NEC

Financial Results for Q3 Fiscal Year Ending March 31, 2022

January 31, 2022

NEC Corporation

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

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.

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Net profit/loss refers to net profit/loss attributable to owners of the parent for the same period.

Q3 Financial Announcement Points

Revised FY22/3 forecasts upward to reflect the progress through Q3

- Examined the impact of component shortages to reflect in the FY22/3 forecasts
- Revised adjusted operating profit from 155.0 billion Yen to 160.0 billion Yen

<FY22/3 Forecasts>

	Before	After	Change
Adjusted Operating Profit	155.0	160.0	(+5.0)
Adjusted Net Profit	90.0	93.0	(+3.0)



I. Financial Results for Q3, FY22/3

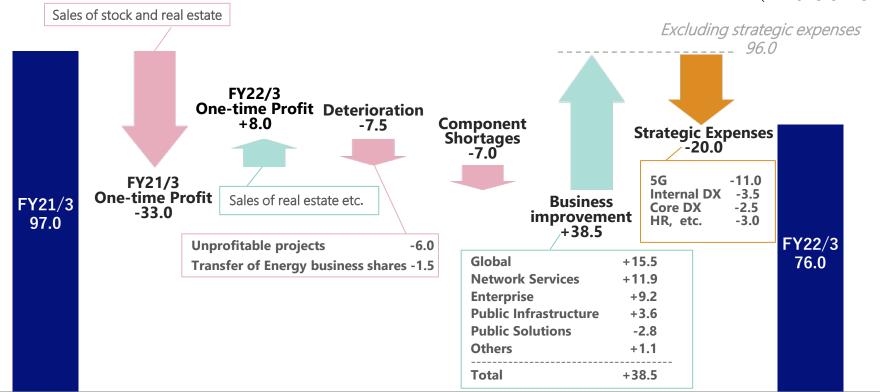
Summary of Financial Results for Q3, FY22/3

		11	1H <6 months>			Q3 <october december="" to=""></october>			9 months <april december="" to=""></april>		
		FY21/3 Actual	FY22/3 Actual	YoY	FY21/3 Actual	FY22/3 Actual	YoY	FY21/3 Actual	FY22/3 Actual	YoY	
Re	evenue	1,315.0	1,382.8	+ 5.2%	729.4	713.6	- 2.2%	2,044.4	2,096.4	+ 2.5%	
Opera	ating Profit	20.0	23.2	+ 3.2	62.4	24.1	- 38.3	82.4	47.3	- 35.1	
	% to Revenue	1.5%	1.7%		8.6%	3.4%		4.0%	2.3%		
Adjusted C	Operating Profit	29.0	42.1	+ 13.1	68.0	33.8	- 34.1	97.0	76.0	- 21.1	
	% to Revenue	2.2%	3.0%		9.3%	4.7%		4.7%	3.6%		
Income befo	re Income Taxes	19.4	25.8	+ 6.4	66.4	23.3	- 43.1	85.8	49.1	- 36.7	
Ne	et Profit	11.0	13.3	+ 2.3	43.5	11.6	- 31.9	54.5	24.9	- 29.6	
	% to Revenue	0.8%	1.0%		6.0%	1.6%		2.7%	1.2%		
Adjuste	ed Net Profit	16.6	26.1	+ 9.5	47.1	18.2	- 28.9	63.7	44.3	- 19.4	
	% to Revenue	1.3%	1.9%		6.5%	2.6%		3.1%	2.1%		
E	BITDA*	89.4	106.5	+ 17.1	82.6	70.6	- 12.0	172.0	177.1	+ 5.3	
	% to Revenue	6.8%	7.7%		11.3%	9.9%		8.4%	8.4%		
Free C	eash Flows	29.7	1.1	- 28.6	- 137.9	- 28.5	+ 109.4	- 108.2	- 27.4	+ 80.7	
Note: Average Exchange	USD/JPY	107.19	109.54		105.15	112.48		106.51	110.52		
Rates (Yen)	EUR/JPY	120.34	130.83		124.04	130.44		121.57	130.70		

Financial Results by Segment

		1H < 6 months >			Q3 <0c	tober to Dec	ember>	9 months <april december="" to=""></april>		
		FY21/3 Actual	FY22/3 Actual	YoY	FY21/3 Actual	FY22/3 Actual	YoY	FY21/3 Actual	FY22/3 Actual	YoY
Public	Revenue	177.1	171.8	- 3.0%	97.1	87.7	- 9.7%	274.2	259.5	- 5.3%
Solutions	Adjusted Operating Profit	4.6	4.0	- 0.7	6.8	3.7	- 3.1	11.4	7.6	- 3.8
Solutions	% to Revenue	2.6%	2.3%		7.0%	4.2%		4.2%	2.9%	
Public	Revenue	281.6	290.8	+ 3.3%	178.9	154.4	- 13.7%	460.5	445.2	- 3.3%
Infrastructure	Adjusted Operating Profit	16.6	20.4	+3.8	18.7	14.5	- 4.2	35.3	34.9	- 0.4
iiiiastractare	% to Revenue	5.9%	7.0%		10.5%	9.4%		7.7%	7.8%	
	Revenue	238.1		+ 18.5%	116.3		+ 13.1%		413.8	+ 16.7%
Enterprise	Adjusted Operating Profit	18.0	22.2	+4.2	8.2	12.2	+4.0	26.2	34.4	+8.2
	% to Revenue	7.5%	7.9%		7.1%	9.3%		7.4%	8.3%	
Network	Revenue	225.5		$\pm 0.0\%$	140.3	124.6	- 11.2%	365.8	350.1	- 4.3%
Services	Adjusted Operating Profit	6.2	8.4	+2.2	13.7	7.4	- 6.3	19.9	15.8	- 4.1
Oct vices	% to Revenue	2.7%			9.8%	6.0%		5.4%	4.5%	
	Revenue	219.3	235.2	+ 7.3%	105.9	119.3	+ 12.7%	325.2	354.5	+ 9.0%
Global	Adjusted Operating Profit/Loss	- 3.3	12.4	+15.8	11.4	5.7	- 5.7	8.1	18.1	+10.0
	% to Revenue	-1.5%	5.3%		10.8%	4.8%		2.5%	5.1%	
	Revenue	173.4	177.3	+ 2.2%	91.0	96.0	+ 5.5%	264.4	273.2	+ 3.4%
Others	Adjusted Operating Profit/Loss	7.2	- 2.3	- 9.5	2.4	3.7	+1.3	9.6	1.4	- 8.2
	% to Revenue	4.1%	-1.3%		2.7%	3.9%		3.6%	0.5%	
Adjustment	Adjusted Operating Profit/Loss	- 20.2	- 22.9	- 2.8	6.7	- 13.3	- 20.0	- 13.5	- 36.3	- 22.8
	Revenue	1,315.0	1,382.8	+ 5.2%	729.4	713.6	- 2.2%	2,044.4	2,096.4	+ 2.5%
Total	Adjusted Operating Profit	29.0	42.1	+13.1	68.0	33.8	- 34.1	97.0	76.0	- 21.1
	% to Revenue	2.2%	3.0%		9.3%	4.7%		4.7%	3.6%	

