

shaping
tomorrow
with you

Fujitsu Corporate Profile 2018

Message from the President



Digital technology is transforming business, society and the everyday lives of people.

Fujitsu's role has always been to innovate, and through ICT to support society. The technologies we use to achieve this are constantly evolving to keep pace with the times, but technology itself will always remain at our core. It is how we compete; it is in our DNA. In this digital society, we continue to be a technology leader as we work to meet our customers' expectations.

The complexity of the digital era means that no single company in isolation can effectively support a customer's business success or contribute to solving social problems, which is why wide-ranging collaboration across diverse fields is critical. Fujitsu is actively engaged in co-creation with not only our customers but also with numerous startup companies, academic institutions and partners around the world. By building valuable ecosystems together with many stakeholders, we will deliver positive results for our customers and for society.

At Fujitsu, we firmly believe that technology enables people's happiness and wellbeing. With technology playing a more important role than ever before, we must put people at the center of everything we do.

Fujitsu will continue contributing to the creation of a networked society that is both rewarding and secure, and which will bring about a prosperous future that fulfills the dreams of people throughout the world.

Tatsuya Tanaka
President and Representative Director
Fujitsu Limited

A handwritten signature in black ink that reads "Tatsuya Tanaka". The signature is written in a cursive, flowing style.

shaping tomorrow with you

This is Fujitsu's Brand Promise to the world.

Embedded in "shaping tomorrow" is the idea of helping customers and society to build a better future; and "with you" captures Fujitsu's customer-centric approach of working with customers to boost their businesses.

Fujitsu strives to have a deep understanding of the needs of customers and society at large, and moves flexibly according to the situation (Responsive).

Fujitsu also has high aspirations for its innovations (Ambitious), and always acts with sincerity to address issues and deliver authentic results (Genuine).

Backed by these defining traits, Fujitsu is determined to fulfill its Brand Promise.

Company Profile

FUJITSU LIMITED

Corporate Headquarters Shiodome City Center, 1-5-2 Higashi-Shimbashi, Minato-ku, Tokyo 105-7123, Japan

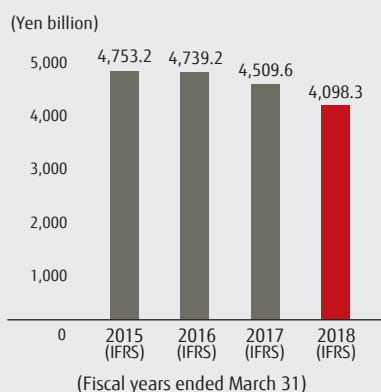
Established June 20, 1935

Capital 324.6 billion yen (as at March 31, 2018)

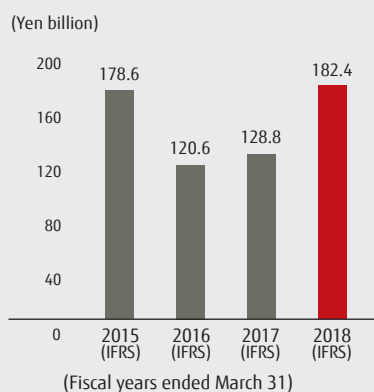
Number of Consolidated Subsidiaries 462 companies (as at March 31, 2018)

URL <http://www.fujitsu.com/global>

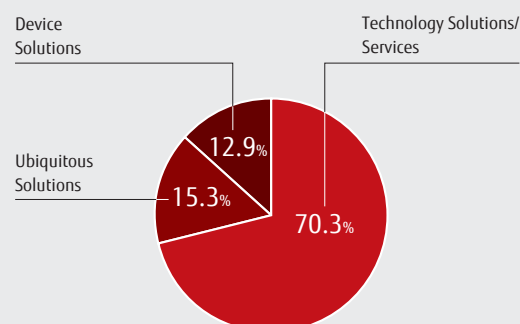
Revenue (Consolidated)



