

## **FOR IMMEDIATE RELEASE**

### **Contacts:**

Beth Makosey  
NEC Solutions (America), Inc.  
(408) 844-1320  
beth.makosey@necsam.com

Jenna Held  
NEC Solutions (America), Inc.  
(630) 467-4617  
jenna.held@necsam.com

### **NEC Solutions America Selects Pierre Richer to Lead Visual Systems Division** *Sales and Business Development VP Promoted to SVP*

**RANCHO CORDOVA, Calif. — March 23, 2005** — NEC Solutions (America) Inc., a premier provider of integrated solutions for the Connected Enterprise in North America, today announced that Pierre Richer has been promoted to senior vice president of its Visual Systems Division.

NEC helped to define the large area display business nearly 25 years ago. The Visual Systems Division (VSD) of NEC Solutions America carries the industry's broadest line of portable and installed projectors and plasma displays for commercial and residential markets. Located in Itasca, Illinois, NEC's visual displays have received numerous awards and industry accolades for crystal clear images, quality and reliability, and industry-leading service and support.

"This is a great opportunity to lead a focused business line that has enjoyed eight consecutive quarters of revenue growth and profitability," said Pierre Richer. "Backed by an experienced and professional management team and strong product line, VSD is positioned favorably for continued success."

In North America, VSD has grown to be the second largest provider of professional plasma displays according to TFC.net (December 2004); Pacific Media Associates recognizes NEC as the third largest projector provider in North America (2004).

"Maintaining a consistent vision for the business unit is important to keep the momentum for our Visual Systems Division," commented Toshi Iwanami, president and CEO, NEC Solutions America. "Pierre's background, industry experience and extensive relationships with partners are all valuable assets to the team."

Richer joined VSD as vice president of sales and new business development in May 2003. He has generated record revenue levels and unit volume resulting in considerable market share growth. Richer has also grown NEC Solutions America's partner base, marketing, and service offerings, while introducing new revenue opportunities through retail and home channels.

Prior to NEC Solutions America, Richer spent almost a decade at InFocus Corporation in roles of increasing responsibility. Most recently, he served as vice president of marketing (Americas), and led efforts to develop business strategies and capitalize on growth opportunities in sales, product management, marketing and e-commerce. He also held sales management positions at Canon and Duocom Canada.

### **About NEC Solutions (America), Inc.**

NEC Solutions (America), Inc. is a premier provider of integrated solutions for the Connected Enterprise in North America. As an affiliate of NEC Corporation (NASDAQ: NIPNY) (FTSE: 6701q.1), NEC Solutions America taps into a global resource network to help clients leverage technology to achieve a competitive edge. From corporate performance management and biometric security solutions to digital cinema and in-theatre advertising systems, visual displays and server solutions, the expertise is delivered with the personal attention needed to address individual situations. With headquarters in Rancho Cordova, California, NEC Solutions America serves a wide range of markets, including the health care and public safety, financial services, cinema, retail and manufacturing markets. Information regarding NEC Solutions America can be found at [www.necsam.com](http://www.necsam.com).

---

NEC is a registered trademark of NEC Corporation. All Rights Reserved. © 2005 NEC Solutions (America), Inc. All Rights Reserved. Other product or service marks mentioned herein are the trademarks of their respective owners.

**# # #**