



Business Briefing

Computer Engineering & Consulting Ltd. | 9692 |

Today's speakers



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Agenda

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1 Integration Segment

2 Connected Segment

3 Solution Segment

1

Integration Segment

Mission

Using ICT to contribute to the resolution of our customers' social challenges

Concept

Identifying and addressing customer potential needs and driving solutions through pull integration to help solve social and customer issues

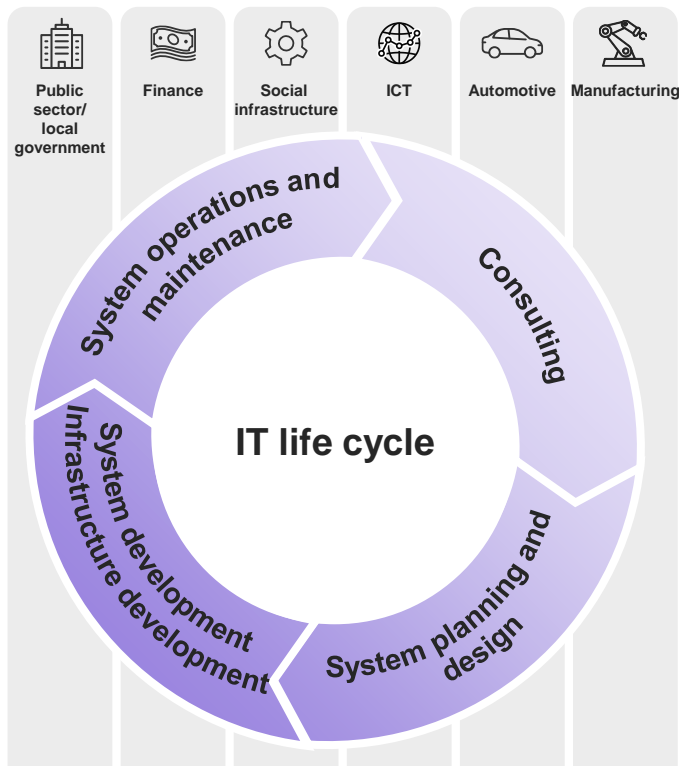
Aims

1. Providing **the optimal services that customers demand** by maintaining the insight needed to identify their true challenges, enhancing support from the planning stages, and organically integrating in-house and outsourced products
2. **Enhancing the lineup of services that lead to solutions to customer challenges**, based on knowledge accumulated from various business insights
3. Jointing with customers and partners to **co-create solutions for the issues that face customer industries and society as a whole** by building stronger relations with customers and enhancing the service lineup

- Driving pull integration to help create solutions to the challenges facing society and customers

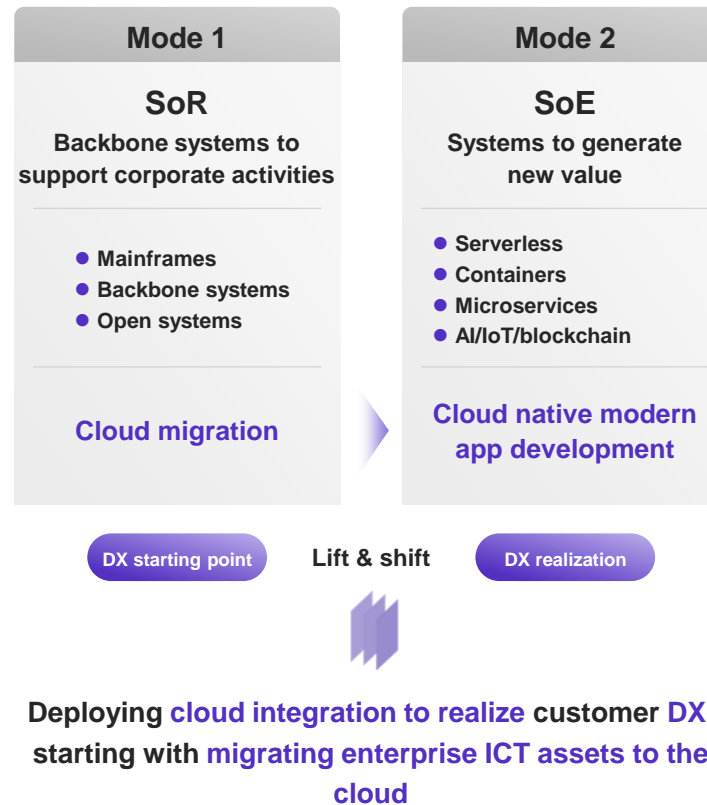
Systems/Infrastructure Development Business

Comprehensive support across the system life cycle, from system planning and conceptualization through maintenance



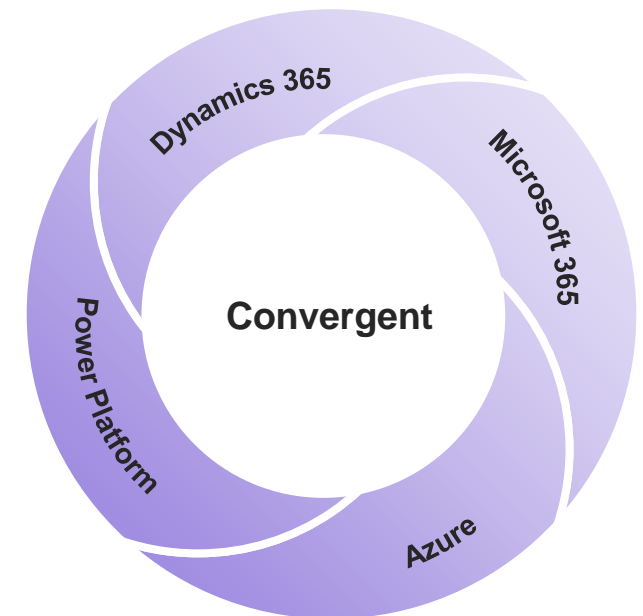
Migration Services Business

Solving issues in legacy systems and modernizing ICT to generate new value

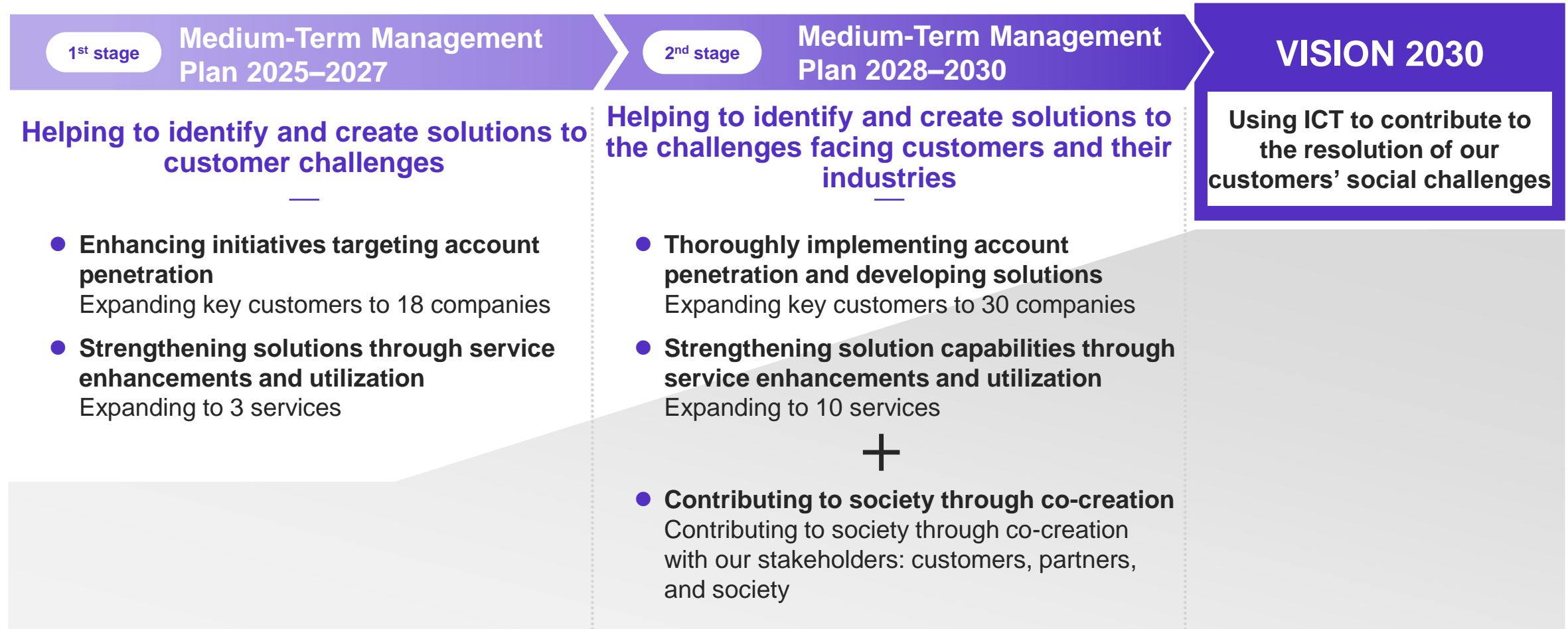


Microsoft Services Business

Improving business efficiency and productivity by combining Microsoft cloud services with our own proprietary expertise

