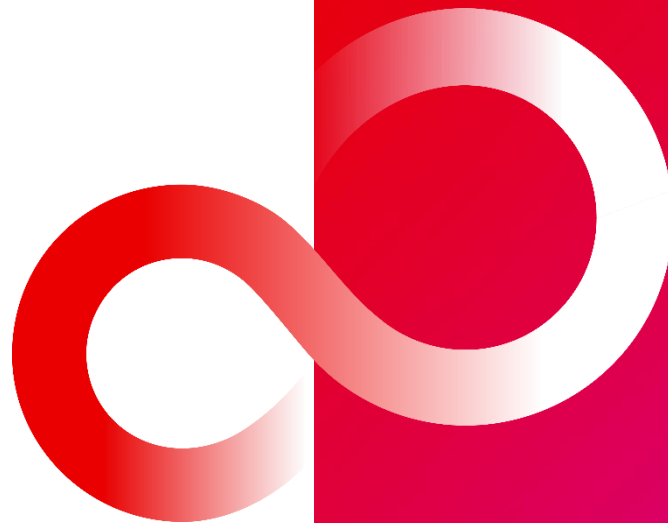


**2Q  
FY2022**

# **Consolidated Financial Results**

October 27, 2022

Fujitsu Limited



- 1 . Financial Results for 1H FY2022
- 2 . Earnings Forecast for FY2022

# 1 . Financial Results for 1H FY2022

- **Revenue 1,705.3 B yen Up 42.3 B yen**
- **Operating Profit 100.9 B yen Up 19.4 B yen**  
**(Operating Profit Margin 5.9%)**
  1. Higher orders, mainly in SI/Services, in and outside of Japan (DX, modernization)  
SI/Services up 8% in Japan and 56% in Europe v. prior year
  2. Profitability improvements, progress in expanding growth investments as planned
  3. One-time gain on business carve-out (PFU)
- **Record-high operating profit as a one-time gain on a business carve-out**

1. Financial Results  
for 1H FY2022

# Consolidated PL[1H]



(Billions of yen)

	1H FY2021	1H FY2022	Change
Revenue	1,663.0	1,705.3	42.3
Operating Profit	81.4	100.9	19.4
[Operating Profit Margin]	[4.9%]	[5.9%]	[1.0%]
Financial income (expenses), etc	8.0	29.6	21.6
Profit for the Period Before Income Taxes	89.5	130.6	41.1
Profit for the Period Attributable to Owners of the Parent	52.9	71.9	19.0

Impact of global chip shortage	-26.2	
Impact of restructuring	-7.9	
Excl. the above	76.5	4.7%

1. Financial Results  
for 1H FY2022

# Consolidated PL[1H]



(Billions of yen)

		1H FY2021	1H FY2022	Change	(%)
<b>Excl. Special items</b>	Revenue	<b>1,663.0</b>	<b>1,705.3</b>	<b>42.3</b>	<b>2.5</b>
	Impact of global chip shortage	-14.9	-41.1	-26.2	-
	Impact of restructuring	46.6	38.6	-7.9	-17.1
	[Excl. the above]	1,631.2	1,707.7	76.5	4.7
	OPPL [Operating Profit Margin]	<b>76.5</b> [4.6%]	<b>74.7</b> [4.4%]	<b>-1.7</b> [-0.2%]	<b>-2.2</b>
Special items(One-time Profit/loss)*	OPPL	4.9	26.1	21.2	426.7
<b>Total</b>	Revenue	<b>1,663.0</b>	<b>1,705.3</b>	<b>42.3</b>	<b>2.5</b>
	OPPL	<b>81.4</b>	<b>100.9</b>	<b>19.4</b>	<b>23.9</b>
	[Operating Profit Margin]	[4.9%]	[5.9%]	[1.0%]	

\*One-time Profit/Loss from restructuring, M&A related expenses(earn-out, PPA related costs, etc.)

