



## **Pioneer's Business Use PDP business**

Kiyoshi Uchida

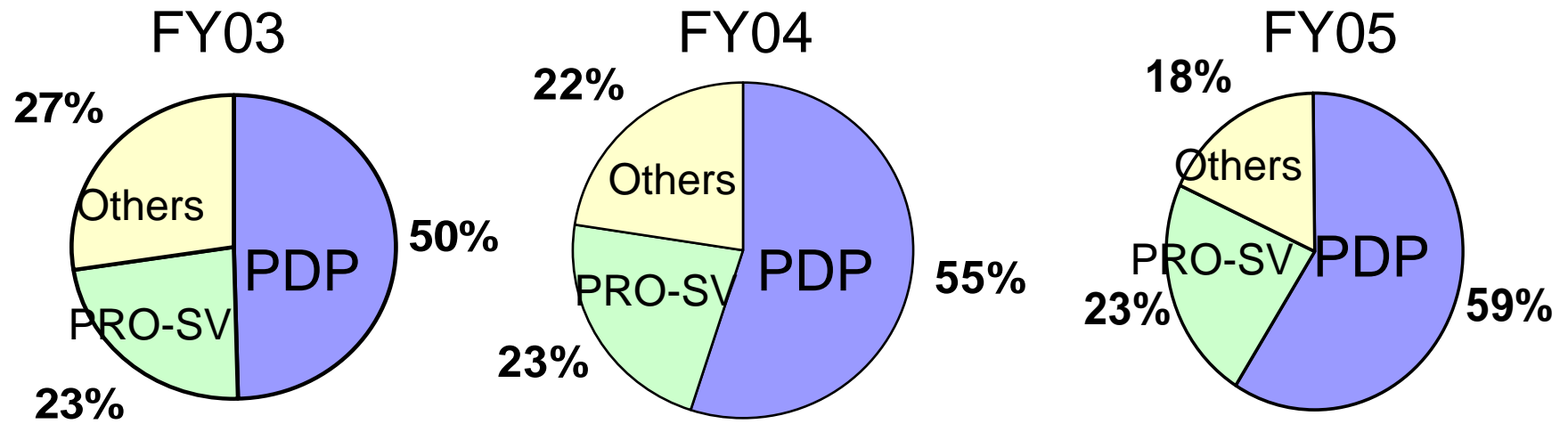
President of Industrial Solutions & Entertainment Company