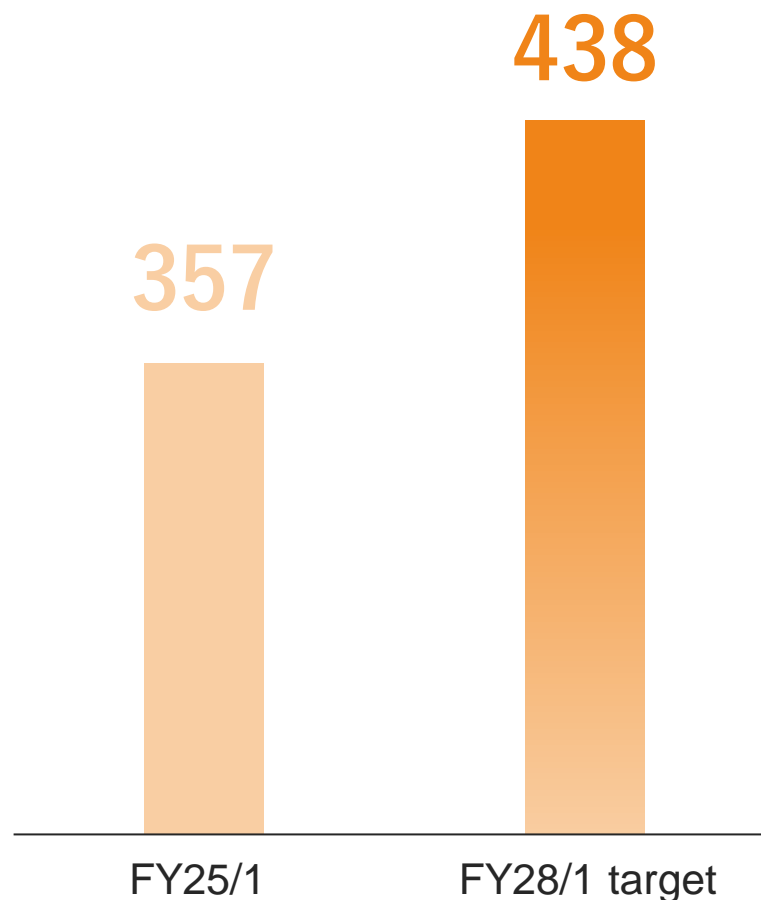


- Helping to identify and create solutions to customer challenges along the two axes of account penetration and service enhancements and utilization
- Playing a role in social contributions through co-creation in the future



- In account penetration, expanding support to upstream processes and delivering one-stop support
- In service enhancements and utilization, continually expanding existing services while strengthening fusion with various products and services

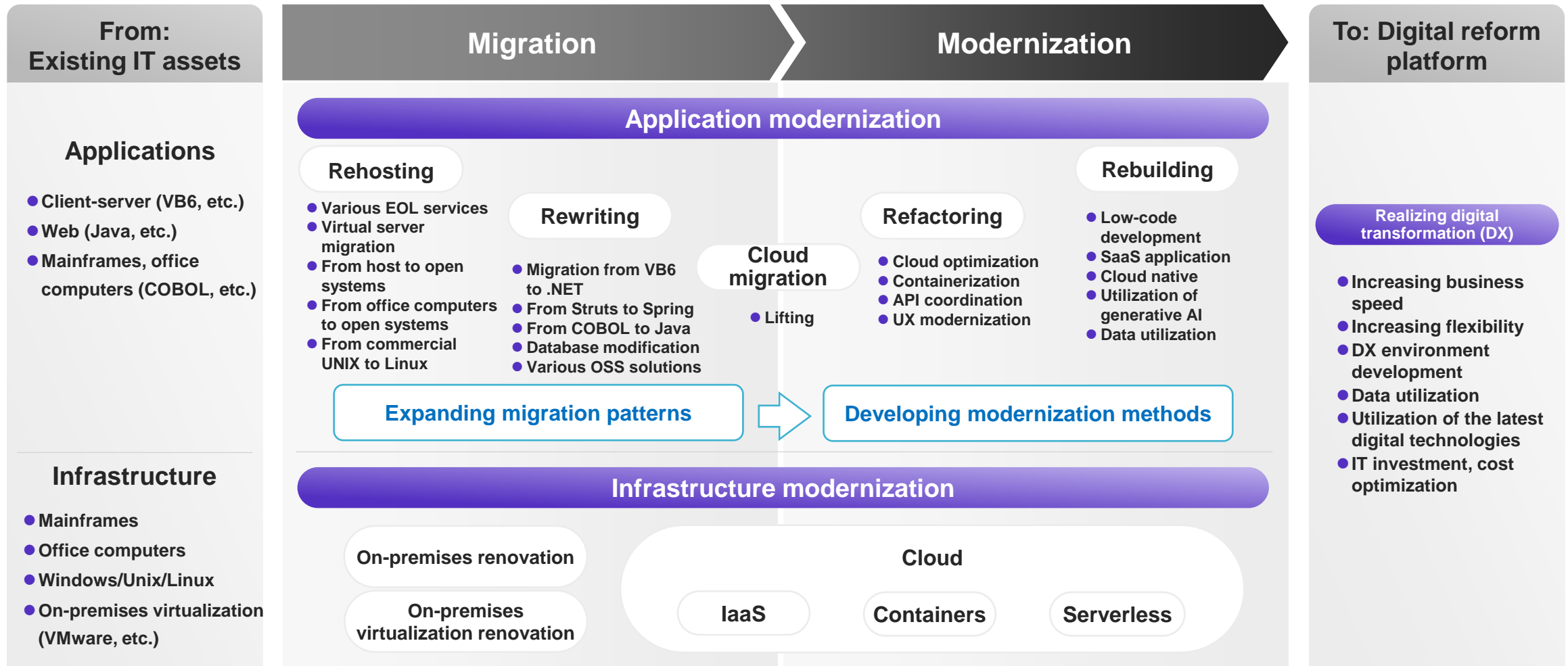
Net sales (100 million yen)



Focal points

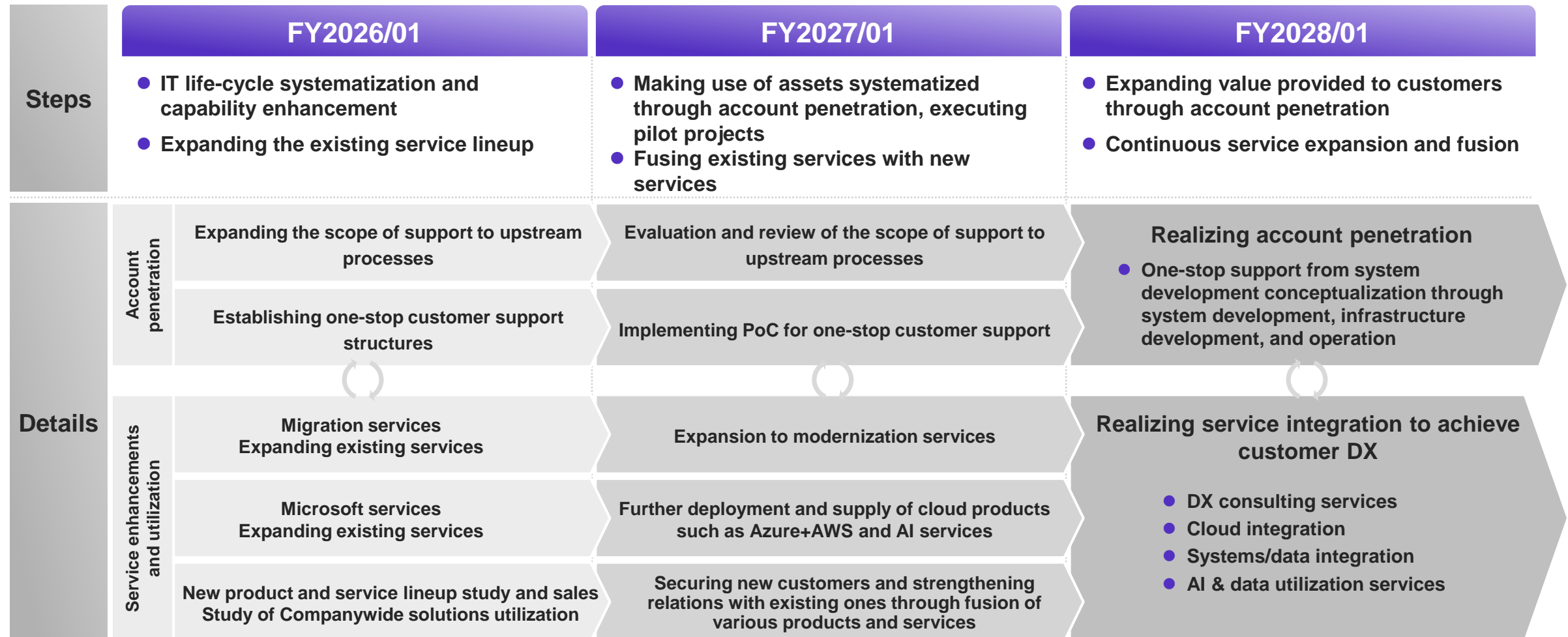
Account penetration	<ul style="list-style-type: none">● Providing services to upstream processes● Delivering one-stop support● Increasing value delivered using in-house and outsourced services● Strengthening relations with partners <div>KPIKey customers: from 12 to 18</div>
Service enhancements and utilization	<ul style="list-style-type: none">● Continually expanding existing services (Microsoft Services, Migration, etc.)● Strengthening integration capabilities through fusion with various products, services, and new technologies drawn from both inside and outside the organization <div>KPIServices as a percentage of sales: from 17% to 23%</div>