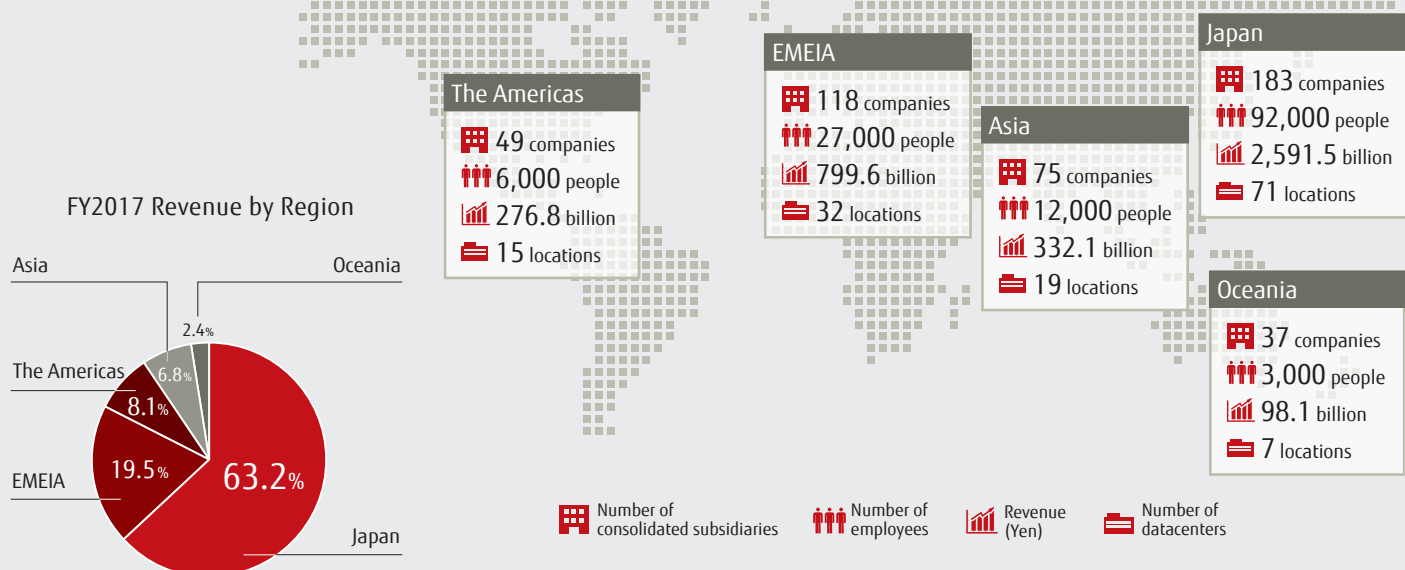
Operating Profit (Consolidated)



FY2017 Revenue by Business Segment



Scale of Global Operations



Note: Revenues are classified by countries or regions based on locations of customers. Consolidated revenues are regarded as 100% and the ratio achieved by each country or region is displayed. (Reference: FY2017 Consolidated Financial Statement)

Human Centric Innovation Co-creation for Success

Driving Digital Co-creation

Digital technologies such as the Internet of Things (IoT) and Artificial Intelligence (AI) are moving into the heart of everything we do, changing the way people work, live and how they innovate that drives digital transformation. Many organizations have embarked on the journey of digital. Digital can bring tremendous opportunities for growth.

To drive Digital Co-creation, connecting everything, learning from data and generating intelligence, and empowering people for better decisions is essential. To enable all of these, Fujitsu is committed to strengthening four critical technology areas: AI, IoT, Cloud and Security. We call this Connected Services.

Bringing these technologies together, we provide unique digital services to allow our customers to gain insights from data, achieve tangible business outcomes, and realize better experience for their customers. Furthermore, in order to thrive in a new digital society, it is crucial to co-create innovative value with your customers and partners across industries. It is also essential to blend your business expertise with digital technology expertise.

To realize a safer, more prosperous and sustainable world, Human Centric Intelligent Society, we drive Digital Co-creation with our customers and partners in the world.





Customer Stories

Revolutionizing clinical decision-making using artificial intelligence

The Institute of Sanitary Research of the San Carlos Clinical Hospital / Hospital Clínico, Madrid

Fujitsu collaborated with the San Carlos Clinical Hospital in Spain to develop an AI-based system that helps doctors make clinical decisions in the mental health area. The system learns from huge volumes of historical clinical records as well as other data. In the assessment of patients' health risks, the system achieved an accuracy of over 85% and in only a few seconds.



Driving ecosystem-based businesses harnessing Fintech to attract younger customers

Fukuoka Financial Group, Inc. / iBank marketing Co., Ltd.

The Fukuoka Financial Group planned a new iBank financial services platform in collaboration with its debit card business. The cloud-based platform was launched in July 2016. A new smartphone app successfully attracting younger-generation customers aged under 30, as well as increasing the number of the debit cards issued.



Improving productivity by visualizing data

INESA (Group) Co., Ltd.

Instruments and Electronics (Shanghai) Associates Group (INESA) chose Fujitsu as their co-creation partner to initiate the Smart Factory Project and boost their competitiveness. The company uses Fujitsu's Intelligent Dashboard to visualize and analyze all the data related to production and the consumption of resources in the factory. This produced significant outcomes including 25% increase in productivity and 50% decrease in production running time.