1. Financial Results  
for 1H FY2022

# Consolidated PL[2Q]

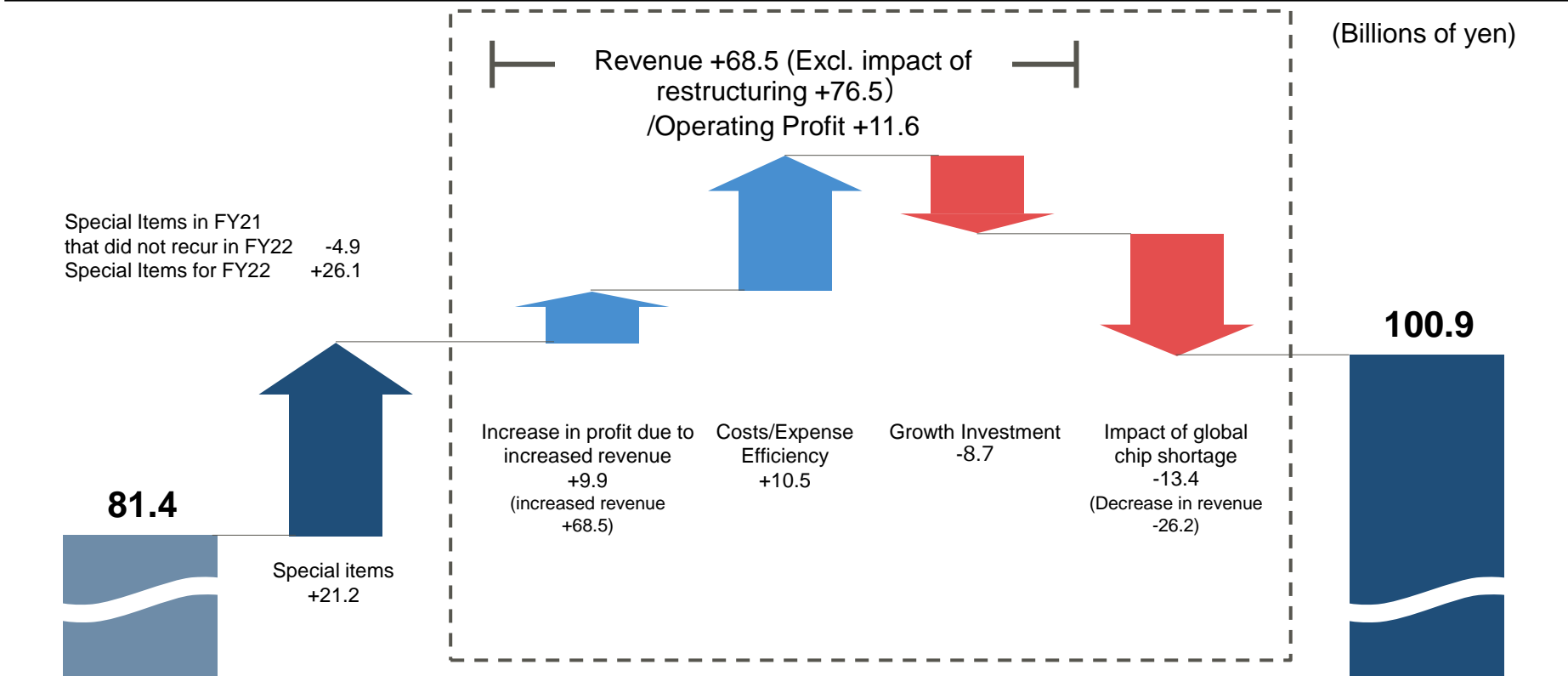


(Billions of yen)

		FY2022			Change		
		1Q	2Q	1H	1Q	2Q	1H
<b>Excl. Special items</b>	Revenue	<b>818.8</b>	<b>886.4</b>	<b>1,705.3</b>	<b>16.8</b>	<b>25.4</b>	<b>42.3</b>
	Impact of global chip shortage	-27.8	-13.2	-41.1	-27.8	1.6	-26.2
	Impact of restructuring	23.2	15.4	38.6	3.0	-11.0	-7.9
	[Excl. the above]	823.5	884.2	1,707.7	41.7	34.7	76.5
	OPPL [Operating Profit Margin]	<b>28.0</b> [3.4%]	<b>46.7</b> [5.3%]	<b>74.7</b> [4.4%]	<b>-5.7</b> [-0.8%]	<b>4.0</b> [0.3%]	<b>-1.7</b> -0.2%
Special items(One-time Profit/loss)	OPPL	-2.4	28.5	26.1	-2.4	23.6	21.2
<b>Total</b>	Revenue	<b>818.8</b>	<b>886.4</b>	<b>1,705.3</b>	<b>16.8</b>	<b>25.4</b>	<b>42.3</b>
	OPPL	<b>25.6</b>	<b>75.3</b>	<b>100.9</b>	<b>-8.1</b>	<b>27.6</b>	<b>19.4</b>
	[Operating Profit Margin]	[3.1%]	[8.5%]	[5.9%]	[-1.1%]	[3.0%]	[1.0%]