- Expanding from the migration phase to broader-ranging modernization



Roadmap to account penetration and service enhancements

- Realizing service integration to achieve customer DX through initiatives of account penetration and service enhancements and utilization



2

Connected Segment

Mission

Contributing to a creative society by harnessing digital technologies and data to connect customers and businesses across industry boundaries

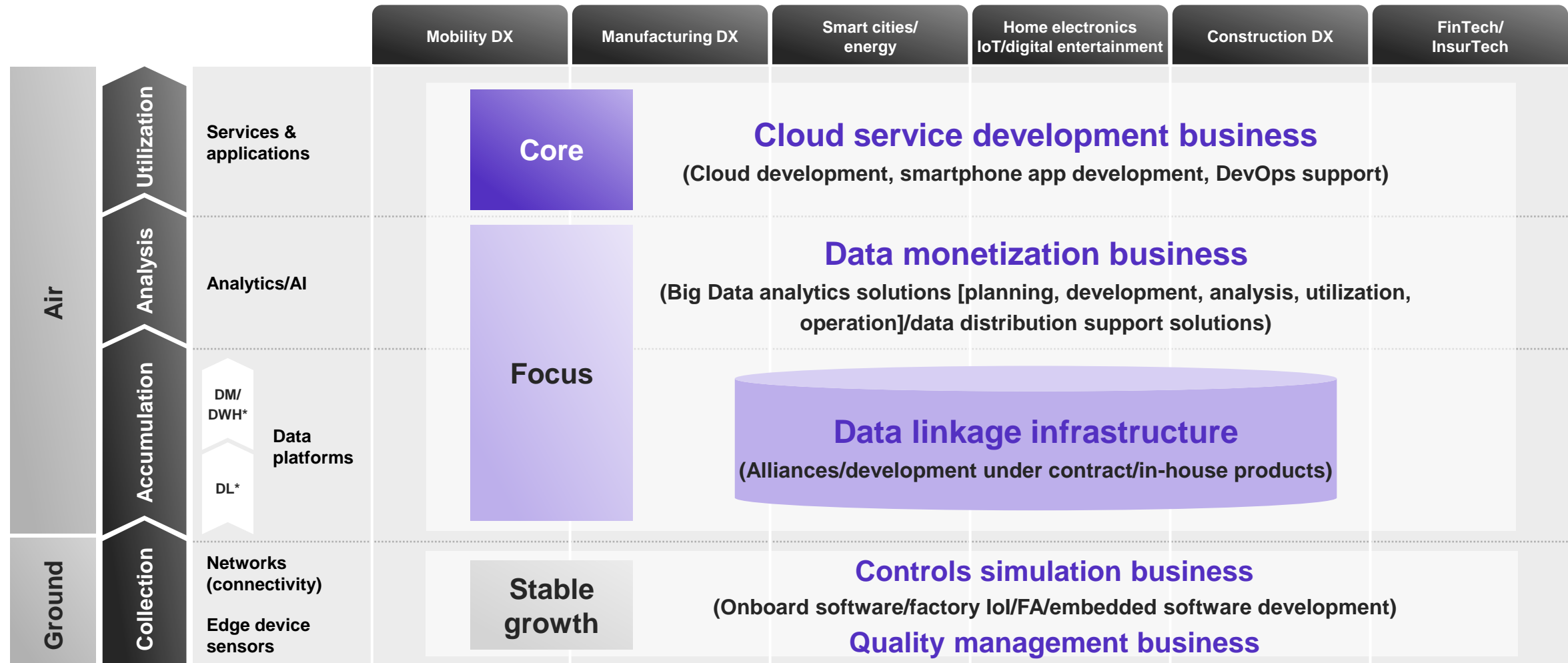
Concept

As a business innovator, helping to realize a future of unbounded industry through data distribution

Aims

1. Social implementation of **data coordination platforms for consolidating and harnessing data** to connect companies and industries along with partners
2. **Planning, developing, and delivering the new services customers demand**, starting from data
3. Deploying **proprietary data analytics solutions focused on social challenges** ahead of customer businesses

- Promoting IoT Big Data utilization across industry boundaries while using the strengths of both edge and cloud computing to create synergies among four business areas

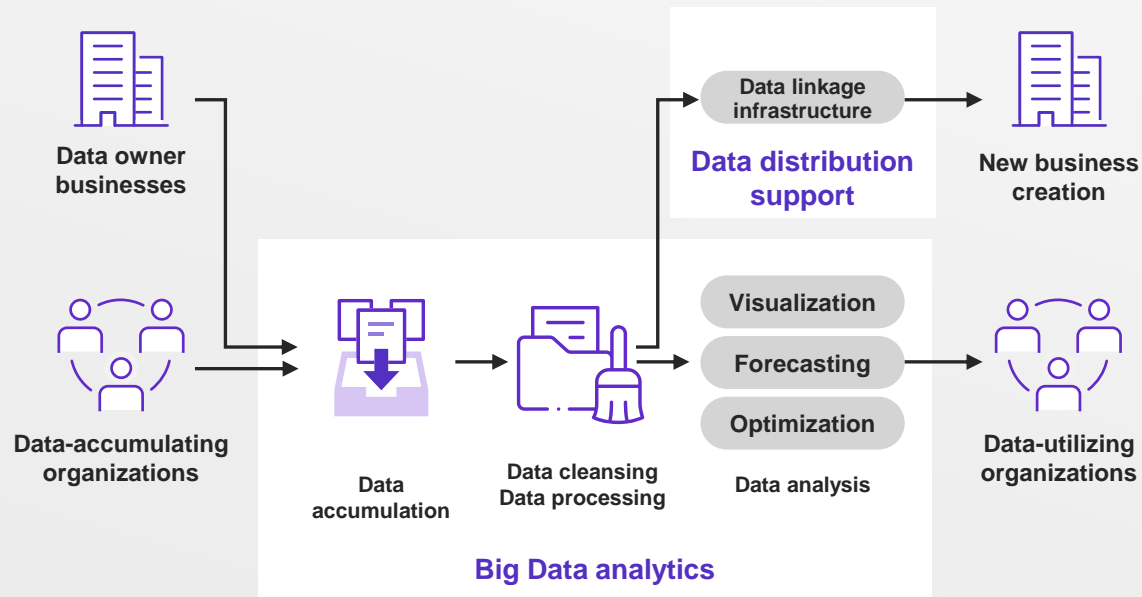


* DM: data mart; DWH: data warehouse; DL: data lake

- Contributing to a creative society by harnessing digital technologies and data to connect customers and businesses across industry boundaries

