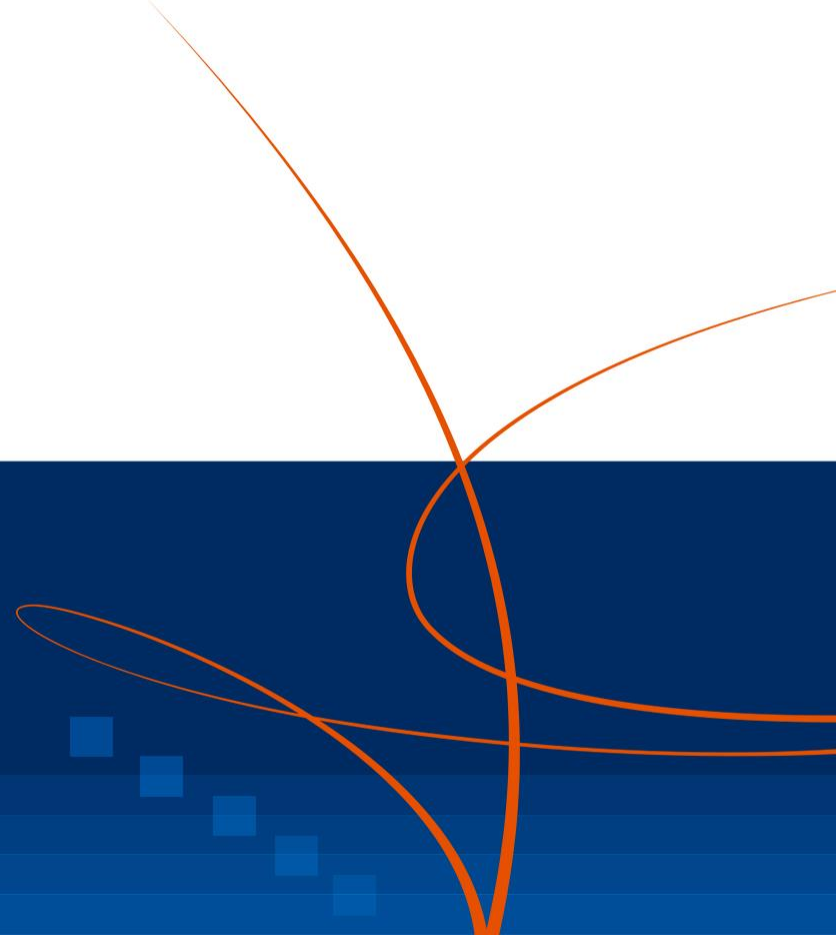


Business Innovation Unit

Osamu Fujikawa, Senior Vice President

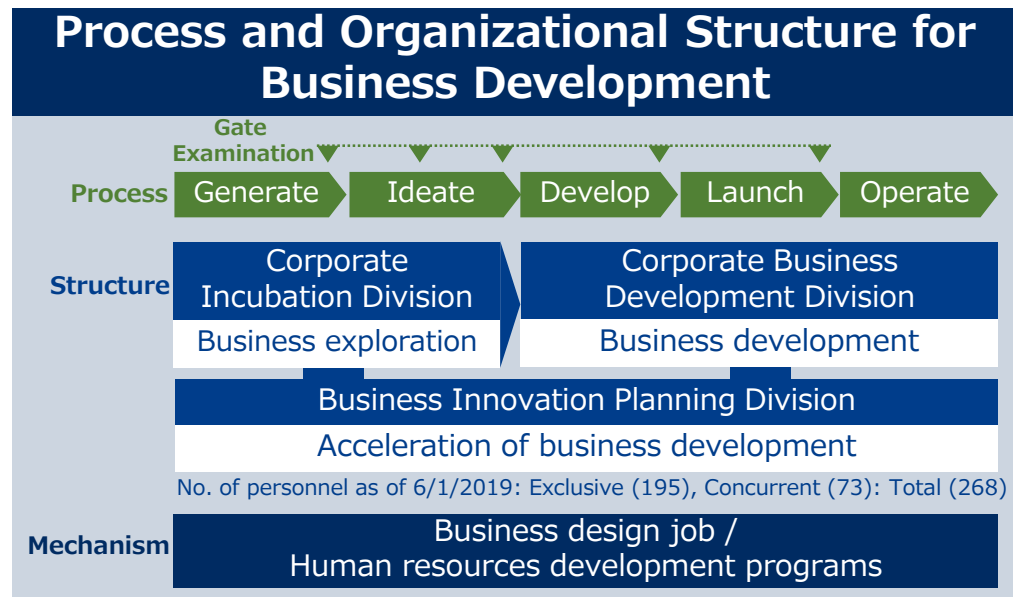


Overview of Business Innovation Unit

Mission / Goal

Create business to be pillar in the future

- Commercialize and monetize technologies of the Central Research Laboratories
- Explore business opportunities addressing social issues
- Accelerate value creation through “Co-Creation”