# 1. Financial Results for 1H FY2022

# Factors Behind Change in Operating Profit



1H FY2021

1H FY2022



# 1. Financial Results for 1H FY2022

## Revenue by Segments



(Billions of yen)

	1H FY2021	1H FY2022	Change	Change		
				Impact of global chip shortage	Impact of restructuring	Excl. Impact of global chip shortage and restructuring
<b>Total</b>	<b>1,663.0</b>	<b>1,705.3</b>	<b>42.3</b>	<b>-26.2</b>	<b>-7.9</b>	<b>76.5</b>
(1Q)	(801.9)	(818.8)	(16.8)	(-27.8)	(3.0)	(41.7)
(2Q)	(861.0)	(886.4)	(25.4)	(1.6)	(-11.0)	(34.7)
Technology Solutions	<b>1,412.8</b>	<b>1,425.3</b>	<b>12.5</b>	<b>-26.1</b>	<b>-7.9</b>	<b>46.6</b>
Ubiquitous Solutions	<b>116.6</b>	<b>110.2</b>	<b>-6.4</b>	<b>-4.8</b>	-	<b>-1.5</b>
Device Solutions	<b>175.2</b>	<b>207.6</b>	<b>32.4</b>	-	-	<b>32.4</b>
Inter-segment Elimination	-41.7	-37.9	3.7	4.8	-	-1.0

## Higher demand for SI/Services, mainly related to DX/modernization

	FY2021				FY2022			[SI / Services]
	1Q	2Q	1H	2H	1Q	2Q	1H	
Private Enterprise Business [Manufacturing & Distribution & Retail ]	91%	101%	96%	102%	110%	105%	108%	[111%]
Finance Business [Finance & Insurance]	109%	95%	101%	104%	101%	107%	104%	[104%]
Japan Region [Government & Mission critical]	85%	125%	100%	94%	114%	99%	107%	[115%]
Fujitsu Japan [Local government & Healthcare & Educational institutions & Small and medium enterprise]	93%	91%	92%	87%	107%	93%	100%	[103%]
Network	122%	189%	151%	92%	74%	52%	62%	
Total	93%	102%	99%	95%	106%	94%	100%	
[SI / Services]	[98%]	[109%]	[104%]	[103%]	[107%]	[109%]	[108%]	

# Orders in Japan

(Fujitsu Limited and Fujitsu Japan Limited)

Reference: Orders in Japan by product/service category

	FY2021				FY2022		
	1Q	2Q	1H	2H	1Q	2Q	1H
Total	93%	102%	99%	95%	106%	94%	100%
SI / Services	98%	109%	104%	103%	107%	109%	108%
System Products	79%	93%	85%	91%	123%	98%	110%
Network	122%	189%	151%	92%	74%	52%	62%
PC	73%	71%	72%	83%	81%	70%	75%

# Orders in International Regions Excluding Japan

## Contract extension of large public sector deals in Europe region

	FY2021				FY2022		
	1Q	2Q	1H	2H	1Q	2Q	1H
Europe	118%	106%	111%	93%	99%	140%	120%
Services	118%	99%	107%	116%	105%	194%	156%
Products	117%	114%	115%	71%	94%	81%	87%
Americas	94%	118%	104%	134%	98%	87%	93%
Asia Pacific	119%	85%	101%	90%	83%	90%	86%
Services	107%	70%	86%	82%	77%	113%	93%
Products	134%	108%	121%	101%	89%	68%	80%

**Moderating trend in global chip shortage, passed on higher costs for more products**

(Billions of yen)

		FY2021					FY2022		
		1Q	2Q	1H	2H	Total	1Q	2Q	1H
Impact of global chip shortage	Revenue	-	- 14.9	- 14.9	- 63.1	- 78.0	- 27.8	- 13.2	- 41.1
	OPPL	-	- 7.1	- 7.1	- 23.9	- 31.0	- 12.9	- 7.5	- 20.5
					vs	Revenue	- 27.8	1.6	- 26.2
					LY	OPPL	- 12.9	- 0.4	- 13.4

**■ Improvement of 10.5 B yen from cost/expense efficiencies**

**Solutions & Services** ↗ **Higher productivity in SI business**  
**Standardization in delivery, improved efficiencies**  
**(utilization of GDCs)**  
**Impact of DX personnel measures**

