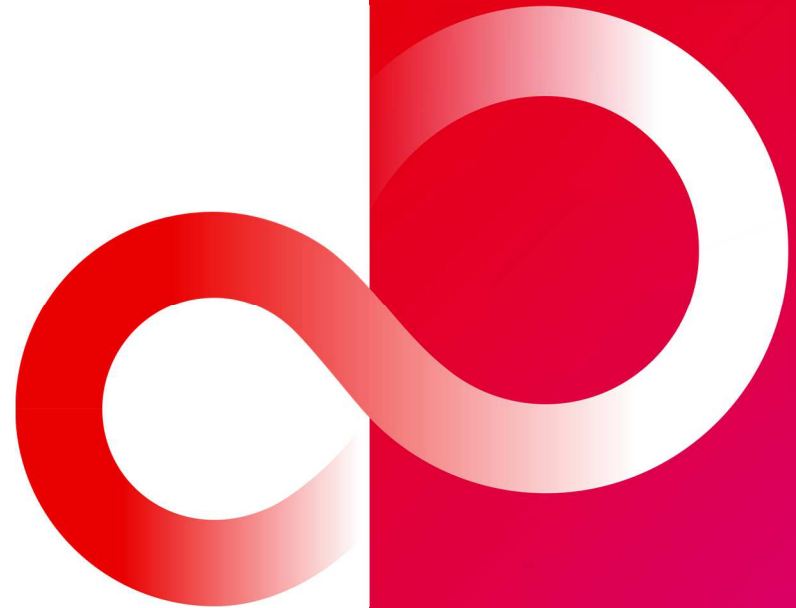


**2Q
FY2021**

Consolidated Financial Results

October 27, 2021
Fujitsu Limited

FUJITSU



Contents



- 1 . Financial Results for 1H FY2021
- 2 . Earnings Forecast for FY2021

1 . Financial Results for 1H FY2021

Both revenue and operating profit for the first half increased from the previous year

- **Revenue: 1,663.0 billion yen Increase of 31.1 billion yen (2%)**
- **Operating Profit: 81.4 billion yen Increase of 19.2 billion yen (30%)**

- There has been a gradual recovery in demand for IT investment and DX
- Operating profit increased from ongoing improvements in profitability, and growth investments are being actively pursued
- The growing demand-supply imbalance for semiconductors and electronic components is having different impacts on different segments
A negative impact for Technology Solutions, positive for Device Solutions

1. Financial Results
for 1H FY2021

Consolidated PL[1H]



(Billions of yen)

	1H FY2020 (Actual)	1H FY2021 (Actual)	Change	
				(%)
Revenue	1,631.8	1,663.0	31.1	1.9
Excl. restructuring	1,604.6	1,663.0	58.3	3.6
Impact of restructuring *	27.1	-	-27.1	-100.0
Operating Profit	62.2	81.4	19.2	30.9
[Operating Profit Margin]	[3.8%]	[4.9%]	[1.1%]	
Financial income (expenses), etc	5.7	8.0	2.2	39.2
Profit for the Period Before Income Taxes	68.0	89.5	21.4	31.6
Profit for the Period Attributable to Owners of the Parent	47.1	52.9	5.8	12.3

* Restructured businesses: low profitability countries in Europe, product business in North America, mobile phone retail store business.

Exchange Rate

U.S. dollar / Yen	107	110	3	2.8
Euro / Yen	121	131	10	8.3
British pound / Yen	135	153	18	13.3

1. Financial Results
for 1H FY2021

Consolidated PL[2Q]



(Billions of yen)

	FY2021 (Actual)			Change		
	1Q	2Q	1H	1Q	2Q	1H
Revenue	801.9	861.0	1,663.0	-0.8	31.9	31.1
Excl. restructuring	801.9	861.0	1,663.0	12.3	46.0	58.3
Impact of restructuring *	-	-	-	-13.1	-14.0	-27.1
Operating Profit	33.7	47.7	81.4	11.4	7.7	19.2
[Operating Profit Margin]	[4.2%]	[5.5%]	[4.9%]	[1.4%]	[0.7%]	[1.1%]
Financial income (expenses), etc	5.8	2.1	8.0	2.1	-	2.2
Profit for the Period Before Income Taxes	39.5	49.9	89.5	13.6	7.8	21.4
Profit for the Period Attributable to Owners of the Parent	24.1	28.7	52.9	5.9	-0.1	5.8

* Restructured businesses: low profitability countries in Europe, product business in North America, mobile phone retail store business.

