

# Corporate Development

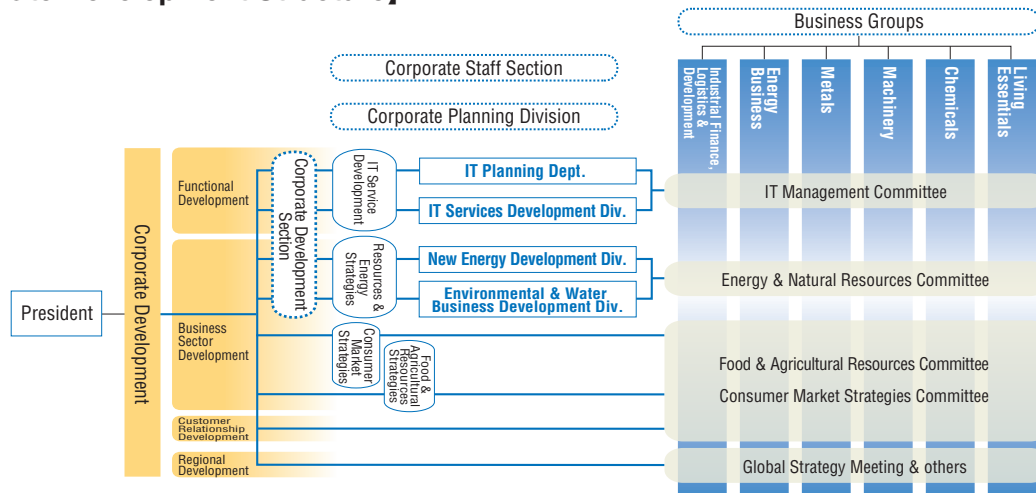
Amidst this drastically changing business environment MC is intensifying its “Select & Focus” approach, while concurrently strengthening corporate development functions in order to swiftly pick up on new business opportunities. MC has established four Corporate Development areas: Business Sector Development, Functional Development, Customer Relationship Development, and Regional Development. Some fields MC will be concentrating on in Business Sector Development include new energy, the environment, water, and others that can expect growth over the medium- to long-term, and that could evolve into next-generation pillars for MC. In Functional Development, further commitments will be made to IT services, which will play a significant role in bolstering MC’s companywide functions. In Regional Development, the focus will be on infrastructure projects, which present some promising business opportunities around the world. In Customer Relationship Development, MC recognizes the

increasing importance of maintaining close connections in all business sectors amidst ongoing reorganizations in industry.

In Business Sector Development and Functional Development, MC is formulating medium- to long-term strategies by leveraging the know-how of four committees: the IT Management Committee, the Energy & Natural Resources Committee, the Food & Agricultural Resources Committee, and the Consumer Market Strategies Committee. Each of these committees comprises functions and expertise from all of MC’s Business Groups. Business development divisions in IT services, new energy, and environmental and water fields have also been established.

In Customer Relationship Development, MC recognizes the importance of leveraging the combined strengths of its Business Groups, while in Regional Development, where the main focus is infrastructure projects, companywide collaboration is being sought to promote MC’s activities.

## [Corporate Development Structure]



## Corporate Development Section

The Corporate Development Section is comprised of the IT Planning Department, which is responsible for measures to disseminate information companywide, the IT Services Development Division, the New Energy Development Division, and the Environmental & Water Business Development Division.

### IT Services Development Division

The IT Services Development Division is looking to promote a comprehensive range of IT services, including consulting, systems integration, and outsourcing functions. It will ensure these activities help to raise the corporate value of its customers’ operations.



Harumi Triton Square, home to the head office of IT Frontier Corporation and approximately 1,600 employees

### New Energy Development Division

MC is determined to rejuvenate the natural environment and find solutions to environmental problems through its ventures in new and alternative energies. The New Energy Development Division will dedicate itself to this goal, and to identifying new business fields for MC in the energy business.



Solar power generation facility run by Amper Central Solar S.A. in Portugal

### Environmental & Water Business Development Division

The mission of the Environmental & Water Business Development Division is to offer effective solutions to many of the environmental problems facing the world. As such, this division will play a leading role in MC’s environmental business.



Japan Water Corporation (Nagatogawa, Chiba Prefecture) became the first to outsource/integrate design and build services into a single DBO (Design, Build, Operate) contract.

### ● Organizational Structure: 1 Department/3 Development Division (10 BU)

IT Planning Department

[IT Services Development Division] Consulting & SI Business Unit, BPO & Global IT Business Unit, IT Solution Unit

[New Energy Development Division] R&D Unit, New Energy Business Unit A, New Energy Business Unit B

[Environmental & Water Business Development Division] Automotive-Related Business Unit, Water & Environmental Solutions Unit, Emissions Reduction Business Unit