**System Platforms** ↘ **Higher procurement costs of components(weak yen)**

**International Regions Excluding Japan** ↘ **Higher procurement costs of components**  
**(Euro weakness against US dollar)**

## Continuing to actively invest for sustainable growth

(Billions of yen)

	FY2021 1H	FY2022 1H	vs LY
<b>Growth Investments</b>	<b>37.0</b>	<b>59.5</b>	<b>22.4</b>
(OPEX)	(27.7)	(36.4)	(8.7)
(CAPEX)	(9.3)	(23.0)	(13.7)

<b>Investments for value creation</b>	<b>12.1</b>	<b>27.9</b>	<b>15.7</b>
---------------------------------------	-------------	-------------	-------------

- |                                   |     |      |     |                                              |
|-----------------------------------|-----|------|-----|----------------------------------------------|
| • Global offerings Development    | 3.2 | 9.8  | 6.6 | Investments for Launch of Uvance             |
| • Service Delivery Transformation | 2.1 | 3.7  | 1.6 | Japan Global Gateway, GDC enhancements       |
| • New business creation           | 6.8 | 14.3 | 7.4 | M&A, Global mobile base stations, Smart city |

<b>Investments for internal transformation</b>	<b>24.9</b>	<b>31.6</b>	<b>6.7</b>
------------------------------------------------	-------------	-------------	------------

- |                           |      |      |       |                                   |
|---------------------------|------|------|-------|-----------------------------------|
| • Internal DX investments | 10.0 | 20.9 | 10.9  | One Fujitsu, Security enhancement |
| • Work Life Shift         | 14.9 | 10.6 | - 4.2 | Borderless office optimizations   |

1. Financial Results  
for 1H FY2022

# Business Segment Information[1H]



(Billions of yen)

		FY2021			FY2022			
		1Q	2Q	1H	1Q	2Q	1H	Change
Technology Solutions	Revenue	687.0	725.7	1,412.8	682.2	743.1	1,425.3	12.5
	OPPL	17.0	24.1	41.1	2.2	50.1	52.4	11.2
Ubiquitous Solutions	Revenue	53.8	62.7	116.6	50.1	60.1	110.2	-6.4
	OPPL	1.6	3.4	5.0	-3.1	-1.1	-4.2	-9.3
Device Solutions	Revenue	81.0	94.1	175.2	104.1	103.4	207.6	32.4
	OPPL	15.1	20.1	35.2	26.4	26.4	52.8	17.5
Inter-segment Elimination	Revenue	-20.0	-21.7	-41.7	-17.6	-20.3	-37.9	3.7
Total	Revenue	801.9	861.0	1,663.0	818.8	886.4	1,705.3	42.3
	OPPL	33.7	47.7	81.4	25.6	75.3	100.9	19.4



# 1. Financial Results for 1H FY2022

# Business Segment Information[1H]



## Technology Solutions

(Billions of yen)

Technology Solutions	1H FY2021	1H FY2022	Change		
					(%)
Revenue	1,412.8	1,425.3	[-26.1]	12.5	0.9
Operating profit	41.1	52.4	[-13.0]	11.2	27.3
[Operating profit margin]	[2.9%]	[3.7%]		[0.8%]	

Revenue (breakdown) [ ] Figures in brackets indicate impact of global chip shortage

Japan	990.2	939.7	-50.5	-5.1
Outside Japan	422.5	485.6	63.0	14.9

### [Revenue]

Higher revenue from Solutions & Services, mainly outside Japan, covering impact of global chip shortage

Impact of global chip shortage	-26.1 B yen
Restructuring	-7.9 B yen
Other factors	+46.6 B yen

### [Operating Profit]

Results benefited from higher revenue and a one-time gain, but there were also higher growth investments and the impact of the global chip shortage

Impact of global chip shortage	-13.0 B yen
Results excluding chip shortage and special items	+2.1 B yen
Special Items	+22.1 B yen

# 1. Financial Results for 1H FY2022

# Business Segment Information[1H]



## Technology Solutions (Solutions/Services)

(Billions of yen)

Solutions/ Services	1H FY2021	1H FY2022	Change		
					(%)
Revenue	845.4	815.6	[-34.9]	-29.8	-3.5
Operating profit	56.6	63.6	[-5.8]	6.9	12.3
[Operating profit margin]	[6.7%]	[7.8%]		[1.1%]	