Exchange Rate

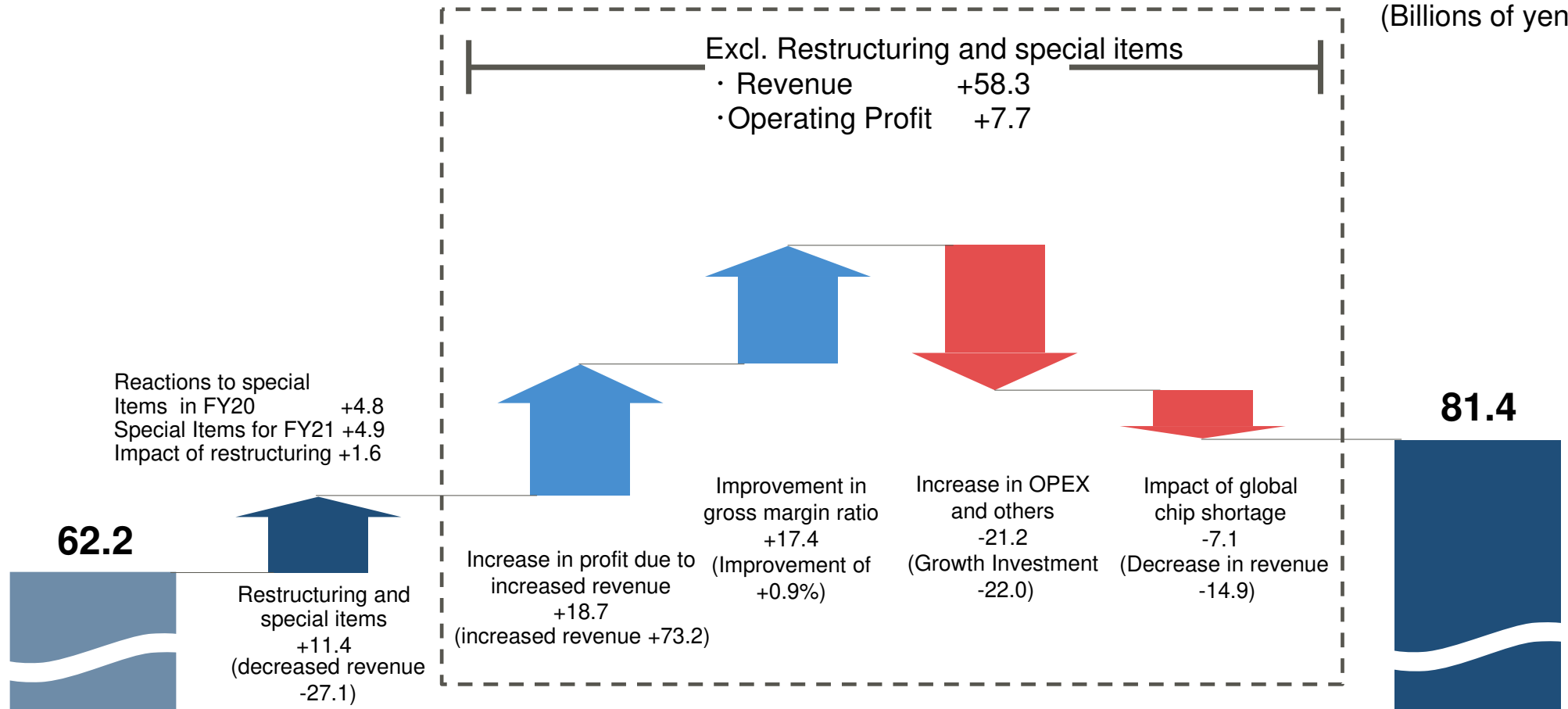
U.S. dollar / Yen	109	110	110	1	4	3
Euro / Yen	132	130	131	14	6	10
British pound / Yen	153	152	153	19	15	18

1. Financial Results
for 1H FY2021

Factors Behind Change in Operating Profit



(Billions of yen)



1H FY2020

1H FY2021

1. Financial Results
for 1H FY2021

Revenue by Segments (Excl. restructuring)



(Billions of yen)

	1H FY2020 (Actual)	1H FY2021 (Actual)	Change	Impact of global chip shortage
Excl. restructuring	1,604.6	1,663.0	58.3	-14.9
Technology Solutions	1,382.3	1,412.8	30.4	-14.9
Solutions/Services	838.9	845.4	6.5	-0.3
System Platforms	280.4	286.7	6.2	-14.6
System Products	199.1	184.7	-14.4	-6.6
Network Products	81.3	102.0	20.6	-8.0
International Regions Excluding Japan	324.2	346.6	22.3	-
Common	-61.3	-65.9	-4.6	-
Ubiquitous Solutions	136.8	116.6	-20.1	-
Device Solutions	138.6	175.2	36.6	-
Inter-segment Elimination	-53.1	-41.7	11.4	-

1. Financial Results
for 1H FY2021

Overall orders in Japan (Fujitsu Limited and Fujitsu Japan Limited)



	FY2020(Actual)				FY2021(Actual)			
	1Q	2Q	1H	2H	1Q	2Q	1H	[Excl. Orders for PC]
Private Enterprise [Manufacturing & Distribution]	93%	82%	88%	97%	91%	101%	96%	[96%]
Finance & Retail	90%	83%	86%	94%	109%	95%	101%	[105%]
Japan Region [Government & Social infrastructure & Others]	108%	89%	99%	112%	91%	120%	102%	[103%]
Fujitsu Japan [Local government & Healthcare & Educational institutions & Small and medium enterprise]	85%	90%	87%	104%	93%	91%	92%	[96%]
Total	91%	86%	90%	104%	93%	102%	99%	
[Excl. Orders for PC]	[93%]	[88%]	[93%]	[105%]	[95%]	[105%]	[101%]	