Adjusted Operating Profit Change (Year on Year)



NEC Order Trends (Nine Month Results) YoY

◆ IT Services: Increased by 2% due to corporate demand increase

*Excluding GIGA School Project demand

Maintained high level due to 5G base station demand

YoY

Public Solutions

Decreased for firefighting and disaster prevention, despite an increase for public and healthcare

Public Infrastructure
*Excluding Japan Aviation
Electronics Industry (JAE)

+ 1%

: Steady for national defense
*excluding GIGA school project

+32%

Enterprise +7% : Steady for finance, manufacturing and retail and service industries

Network Services -1% -1 : Demand expanded for 5G base stations, although passed its peak for large projects of fixed wired networks

Avaloq consolidation contributed and demand expanded for Netcracker *excluding Submarine systems and Display business

+4% = *excluding Submarine systems and Display business

Global

Total

5G Business:

NEC Order Trends (Q3) YoY

YoY

-3%

Decreased for regional industries, despite an increase for healthcare

Public Infrastructure

Public Solutions

*Excluding Japan Aviation
Electronics Industry (JAE)

-17% \star :

Decreased for central government and national defense *excluding GIGA school project

Enterprise

*Excluding NEC Facilities Ltd.

+10% :

Increased for manufacturing and retail / services

Network Services

-12% ┪

Decreased due to component shortages and absence of large projects for fixed networks last year

Global

+112%

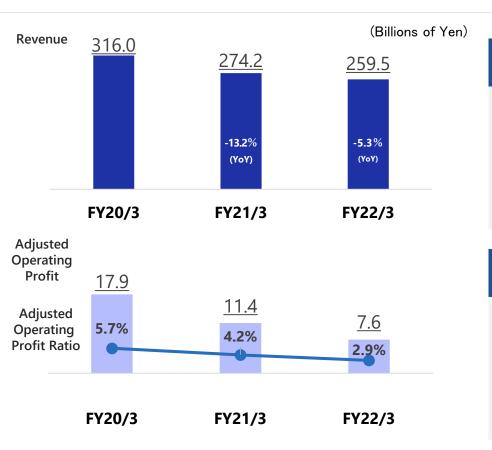
Avaloq consolidation / large project orders contributed anddemand expanded for Netcracker

Total

+7% :

*excluding Submarine systems and Display business *excluding Submarine systems and Display business

Public Solutions Business



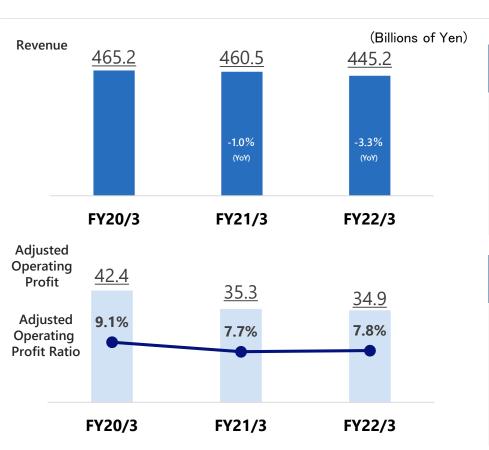
Revenue 259.5 (-5.3%)

 Decreased in business for firefighting / disaster prevention and regional industries

Adjusted Operating Profit 7.6 (-3.8)

Decreased due mainly to decreased revenue

Public Infrastructure Business



Revenue 445.2 (-3.3%)

- Decreased due to reversal impact from special PC demand from GIGA school projects last year
- Sales in a consolidated subsidiary* increased

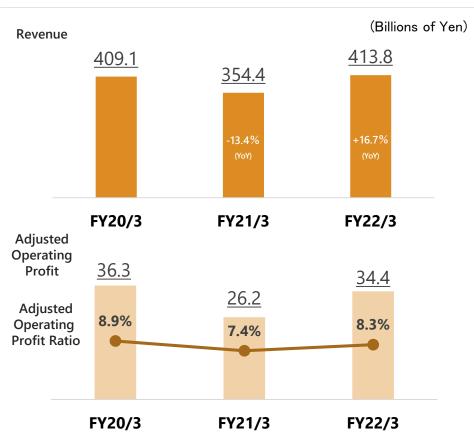
* Japan Aviation Electronics Industry (JAE)

Adjusted Operating Profit 34.9 (-0.4)

Same level as the previous year as unprofitable projects occurred although profit in a consolidated subsidiary* increased

* Japan Aviation Electronics Industry (JAE)

Enterprise Business



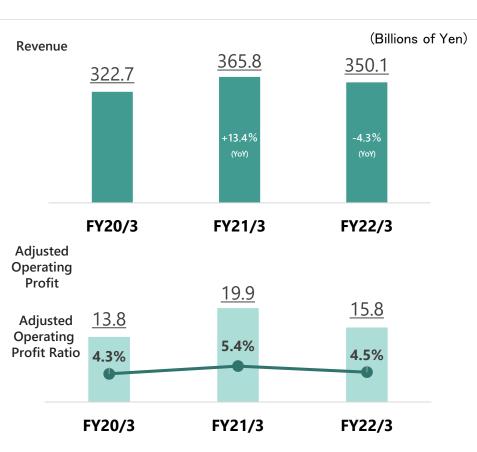
Revenue 413.8 (+16.7%)

Increased sales for all domains

Adjusted Operating Profit 34.4 (+8.2)

Increased due to revenue increase

Network Services Business



Revenue 350.1 (-4.3%)

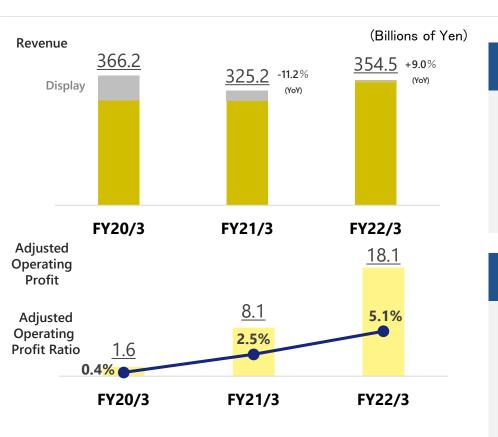
- Increased in domestic 5G business despite the impact of component shortages
- Sales in a consolidated subsidiary* decreased

