

Mitsubishi Electric and Nozomi Networks: Committed to Protecting Customer Interests

Mitsubishi Electric recognizes the need to preserve Nozomi Networks' independence, technological openness, and unique culture following the proposed acquisition. Mitsubishi Electric will uphold key principles of governance and operation to ensure Nozomi Networks continues to thrive as an autonomous, vendor-agnostic OT/IoT cybersecurity leader. These commitments are made to reassure Nozomi's customers and partners that they can continue to trust Nozomi Networks to operate as an innovative and agnostic provider of OT/IoT security solutions.

Guiding Business Values

Mitsubishi Electric will apply three core principles to guide Nozomi Networks' governance under its ownership, focusing on maintaining openness, autonomy, and cultural integrity:

1. **Vendor-Agnostic, Open Solutions:** Nozomi Networks' software will remain fully vendor-neutral and technologically agnostic. This ensures Nozomi's cybersecurity solutions will work equally well with any industrial or OT/ICS equipment. Nozomi will maintain its heterogeneous approach to supporting all customers and partners, with no bias toward Mitsubishi Electric solutions.
2. **Preserved Business Autonomy:** Nozomi Networks will retain its business autonomy and identity under Mitsubishi Electric's ownership. The Nozomi Networks name and brand will continue, and the company will have its own dedicated go-to-market strategies, marketing, and R&D capabilities. Nozomi will operate as a wholly owned subsidiary that runs independently of Mitsubishi Electric's other businesses. This means Nozomi's existing product roadmap, customer support structure, and partnership programs will remain intact, ensuring a seamless experience for all stakeholders.

3. **Retention of Culture and Team Integrity:** Mitsubishi Electric is committed to maintaining Nozomi Networks' unique culture as a pure-play cybersecurity software company. Nozomi's talented teams will remain intact and independent. The preservation of Nozomi's agile, innovative spirit and expertise in OT/IoT security is of paramount importance. Nozomi's leadership, research and development, product, and go-to-market teams, along with other staff, will continue in their roles, and Nozomi's offices and points of contact will remain unchanged, ensuring continuity for customers and partners alike.

Under Mitsubishi Electric's ownership Nozomi's commitment to its customers and partners will be strengthened. Existing customer support relationships, product roadmaps, and partnerships (including those with other automation vendors, channel partners, and service providers) will remain in place and uninterrupted. Nozomi will continue to operate a partner-first business model, collaborating openly with a wide partner ecosystem to ensure customers get comprehensive, flexible solutions that can defend their heterogeneous operating environments. For Nozomi's current customers and partners, they will continue to receive the same high level of support and service and can trust that Nozomi's platform will remain the same strong OT and IoT cybersecurity solution they have relied on.

At the same time, this acquisition opens new opportunities to co-create value-added solutions. By combining Nozomi's strengths – such as its advanced threat detection, network visibility, and AI-driven analytics – with Mitsubishi Electric's century of expertise in industrial automation and operational technology, along with the advanced digital platform Serendie®, the two companies can develop new services and capabilities that neither could as easily achieve alone. Mitsubishi Electric's global reach and technical know-how will complement Nozomi's innovation

engine, enabling the next generation of AI-powered, OT/IoT security solutions that help customers achieve their digital transformation goals with greater security, efficiency, and resilience.

The closing of the acquisition is still subject to regulatory approvals.

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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 5,521.7 billion yen (U.S.\$ 36.8 billion*) in the fiscal year ended March 31, 2025.

For more information, please visit www.MitsubishiElectric.com

**U.S. dollar amounts are translated from yen at the rate of ¥150=U.S.\$1, the approximate rate on the Tokyo Foreign Exchange Market on March 31, 2025*

About Mitsubishi Electric Factory Automation Business Group

Offering a vast range of automation and processing technologies, including controllers, drive products, power distribution and control products, electrical discharge machines, electron beam machines, laser processing machines, computerized numerical controllers, and industrial robots, Mitsubishi Electric helps bring higher productivity – and quality –

to the factory floor. In addition, its extensive service networks around the globe provide direct communication and comprehensive support to customers. The global slogan “Automating the World” shows the company’s approach to leverage automation for the betterment of society, through the application of advanced technology, sharing know-how and supporting customers as a trusted partner.

For more about the story behind “Automating the World” please visit:

<https://www.MitsubishiElectric.com/fa/about-us/automating-the-world/index.html>

About Mitsubishi Electric OT Security Solutions

In an era where industrial systems are increasingly interconnected, Mitsubishi Electric's OT Security Solutions are designed to protect operational technology (OT) environments from cyber threats. Our comprehensive approach integrates cutting-edge technology with industry expertise to ensure the integrity, availability, and confidentiality of critical infrastructure.

Mitsubishi Electric is dedicated to empowering businesses with the tools and knowledge necessary to safeguard their OT environments, enabling them to operate securely and efficiently in a digital landscape.

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