Co-creation of an innovative payment application

S Group / ABC Petrol

ABC Petrol, one of S Group's subsidiaries, provides fuel and retail outlets in over 400 locations in Finland. Fujitsu collaborated with ABC to integrate its mobile application with Fujitsu's POS system. This enabled to realize an innovative solution – mobile payment for fuel. Over 600,000 customers have downloaded the ABC app and transactions have increased five-fold in eight months.





Business

Technology Solutions

Fujitsu is the world's seventh-largest* IT services provider, and the largest* in Japan. Outsourcing services are a key field for us, where through our global network of more than 100 datacenters, we are meeting a wide variety of customer needs. We are also working to develop a "Post-K" computer, which will become the successor to the current K supercomputer.

* Source: Gartner, "Market Share: IT Services 2017," June 11, 2018



Ubiquitous Solutions

Fujitsu Client Computing, Fujitsu Connected Technologies and other Group companies develop and manufacture PCs and smartphones. The PCs developed cover a range of high-quality, high-performance desktops and notebooks, while the smartphones include the high-spec model arrows NX and the exceptionally easy-to-use Raku-Raku series of phones. Everything from manufacturing to assembly is primarily conducted in Japan to ensure the superior quality of our products.



Device Solutions

Fujitsu Semiconductor and other Group companies provide LSI devices for digital consumer electronics, automobiles, smartphones, servers and other products. Our publicly listed consolidated subsidiaries, including Shinko Electric Industries, Fujitsu Component, and FDK, provide semiconductor packages and other electronic components, as well as structural components such as batteries, relays and connectors.



FUJITSU Digital Business Platform MetaArc



MetaArc is a digital business platform that merges the knowledge and expertise of Fujitsu's systems engineers with cutting-edge technologies in areas such as cloud, mobile, IoT, analytics, AI and security. Connecting people, information and infrastructure beyond traditional organizational and industry boundaries, this platform delivers digital transformation for customers.

FUJITSU Human Centric AI Zinrai



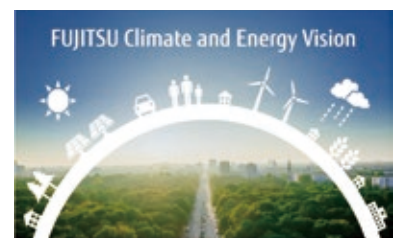
Zinrai is the Fujitsu Group's framework for AI solutions that coexist with and support people. It is the result of more than 30 years of research, development and knowledge. In the future, we will continue to create a range of evolving solutions using innovative AI technologies that complement people's lives.



Activities

FUJITSU Climate and Energy Vision

In May 2017, Fujitsu unveiled its vision for climate change. The global population is expected to reach 9 billion by 2050, which will put pressure on supplies of energy, water and food. Against this backdrop, Fujitsu is focusing on shifting away from carbon, creating social innovation together with customers and society at large, and implementing initiatives to mitigate and adapt to climate change.



TechShop Tokyo, a Facility for Fostering Open Innovation

TechShop Tokyo opened in the Akasaka area of Tokyo in April 2016 and is a membership-based, open-access DIY workshop managed by TechShop Japan, a Fujitsu group company. After joining and undergoing the requisite training, members have full access to more than 50 types of advanced machine tools, including 3D printers and laser processing machines. Two years after opening, TechShop Tokyo's 1,000-plus members are now fostering open innovation on a daily basis in a way that transcends traditional corporate and organizational boundaries, by creating new ecosystems suited to the digital era.



Contributing to Global Disaster Prevention and Mitigation

Fujitsu is helping to build a statistical database of damage from disasters in the Asia-Pacific region. The database will be located at the Global Centre for Disaster Statistics (GCDS), a joint project by Tohoku University's International Research Institute of Disaster Science and the United Nations Development Programme (UNDP), and aims to reduce the damage from major natural disasters around the world. Through this activity, Fujitsu's objective is to help developing nations prepare for natural disasters.



Fujitsu and Sport



Fujitsu's involvement in sport includes the support of Japan's elite athletes in the company's track and field team, American football team and women's basketball team. We encourage general participation in sport to boost health and fitness, to inspire people and to create a more fulfilling society. We also host sporting clinics and contribute to other community activities, such as local beautification programs. In addition, we are helping to promote sports for people with disabilities through activities such as our support for Japan Para Athletics (JPA) and our donations to Japanese Para-Sports Association (JPSA) through the Fujitsu Ladies annual golf tournament.

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Legibility Considerations

We have reviewed this report using our in-house developed ColorSelector tool to choose highly accessible color combinations so that the text and diagrams will be as legible as possible to the widest range of readers.

Consideration for the Environment

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- It is printed on FSC® certified paper as designated by the Forest Stewardship Council® in order to help preserve forestry resources.
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