* NEC Networks & System Integration Corporation

Adjusted Operating Profit 15.8 (-4.1)

Decreased due to an increase in strategic expenses for global 5G deployment

Global Business



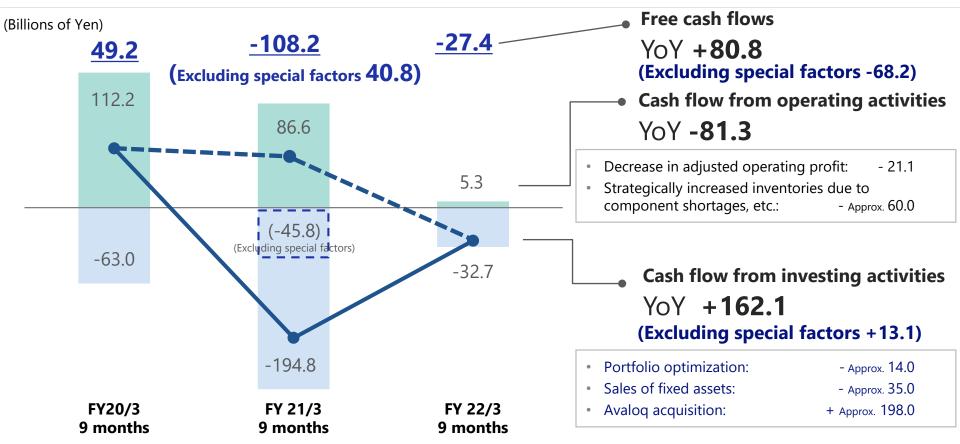
Revenue 354.5 (+9.0%)

Increased mainly in Digital Government / Digital Finance (DG/DF) areas

Adjusted Operating Profit 18.1 (+10.0)

Increased as a result of portfolio optimization and revenue increase

Free Cash Flows



II. Financial Forecasts for FY22/3

Financial Forecasts Summary

■ FY22/3 forecasts revised upward

(Billions of Yen)

			Full Year		Change
		FY21/3	FY22/3	YoY	from Previous
		Actual	Forecasts	101	Forecasts
Revenu	е	2,994.0	3,000.0	+ 0.2%	-
Operating F	Profit	153.8	125.0	- 28.8	+ 5.0
	%to Revenue	5.1%	4.2%		
Adjusted Operat	ting Profit	178.2	160.0	- 18.2	+ 5.0
	%to Revenue	6.0%	5.3%		
Net Prof	it	149.6	70.0	- 79.6	+ 3.0
	%to Revenue	5.0%	2.3%		
Adjusted Net	Profit	165.4	93.0	- 72.4	+ 3.0
	% to Revenue	5.5%	3.1%		
EBITDA	*	295.8	305.0	+ 9.2	+ 5.0
	% to Revenue	9.9%	10.2%		
Free Cash F	lows	152.4	100.0	- 52.4	- 30.0
Note: Average Exchange	USD/JPY	105.96	105.00		
Rates	EUR/JPY	122.84	125.00		

				Full year		Change
			FY21/3 Actual	FY22/3 Forecasts	YoY	from Previous Forecasts
	Public	Revenue	425.1	415.0	- 2.4%	-
	Solutions	Adjusted Operating Profit	39.4	31.0	- 8.4	-
	Solutions	% to Revenue	9.3%	7.5%		
	Public	Revenue	692.9	660.0	- 4.7%	-
	Infrastructure	Adjusted Operating Profit	59.4	62.0	+ 2.6	-
	IIIIastiucture	% to Revenue	8.6%	9.4%		
		Revenue	503.1	550.0	+ 9.3%	-
	Enterprise	Adjusted Operating Profit	48.2	53.0	+4.8	-
		% to Revenue	9.6%	9.6%		
	Network	Revenue	538.8	555.0	+ 3.0%	-
	Services	Adjusted Operating Profit	41.2	35.0	- 6.2	-
	Sel vices	% to Revenue	7.6%	6.3%		
		Revenue	450.0	460.0	+ 2.2%	-
	Global	Adjusted Operating Profit	7.5	22.0	+14.5	-
		% to Revenue	1.7%	4.8%		
ĺ		Revenue	384.2	360.0	- 6.3%	-
	Others	Adjusted Operating Profit	7.7	0.0	- 7.7	-
		% to Revenue	2.0%	0.0%		
ĺ	Adjustment	Adjusted Operating Profit/Loss	- 25.1	- 43.0	- 17.9	+ 5.0
•		Revenue	2,994.0	3,000.0	+ 0.2%	-
	Total	Adjusted Operating Profit	178.2	160.0	- 18.2	+ 5.0
		% to Revenue	6.0%	5.3%		

^{*} EBITDA = Gross Profit – SG&A + Depreciation and Amortization

Dividend per Share (Yen)

^{*} Forecasts as of January 31, 2022

Countermeasures for Component Procurement Risks

- The impact by component shortages mainly in semiconductors of 8.0 billion Yen has been reflected in adjusted operating profit in the FY22/3 forecast of 160.0 billion Yen
 - Aim to minimize impact of 27.0 billion Yen (*1) in adjusted operating profit in the FY22/3 forecast by implementing countermeasures such as cost controls / enhancing efficiencies, in addition to switching to alternative components, design changes suitable for alternative materials and optimizing sales prices (Adjusted operating profit: +19.0 billion Yen *2)

III. Progress of Growth Businesses

Global 5G

Japan

 Although shipment delays will occur in FY22/3 due to component shortage, there are no changes to mid- to long-term forecasts

International

- Demand is brisk from international customers
- Shipments of 5G equipment begin in FY23/3, contributes to margin increase along with increased sales
- Signed an agreement to acquire Blue Danube Systems, Inc., a U.S.based provider of radio units of base stations and control software

Digital Government / Digital Finance, Core DX

DG/DF

- On track to annual target as planned
- Promoting to improve profitability by generating synergies and off-shore development
- Avalog's order in good shape (in Europe and Asia)

Core DX

- On track to annual target as consulting businesses and common platforms are steadily expanding
- Enhancing to promote DX offerings and expand business by consolidating resources into Digital Business Platform Unit in April, 2022.