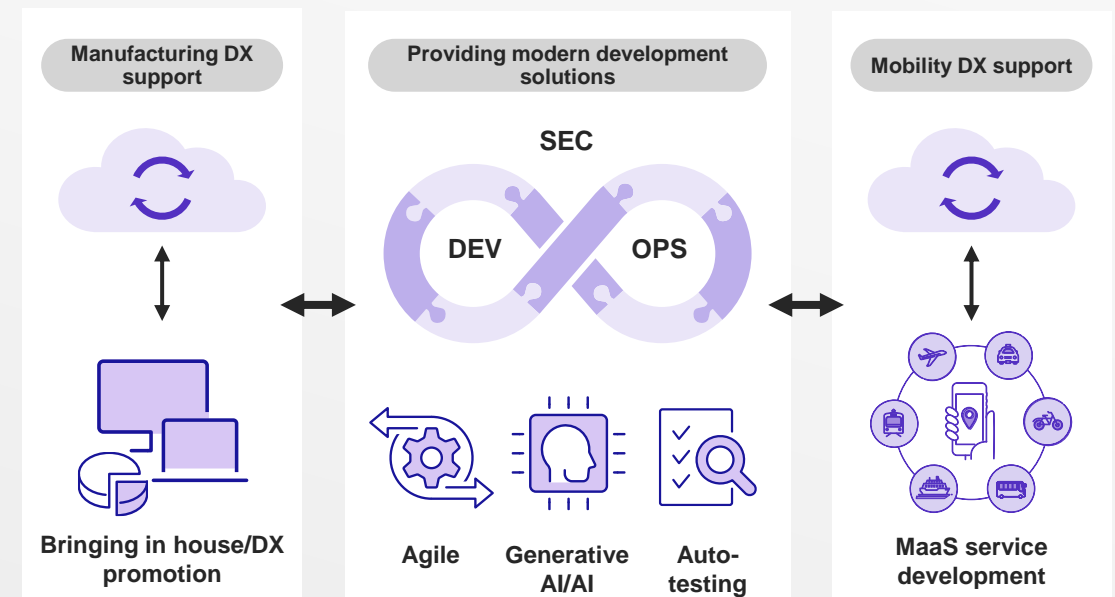
Data monetization business

Providing environments for data analytics, supporting new value creation by harnessing data



Cloud service development business

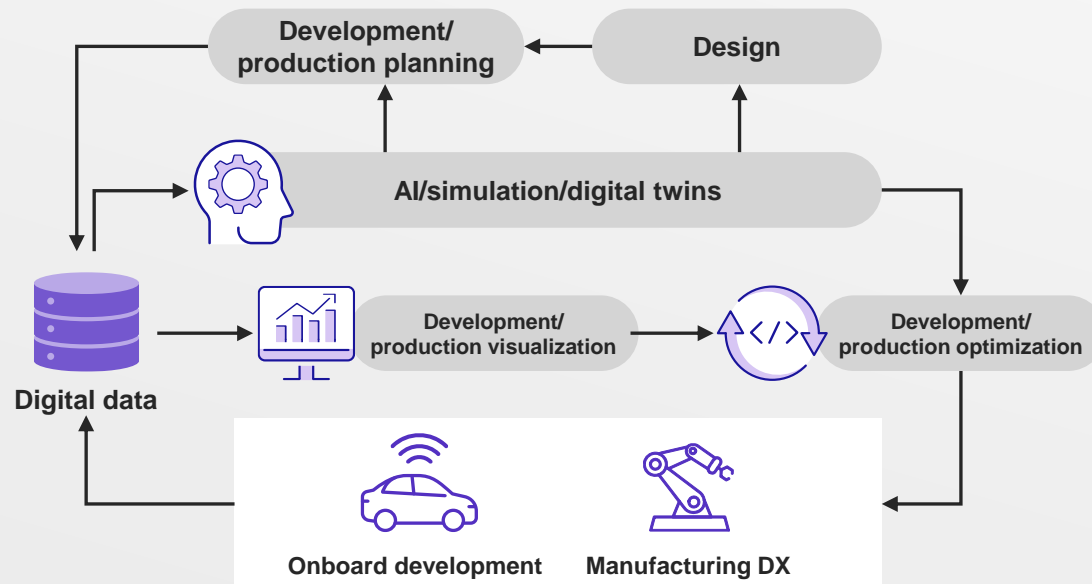
Providing development support from planning through operations and maintenance and DevOps environments for cloud applications



- Contributing to a creative society by harnessing digital technologies and data to connect customers and businesses across industry boundaries

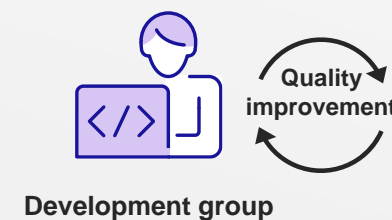
Controls simulation business

Efficient IoT systems development fusing the physical and cyber worlds

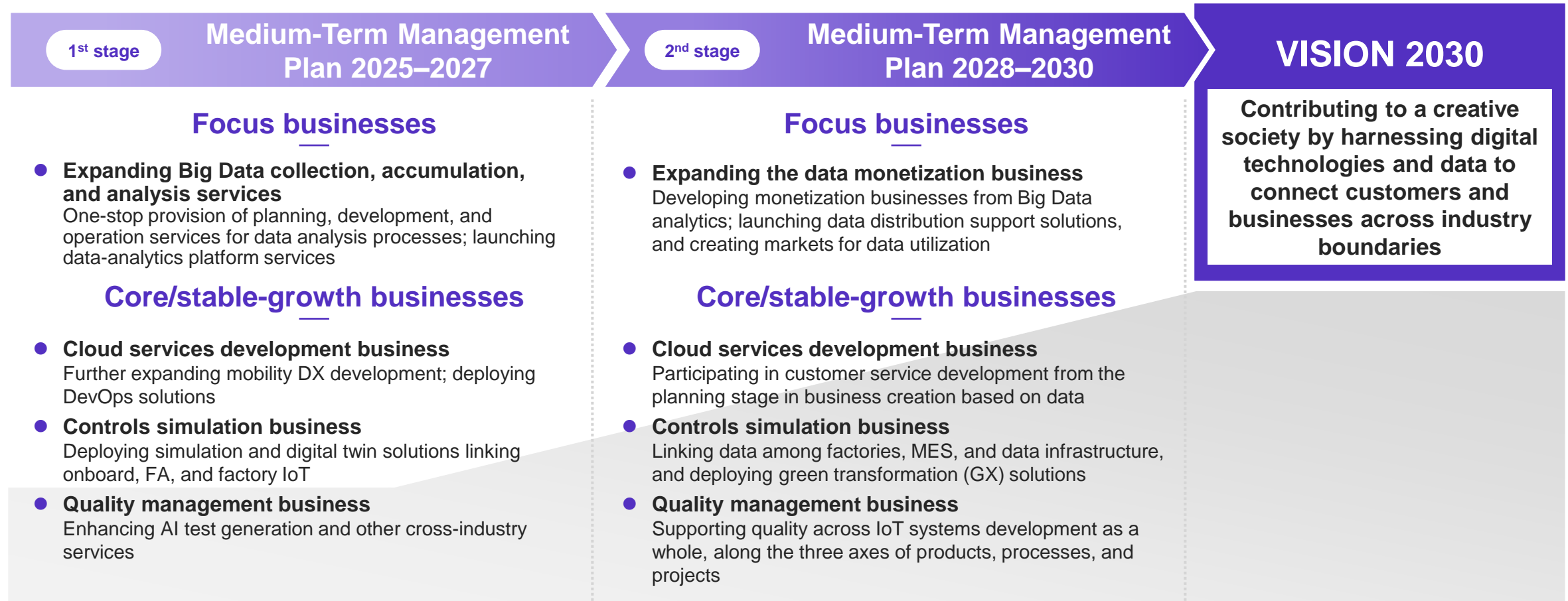


Quality management business

Improving the quality of IoT systems from the perspectives of products, processes, and projects



- In the first stage, focusing on investment and infrastructure development for future businesses
- In the second stage, working to achieve the vision by further growing and expanding data monetization businesses, including consulting and data distribution, related to utilization of Big Data



- Further enhancing and growing Big Data analytics platform development services for smart mobility and factory IoT in which we have insights; promoting new value creation through utilization of resulting data to further expand synergies with the cloud services development business

Net sales (100 million yen)

113



FY25/1

FY28/1 target

Focal points

Growing the data monetization business

- Expanding service domains and launching data analytics platform services by leveraging our strengths of insights into mobility and factory IoT Big Data and analysis/processing and utilization knowledge

