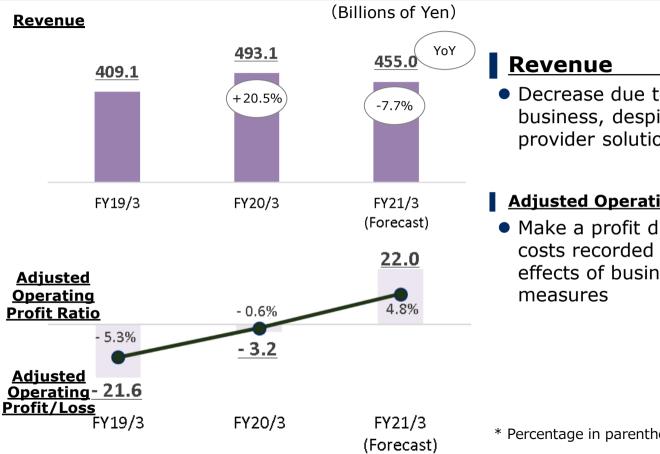
 Increase due to rise in 5G related investments as well as an increase in mobile network sales

*Forecasts as of October 29, 2020

* Percentage in parentheses is compared to the previous year

39

Global Business



455.0 (-7.7%)

 Decrease due to deconsolidation of display business, despite increase in service provider solutions, submarine systems, etc.

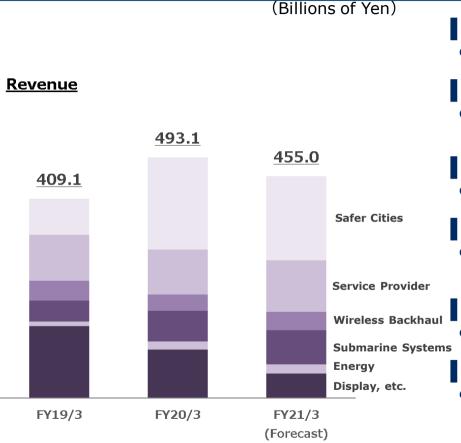
Adjusted Operating Profit/Loss 22.0 (+25.2)

 Make a profit due to a decrease in one-time costs recorded in the previous year and the effects of business structure improvement measures

*Forecasts as of October 29, 2020

 $\ensuremath{^{*}}$ Percentage in parentheses is compared to the previous year

Details of Global Business



Safer Cities

Maintain the same level as the previous year

Service Provider

 Increase in sales for both software services and optical IP systems

Wireless backhaul

Increase in sales due to expansion of service business

Submarine systems

 Increase in sales due to contribution of orders received in previous year

Energy

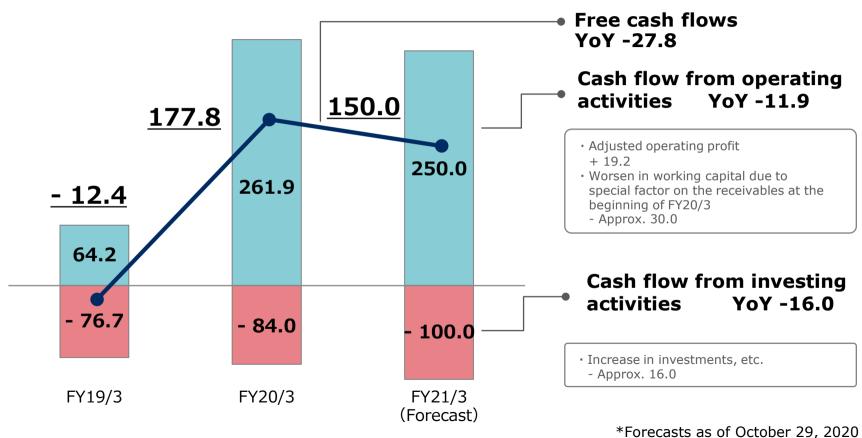
Maintain the same level as the previous year

Display

 Decrease in sales due to deconsolidation by forming a joint venture with Sharp Corporation