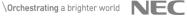
Organizational Changes to Achieve the Mid-term Management Plan 2025

Organization aims to be

- ◆ Business operations to be more agile and speedy based on decisions made close to market level
- ◆ Accelerate business growth by dynamic and flexible resource allocation
- Promote the enhanced performance and growth of diversified human resources
- ◆ Accelerate value creation with a system that respects professional human resources who perform to their fullest

Transformation in April 2022

- 1. Integration of departments
 Reorganize to reduce the number of
 business divisions by two-thirds
- 2. Flatten the hierarchy From current 8 levels to 6
- 3. Flexible organizational design
- 4. Empower, clarify and enhance responsibilities



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IV. Financial Results for the 9 Months ended December 2021 (Appendix)

NEC Order Trends (Including Hardware)

+20%

-2%

+48%

-27%

+5%

-1%

Results

Comment

+1%, excluding

+32%, excluding

+4%, excluding

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Submarine systems

Submarine systems

and Display business

and Display business

GIGA school project

9 month

(Y_0Y)					
(101)	Q1	Q2	Q3	Q4	Q1
Public Solutions	-31%	-12%	-5%	+16%	+4%

+41%

-15%

+26%

+38%

+10%

-8%

+9%

-22%

+1%

+75%

-5%

-36%

Public Infrastructure

Enterprise

Total

26

*Excluding Japan Aviation Electronics Industry (JAE)

*Excluding NEC Facilities Ltd.

Ref.) Hardware*

Network Services

-4%

+10%

+19%

-47%

-2%

+13%

-12%

+8%

-6%

-32%

-2%

-1%

*Products handled by System Platform Business Unit

FY22/3

Q3

-3%

-28%

+10%

-12%

+94%

+6%

-15%

9 months

-3%

-11%

+7%

-1%

-4%

-1%

-6%

Q2

-9%

-7%

+2%

-5%

-7%

-5%

-12%

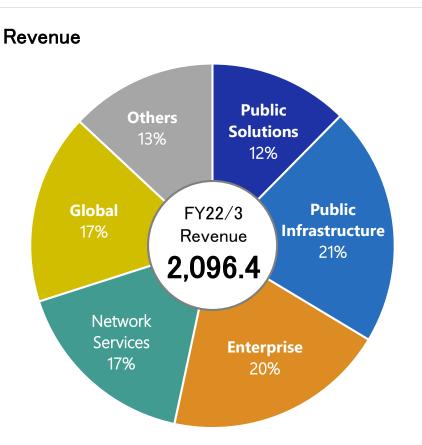
Adjustments to Operating Profit

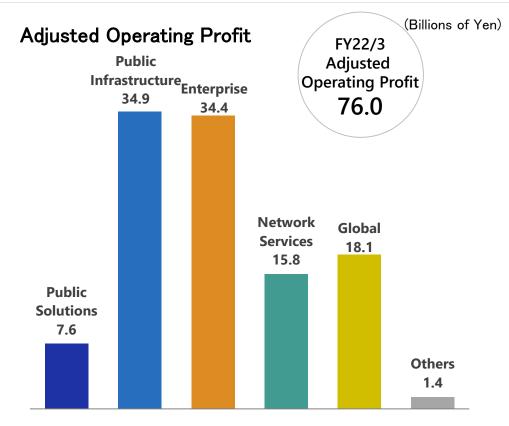
		FY20/3			FY21/3			FY22/3		YoY	YoY	YoY
	1H	Q3	9 months	1H	Q3	9 months	1H	Q3	9 months	1H	Q3	9 months
Operating Profit	46.9	31.1	77.9	20.0	62.4	82.4	23.2	24.1	47.3	+ 3.2	- 38.3	- 35.1
Adjusted items	8.5	4.2	12.7	9.1	5.6	14.6	18.9	9.8	28.7	+ 9.8	+ 4.2	+ 14.1
Amortization of intangible assets through acquisition	8.3	4.2	12.5	9.1	4.7	13.7	18.8	9.5	28.3			
M&A related expenses	0.2	0.0	0.2	0.0	0.9	0.9	0.1	0.2	0.4			
Adjusted Operating Profit	55.4	35.3	90.6	29.0	68.0	97.0	42.1	33.8	76.0	+ 13.1	- 34.1	- 21.1