KPI

New customers: 20 or more

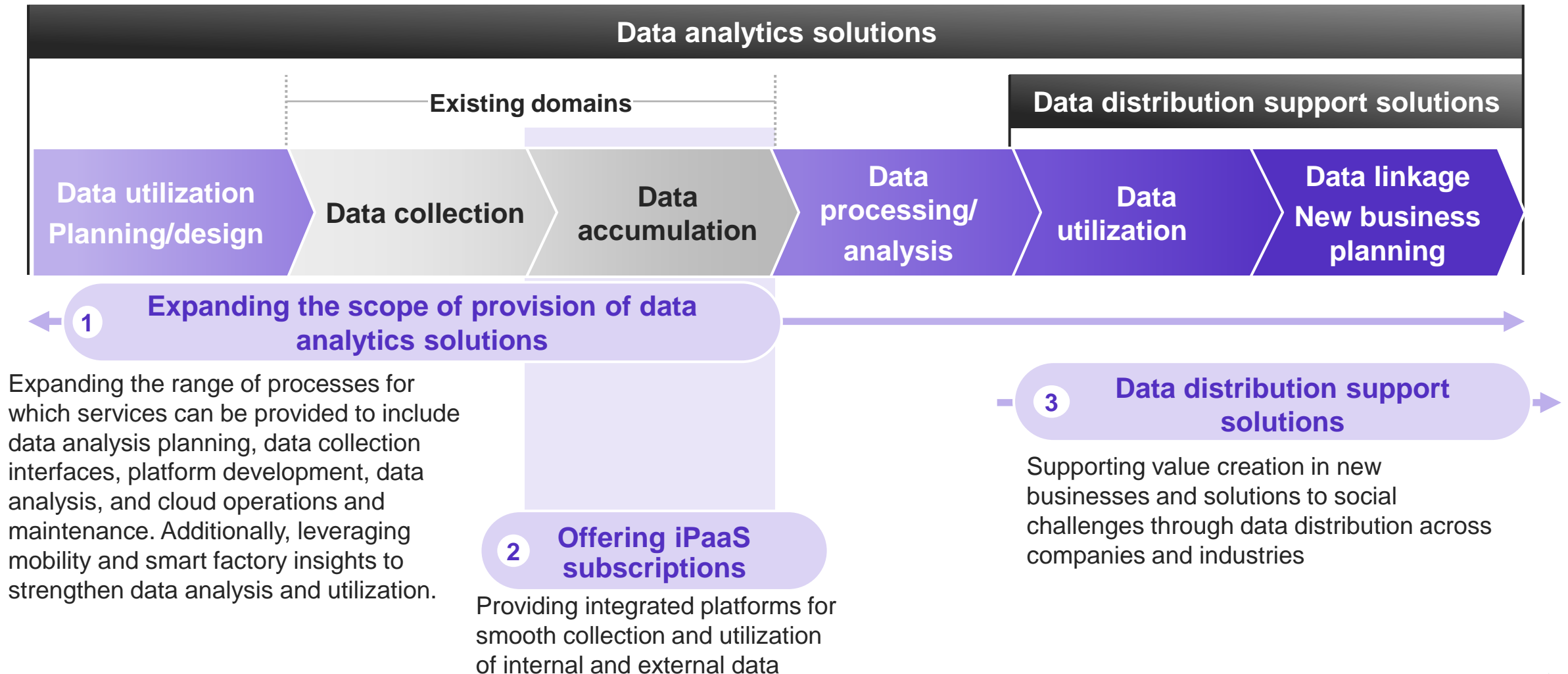
Expanding the cloud service development business

- Advancing and expanding app development in various ways, including DevOps support services and the use of AI and cloud technologies
- Further strengthening development capabilities to venture into multiple industries beyond the mobility

KPI

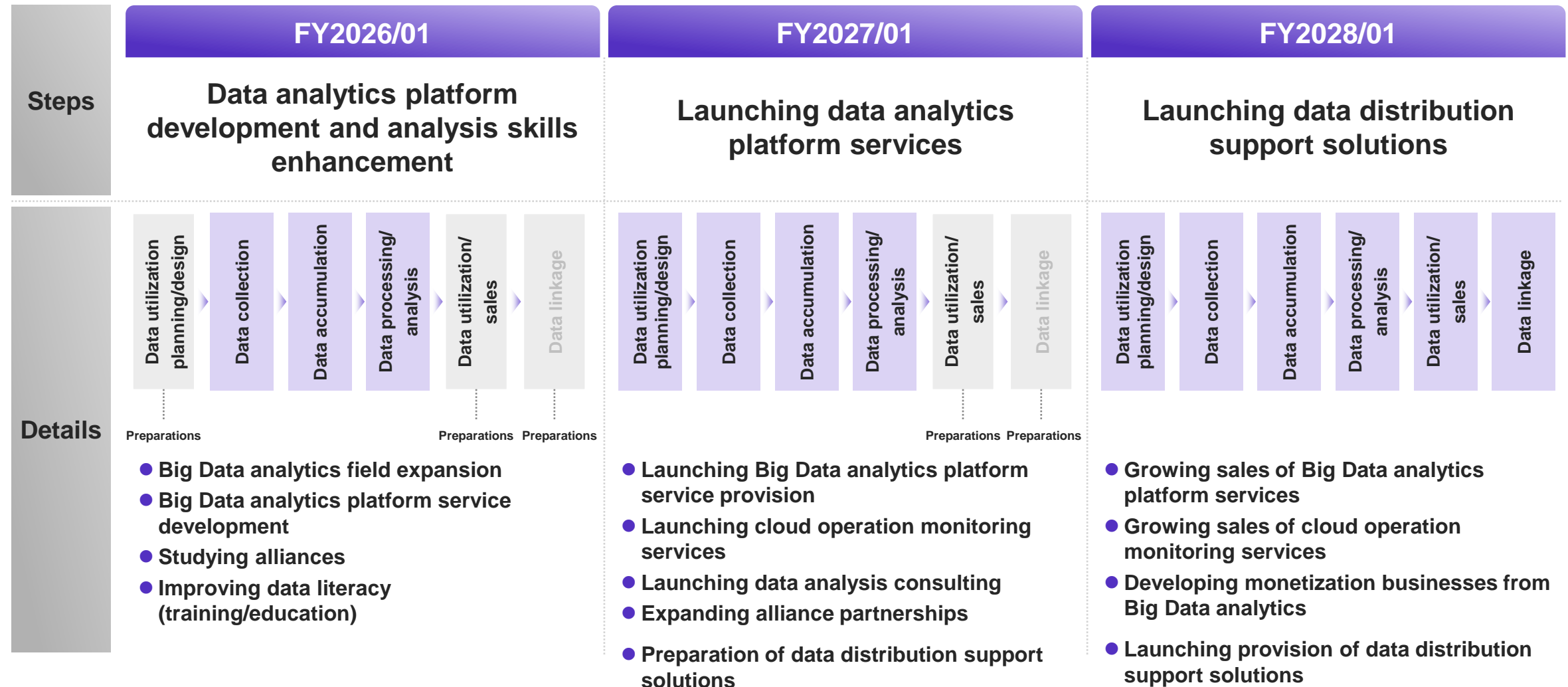
New customers: 30 or more

- This business consists of data analytics solutions that allow the efficient accumulation and analysis of Big Data and data distribution support solutions that support value creation and solutions to social challenges in new businesses, based on data distribution.



Data Monetization Business Roadmap

- Expanding service areas from Big Data analytics platform development planning through data collection interfaces, BI, data utilization, operation, and maintenance
Offering data analytics platform as an in-house developed service and developing data utilization as a monetization business



Solution Segment

Mission

Harnessing ICT's outstanding technologies to help build a safe, secure society

Concept

Providing solutions that help build a safe, secure society using ICT technologies

Aims

1. **Creating new solutions that contribute to social infrastructure** by formalizing and systematizing our technological assets, built through serving various customers
2. Leveraging technological assets compiled through development and operations efforts for multiple industries to **develop and deliver services that break down inter-industry barriers and enable industry collaboration**
3. **Implementing safe, secure systems that enable public-private collaboration while working with our partners to expand services into more secure domains**

- Drawing on security technologies and data center services to deliver solutions across diverse fields

Data Center Business

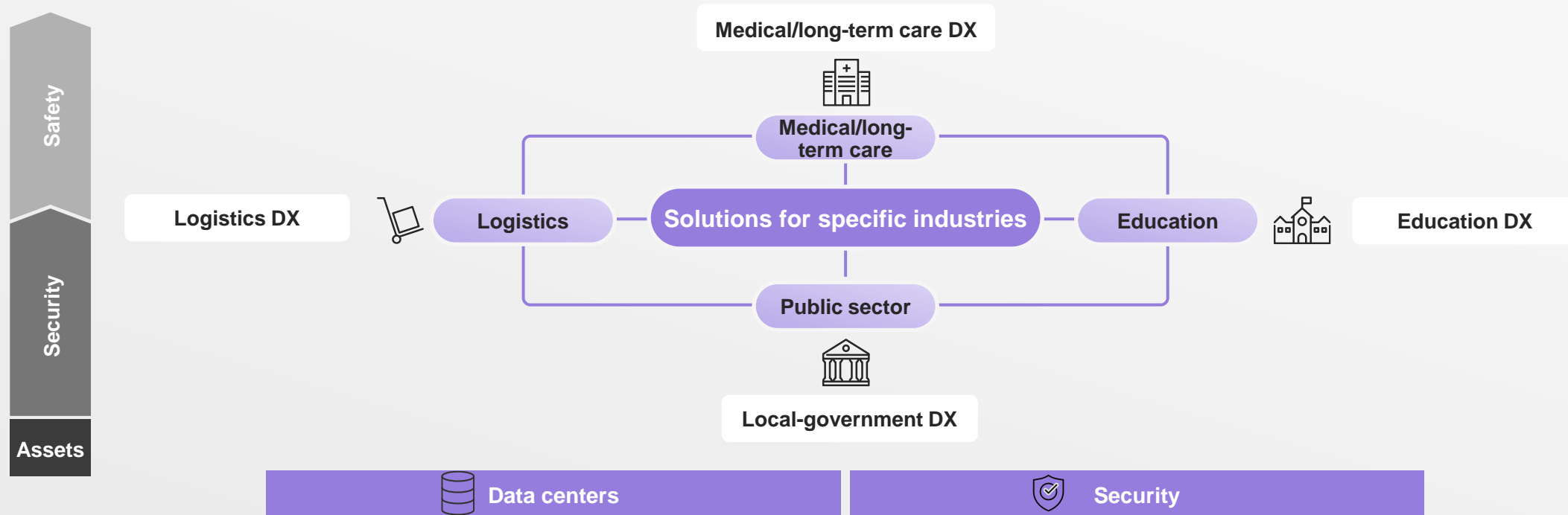
Providing optimal services capable of meeting increasingly diverse needs—from traditional on-premises to cloud and hybrid service environments— at six sites in Japan