Enhance business development capability and create business which can be pillar for the next Mid-term Management Plan

Creating New Pillar Business for Next Mid-term Management Plan

Summary

- **FY2014:** Started execution of “ecosystem for new business creation” and “lean startup”
- **FY2015:** Established Design Center and strengthened business development function with design-oriented mind
- **FY2016:** Strengthened cooperation with the Central Research Laboratories and accelerated technology-driven business development
- **FY2018:** Focused on the role of launching our own business from supportive business development

Key Achievements

- **Rapid launch of dotData business**
- **Full-fledged entry into drug discovery business with our cutting-edge AI technologies**
- **Business development through open innovation (NEC X, Smart Wellness, Insight Marketing)**

Future Development

- **Promote impact-driven business development aiming at solving social issues**
- **Promote more efficient and effective commercialization of businesses by enhancing technology maturity evaluation and value creation methods for the cutting-edge technologies at the Central Research Laboratories**

dotData Business



2018/4 Press conference
for establishment



2018/7
Commercial launch



2019/2
Launch of Japan entity

Recognized as a leader in solution for “Automation-Focused Machine Learning,” by independent researcher

2019/5
External evaluation

Provides reference architecture in **AWS circumstance**, capable to prepare data analysis foundation and easily analyze data in short term

2019/6
Press release

Achievement

Obtained 20+ paid customers in just a year since commercial launch

Strength

the First and Only end-to-end data science automation for the enterprise

Future Development of dotData

Targeting enterprise value of ¥50bn by FY2022

Develop advanced technologies as outstanding global market leader

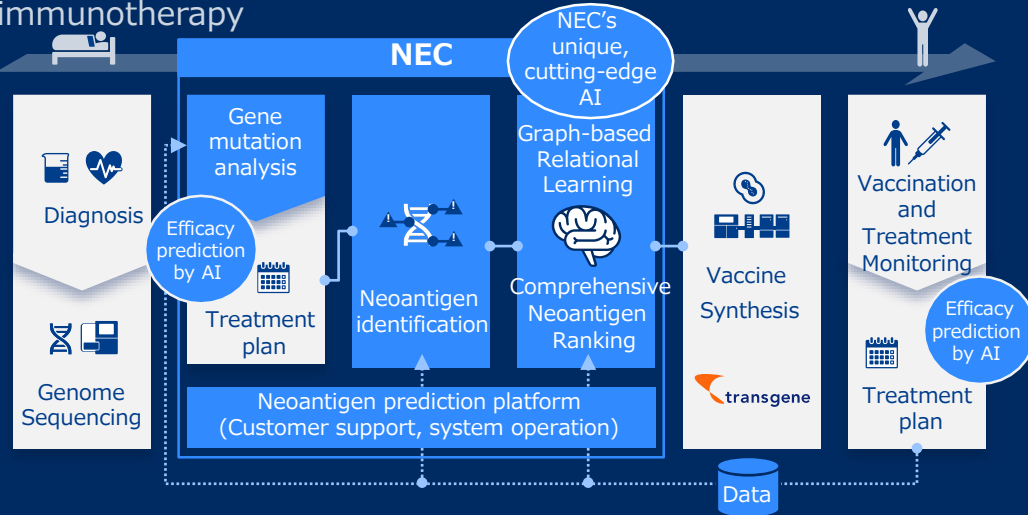
Future Development of NEC

Trigger a paradigm shift in analytics industry

Launch new services to eliminate the analysis talent exhaustion and deliver dramatic speed and business insight for organizations

Drug Discovery Business

<Drug Discovery Business> Aims to become a drug developer through the approvals of the individualized neoantigen cancer immunotherapy



2019/4

Invested \$50mn in BostonGene through Series A financing, aiming at enhancing process and success rate of clinical trials of individualized neoantigen cancer immunotherapy

2019/5

First company in Japan to jointly initiate clinical trials for "individualized neoantigen vaccine" with Transgene in US and Europe

Plan

Cooperating with various partners to enhance development process

Achievement

Revised Articles of Incorporation and entered into cutting-edge AI-based "Drug Discovery Business"

Strength

"Superior Method: AI" & "Superior Data" developed through 20+ years of research and business development efforts