### OPPL (breakdown)

[ ] Figures in brackets indicate impact of global chip shortage

[Excl. Special items]	[54.6]	[65.0]	[10.3]
[Special items]	[1.9]	[-1.3]	[-3.3]

### [Revenue]

Higher revenue from SI/Services, mainly from manufacturing and financial services customers

Lower revenue from integrated hardware business because of impact of global chip shortage

Impact of global chip shortage	-34.9 B yen
Restructuring	-7.9 B yen
Other factors	+13.0 B yen

### [Operating Profit]

Higher operating profit from ordinary expense efficiencies and progress in raising profitability, covering the impact of the global chip shortage

Impact of global chip shortage	-5.8 B yen
Results excluding chip shortage and special items	+16.1 B yen
Special items	-3.3 B yen

# 1. Financial Results for 1H FY2022

# Business Segment Information[1H]



## Technology Solutions (System Platforms)

(Billions of yen)

System Platforms	1H FY2021	1H FY2022	Change		
					(%)
Revenue	286.7	301.0	[9.3]	14.3	5.0
System Products	184.7	189.1	[-3.3]	4.4	2.4
Network Products	102.0	111.9	[12.6]	9.9	9.7
Operating profit	15.8	8.9	[-6.4]	-6.9	-43.7
[Operating profit margin]	[5.5%]	[3.0%]		[-2.5%]	

### [Revenue]

Recovery from impact of global chip shortage (network products)

### [Operating Profit]

Lower operating profit from steep rise in procurement prices and currency impact

Revenue (breakdown) [ ] Figures in brackets indicate impact of global chip shortage

Japan	207.6	172.0	-35.5	-17.1
Outside Japan	79.0	128.9	49.9	63.1

# 1. Financial Results for 1H FY2022

# Business Segment Information[1H]



## Technology Solutions (International Regions Excluding Japan)

(Billions of yen)

International Regions Excluding Japan	1H FY2021	1H FY2022	Change		
					(%)
Revenue	346.6	370.3	[-4.6]	23.7	6.8
Operating profit	5.1	-9.0	[-0.8]	-14.1	-
[Operating profit margin]	[1.5%]	[-2.4%]		[-3.9%]	

### OPPL (breakdown)

[ ] Figures in brackets indicate impact of global chip shortage

[Excl. Special items]	[5.1]	[-4.4]	[-9.5]
[Special items]	[-]	[-4.6]	[-4.6]

### [Revenue]

Higher revenue, mainly from Asia Pacific region

### [Operating Profit]

Lower operating profit due to end of projects and higher procurement prices

Excl. special items and restructuring	-9.5 B yen
Special items (M&A-related expenses)	-4.6 B yen

# 1. Financial Results for 1H FY2022

# Business Segment Information[1H]



## Technology Solutions (Common)

(Billions of yen)

Common	1H FY2021	1H FY2022	Change
Operating profit	-36.4	-11.0	25.3
[Excl. Special items]	[-36.4]	[-41.7]	[-5.2]
[Special items]	[-]	[30.6]	[30.6]

### [Excluding special items and restructuring]

Large growth investments for internal transformation

- Internal DX investments for data-driven management (One Fujitsu, etc.)
- Work Life Shift (transforming ways we work)
  - borderless offices
  - building secure network environment

### [Special items]

One-time gain on business transfer (+30.6B yen)

# 1. Financial Results Two Business Areas for Value Creation for 1H FY2022

## Expansion of 'For Growth' business: DX-related SI and Apps Lead, Consulting Business Grows

(Billions of yen)

		FY2022 (Actual)								
		1Q			2Q			1H		
		For Growth	For Stability	Total	For Growth	For Stability	Total	For Growth	For Stability	Total
Technology Solutions	Growth Rate	98%	100%	99%	107%	100%	102%	102%	100%	101%
	Revenue	230.9	451.3	682.2	259.7	483.4	743.1	490.6	934.7	1,425.3
	composition ratio	[34%]	[66%]	[100%]	[35%]	[65%]	[100%]	[34%]	[66%]	[100%]
Solutions/ Services	Growth Rate	102%	93%	97%	105%	87%	96%	104%	90%	96%
	Revenue	193.7	194.7	388.4	214.3	212.8	427.1	408.0	407.6	815.6
System Platforms	Growth Rate	70%	103%	94%	111%	116%	115%	88%	110%	105%
	Revenue	26.6	106.1	132.7	32.5	135.7	168.2	59.1	241.9	301.0
International Regions Excluding Japan	Growth Rate	115%	104%	104%	125%	108%	109%	121%	106%	107%
	Revenue	10.6	174.5	185.1	12.9	172.3	185.2	23.5	346.8	370.3
Common	Revenue	-	-24.1	-24.1	-	-37.4	-37.4	-	-61.6	-61.6