Security Business

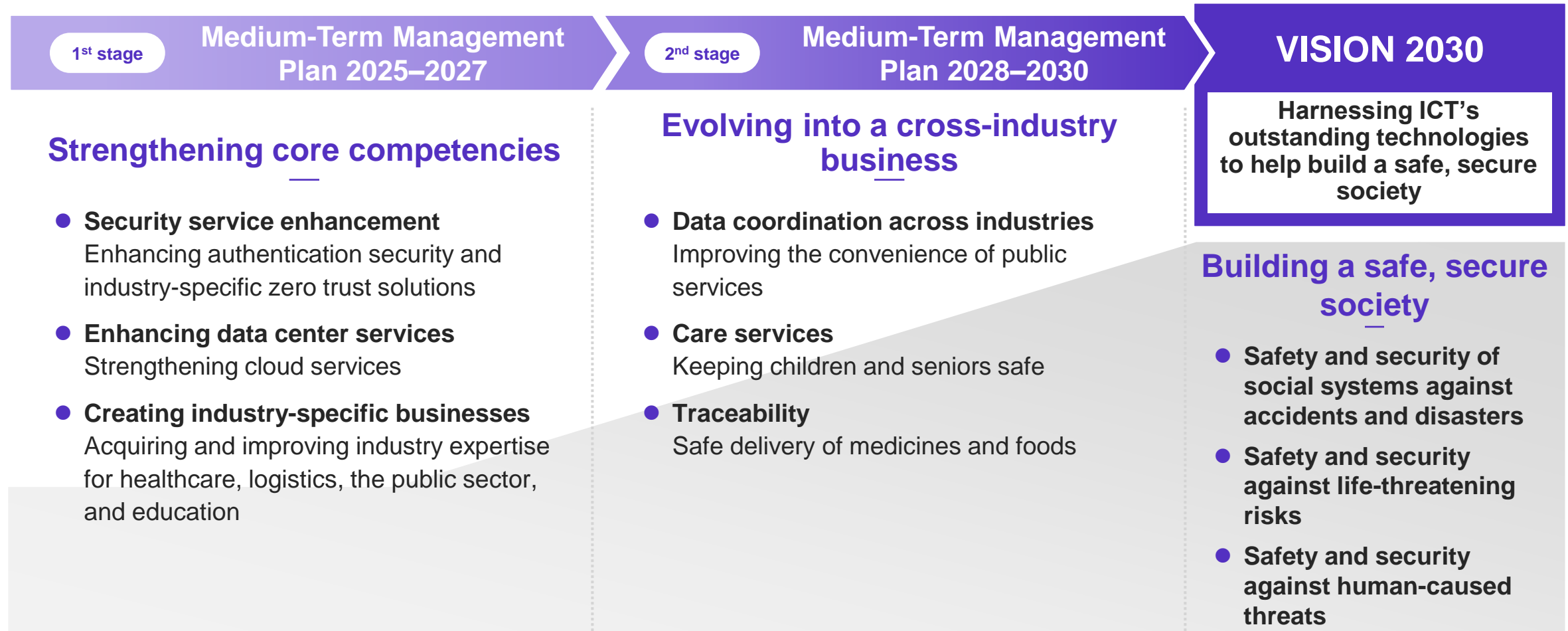
Delivering consulting, design, development, and operations solutions to defend against security threats

Industry-specific Solutions

Providing solutions across diverse fields ranging from the public sector to education, logistics, and healthcare

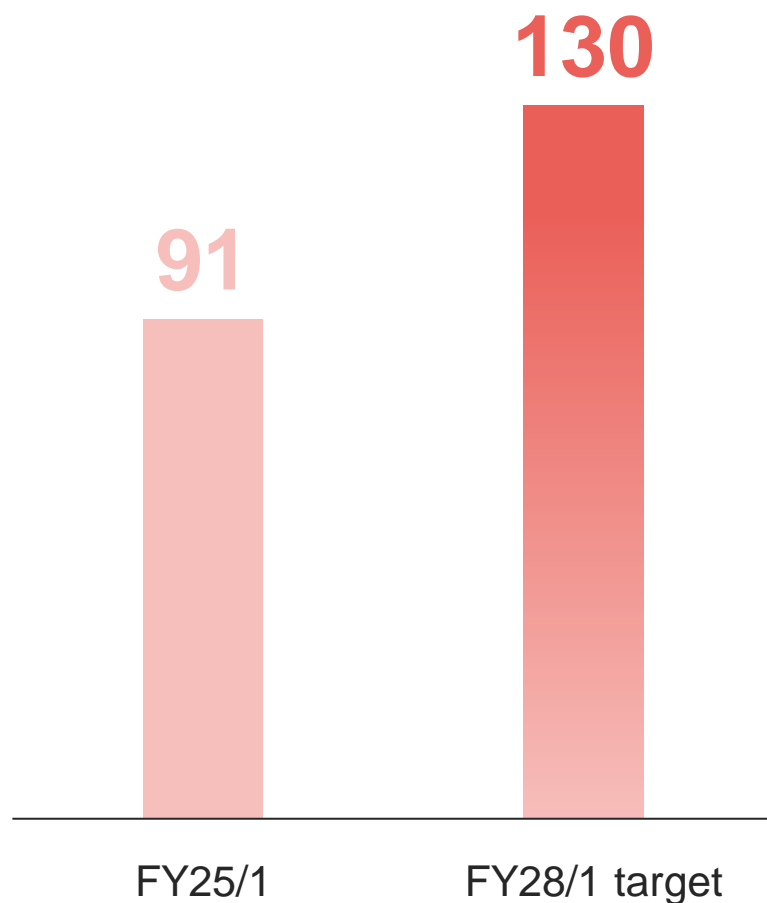


- Aim to be an essential company for our customers, industries, and society by creating solutions that realize security and public safety



- Helping to build safety and security through solutions that draw on ICT's assets and expertise in data centers, security technology, and other areas

Net sales (100 million yen)



Focal points

Enhancing the Data Center Business

- Shifting to a cloud-based business model

KPI New customers: **120** or more

Strengthening the Security Business

- Strengthening authentication security
- Enhancing industry-specific zero trust solutions

KPI New customers: **130** or more

Creating solutions for specific industries

- Nurturing new businesses in the healthcare, logistics, public sector, and education domains

KPI New customers: **50** or more

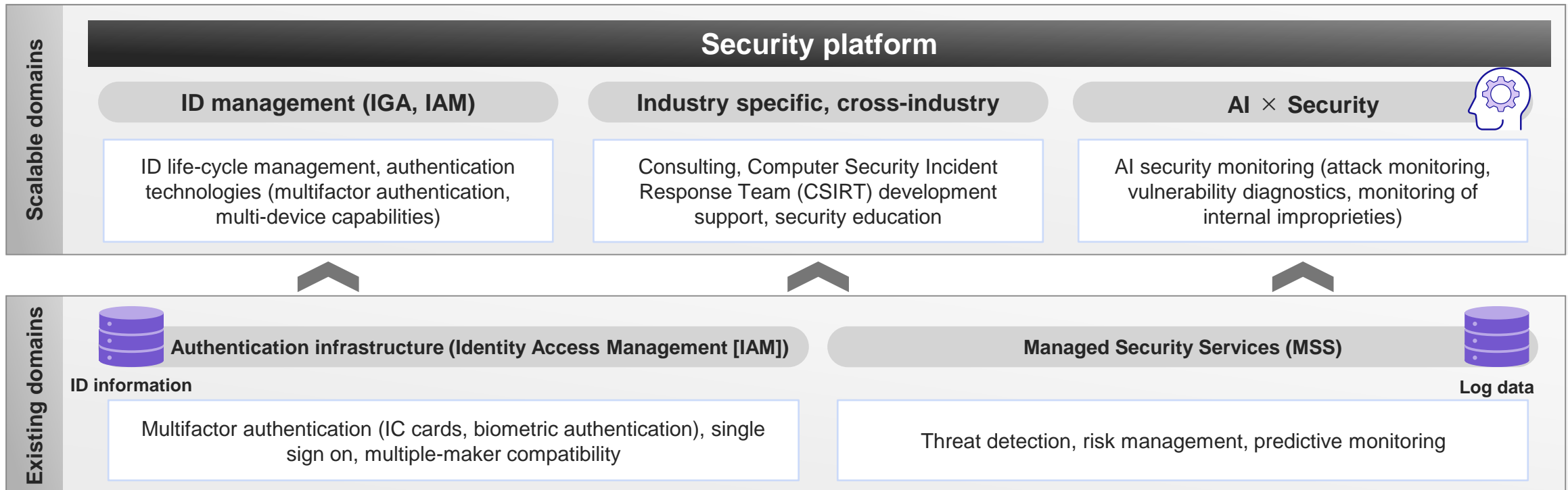
– Enhancing authentication security technologies and evolving into an integrated security platform provider

