



NEC

Press
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NEC ENHANCES ITS STRATEGIC PARTNERSHIP WITH ENEL FOR DEVELOPING NEW SMART ENERGY SOLUTIONS

Rome, London and Tokyo, October 24, 2012 – NEC Corporation (NEC; TSE:6701) and Enel Distribuzione, the company which manages Enel's (ENEL:MIL) electricity distribution grid in Italy, have expanded their existing strategic partnership for the development of Smart Grids which began in April 2011 - by signing a new memorandum of understanding (MOU).

The new agreement aims at increasing joint business opportunities in the smart energy field, one of the most promising areas of development for the energy industry. It enhances technical and commercial collaboration between the two companies in three key areas of new energy technologies.

- 1. Advanced metering infrastructure:** The two companies will extend their cooperation aimed at evolving the technical architecture and developing joint commercial strategies of advanced metering infrastructure (AMI) solutions for Japan and the Far East in particular as well as global markets. They will capitalize on Enel's unique experience in smart meter deployment and NEC's leadership in network technologies.
- 2. Electricity storage systems:** On the basis of ongoing joint trials of electricity storage systems (ESS), NEC and Enel will develop electricity storage solutions to be used for industrial and residential applications in electricity grids for a market growing at the global level.
- 3. Smart energy technologies:** ENEL and NEC will also cooperate on Smart City development, electric vehicle infrastructure, energy management systems (EMS) and other smart energy technologies.

"The enlargement of the strategic collaboration with NEC combines Enel's leadership in the development of Smart Grids and Smart Cities with an important partner in the field of technology and telecommunications like NEC. The growth potential in the Japanese and Far East markets is of great interest to both parties with joint technical and commercial solutions in the field of Smart Meters, a fundamental step in the evolution of Smart Grids. However, we will be gauging ourselves in a global market which requires high-level solutions in all areas of Smart Grids technology, including Energy Storage Systems, which are at an advanced stage of joint implementation in pilot projects on the Enel grid," stated Livio Gallo, head of Enel's Infrastructures and Networks Division.

"Following last week's announcement that [NEC was awarded a contract by ENEL to supply one of the largest Energy Storage Systems \(ESS\) in Europe](#), this new agreement creates even greater opportunity for our companies to expand into new business development," said Takemitsu Kunio, senior vice president, NEC Corporation. "The signing of this MOU helps to respond to new global energy challenges and reaffirms the



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companies' leading positions as early movers in the growing global market for energy-related solutions. It also ensures wider involvement for NEC in global energy projects."

– ENDS –

Note to editors

In 2011, NEC established an Energy Competence Center in Italy. That same year, NEC signed an agreement with the country's Economic Development Ministry to examine the possibilities of basing its production of energy storage systems in Italy and developing advanced components for intelligent energy networks.

In April 2011, NEC and Enel joined forces to develop a wide range of solutions for Smart Grids and Smart Cities. Under the strategic partnership, the two companies started joint feasibility studies as well as deployed advanced, flexible, and cost-effective solutions for smart grids, focusing on energy storage in particular.

About NEC Corporation

NEC Corporation is a leader in the integration of IT and network technologies that benefit businesses and people around the world. By providing a combination of products and solutions that cross utilize the company's experience and global resources, NEC's advanced technologies meet the complex and ever-changing needs of its customers. NEC brings more than 100 years of expertise in technological innovation to empower people, businesses and society. For more information, visit NEC at <http://www.nec.com>.

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About Enel Distribuzione

Enel Distribuzione SpA operates 85% of the Italian electricity distribution network and is at the forefront in the development and roll-out of Smart Grids technologies, starting with Smart Meters and AMI (Automated Metering Infrastructure) deployed back in 2001. Enel Distribuzione SpA's "Telegestore", with over 32 million customers in operation, is the unique Smart Meter deployment worldwide of such a size. Enel Distribuzione SpA is also providing technology to other Enel Affiliates and is expanding in the global business of Smart Grids.

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