Senior Executive Officer

Pioneer Corporation

**November 17, 2004**

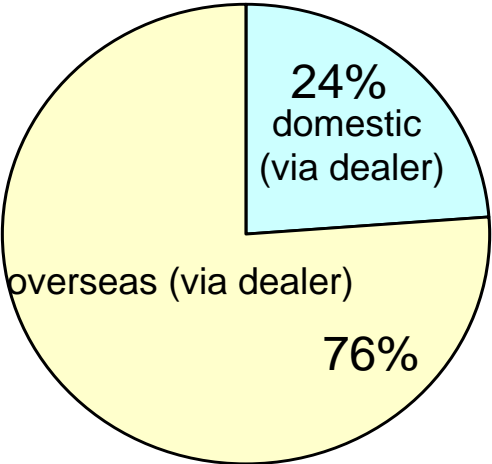
## Sales percentage by category



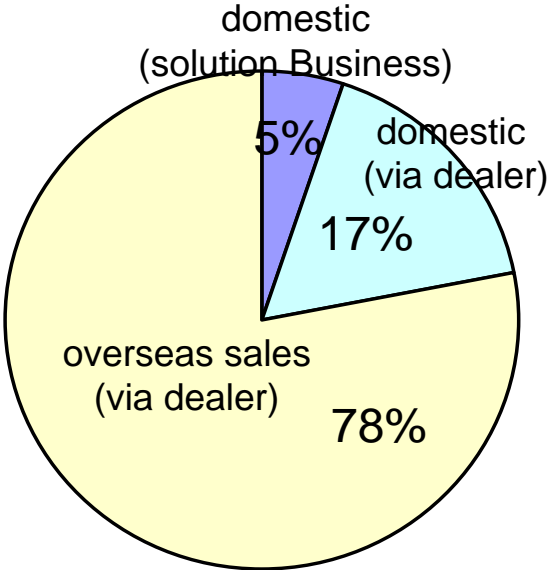
# Business use PDP related business

## Sales percentage by category

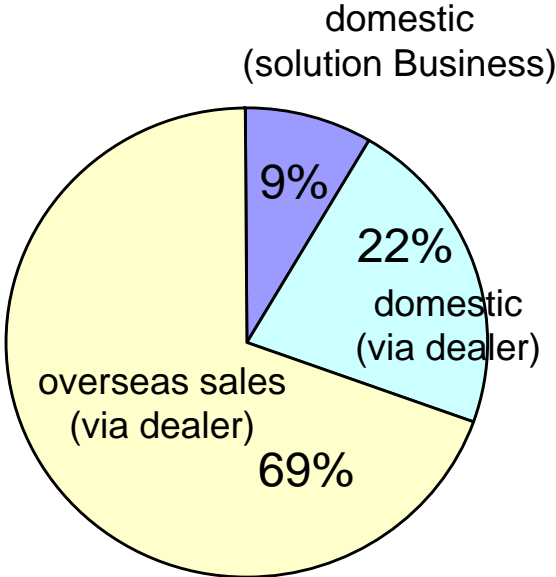
FY03



FY04



FY05(estimate)



## **Business use PDP Business for FY March 2005**

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Stagnant North American market and price fall

Continuation of domestic solution business start-up

- *developing solution business products, investing in advance*

## ***Strategy to the Solution Business***

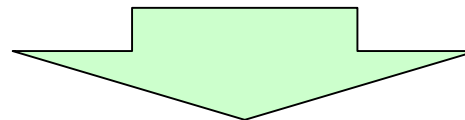
*To bring high value-added business model  
through  
complement development and sales with partners*

### **Our strength**

- ◆ Development, production, sales, and maintenance of PDP.
- ◆ Corporate focus on PDP.

### **Our Partner's strength**

- ◆ Product lineup (Hardware, software, application, network)
- ◆ Developing resource



Apply success in Japan towards the world in future

# Secured Cyber Conference

Network Product by NTT Communications Corporation+ CCS EV by Pioneer

セキュアードサイバーカンファレンス

## Secured Cyber Conference

プラズマとネットワークの融合が、ビジネスを変える

Cyber Conference System meets Arcstar

Pioneer sound.vision.soul

NTT Communications

### meets Arcstar

データ会議の幅を広げるサイバーカンファレンスEV

製品概要

1. 1000名、1000台以上の参加者が同時に参加可能な大規模なサイバーカンファレンスシステム。リアルタイム参加者数表示、1000名以上の参加者が同時に参加可能な大規模なサイバーカンファレンスシステム。

2. ホワイトボード機能

参加者が自由に書き込み可能なホワイトボード機能。書き込み内容は参加者全員にリアルタイムで共有され、書き込み履歴も残ります。書き込み内容は参加者全員にリアルタイムで共有され、書き込み履歴も残ります。

3. Microsoft Office データ連携

Microsoft Office Word、Excel、PowerPoint、Access、Outlook、SharePoint などのデータをリアルタイムで共有・編集可能。共有・編集履歴も残ります。

4. グローバル会議場を共有するワンストップサービス

世界中の会議場を共有するワンストップサービス。世界中の会議場を共有するワンストップサービス。

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# PDP solution <Cyber Conference System> business function chart

Sole Business (Pioneer only)

Pioneer +NTT Communications

Sole Business (Pioneer only)		Functions	Pioneer +NTT Communications	
CCS-SV	CCS-EV		CCS-EV + N/W Service	CCS-MV + N/W Service
HA	HA	Data Conference	HA	HA
HA	HA	Touch Panel&Handwriting	HA	HA
	A	Voice Conference	HA	A
	A	Video Conference	A	A
HA	HA	Local Conference	HA	HA
		<i>Network Applicable</i>		
	A	LAN	HA	HA
		Global IP NETWORK (IP-VPN etc)	HA	HA
		INTERNET (INTERNET-VPN)	HA	HA
		<i>Managing function</i>		
		Network Management	HA	HA
		Security Management	HA	HA
		Change Management	HA	HA
		Hosting Service		HA
		<i>Horizontal Application</i>		
	5	Maximum Conference Site	5	60
	9 (max.)	Visiting Site Function	9 (max.)	100
	HA	Power Point Synchronization	HA	HA
	HA	Excel Synchronization	HA	HA
	A	Movie Synchronization	A	A
		Multi-Lingual Translation Function		HA
		Proceedings Function		HA