# 1. Financial Results for 1H FY2022

# Business Segment Information[1H]



## Ubiquitous Solutions

(Billions of yen)

Ubiquitous Solutions	1H FY2021	1H FY2022	Change		
					(%)
Revenue	116.6	110.2	[-4.8]	-6.4	-5.5
Operating profit	5.0	-4.2	[-0.3]	-9.3	-
[Operating profit margin]	[4.3%]	[-3.9%]		[-8.2%]	

Revenue (breakdown) [ ]Figures in brackets indicate impact of global chip shortage

Japan	64.5	63.1	-1.3	-2.1
Outside Japan	52.1	47.0	-5.0	-9.7

### [Revenue]

Revenue declined due to component procurement delays

### [Operating Profit]

Profit declined due to higher procurement costs because of currency fluctuations

## Device Solutions

(Billions of yen)

Device Solutions	1H FY2021	1H FY2022	Change	
				(%)
Revenue	175.2	207.6	32.4	18.5
Operating profit	35.2	52.8	17.5	49.9
[Operating profit margin]	[20.1%]	[25.4%]	[5.3%]	

### Revenue (breakdown)

Japan	41.5	47.8	6.2	15.1
Outside Japan	133.7	159.8	26.1	19.5

### [Revenue]

Demand continues to be strong

### [Operating Profit]

In addition to higher demand, foreign exchange impacts were also positive



(Billions of yen)

	1H FY2021	1H FY2022	Change
I Cash flows from operating activities	172.0	87.7	-84.2
II Cash flows from investing activities	-67.9	-40.4	27.4
I + II Free Cash Flow	104.0	47.2	-56.7
III Cash flows from financing activities	-109.2	-83.4	25.7
IV Cash and Cash Equivalents at End of Period	476.1	457.5	-18.6

**[Cash flows from operating activities]**

- (-) Increase in inventories in preparation for higher second-half sales (component delays)
- (-) Higher outflows due to supplemental payments related to DX human resource measures

**[Cash flows from investing activities]**

- (+) Changes in mix of assets to achieve desired business portfolio (business carve-out, etc.)

## Carve-outs of non-core businesses

Cash In

**FY22 : PFU | Fujitsu Semiconductor Memory Solution | Socionext (3Q)**

※ Consider methodologies(business carve-outs or equity/business partnerships etc.) for other non-core businesses to increase corporate value(Shinko Electric, Fujitsu General, FDK, etc.)

## Strengthening capabilities in focus areas

Cash Out

**Looking for strategic opportunities for equity/business partnerships or acquisitions in evaluation of such factors as IP or capabilities and growth or revenue prospects**

(FY21 Per Te (business apps) | Versor (data analytics) | oobe (Azure, M365) )

FY22 Enable Professional Services (ServiceNow, consulting) | InPhySec (security) (3Q)

## Reduction in cross-shareholdings

Cash In

**Continued reductions as rationale for holdings is scrutinized: sales of roughly 15.0 B yen in first half of FY22**

(Billions of yen)

	Year-end FY2021	End of 2Q FY2022	Change
Total Assets	3,331.8	3,223.9	-107.8
Total Liabilities	1,616.0	1,430.5	-185.5
Total Equity	1,715.7	1,793.4	77.7
Total Equity Attributable to Owners of the Parent	1,590.7	1,650.3	59.6

Reference: Financial Indices

Interest-bearing Loans	285.3	243.6	-41.6
(Net Interest-bearing Loans)	(-198.7)	(-213.8)	(-15.1)