Gross Profit Margin: 30.2% An improvement of 0.9% over the previous year

- Solutions/Services: ↗ ...Changes in system development, delivery, support operations (Agile development, Japan Global Gateway, remote support)
- System Platforms: ↘ ...Impacts of our product mix
Increases in revenue from network equipment (5G base stations, etc.) in North America
- Regions excluding Japan: ↗ ...Won large-scale service contracts
Improvements due to progress in structural reforms in North America
- Device Solutions: ↗ ...Significant increases from operational improvements on higher demand

Operating Expenses: 422.6 billion yen **Increase of 21.2 billion yen over the previous year**

- **Growth Investments** **36.0 billion yen**
 - **Operating expenses** **27.0 billion yen (Increase of 22.0 billion yen over the previous year)**
 - **Capital investments** **9.0 billion yen (Increase of 3.0 billion yen over the previous year)**

- **Main details of operating expenses**

- 1. Value Creation

- (Strengthening our Services businesses)

- ...Japan Global Gateway (Expansion of GDC use)

- >GDC usage steadily increased in the first half

- Global Offerings (developing services that are standardized around the world)

- >Planned to take full effect in the fourth quarter and beyond

- 2. Investments in transforming ourselves

- ...Internal DX investments (One Fujitsu, etc.)

- Work Life Shift (Transforming the ways we work)

**Impacts of Component Supply Delays: Revenue -14.9 billion yen,
Operating profit -7.1 billion yen**

- **Impacts of component supply delays due to semiconductor shortages were primarily felt in the second quarter**

1. Impact of delayed revenue
 - System Products -6.6 billion yen (x86 servers, etc.)
 - Network Products -8.0 billion yen (5G base stations, etc.)
2. Impacts of increased costs
 - Increases in component procurement costs (increases in list prices, etc.)
 - Costs of shipments delivered by air
 - Costs of design changes to use alternative components

1. Financial Results
for 1H FY2021

Business Segment Information[1H]



(Billions of yen)

		1H FY2020 (Actual)	1H FY2021 (Actual)	Change	(%)
Technology Solutions	Revenue	1,393.0	1,412.8	19.7	1.4
	OPPL	44.4	41.1	-3.2	-7.3
Ubiquitous Solutions	Revenue	153.2	116.6	-36.6	-23.9
	OPPL	6.7	5.0	-1.6	-24.6
Device Solutions	Revenue	138.6	175.2	36.6	26.4
	OPPL	11.1	35.2	24.1	216.7
Inter-segment Elimination	Revenue	-53.1	-41.7	11.4	-
Total	Revenue	1,631.8	1,663.0	31.1	1.9
	OPPL	62.2	81.4	19.2	30.9

1. Financial Results for 1H FY2021

Business Segment Information[1H]



Technology Solutions

(Billions of yen)

Technology Solutions	1H FY2020 (Actual)	1H FY2021 (Actual)	Change	
				(%)
Revenue	1,393.0	1,412.8	19.7	1.4
Operating profit	44.4	41.1	-3.2	-7.3
[Operating profit margin]	[3.2%]	[2.9%]	[-0.3%]	

Revenue (breakdown)

Japan	1,001.5	990.2	-11.2	-1.1
Outside Japan	391.5	422.5	31.0	7.9

[Revenue]

Revenue increased overall, because increases in revenue in Solutions/Services and in Network Products were able to cover the fall in revenue from business restructuring and drop off from revenue recorded for the supercomputer Fugaku

Revenue excluding impact of restructuring: +30.4 billion yen (+2%)
Impact of restructuring: -10.6 billion yen

[Operating Profit]

Despite the effects of increased revenue and ongoing improvements in profitability, operating profit was affected by an expansion in active growth investments, as well as delays in component supplies

1. Financial Results
for 1H FY2021

Business Segment Information[1H]



Technology Solutions (Solutions/Services)

(Billions of yen)

Solutions/ Services	1H FY2020 (Actual)	1H FY2021 (Actual)	Change	
				(%)
Revenue	838.9	845.4	6.5	0.8
Operating profit	56.8	56.6	-0.1	-0.2
[Operating profit margin]	[6.8%]	[6.7%]	[-0.1%]	

[Revenue]

Revenue increased, primarily from manufacturing and telecom carrier customers

[Operating Profit]

(+) Profitability improved because of changes to systems development, delivery and support

(-) Growth investments undertaken to strengthen the Services business

1. Financial Results for 1H FY2021

Business Segment Information[1H]



Technology Solutions (System Platforms)

(Billions of yen)

System Platforms	1H FY2020 (Actual)	1H FY2021 (Actual)	Change	
				(%)
Revenue	280.4	286.7	6.2	2.2
System Products	199.1	184.7	-14.4	-7.3
Network Products	81.3	102.0	20.6	25.4
Operating profit	6.7	15.8	9.0	132.5
[Operating profit margin]	[2.4%]	[5.5%]	[3.1%]	

