



Press Release

Model-based development tool vendor ETAS and NEXTY Electronics sign reseller agreement

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ETAS K.K.

NEXTY Electronics Corporation

ETAS K.K. (HQ: Nishi-ku, Yokohama-shi; President: Takayuki Yokoyama; hereinafter "ETAS"), which provides solutions for all ECU software development processes, and NEXTY Electronics Corporation (HQ: Minato-ku, Tokyo; President: Atsushi Aoki; hereinafter "NEXTY Electronics"), which is an electronics trading company of the Toyota Tsusho group, have announced that they have formed a business partnership. The goals of this partnership are to strengthen customer support systems, promote the expansion of services and enhancement of values provided to customers in the simulation development sector, and respond to diverse customer needs accurately and quickly.

■ Market Background

There has been remarkable technological evolution in the fields of connectivity, automated driving, sharing/services, and electrification (CASE), which are currently massive trends within the automobile industry, and there is an ever-increasing demand for quick responses to required new technologies. In the automated driving and connectivity fields, development in the field of software is growing in complexity and scale as automobiles become more sophisticated. The development of new technologies for supporting the use of AI in the fields of advanced driver assistance systems (ADAS) and automated driving (AD) is accelerating. Meanwhile, development sites are required to shorten development times and ensure better quality.

Furthermore, next-generation mobility featuring automated driving and connected technology is garnering a lot of attention in major international events, such as the Tokyo Olympics and World Expo to be held from 2020 through 2025, which is thus further activating automobile development.

Under such circumstances, the key is the ability to propose fast, total solutions able to meet diverse customer needs that leverage software development and technical capabilities and strong development environments.



NEXTY Electronics

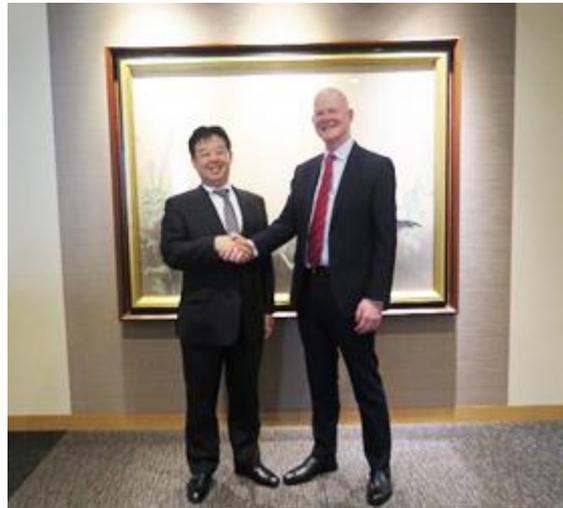
■ Purpose of the Business Partnership

ETAS provides model-based development (MBD) solutions, mainly centered around the support of vehicle control development, to the assembly system control sector that support all ECU software development processes from software development and function assessment, to measurement and calibration. The automobile industry is encountering ever larger and more complex scales of development and is thus dealing with the issue of making software development work and overall automobile development more efficient. ETAS's support capabilities, represented by its MBD tool set, engineering services, and consulting, contribute to the resolution of these issues.

Takayuki Yokoyama, president of a Japanese corporation of ETAS, has made the following comments. "We are very delighted that we have been able to sign this reseller agreement with NEXTY Electronics. As the competition to develop automated driving vehicles heats up, the key will be to respond to diverse customer needs accurately and quickly. Cooperating with NEXTY Electronics, which boasts a track record in the automotive field, 'technical, quality, and functional' strengths, and a global network, has allowed us to further strengthen our sales channel and support system."

As a core company of the Toyota Tsusho group's electronics business, NEXTY Electronics entered the automotive software business in earnest in 2004. In addition to its in-house software engineers, the company has a system through which it can collaborate with its own subsidiaries and over 100 foreign and domestic partner companies that have their own proprietary and mass-production technology. Such a business environment provides a cornerstone that enables the company to make proposals that meet diverse customer needs, ranging from the development required for advanced technology, to mass-production and verification. Furthermore, the company has strengthened its project management capabilities and built a deep and broad customer network through large-scale offshore software development.

Through this partnership, NEXTY Electronics plans to broadly propose the MBD tools and services provided by ETAS to customers and to promote service expansion and value improvement in establishing and operating simulation environment. NEXTY Electronics is strengthening its simulation development sector so that it can better meet customer needs.



(On left in photo) Atsushi Aoki, President, NEXTY Electronics Corporation

(On right in photo) Christopher White, Executive Vice-President of Sales, ETAS GmbH

■ Regarding ETAS K.K.

ETAS provides innovative solutions for the development of embedded systems for the automotive industry and other sectors of the embedded industry. As a systems provider, ETAS supplies a multifaceted portfolio that covers the range from integrated tools and tool solutions to engineering services, consulting, training, and support. Holistic IoT security solutions are offered via ETAS subsidiary ESCRYPT. Established in 1994, ETAS GmbH is a 100-percent subsidiary of the Bosch Group, with international subsidiaries and sales offices in Europe, North and South America, and Asia. ETAS K.K. was established in 1998 as a Japanese corporation of ETAS GmbH. For details, go to www.etas.com.

■ Regarding NEXTY Electronics Corporation

NEXTY Electronics pursues top-class scale business in car electronics sectors, such as advanced safety and automobile driving, for which markets are expanding. It also aggressively diverts many cutting-edge technologies, such as automated driving technology and connected technology cultivated in these sectors, to peripheral industries, such as agricultural machinery.

In addition to driving the electronics industry by leveraging the collective strengths of the Toyota Tsusho group, the company provides solutions for social issues to meet customer and worldwide needs in a broad range of sectors, such as automobiles, IoT, and industrial equipment that center on technology and commodities. For details, go to <https://www.nexty-ele.com/>.



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[For inquiries relating to this release and to posted photos and data]

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