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Industry & Mobility Business Area
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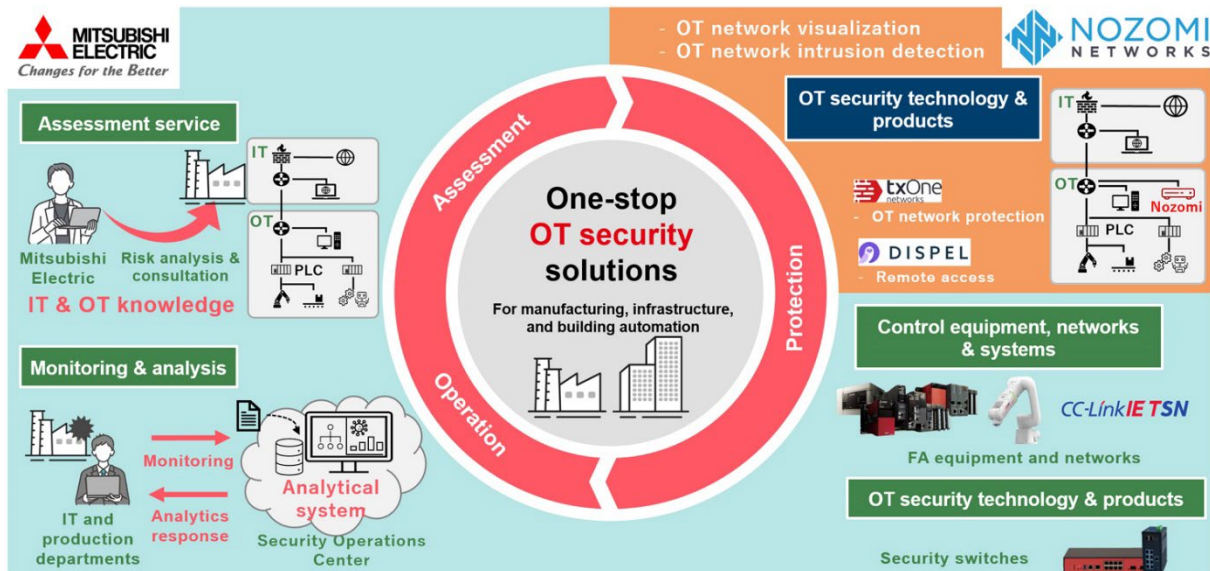
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Mitsubishi Electric and Nozomi Networks to Expand Operational Technology Security Business

One-stop OT solutions for enhanced system security and availability



Scope of collaboration between Mitsubishi Electric and Nozomi Networks

TOKYO, March 14, 2024 – [Mitsubishi Electric Corporation](https://www.mitsubishi-electric.com) (TOKYO: 6503) announced today that it has reached agreement with Nozomi Networks Inc, a developer and distributor of operational technology (OT) security solutions, to jointly pursue OT security initiatives including marketing and technical development. As part of the agreement, Mitsubishi Electric has acquired an equity stake in Nozomi Networks.

Mitsubishi Electric will integrate its factory-automation (FA) equipment and OT security solutions with Nozomi Networks' OT network-visualization and intrusion-detection technologies to create OT security solutions that enhance both robust security and continuous system operation. In addition, comprehensive OT security measures ranging from visualization/intrusion detection to network defense and remote access will be realized by incorporating the products and technologies of Mitsubishi Electric partners TXOne ([since December 2023](#)) and Dispel ([since February 2024](#)).

By providing more secure environments for the use of OT data, Mitsubishi Electric aims to accelerate digital manufacturing using data throughout entire product lifecycles, from design and installation to operation and maintenance, and thereby strengthen the company's Circular Digital-Engineering business.

Mitsubishi Electric offers one-stop OT security solutions to protect manufacturing sites from cyberattacks. The company has extensive experience with IT security technologies for various industries including finance, and in-depth knowledge of control equipment and systems, especially for manufacturing, which it provides through a full range of services, from assessment and consulting to countermeasures and operational support.

Nozomi Networks, a global leader in OT and IoT security, provides OT security solutions for a wide range of customers in fields such as manufacturing, energy, transportation and critical infrastructure. Specific offerings include OT-network and endpoint-visibility technologies and intrusion-detection technologies for OT environments. Nozomi Networks has a strong presence in the United States, Europe and Japan.

“OT security is essential to the ongoing digital transformation of Mitsubishi Electric’s business. Combining our manufacturing-control and information-system security technologies with Nozomi Networks’ visualization and intrusion-detection technologies, we look forward to creating secure OT environments and advancing the use of data across society,” said Kunihiko Kaga, Mitsubishi Electric’s Representative Executive Officer and Industry & Mobility Business Area Owner. “By fusing knowledge and co-creation both within and outside the Mitsubishi Electric group, we are committed to transforming into a Circular Digital-Engineering company capable of contributing to a safer, more secure and more sustainable society.”

“Mitsubishi Electric and Nozomi Networks share a vision about how the right data and analytics can unleash important operational and cybersecurity improvements. In today’s threat environment and economic conditions, critical infrastructure operators around the world need both more than ever. We are proud to partner with Mitsubishi Electric and their team of innovation leaders – and honored to have their investment. Together we will deliver advanced cybersecurity solutions that can scale easily across heterogeneous industrial and critical infrastructure environments,” said Edgard Capdevielle, CEO of Nozomi Networks.

Onsite equipment and systems are increasingly being connected to the internet and other networks as manufacturing facilities and infrastructure shift to IoT and digital transformation, which is raising the importance of security measures for OT as well as IT. OT security encompasses diverse control devices, such as programmable logic controllers and robots, making it increasingly challenging to fully understand entire systems and ensure continuous system operation. Such complexity make it difficult to apply uniform security measures and to easily stop or disconnect a system when an anomaly is detected.

About Nozomi Networks Inc.

Location	Suite 3650, 575 Market St, San Francisco CA 94105
Establishment	2013
Business	Development, sales, and service provision of OT/IoT network and endpoint visibility and threat detection systems
URL	https://www.nozominetworks.com

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About Mitsubishi Electric Corporation

With more than 100 years of experience in providing reliable, high-quality products, Mitsubishi Electric Corporation (TOKYO: 6503) is a recognized world leader in the manufacture, marketing and sales of electrical and electronic equipment used in information processing and communications, space development and satellite communications, consumer electronics, industrial technology, energy, transportation and building equipment. Mitsubishi Electric enriches society with technology in the spirit of its “Changes for the Better.” The company recorded a revenue of 5,003.6 billion yen (U.S.\$ 37.3 billion*) in the fiscal year ended March 31, 2023. For more information, please visit www.MitsubishiElectric.com

*U.S. dollar amounts are translated from yen at the rate of ¥134=U.S.\$1, the approximate rate on the Tokyo Foreign Exchange Market on March 31, 2023