Concept

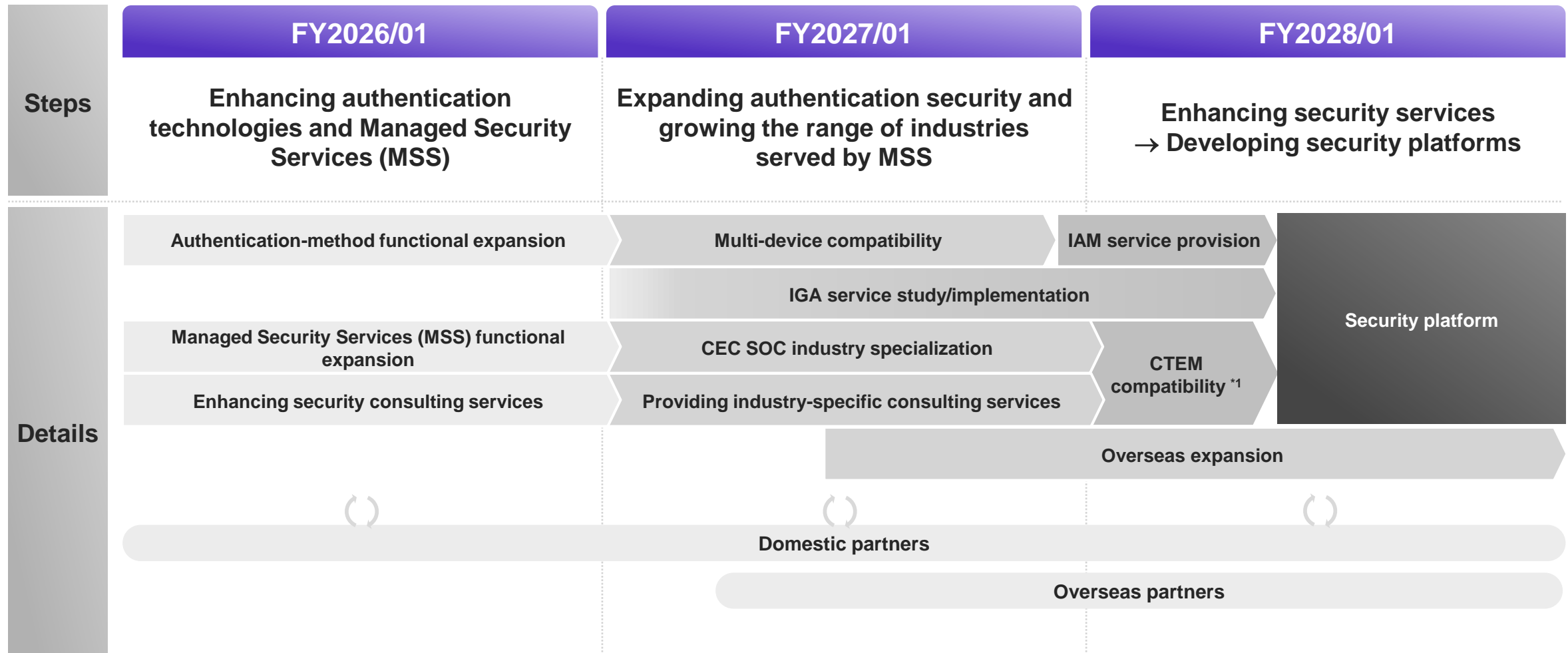
- **Integrated management and scalability**
Integrating authentication and monitoring to enable scalability to meet industry and corporate needs
- **AI utilization and automation**
Using AI to enhance predictive monitoring and vulnerability management
- **Rapid deployment and adaptation**
Accelerating adoption through on-demand services

Target industries

- **Multi-industry, ranging from the public sector to education, healthcare, and manufacturing**



- Enhancing authentication security technologies and evolving into an integrated security platform provider

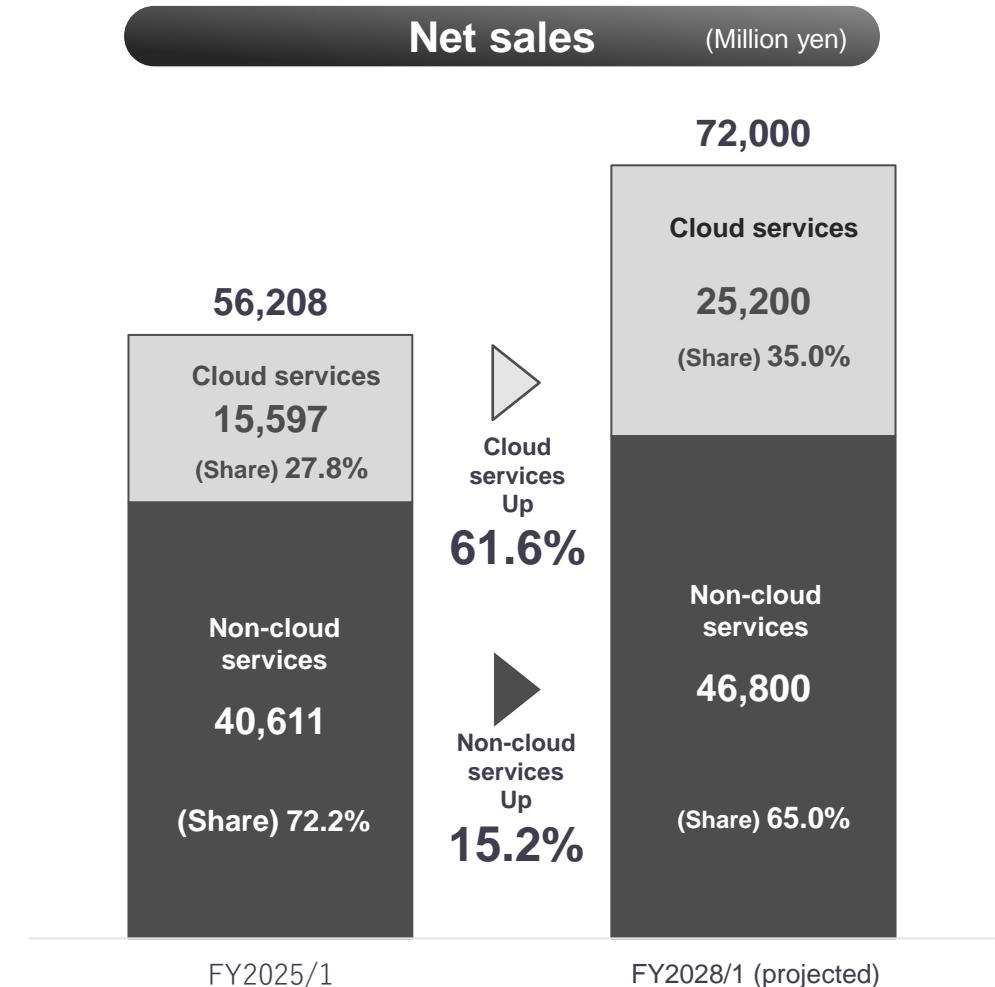
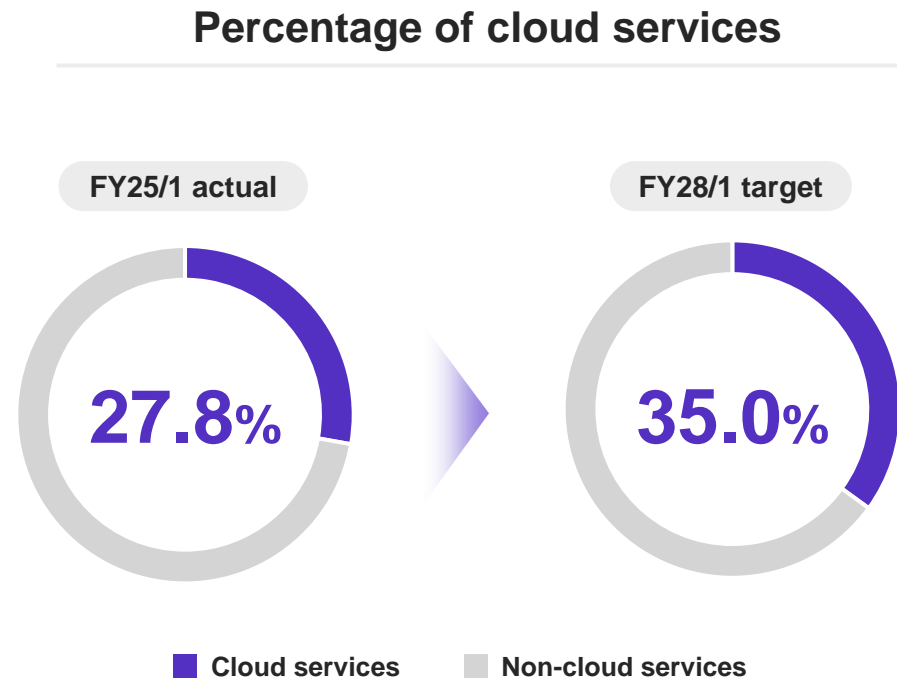


