



Supporting the NEC Group's Business through Financing

Since we were established to handle the sales financing functions for NEC products, our growth has been accompanied by a close relationship with NEC.

One example is the government agencies and municipalities that are our customers. NEC provides government agencies and municipalities with ICT and solutions that integrate various technologies, and helps improve the operational efficiency and quality of public services. Backed by NEC's

customer base, we have business relationships with government agencies and municipalities all over Japan, with 30 sites around the country and registrations with 1,800 municipalities nationwide as designated applicants.

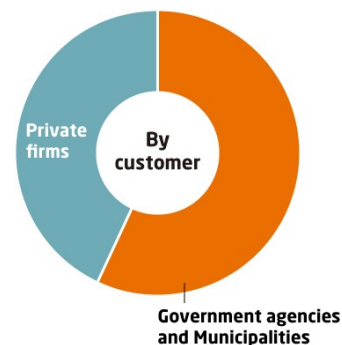
Government agencies and municipalities account for over half of our lease transactions. Our business supports social infrastructure itself, ranging from systems for central government

agencies, police departments and fire departments, to systems for local governments, such as basic resident registers, and infrastructure for educational institutions.

Government agencies and municipalities have specific procedures they follow. Our long years of experience in this market have allowed us to build up expertise in the way in which government agencies and municipalities work and their distinct features. By collaborating with NEC and NEC Group companies and providing optimal proposals, we are engaged in initiatives that lead to the building of social infrastructure, such as public infrastructure.

Leasing contracts executed (by customer)

Contracts Executed of Leasing/Installment Sales Business, Fiscal Year Ended March 31, 2019



Moreover, in addition to our own commercial distribution for corporate customers in the private sector, we support NEC's services on the financing side for NEC's customers. In recent years, NEC's business has shifted from the sale of systems and products, such as computers, to system integration and Cloud services. We bring together NEC's knowledge of ICT and its technology with our specialized financial knowledge to provide unified proposals as a solution business and meet customers' wide-ranging requests.

Many of NEC's customers are large companies, and their financial requests are sophisticated and wide-ranging. As a company of financial experts, our mission is to determine whether we can meet these requests by providing diverse helpful proposals for financing. We are expanding our marketing support by identifying potential customers who need financing proposals, rather than only introducing projects to NEC.