Revenue (breakdown)

Japan	226.8	207.6	-19.1	-8.5
Outside Japan	53.6	79.0	25.4	47.4

[Revenue]

(System Products)

Revenue declined due to the fall-off from last year's revenue for the supercomputer Fugaku, in addition to delays in the supply of components

(Network Products)

Revenue rose, primarily from 5G base stations, both in Japan and outside Japan, despite the impact of delays in component supplies

[Operating Profit]

(+) Effects of increased revenue in Network Products

(+) Increased efficiency in expenses, including the lack of business model transformation expenses recorded the previous year

(-) Impacts of the delays in component supplies

1. Financial Results for 1H FY2021

Business Segment Information[1H]



Technology Solutions (International Regions Excluding Japan)

(Billions of yen)

International Regions Excluding Japan	1H FY2020 (Actual)	1H FY2021 (Actual)	Change	
				(%)
Revenue	334.9	346.6	11.6	3.5
Operating profit	-0.8	5.1	5.9	-
[Operating profit margin]	[-0.3%]	[1.5%]	[1.8%]	

[Revenue]

Excluding the impact of restructuring and the boost to revenue from foreign exchange rate movements, revenue was essentially unchanged from the prior year

Impact of restructuring: -10.6 billion yen

-> Exit from low-profit European countries, product business in North America

Revenue excluding impact of restructuring: +22.3 billion yen

-> Primarily attributable to FX movements, otherwise essentially the same as the prior year

[Operating Profit]

In addition to securing a large-scale service contract, profitability improvements continued in North America, resulting in a significant improvement over the prior year

Technology Solutions (Common)

(Billions of yen)

Common	1H FY2020 (Actual)	1H FY2021 (Actual)	Change
Operating profit	-18.3	-36.4	-18.0

Investments in Fujitsu's internal transformation undertaken according to plan

- Internal DX investments to deliver data-driven management (One Fujitsu)
- Work Life Shift (transforming the ways we work):
 - Rethinking office environments
 - Building secure network environments

Two Business Areas for Value Creation (Technology Solutions)



■ **For Growth** ... **Digital (DX, Modernization)**

The digital domain which encompasses areas of business opportunity for our customers

■ **For Stability** ... **Traditional IT (Maintenance and operation of systems and sales of hardware products)**

The business domain which contributes to the stable operation of customer IT platforms and improves quality

Revenue

(Billions of yen)

	1H FY2020 (Actual)		1H FY2021 (Actual)		Change	
		composition ratio(%)		composition ratio(%)		composition ratio(%)
Growth Rate			97%			
For Growth	459.1	33	446.8	32	-12.3	-1
Growth Rate			103%			
For Stability	933.9	67	966.0	68	32.0	1
Growth Rate			101%			
Technology Solutions	1,393.0	100	1,412.8	100	19.7	-

1. Financial Results for 1H FY2021

Business Segment Information[1H]



Ubiquitous Solutions

(Billions of yen)

Ubiquitous Solutions	1H FY2020 (Actual)	1H FY2021 (Actual)	Change	
				(%)
Revenue	153.2	116.6	-36.6	-23.9
Operating profit	6.7	5.0	-1.6	-24.6
[Operating profit margin]	[4.4%]	[4.3%]	[-0.1%]	

[Revenue]

Business restructuring: -16.4 billion yen
 -> Impact of excluding the mobile phone retail store business from the consolidated results
 Even excluding restructuring, revenue fell relative to last year, due to the extraordinary demand last year relating to telecommuting

[Operating Profit]

Operating profit declined because of the impact of lower revenue

Revenue (breakdown)

Japan	99.1	64.5	-34.6	-35.0
Outside Japan	54.0	52.1	-1.9	-3.7

1. Financial Results for 1H FY2021

Business Segment Information[1H]



Device Solutions

(Billions of yen)

Device Solutions	1H FY2020 (Actual)	1H FY2021 (Actual)	Change	
				(%)
Revenue	138.6	175.2	36.6	26.4
Operating profit	11.1	35.2	24.1	216.7
[Operating profit margin]	[8.0%]	[20.1%]	[12.1%]	

[Revenue]

In line with the rise in demand for semiconductors, the trend in revenue from electronic components continues to be strong

[Operating Profit]

Significant increase in operating profit because of the impact of higher revenue and ongoing operational improvements

Revenue (breakdown)

Japan	34.6	41.5	6.8	19.9
Outside Japan	103.9	133.7	29.7	28.6

1. Financial Results
for 1H FY2021

Cash Flows



(Billions of yen)

	1H FY2020 (Actual)	1H FY2021 (Actual)	Change
I Cash flows from operating activities	156.9	172.0	15.0
II Cash flows from investing activities	-44.1	-67.9	-23.7
I + II Free Cash Flow	112.7	104.0	-8.7
III Cash flows from financing activities	-75.5	-109.2	-33.6
IV Cash and Cash Equivalents at End of Period	493.1	476.1	-16.9

