

# Business Execution Structure

(As of July 1, 2016)

At NEC, the chairman, the president, chief officers, corporate officers in charge of business units and other officers interact actively in exchanging information and discussion to enhance management speed and to execute business from a companywide perspective.



**Nobuhiro Endo**  
Chairman of the Board

## Achieving Sustainable Growth through ICT

With high expectations for ICT's contributions to solving the problems of human society, NEC will make continuous effort to improve our computing expertise, network building know-how and solutions capabilities. Aiming to utilize them to the fullest, we will also devote efforts to training our employees, and, under an ethical corporate culture, to contribute to realizing a society in which people can live more abundant lives.



**Manabu Kinoshita**  
Senior Executive Vice President  
In charge of the Corporate Sales and Sales Operations Unit

## Growing Order Numbers through Customer-Centric Value Proposals

Through value proposals leveraging our technologies and through co-creation with customers and sales partners, NEC is driving toward company-wide growth while fostering the frontline capabilities of thinking and acting on their own in order to quickly respond to market changes.



**Tomonori Nishimura**  
Executive Vice President  
In charge of the Public Business Unit

## Expanding Business Domains toward Building a Safe and Secure Society

"We want to bring happiness to the people of the world." To achieve that end, we are striving to gain a deeper understanding of social structures and aim to grow as a business that is able to contribute globally to ICT services embedded in customers' business domains.



**Takayuki Morita**  
Executive Vice President and CGO (Chief Global Officer)

## Achieving Growth in the Global Market

NEC is proposing and executing strategies with an emphasis on boosting competitiveness in the three business areas of Safety, Global Carrier Networks, and Retail IT Service. Additionally, we are actively striving to solve global challenges across business units and liaising with international agencies in order to boost the presence of NEC.



**Shunichiro Tejima**  
Executive Vice President  
In charge of the Telecom Carrier Business Unit

## Achieving Global Growth

Taking advantage of the business opportunities emerging from the IoT expansion and orchestrating the diverse assets of NEC's IT and network technologies, we globally deliver our safe, secure and efficient, high value-added network solutions sophisticated by software. Through these efforts, we are dedicated to resolving social challenges as well as to the further development of NEC Group.



**Takaaki Shimizu**  
Executive Vice President and CMO (Chief Marketing Officer)  
In charge of the Business Innovation Unit

## Implementing Innovations and Reforming Marketing

Through new business creation, and by instilling the culture of creating internal business frameworks, etc., we are transforming NEC into an innovative company. Additionally, we are proceeding to renovate our marketing processes with digital marketing and other approaches, while striving to improve ROI.



**Isamu Kawashima**  
Executive Vice President and CFO (Chief Financial Officer)

### Strengthening the Profit Structure and Expanding Key Businesses

NEC will establish the foundation for business expansion by addressing underperforming businesses, maintaining and bolstering a stable financial foundation, and supporting strategic growth with our financial strength.



**Yasujiro Ryuno**  
Executive Vice President, CIO (Chief Information Officer) and CISO (Chief Information Security Officer)

### Achieving an ICT Environment that Contributes to Business Growth

To help NEC get back on the track to growth, we are accelerating the speed of business and pursuing ways to leverage ICT that contributes to growth. We are dedicating effort to realizing an ICT environment that supports diversifying work styles and co-creation with customers and partners.



**Katsumi Emura**  
Executive Vice President and CTO (Chief Technology Officer)

### Proposing and Implementing Company-wide Technology Strategies that Contribute to Growth

Leveraging our strong core technologies, NEC is predicting the future society and communicating a vision of new social value that we will create. In order to achieve that vision, we will take full advantage of strong technology assets, to create NEC's original "Solutions for Society," and contribute to providing maximum value.



**Susumu Makihara**  
Executive Vice President  
In charge of Personnel and General Affairs

### Making Diversity the Driver of Growth

For NEC to expand its Solutions for Society globally, we must rally diverse human resources and be a company where employees can work energetically. Therefore, we are striving to hire a more diverse workforce, build systems, frameworks, and cultures that support them, and strengthen leadership that leverages diversity.



**Nobuhiro Odake**  
Executive Vice President  
In charge of the Supply Chain Management Unit

### Strengthening the One NEC Supply Chain Platform

We are building out and strengthening a customer satisfaction-oriented supply chain from the perspective of One NEC. With the Group coming together as one unit, connected plants can create a multitude of products connected with customers and with which we can contribute to value creation through our "Solutions for Society."



**Toshiya Matsuki**  
Executive Vice President  
In charge of the Global Business Unit

### Contributing to Customers through Social Solutions and Strengthening Profitability in the Global Marketplace

We are striving to accelerate the rollout of our "Solutions for Society" with our safety business, which utilizes NEC's world-leading recognition technologies, and our network business, which is backed by a rich track record, as the foundations for business. At the same time, we are striving to solve social issues and improve business profitability.



**Kimihiko Fukuda**  
Executive Vice President  
In charge of the System Platform Business Unit

### Providing Platforms with Value

Through the development of "Solutions for Society," NEC strives to globally provide our robust ICT platforms with recognized value. NEC will continue contributing to business growth that is mutually beneficial for our customers and for us.



**Chikara Ishii**  
Executive Vice President  
In charge of the Enterprise Business Unit

### Establishing a Foundation for Growth as a Base for Providing Value

We are striving to expand and enhance how we provide value, focusing on value chain innovation that connects capabilities "to create," "to transport," "to sell," and "to live," while striving to increase projects for a global market. We will work to maximize business with a base of providing value for customers in manufacturing, logistics, and service industries.



**Kazuhiro Sakai**  
Executive Vice President  
In charge of the System Integration, Services & Engineering Operations Unit

### Establishing a Services Business Foundation and Executing a Global System Integration Rollout

In order to roll out new service businesses, such as the IoT, with speed and global scope, NEC is driving toward business growth while utilizing open innovation and establishing a shared, company-wide business foundation.

For further details on the corporate officers of NEC Corporation, please visit the following URL:

 <http://www.nec.com/en/global/about/executives/svp.html>