9 month

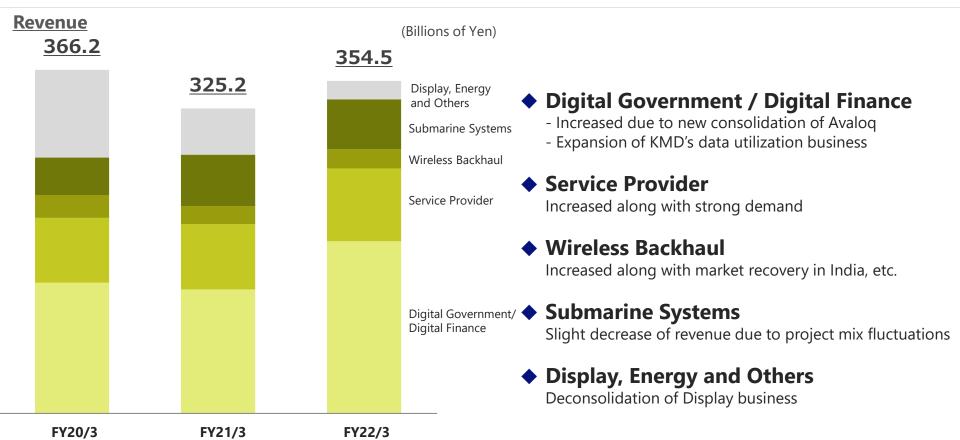
Results

Financial Results by Segment

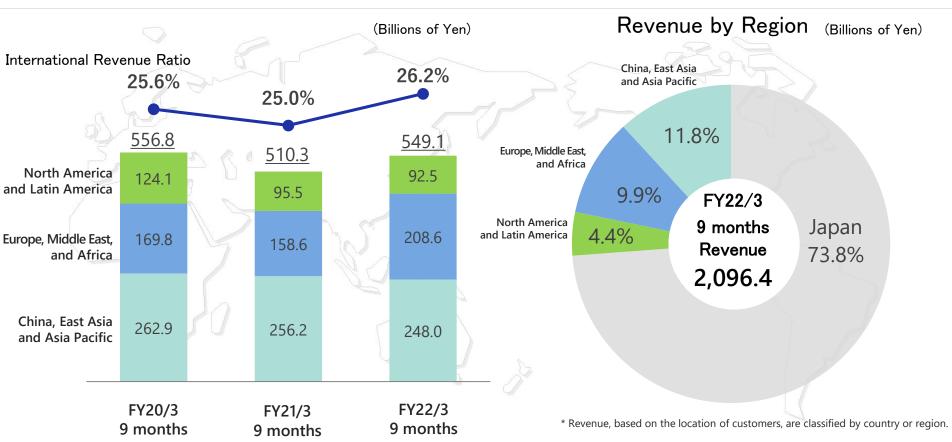




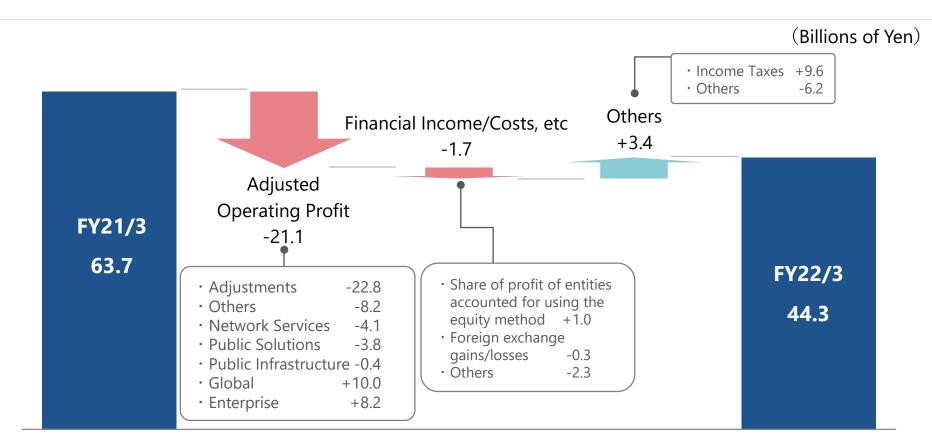
Global Business Status



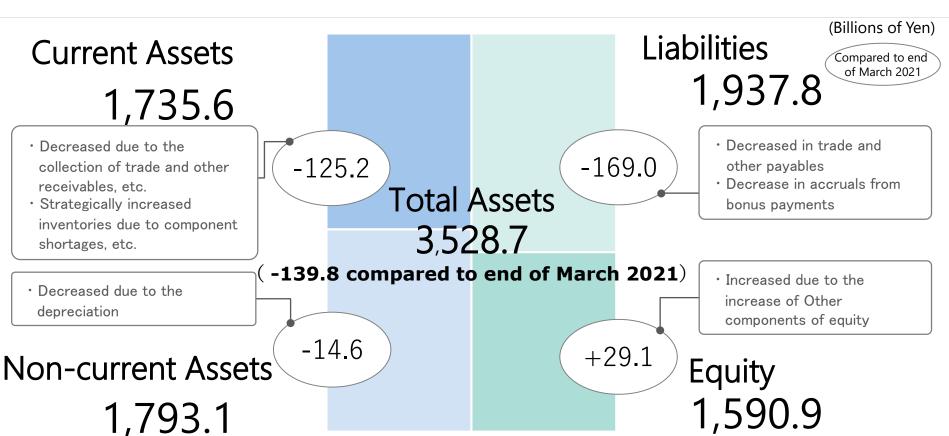
International Revenue



Adjusted Net Profit Change (Year on Year)



Statements of Financial Position (As of December 31, 2021)

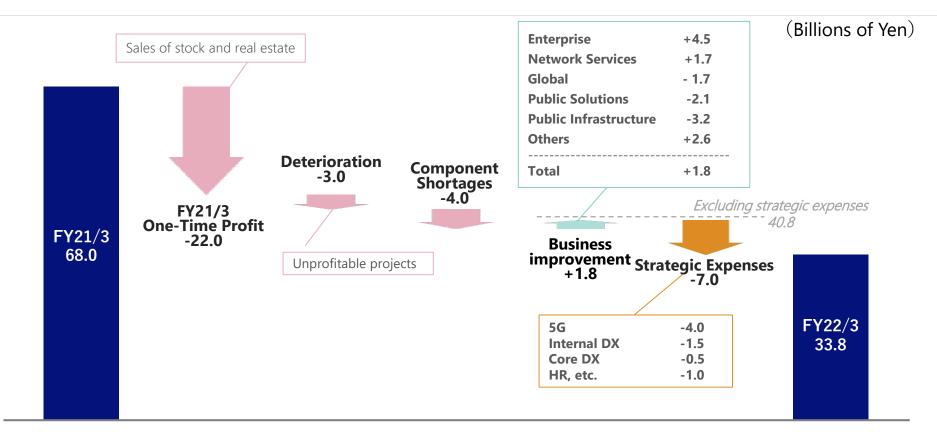


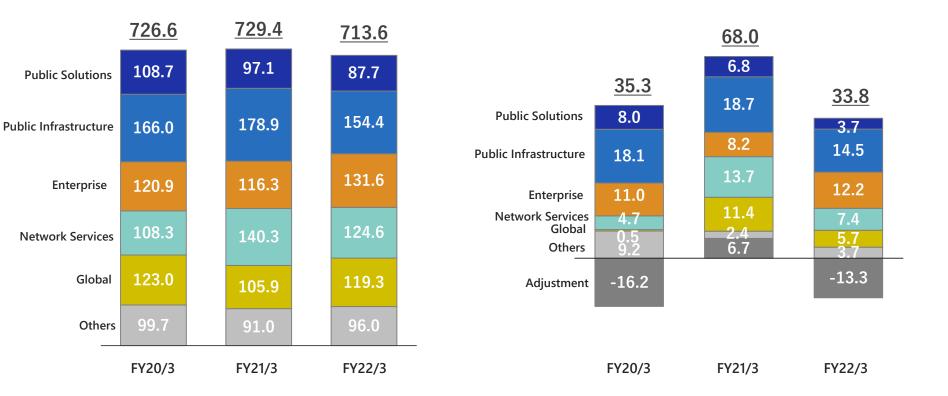
Financial Position Data

	End of March 2021	End of December 2021	Variance from end of March 2021
Total assets	3,668.6	3,528.7	- 139.8
Total equity	1,561.8	1,590.9	+ 29.1
Interest-bearing debt	702.9	688.9	- 14.0
Equity attributable to owners of the parent	1,308.2	1,331.2	+ 23.1
Ratio of equity attributable to owners of the parent (%)	35.7%	37.7%	+2.1%
D/E ratio (times)	0.54	0.52	+ 0.02pt
Net D/E ratio (times)	0.14	0.21	- 0.07pt
Cash and cash equivalents	523.3	413.9	- 109.5

V. Financial Results for Q3, FY22/3 (Appendix)

Adjusted Operating Profit Change (Year on Year)