*Forecasts as of October 29, 2020

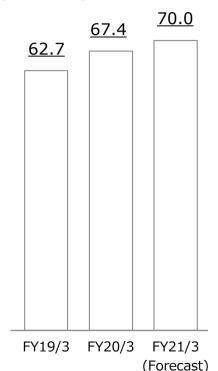
(Billions of Yen)



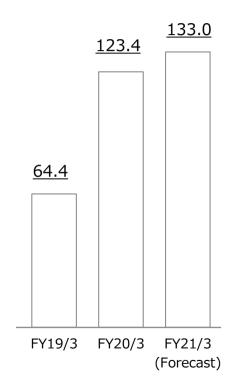
Capital Expenditure, Depreciation and R&D Expenses

(Billions of Yen)

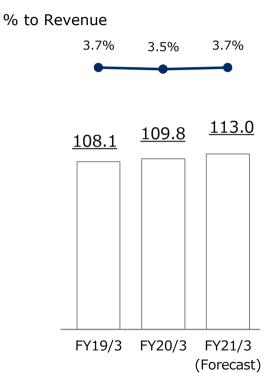
Capital Expenditure



Depreciation



R&D Expenses



^{*} Depreciation in FY19/3 does not include the impact of applying IFRS 16 Lease

*Forecasts as of October 29, 2020

Cautionary Statement with Respect to Forward-Looking Statements

This material contains forward-looking statements regarding estimations, forecasts, targets and plans in relation to the results of operations, financial conditions and other overall management of the NEC Group (the "forward-looking statements"). The forward-looking statements are made based on information currently available to NEC and certain assumptions considered reasonable as of the date of this material. These determinations and assumptions are inherently subjective and uncertain. These forward-looking statements are not guarantees of future performance, and actual operating results may differ substantially due to a number of factors.

The factors that may influence the operating results include, but are not limited to, the following:

- · adverse economic conditions in Japan or internationally:
- foreign currency exchange and interest rate risks:
- · changes in the markets in which the NEC Group operates:
- · the recent outbreak of the novel coronavirus:
- · potential inability to achieve the goals in the NEC Group's medium-term management plan;
- · fluctuations in the NEC Group's revenue and profitability from period to period;
- · difficulty achieving the benefits expected from acquisitions, business combinations and reorganizations;
- · potential deterioration in the NEC Group's relationships with strategic partners or problems relating to their products or services;
- · difficulty achieving the NEC Group's growth strategies outside Japan:
- · potential inability to keep pace with rapid technological advancements in the NEC Group's industry and to commercialize new technologies;
- · intense competition in the markets in which the NEC Group operates:
- risks relating to the NEC Group's concentrated customer base;
- difficulties with respect to new businesses;
- potential failures in the products and services the NEC Group provides:
- potential failure to procure components, equipment or other supplies;
- difficulties protecting the NEC Group's intellectual property rights;
- potential inability to obtain certain intellectual property licenses;
- the NEC Group's customers may encounter financial difficulties;
- difficulty attracting, hiring and retaining skilled personnel;
- · difficulty obtaining additional financing to meet the NEC Group's funding needs:
- potential failure of internal controls:
- potentially costly and time-consuming legal proceedings;
- risks related to regulatory change and uncertainty;
- risks related to environmental laws and regulations:
- information security and data protection concerns and restrictions:
- · potential changes in effective tax rates or deferred tax assets, or adverse tax examinations;
- · risks related to corporate governance and social responsibility requirements;
- · risks related to natural disasters, public health issues, armed hostilities and terrorism;
- · risks related to the NEC Group's pension assets and defined benefit obligations; and
- · risks related to impairment losses with regard to goodwill.

The forward-looking statements contained in this material are based on information that NEC possesses as of the date hereof. New risks and uncertainties come up from time to time, and it is impossible for NEC to predict these events or how they may affect the NEC Group. NEC does not intend to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Note: In this presentation, the accounting periods of the fiscal years for March 31, 2019, 2020 and 2021 were referred as FY19/3, FY20/3 and FY21/3 respectively. Any other fiscal years would be referred similarly.