## 2. Earnings Forecast for FY2022

## 2.Earnings Forecast for FY2022

# Financial Forecast



						(Billions of yen)
		FY2021 (Actual)	FY2022 (Forecast)	Change		Change vs. Previous Forecast
					(%)	
<b>Excl. Special items</b>	Revenue	<b>3,586.8</b>	<b>3,720.0</b>	<b>133.1</b>	<b>3.7</b>	-
	Impact of restructuring *1	67.7	-	-67.7	-	-
	[Excl. restructuring]	3,519.0	3,720.0	200.9	5.7	-
	OPPL	<b>275.6</b>	<b>390.0</b>	<b>114.3</b>	<b>41.5</b>	-
	[Operating Profit Margin]	[7.7%]	[10.5%]	[2.8%]		[-%]
Special items(One-time Profit/loss) *2	OPPL	-56.4	10.0	66.4	-	-
<b>Total</b>	<b>Revenue</b>	<b>3,586.8</b>	<b>3,720.0</b>	<b>133.1</b>	<b>3.7</b>	-
	<b>OPPL</b>	<b>219.2</b>	<b>400.0</b>	<b>180.7</b>	<b>82.5</b>	-
	[Operating Profit Margin]	[6.1%]	[10.8%]	[4.7%]		[-%]
	<b>PAT *3</b>	<b>182.6</b>	<b>280.0</b>	<b>97.3</b>	<b>53.3</b>	-

\*1 Restructured businesses: PFU: Figures from September to 4Q 2021 are included in the restructuring business.

\*2 One-time Profit/Loss from restructuring, M&A related expenses(earn-out, PPA related costs, etc.)

\*3 Profit for the Year Attributable to Owners of the Parent

2.Earnings Forecast  
for FY2022

# Business Segment Information



(Billions of yen)

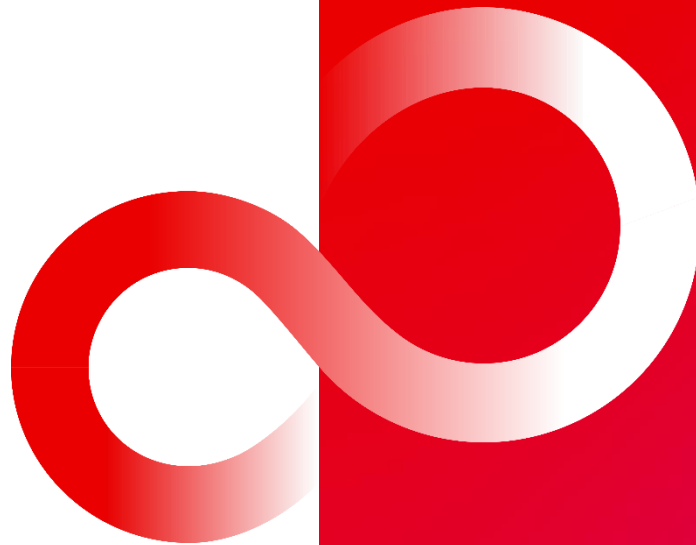
		FY2021 (Actual)	FY2022(Forecast)		Change	Change (%)
			Current Forecast	Change vs. Previous Forecast		
Technology Solutions	Revenue	3,056.3	3,200.0	-	143.6	4.7
	OPPL	135.0	330.0	-	194.9	144.4
Ubiquitous Solutions	Revenue	237.1	230.0	-	-7.1	-3.0
	OPPL	5.8	-	-	-5.8	-100.0
Device Solutions	Revenue	375.9	390.0	-	14.0	3.7
	OPPL	78.3	70.0	-	-8.3	-10.6
Inter-segment Elimination	Revenue	-82.6	-100.0	-	-17.3	-
Total	Revenue	3,586.8	3,720.0	-	133.1	3.7
	OPPL	219.2	400.0	-	180.7	82.5

# Business Segment Information Breakdown of Technology Solutions

(Billions of yen)

		FY2021 (Actual)	FY2022(Forecast)		Change	(%)
			Current Forecast	Change vs. Previous Forecast		
Technology Solutions	Revenue	3,056.3	3,200.0	-	143.6	4.7
	OPPL	135.0	330.0	-	194.9	144.4
Solutions/ Services	Revenue	1,840.5	1,860.0	-	19.4	1.1
	OPPL	188.7	265.0	-	76.2	40.4
System Products	Revenue	384.7	430.0	-	45.2	11.8
Network Products	Revenue	232.8	250.0	-	17.1	7.4
System Platforms	Revenue	617.5	680.0	-	62.4	10.1
	OPPL	56.6	90.0	-	33.3	58.8
International Regions Excluding Japan	Revenue	729.3	800.0	-	70.6	9.7
	OPPL	23.9	30.0	-	6.0	25.2
Common	Revenue	-131.0	-140.0	-	-8.9	-
	OPPL	-134.4	-55.0	-	79.4	-