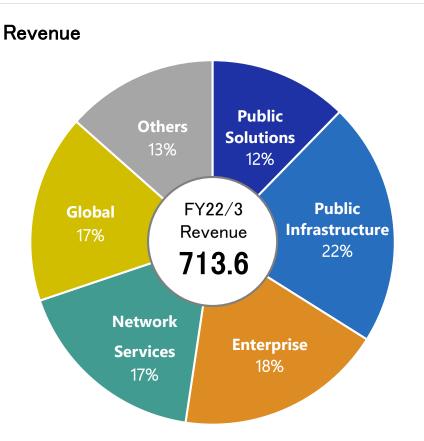
Adjusted Operating Profit / Loss

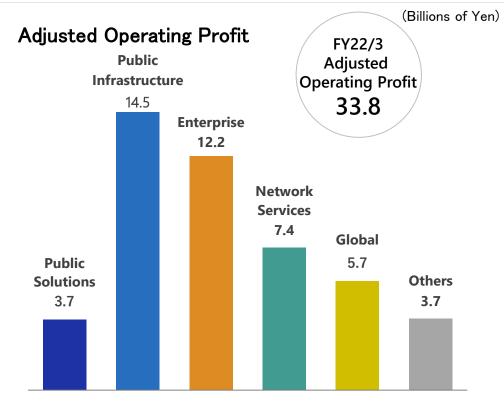
Q3 Results

(Billions of Yen)

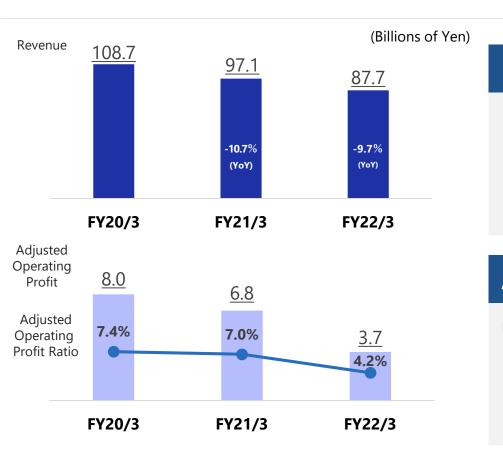
Revenue

Financial Results by Segment





Public Solutions Business



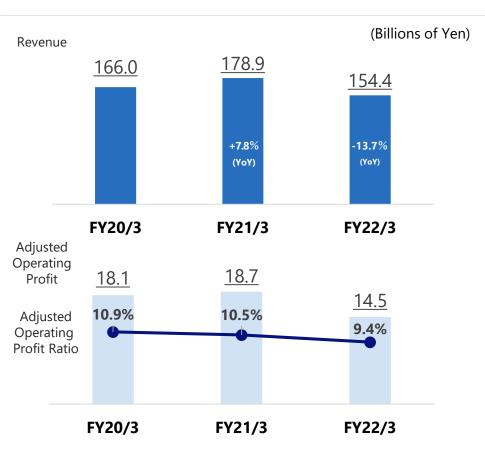
87.7 (-9.7%) Revenue

Decreased in business for firefighting / disaster prevention and regional industries

Adjusted Operating Profit 3.7 (-3.1)

Decreased due to decreased revenue

Public Infrastructure Business



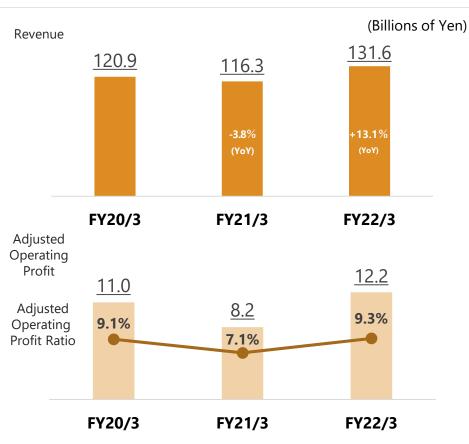
Revenue 154.4 (-13.7%)

 Decreased due to the reversal impact of special demand last year and a decrease of revenue for broadcasting and media

Adjusted Operating Profit 14.5 (-4.2)

Decreased due to decreased revenue

Enterprise Business



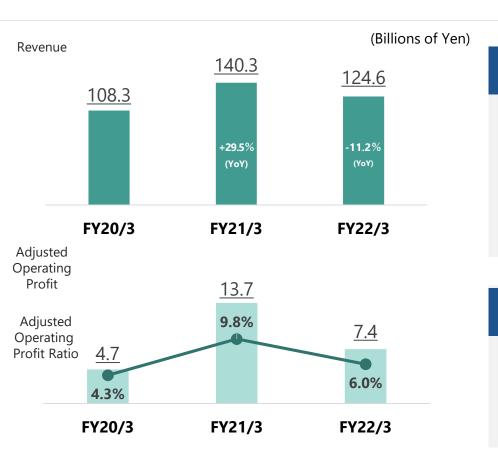
131.6 (+13.1%) Revenue

Increased sales for manufacturing and retail / services

Adjusted Operating Profit 12.2 (+4.0)

Increased due to increased revenue

Network Services Business



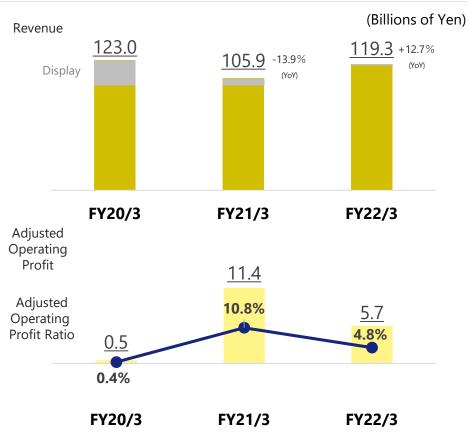
124.6 (-11.2%) Revenue

- 5G business remained same level as the previous year due to component shortages
- Fixed networks business decreased from a high level of last year, due partly to component shortages

Adjusted Operating Profit 7.4 (-6.3)

Decreased due to an increase in strategic expenses for global 5G deployment and decreased revenue