[Cash flows from operating activities]

- Higher inflows compared with the previous year primarily due to increased profits

[Cash flows from investing activities]

- Investments conducted in areas related to electronic components and in renovating office environments

[Cash flows from financing activities]

- Higher outflows because of the redemption of a corporate bond and purchases of treasury stock
Supplemental information on purchases of treasury stock:
Allocation: 50.0 billion yen (purchase period from May 6, 2021 to March 31, 2022)
Purchases in 1H: 20.7 billion yen

Assets, Liabilities and Equity

(Billions of yen)

	Year-end FY2020	End of 2Q FY2021	Change
Total Assets	3,190.2	3,052.1	-138.0
Total Liabilities	1,643.3	1,470.7	-172.5
Total Equity	1,546.9	1,581.4	34.5
Total Equity Attributable to Owners of the Parent	1,450.1	1,472.2	22.1

Reference: Financial Indices

Interest-bearing Loans	316.3	292.4	-23.8
(Net Interest-bearing Loans)	(-165.5)	(-183.4)	(-17.9)

2. Earnings Forecast for FY2021

2.Earnings Forecast for FY2021

Financial Forecast



(Billions of yen)

	FY2020 (Actual)	FY2021 (Forecast)		Change	Change (%)
		Current Forecast	Change vs. Previous Forecast		
Revenue	3,589.7	3,630.0	-	40.2	1.1
Operating Profit	266.3	275.0	-	8.6	3.3
[Operating Profit Margin]	[7.4%]	[7.6%]	[-%]	[0.2%]	
Profit for the Year Attributable to Owners of the Parent	202.7	205.0	-	2.3	1.1

Exchange Rate

U.S. dollar / Yen	106	105	-	-1	-0.9
Euro / Yen	124	120	-	-4	-3.2
British pound / Yen	139	140	-	1	0.7

Ratio of Revenue Outside Japan	32.7%	34.2%	0.8%	1.5%
--------------------------------	-------	-------	------	------

2.Earnings Forecast
for FY2021

Business Segment Information



- Revised in light of the impact of the global semiconductor supply shortage
Technology Solutions: We take a conservative view of the risk of greater component supply delays
Device Solutions: Forecasts increased in light of the very strong demand environment

(Billions of yen)

		FY2020 (Actual)	FY2021 (Forecast)		Change	Change (%)
			Current Forecast	Change vs. Previous Forecast		
Technology Solutions	Revenue	3,087.7	3,150.0	-50.0	62.2	2.0
	OPPL	193.2	220.0	-20.0	26.7	13.8
Ubiquitous Solutions	Revenue	319.0	230.0	-	-89.0	-27.9
	OPPL	43.2	5.0	-	-38.2	-88.4
Device Solutions	Revenue	293.8	350.0	50.0	56.1	19.1
	OPPL	29.8	50.0	20.0	20.1	67.8
Inter-segment Elimination	Revenue	-110.9	-100.0	-	10.9	-
Total	Revenue	3,589.7	3,630.0	-	40.2	1.1
	OPPL	266.3	275.0	-	8.6	3.3

2.Earnings Forecast
for FY2021

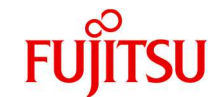
Business Segment Information Breakdown of Technology Solutions



(Billions of yen)

		FY2020 (Actual)	FY2021 (Forecast)		Change	
			Current Forecast	Change vs. Previous Forecast		(%)
Technology Solutions	Revenue	3,087.7	3,150.0	-50.0	62.2	2.0
	OPPL	193.2	220.0	-20.0	26.7	13.8
Solutions/ Services	Revenue	1,883.6	2,000.0	-10.0	116.3	6.2
	OPPL	190.7	225.0	-5.0	34.2	18.0
System Products	Revenue	432.6	390.0	-20.0	-42.6	-9.9
Network Products	Revenue	201.1	220.0	-20.0	18.8	9.4
System Platforms	Revenue	633.7	610.0	-40.0	-23.7	-3.8
	OPPL	38.8	41.0	-15.0	2.1	5.6
International Regions Excluding Japan	Revenue	723.7	735.0	-	11.2	1.6
	OPPL	11.6	22.0	-	10.3	89.3
Common	Revenue	-153.3	-195.0	-	-41.6	-
	OPPL	-47.8	-68.0	-	-20.1	-