**CCS-EV** →

← **Secured  
Cyber  
Conference**

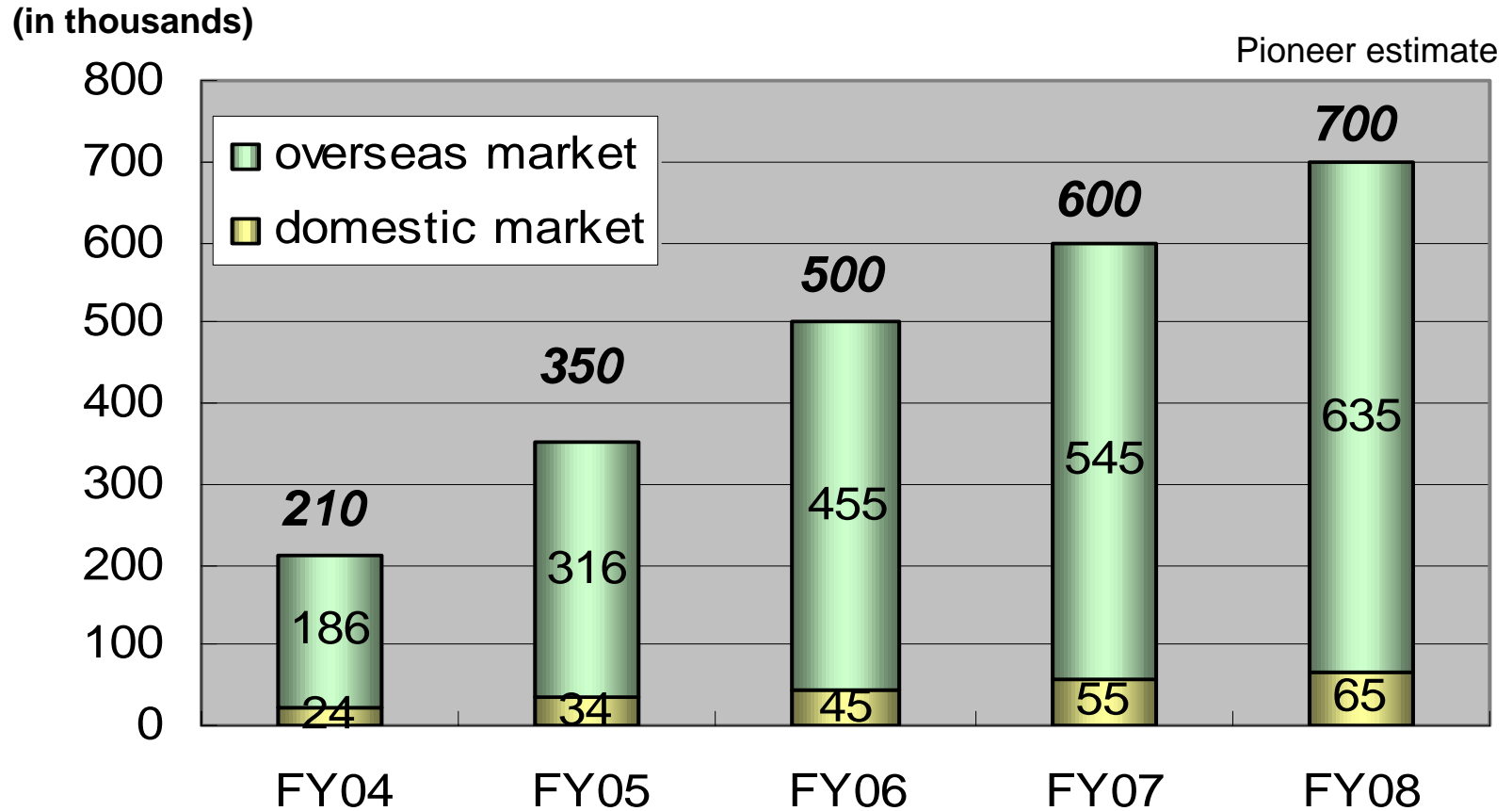
**CCS-SV:**  
Cyber Conference SV  
(Local Conference)

**CCS-EV:**  
Cyber Conference EV  
(Network Conference)

**CCS-MV:**  
Cyber Conference MV  
(Server Type Conference)

HA.. High Advantage  
A.. Advantage

## Market forecast on Business use PDP and Pioneer market share



**Business use PDP global share:**

<b>FY04</b>	<b>FY05</b>
15%	15%

# PDP Business Plan