Global Business



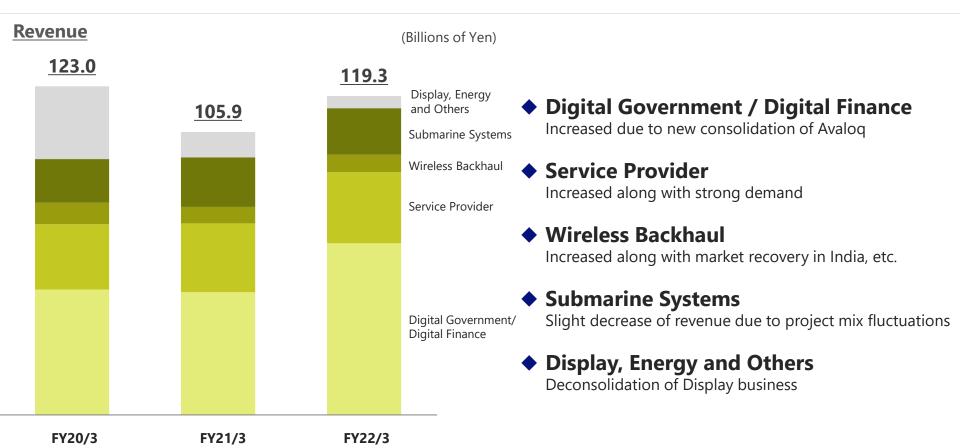
119.3 (+12.7%) Revenue

Increased mainly in Digital Government / Digital Finance (DG/DF) areas

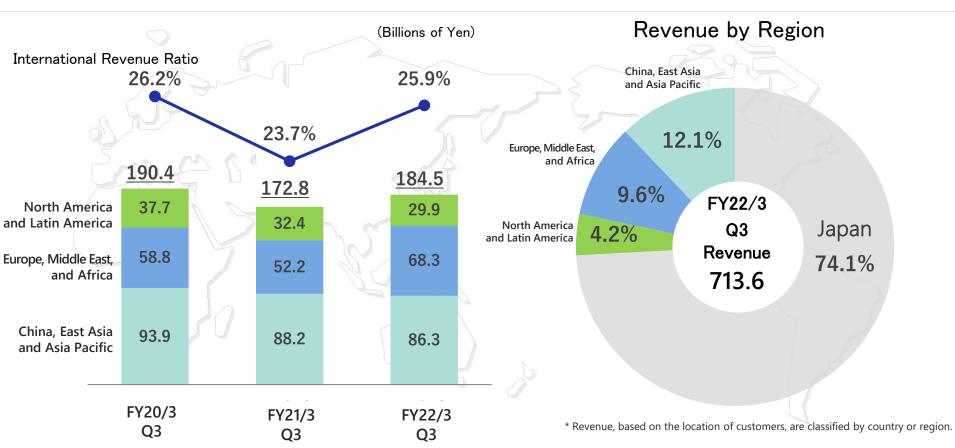
Adjusted Operating Profit 5.7 (-5.7)

Decreased due to the reversal impact from the sale of subsidiary shares last year and an increase of human resources expenses due to a headcount increase

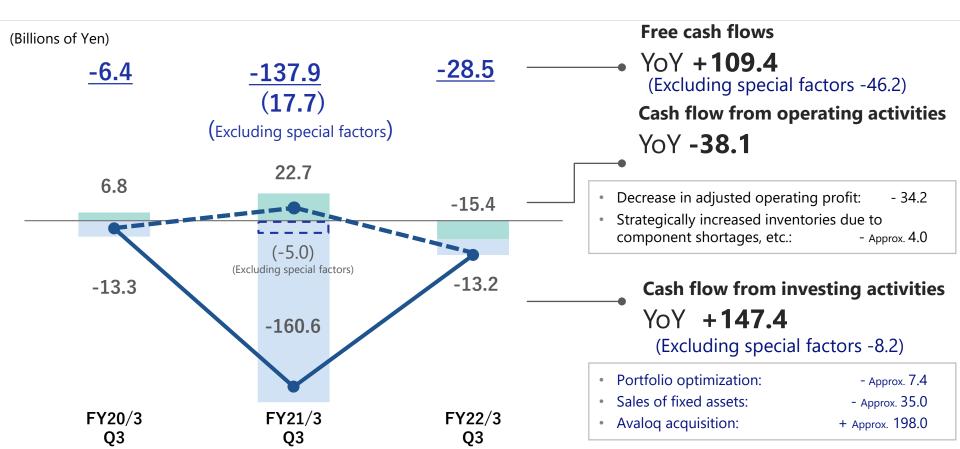
Global Business Status



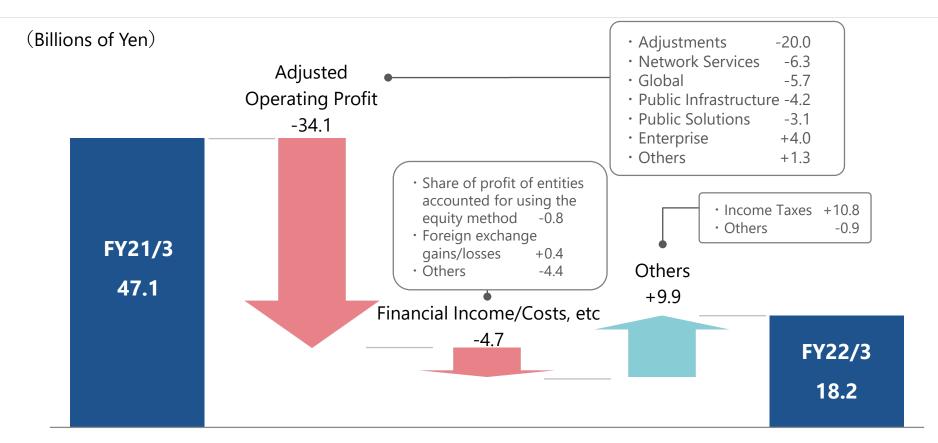
International Revenue



Free Cash Flows



Adjusted Net Profit Change (Year on Year)



VI. Financial Forecasts for FY22/3 (Appendix)

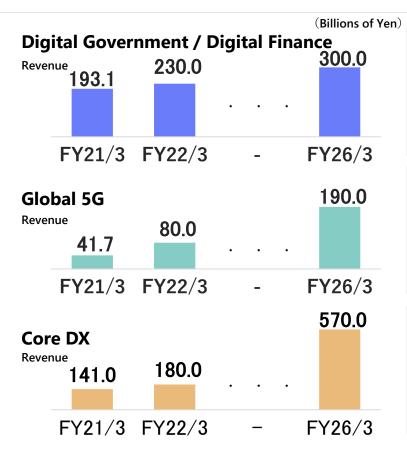
Adjustments to Operating Profit

(Billions of Yen)

	FY20/3 Actual	FY21/3 Actual	FY22/3 Forecasts	YoY
Operating Profit	127.6	153.8	125.0	- 28.8
Adjusted items	18.2	24.5	35.0	+10.5
Amortization of intangible asset through acquisition	17.0	22.8	N.A.	N.A.
M&A related expenses	1.2	1.7		
Adjusted Operating Profit	145.8	178.2	160.0	- 18.2