Cash Flows

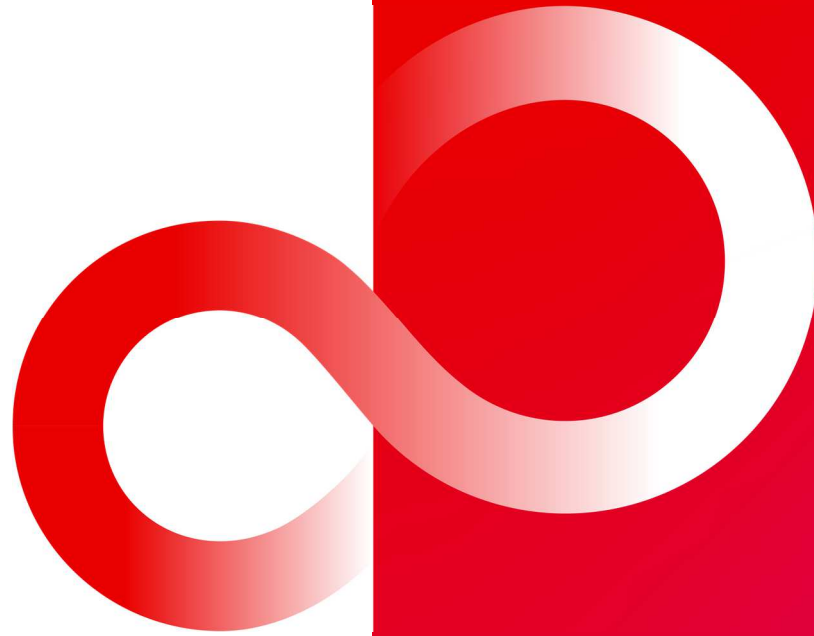


Free Cash Flow

(Billions of yen)

	FY2020 (Actual)	FY2021 (Forecast)	Change vs. Previous Forecast
Free Cash Flow	236.3	210.0	-

Thank you



Cautionary Statement

These materials may contain forward-looking statements that are based on management's current information, views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Actual results may differ materially from those projected or implied in the forward-looking statements due to, without limitation, the following factors listed below.

- General economic and market conditions in key markets (Particularly in Japan, Europe, North America, Oceania, and Asia, including China)
- Fluctuations in exchange rates or interest rates
- Fluctuations in capital markets
- Intensifying price competition
- Changes in market positioning due to competition in R&D
- Changes in the environment for the procurement of parts and components
- Changes in competitive relationships relating to collaborations, alliances and technical provisions
- Risks related to public regulations, public policy and tax matters
- Risks related to product or services defects
- Potential emergence of unprofitable projects
- Risks related to R&D investments, capital expenditures, business acquisitions, business restructuring, etc.
- Risks related to natural disasters and unforeseen events
- Changes in accounting policies

Supplementary

Business Segment Information[2Q]



(Billions of yen)

		2Q FY2020 (Actual)	2Q FY2021 (Actual)	Change	(%)
Technology Solutions	Revenue	709.5	725.7	16.2	2.3
	OPPL	31.0	24.1	-6.8	-22.1
Ubiquitous Solutions	Revenue	80.6	62.7	-17.8	-22.2
	OPPL	3.1	3.4	0.2	7.6
Device Solutions	Revenue	70.3	94.1	23.8	33.9
	OPPL	5.7	20.1	14.3	250.1
Inter-segment Elimination	Revenue	-31.4	-21.7	9.7	-
Total	Revenue	829.0	861.0	31.9	3.9
	OPPL	39.9	47.7	7.7	19.4

(Supplementary)
Financial Results
for 1H FY2021

Business Segment Information [Quarterly Breakdown of Results]



(Billions of yen)

		FY2020 (Actual)				FY2021 (Actual)	
		1Q	2Q	3Q	4Q	1Q	2Q
Technology Solutions	Revenue	683.5	709.5	765.9	928.7	687.0	725.7
	OPPL	13.3	31.0	53.5	95.3	17.0	24.1
Solutions/ Services	Revenue	394.1	444.7	458.0	586.5	398.6	446.7
	OPPL	18.6	38.2	42.6	91.2	20.1	36.5
System Platforms	Revenue	146.9	133.5	161.6	191.6	140.8	145.8
	OPPL	4.9	1.8	11.5	20.5	7.9	7.8
International Regions Excluding Japan	Revenue	171.0	163.8	192.4	196.2	177.2	169.4
	OPPL	-3.7	2.9	8.6	3.8	2.2	2.8
Common	Revenue	-28.6	-32.6	-46.2	-45.8	-29.6	-36.3
	OPPL	-6.4	-11.8	-9.2	-20.3	-13.3	-23.0
Ubiquitous Solutions	Revenue	72.6	80.6	80.2	85.4	53.8	62.7
	OPPL	3.5	3.1	29.7	6.7	1.6	3.4
Device Solutions	Revenue	68.3	70.3	75.5	79.6	81.0	94.1
	OPPL	5.3	5.7	10.2	8.4	15.1	20.1
Inter-segment Elimination	Revenue	-21.7	-31.4	-27.3	-30.4	-20.0	-21.7
Total	Revenue	802.7	829.0	894.3	1,063.5	801.9	861.0
	OPPL	22.2	39.9	93.4	110.5	33.7	47.7

(Supplementary)
Financial Results
for 1H FY2021

Two Business Areas for Value Creation [Technology Solutions 2Q]



(Billions of yen)