Future Development

Aims to achieve an Enterprise Value of ¥300bn for the drug development business by 2025

Open Innovations

NEC X

Accelerator in Silicon Valley

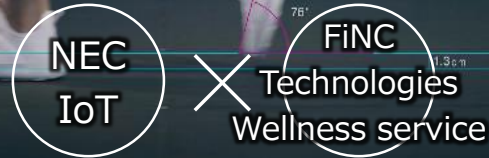


Commercialization of technologies
after dotData

- Product authenticity verification solution business
- Causal analysis solution business

team: **Smart Wellness**
FiNC

Early detection
of health conditions
with sensors built in shoes



Joint development of
wellness solutions

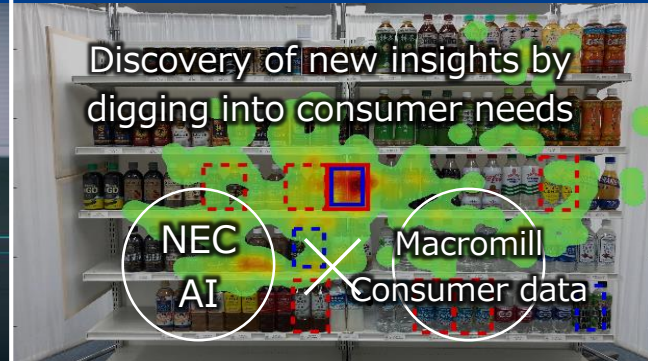
- Develop business as a speed of venture company
- Developing services with consumer-targeted IoT product "Insole"

team: **Insight Marketing**

MACROMILL
a Macromill Group company



Discovery of new insights by
digging into consumer needs



Insight marketing business

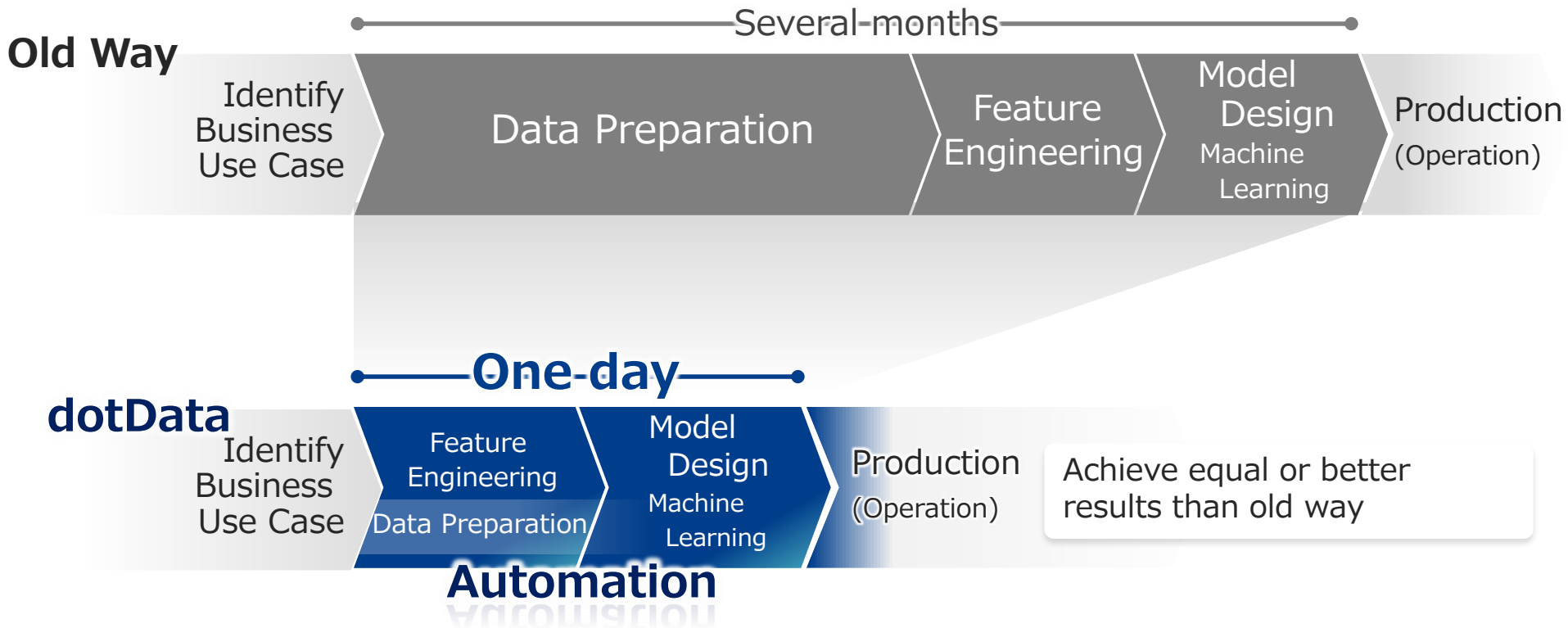
- Joint AI analytics service with dotData
- AI-assisted purchase projection
- Research service with bio info*