*1 CTEM: Continuous threat exposure management, a program intended to continuously improve corporate approaches to security

Business promoted companywide (cloud services)

Reproduced

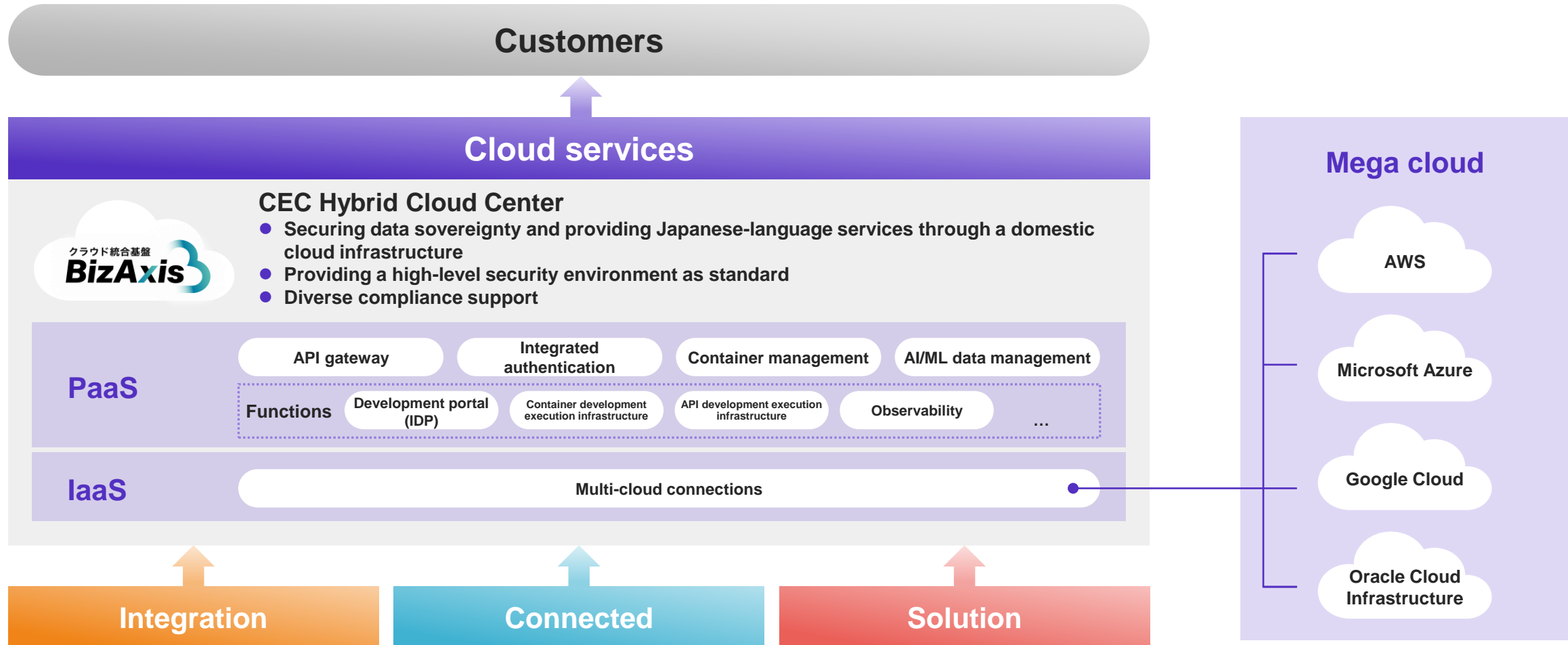
- Accelerate shift to cloud-based services and system infrastructure
- Further contributing to higher profitability by increasing the percentage of cloud services



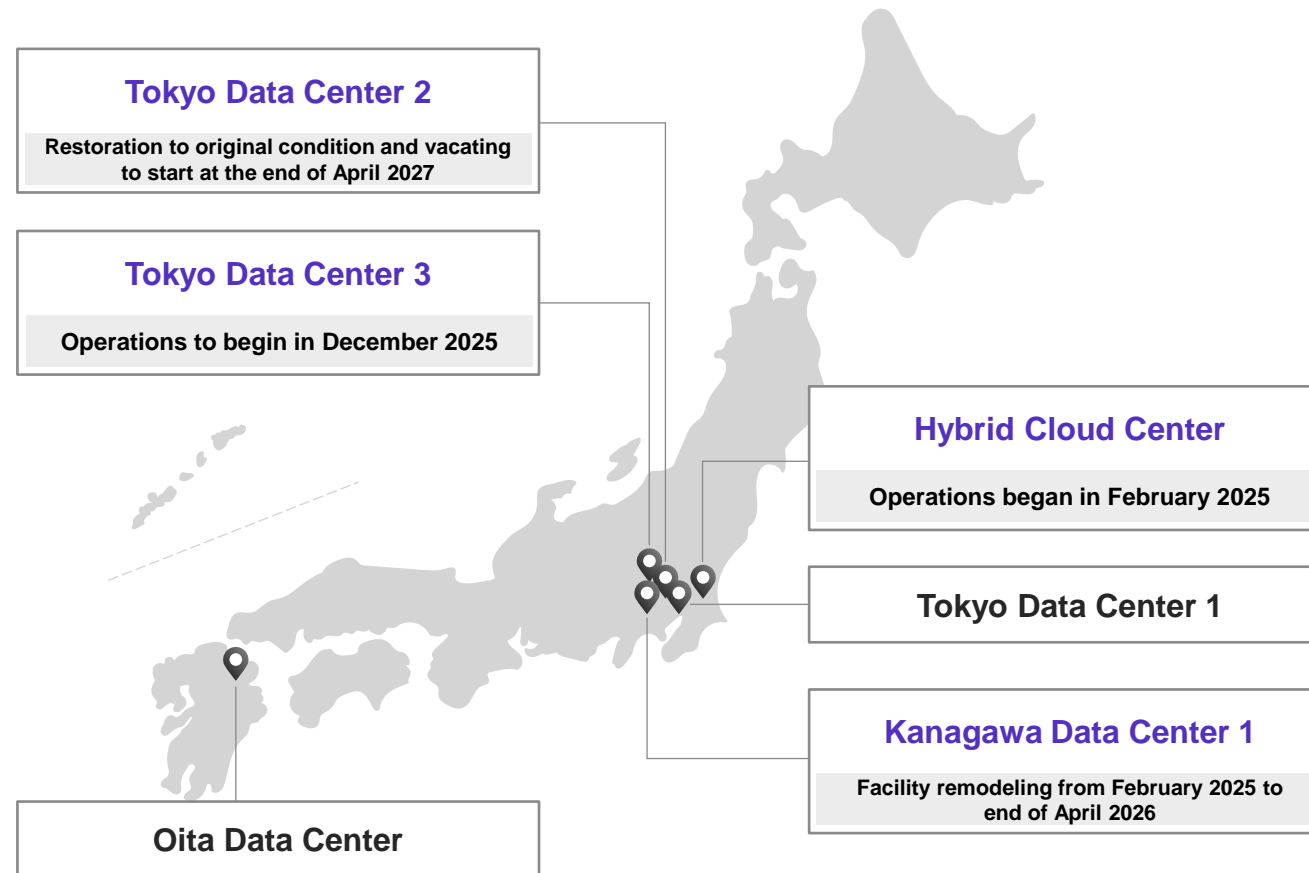
Providing the BizAxis cloud integration platform

Businesses promoted companywide

- Aiming to expand businesses promoted companywide (cloud services) by using our BizAxis cloud integration platform developed in house to convert existing products to SaaS solutions and bring services and platforms together



- Restructuring domestic facilities and operations to shift the core business focus from data center services to cloud services
- Launching the operation of new data centers as **hybrid cloud centers** fusing on-premises and cloud services



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