		2Q FY2020 (Actual)			2Q FY2021 (Actual)			Change		
		For Growth	For Stability	Total	For Growth	For Stability	Total	For Growth	For Stability	Total
Technology Solutions	Growth Rate				102%	102%	102%			
	Revenue composition ratio	224.2 [32%]	485.3 [68%]	709.5 [100%]	229.1 [32%]	496.6 [68%]	725.7 [100%]	4.9 [-%]	11.3 [-%]	16.2 [-%]
Solutions/ Services	Growth Rate				99%	101%	100%			
	Revenue composition ratio	195.0 [44%]	249.7 [56%]	444.7 [100%]	193.7 [43%]	253.0 [57%]	446.7 [100%]	-1.3 [-1%]	3.2 [1%]	1.9 [-%]
System Platforms	Growth Rate				112%	109%	109%			
	Revenue composition ratio	22.4 [17%]	111.1 [83%]	133.5 [100%]	25.1 [17%]	120.7 [83%]	145.8 [100%]	2.7 [-%]	9.6 [-%]	12.3 [-%]
International Regions Excluding Japan	Growth Rate				151%	101%	103%			
	Revenue composition ratio	6.8 [4%]	157.0 [96%]	163.8 [100%]	10.3 [6%]	159.1 [94%]	169.4 [100%]	3.5 [2%]	2.0 [-2%]	5.5 [-%]
Common	Growth Rate									
	Revenue composition ratio	- [-%]	-32.6 [100%]	-32.6 [100%]	- [-%]	-36.3 [100%]	-36.3 [100%]	- [-%]	-3.6 [-%]	-3.6 [-%]

(Supplementary)
Financial Results
for 1H FY2021

Two Business Areas for Value Creation [Technology Solutions 1H]



(Billions of yen)

		1H FY2020 (Actual)			1H FY2021 (Actual)			Change		
		For Growth	For Stability	Total	For Growth	For Stability	Total	For Growth	For Stability	Total
Technology Solutions	Growth Rate				97%	103%	101%			
	Revenue composition ratio	459.1 [33%]	933.9 [67%]	1,393.0 [100%]	446.8 [32%]	966.0 [68%]	1,412.8 [100%]	-12.3 [-1%]	32.0 [1%]	19.7 [-%]
Solutions/ Services	Growth Rate				100%	101%	101%			
	Revenue composition ratio	371.7 [44%]	467.2 [56%]	838.9 [100%]	373.0 [44%]	472.4 [56%]	845.4 [100%]	1.3 [-%]	5.2 [-%]	6.5 [-%]
System Platforms	Growth Rate				74%	112%	102%			
	Revenue composition ratio	73.5 [26%]	206.9 [74%]	280.4 [100%]	54.3 [19%]	232.4 [81%]	286.7 [100%]	-19.2 [-7%]	25.4 [7%]	6.2 [-%]
International Regions Excluding Japan	Growth Rate				139%	102%	103%			
	Revenue composition ratio	14.0 [4%]	320.9 [96%]	334.9 [100%]	19.5 [6%]	327.1 [94%]	346.6 [100%]	5.5 [2%]	6.1 [-2%]	11.6 [-%]
Common	Revenue	-	-61.3	-61.3	-	-65.9	-65.9	-	-4.6	-4.6
	Revenue composition ratio	[-%]	[100%]	[100%]	[-%]	[100%]	[100%]	[-%]	[-%]	[-%]

(Supplementary)
Financial Results
for 1H FY2021

Business Segment Information

[Revenue Breakdown-In and Outside Japan 2Q]



(Billions of yen)

		2Q FY2020 (Actual)	2Q FY2021 (Actual)	Change	(%)
Technology Solutions	Revenue	709.5	725.7	16.2	2.3
	Japan	514.3	514.5	0.1	-
	Outside Japan	195.1	211.2	16.1	8.3
Solutions/ Services	Revenue	444.7	446.7	1.9	0.4
	Japan	434.4	435.2	0.8	0.2
	Outside Japan	10.3	11.5	1.1	11.6
System Platforms	Revenue	133.5	145.8	12.3	9.3
	Japan	103.5	102.9	-0.5	-0.6
	Outside Japan	29.9	42.9	12.9	43.2
International Regions Excluding Japan	Revenue	163.8	169.4	5.5	3.4
	Japan	-	0.1	-	50.6
	Outside Japan	163.7	169.2	5.5	3.4
Common	Revenue	-32.6	-36.3	-3.6	-
Ubiquitous Solutions	Revenue	80.6	62.7	-17.8	-22.2
	Japan	53.3	35.0	-18.3	-34.3
	Outside Japan	27.2	27.7	0.4	1.6
Device Solutions	Revenue	70.3	94.1	23.8	33.9
	Japan	18.0	20.7	2.7	15.4
	Outside Japan	52.3	73.4	21.0	40.3
Inter-segment Elimination	Revenue	-31.4	-21.7	9.7	-
Total	Revenue	829.0	861.0	31.9	3.9
	Japan	555.9	549.5	-6.3	-1.1
	Outside Japan	273.1	311.4	38.3	14.0

Ratio of Revenue Outside Japan

32.9%
36

36.2%

3.3%

(Supplementary)
Financial Results
for 1H FY2021

Business Segment Information

[Revenue Breakdown-In and Outside Japan 1H]