* : NEC's AI tech "Remote Gaze
Detection Technology"
: Service to launch in July

Business Value of dotData

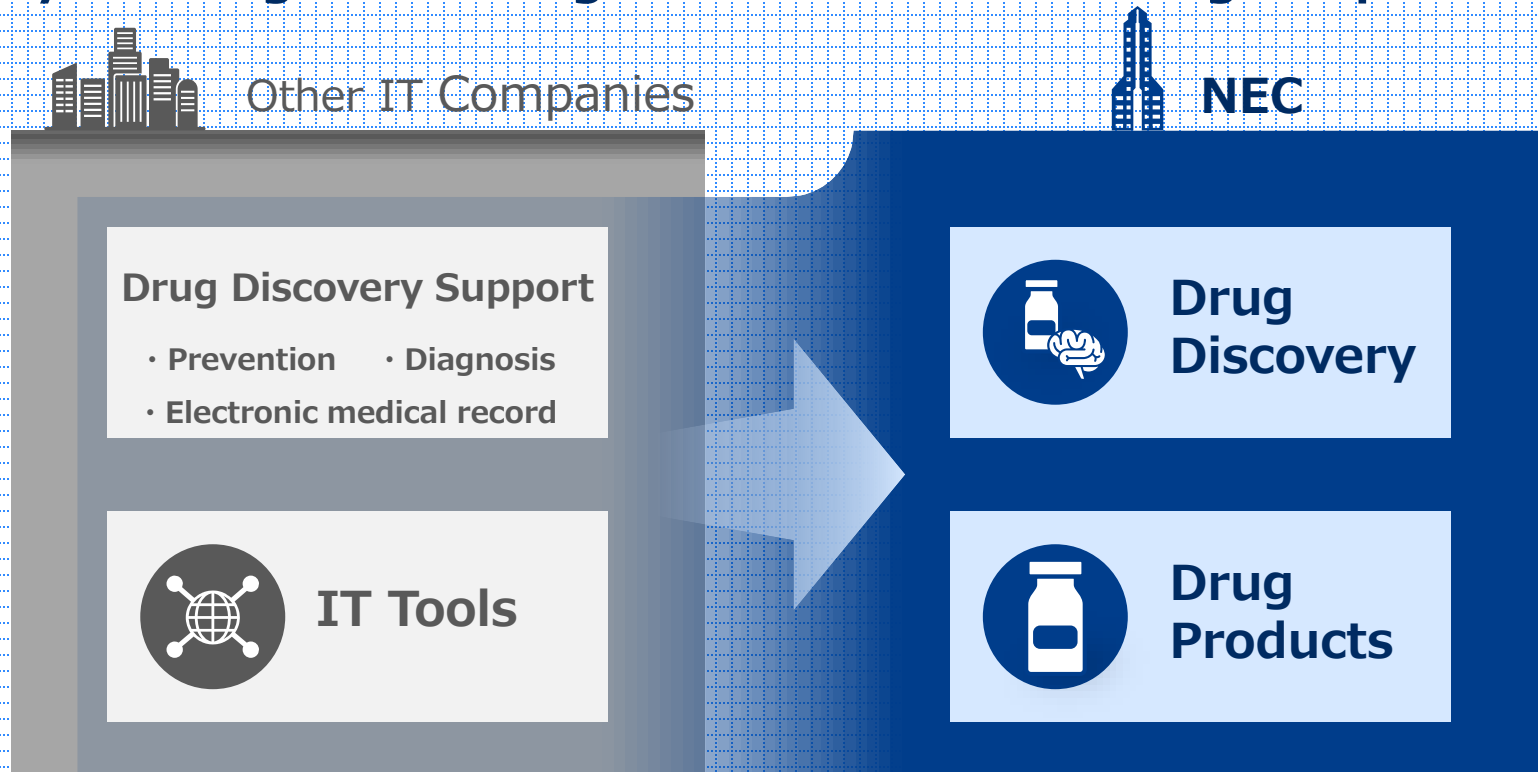


Process of Data Science Enabled by dotData



NEC's differentiating factor

Aims to be directly involved with drug discovery by utilizing its existing IT tools to deliver drugs to patients



NEC