* Forecasts as of January 31, 2022

Growth businesses: Initiatives in FY22/3



- Generate synergies in sales including APAC
- Generate cost synergies by utilizing off-shore resources
- Implement small sized bolt-on M&A
- **Expand share in Japanese market**
- Secure commercialized projects. Enhance manufacturing and sales structure.
- Enhance development of base stations, core networks, and operation managing software
- Collaborate with ABeam to strengthen resource utilization and increase acquisition of projects
- Accelerate strategic proposals and promotion of DX in government agencies
- Enhance collaboration with "Hyper scalers"

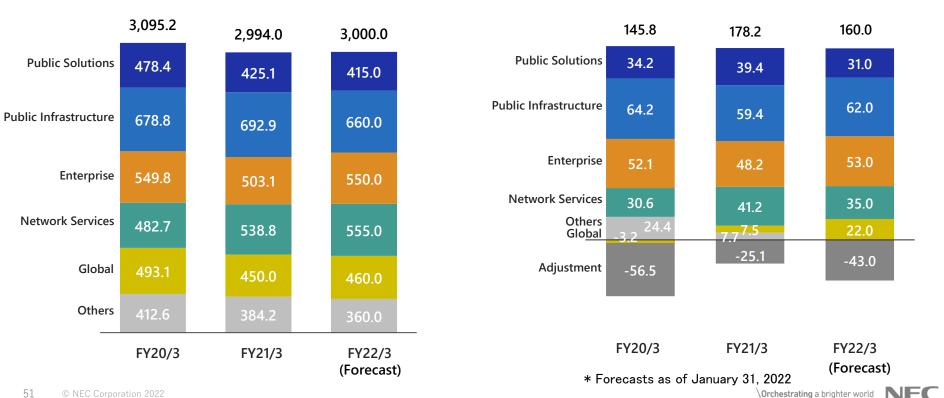
Financial Results by Segment (three-year transition)

(Billions of Yen)

(Billions of Yen) Adjusted Operating Profit / Loss 160.0 178.2 31.0 39.4

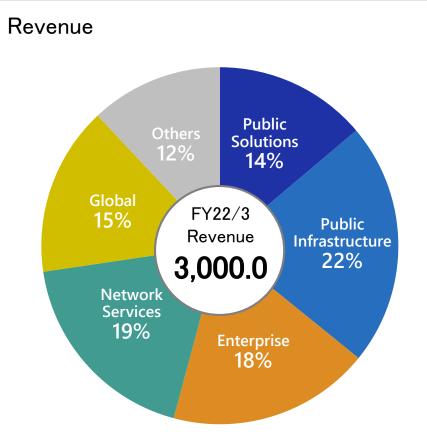
Forecasts

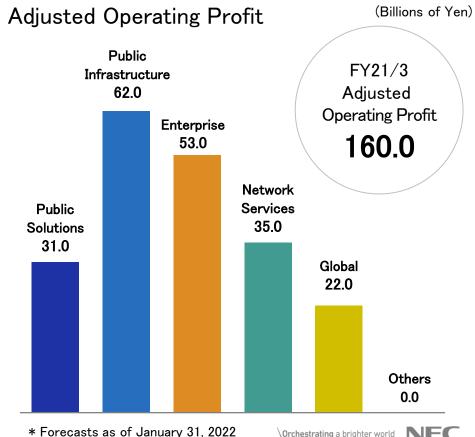
FY22/3



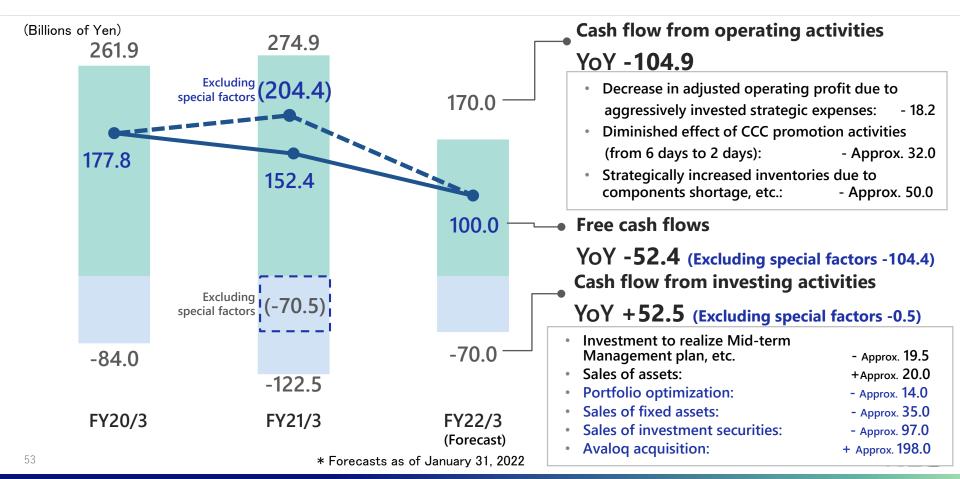
Revenue

Financial Forecasts by Segment in FY22/3

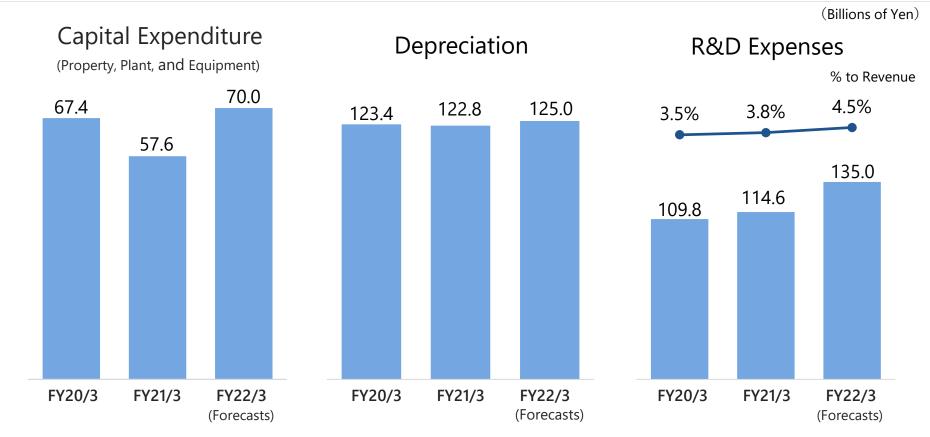




Free Cash Flows



Capital Expenditures, Depreciation and R&D Expenses



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 the Company 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 and business withdrawals;
- 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, 2021 and 2022 were referred as FY21/3 and FY22/3 respectively. Any other fiscal years would be referred similarly.

Orchestrating a brighter world