(Billions of yen)

		1H FY2020 (Actual)	1H FY2021 (Actual)	Change	(%)
Technology Solutions	Revenue	1,393.0	1,412.8	19.7	1.4
	Japan	1,001.5	990.2	-11.2	-1.1
	Outside Japan	391.5	422.5	31.0	7.9
Solutions/ Services	Revenue	838.9	845.4	6.5	0.8
	Japan	822.0	824.5	2.4	0.3
	Outside Japan	16.8	20.9	4.0	24.0
System Platforms	Revenue	280.4	286.7	6.2	2.2
	Japan	226.8	207.6	-19.1	-8.5
	Outside Japan	53.6	79.0	25.4	47.4
International Regions Excluding Japan	Revenue	334.9	346.6	11.6	3.5
	Japan	0.2	0.3	0.1	54.5
	Outside Japan	334.7	346.3	11.5	3.5
Common	Revenue	-61.3	-65.9	-4.6	-
Ubiquitous Solutions	Revenue	153.2	116.6	-36.6	-23.9
	Japan	99.1	64.5	-34.6	-35.0
	Outside Japan	54.0	52.1	-1.9	-3.7
Device Solutions	Revenue	138.6	175.2	36.6	26.4
	Japan	34.6	41.5	6.8	19.9
	Outside Japan	103.9	133.7	29.7	28.6
Inter-segment Elimination	Revenue	-53.1	-41.7	11.4	-
Total	Revenue	1,631.8	1,663.0	31.1	1.9
	Japan	1,085.8	1,056.8	-28.9	-2.7
	Outside Japan	546.0	606.1	60.1	11.0

Ratio of Revenue Outside Japan

33.5%

36.4%

2.9%

(Supplementary)
Financial Results
for 1H FY2021

Breakdown of International Regions Excluding Japan



					(Billions of yen)				
		2Q FY2020 (Actual)	2Q FY2021 (Actual)	Change	Impact of restructuring [Revenue]	1H FY2020 (Actual)	1H FY2021 (Actual)	Change	Impact of restructuring [Revenue]
International Regions Excluding Japan	Revenue	163.8	169.4	5.5	-5.2	334.9	346.6	11.6	-10.6
	Operating Profit	2.9	2.8	-		-0.8	5.1	5.9	
NWE [Northern & Western Europe]	Revenue	76.4	86.2	9.7	-	154.8	173.3	18.5	-
	Operating Profit	-0.6	0.1	0.7		-3.3	1.3	4.7	
CEE [Central & Eastern Europe]	Revenue	38.4	37.1	-1.2	-	79.4	79.5	0.1	-
	Operating Profit	0.1	0.9	0.7		-0.1	0.2	0.3	
Americas	Revenue	12.8	9.0	-3.8	-4.2	27.5	18.5	-9.0	-9.6
	Operating Profit	1.3	0.4	-0.9		-	0.8	0.8	
Asia	Revenue	18.9	19.2	0.2	-	35.7	37.0	1.2	-
	Operating Profit	0.4	0.3	-		0.6	0.6	-	
Oceania	Revenue	17.3	18.0	0.7	-	36.9	38.9	2.0	-
	Operating Profit	0.5	0.3	-0.2		0.8	0.4	-0.4	
Others	Revenue	-0.2	-0.4	-0.1	-1.0	0.3	-0.8	-1.2	-0.9
	Operating Profit	0.9	0.6	-0.3		1.0	1.4	0.4	

Note: Revenue includes Inter-region revenue.

Assumption used for FY2021 Forecasts

1. Exchange Rates (Average) and Impact of Fluctuation

	FY2020 (Actual)	FY2021			Impact of Exchange Rate Fluctuation 2H (Forecast)*
		1H (Actual)	2H (Forecast)	Change vs. Previous Forecast	
U.S. dollar / Yen	106	110	105	-	-0.6 Billion yen
Euro / Yen	124	131	120	-	-0.1 Billion yen
British pound / Yen	139	153	140	-	0.0 Billion yen

* Impact of 1 yen fluctuation on operating profit (yen appreciation).

Assumption used for FY2021 Forecasts

2. Capital Expenditures and Depreciation (Property, Plant and Equipment)

(Billions of yen)

	1H		Full year		Change vs. Previous Forecast
	FY2020 (Actual)	FY2021 (Actual)	FY2020 (Actual)	FY2021 (Forecast)	
Technology Solutions	19.5	24.8	46.6	57.5	-
Ubiquitous Solutions	0.1	-	0.2	0.5	-
Device Solutions	17.2	18.9	40.7	42.0	-
Capital Expenditures	36.8	43.7	87.5	100.0	-
Depreciation	35.3	43.4	76.0	85.0	-

Capital expenditures and depreciation do not include the impact of adopting IFRS 16 (Leases).

3. R&D Expenses

R&D Expenses	56.0	51.0	113.8	115.0	-
[As % of Revenue]	[3.4%]	[3.1%]	[3.2%]	[3.2%]	-