**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 [Quarterly Breakdown of Results]

(Billions of yen)

		FY2021				FY2022	
		1Q	2Q	3Q	4Q	1Q	2Q
Technology Solutions	Revenue	687.0	725.7	738.1	905.4	682.2	743.1
	OPPL	17.0	24.1	40.2	53.5	2.2	50.1
Solutions/ Services	Revenue	398.6	446.7	437.5	557.4	388.4	427.1
	OPPL	20.1	36.5	38.2	93.8	29.9	33.7
System Platforms	Revenue	140.8	145.8	144.2	186.6	132.7	168.2
	OPPL	7.9	7.8	5.8	35.0	0.5	8.3
International Regions Excluding Japan	Revenue	177.2	169.4	192.3	190.4	185.1	185.2
	OPPL	2.2	2.8	11.6	7.1	-6.1	-2.9
Common	Revenue	-29.6	-36.3	-35.9	-29.1	-24.1	-37.4
	OPPL	-13.3	-23.0	-15.4	-82.5	-21.9	10.9
Ubiquitous Solutions	Revenue	53.8	62.7	60.8	59.6	50.1	60.1
	OPPL	1.6	3.4	0.6	0.1	-3.1	-1.1
Device Solutions	Revenue	81.0	94.1	101.7	98.9	104.1	103.4
	OPPL	15.1	20.1	24.2	18.8	26.4	26.4
Inter-segment Elimination	Revenue	-20.0	-21.7	-20.2	-20.6	-17.6	-20.3
Total	Revenue	801.9	861.0	880.5	1,043.3	818.8	886.4
	OPPL	33.7	47.7	65.1	72.5	25.6	75.3

# Business Segment Information

## [Revenue Breakdown-In and Outside Japan 2Q]

(Billions of yen)

		FY2022				
		1Q	2Q	1H	Change	
						(%)
Technology Solutions	Revenue	682.2	743.1	1,425.3	12.5	0.9
	Japan	447.8	491.8	939.7	-50.5	-5.1
	Outside Japan	234.3	251.2	485.6	63.0	14.9
Solutions/ Services	Revenue	388.4	427.1	815.6	-29.8	-3.5
	Japan	377.6	419.8	797.5	-26.9	-3.3
	Outside Japan	10.7	7.2	18.0	-2.8	-13.7
System Platforms	Revenue	132.7	168.2	301.0	14.3	5.0
	Japan	81.2	90.8	172.0	-35.5	-17.1
	Outside Japan	51.5	77.4	128.9	49.9	63.1
International Regions Excluding Japan	Revenue	185.1	185.2	370.3	23.7	6.8
	Japan	0.1	0.1	0.2	-0.1	-31.0
	Outside Japan	185.0	185.1	370.1	23.8	6.9
Common	Revenue	-24.1	-37.4	-61.6	4.2	-
Ubiquitous Solutions	Revenue	50.1	60.1	110.2	-6.4	-5.5
	Japan	28.0	35.0	63.1	-1.3	-2.1
	Outside Japan	22.0	25.0	47.0	-5.0	-9.7
Device Solutions	Revenue	104.1	103.4	207.6	32.4	18.5
	Japan	23.8	24.0	47.8	6.2	15.1
	Outside Japan	80.3	79.4	159.8	26.1	19.5
Inter-segment Elimination	Revenue	-17.6	-20.3	-37.9	3.7	-
Total	Revenue	818.8	886.4	1,705.3	42.3	2.5
	Japan	483.6	531.9	1,015.5	-41.2	-3.9
	Outside Japan	335.2	354.5	689.7	83.5	13.8

Ratio of Revenue Outside Japan

40.9%

40.0%

40.4%

4.0%

# Breakdown of International Regions Excluding Japan

(Billions of yen)

		2Q FY2021	2Q FY2022	Change	
International Regions Excluding Japan	Revenue	169.4	185.2	15.8	
	Operating Profit	2.8	[-0.1] -2.9	[-3.0]	-5.7
Europe	Revenue	125.7	128.9	3.1	
	Operating Profit	1.0	[-1.9] -2.1	[-2.9]	-3.2
Americas	Revenue	9.5	12.2	2.7	
	Operating Profit	0.7	[0.9] 0.8	[0.2]	0.1
Asia Pacific	Revenue	28.8	39.2	10.4	
	Operating Profit	0.5	[0.2] -2.0	[-0.2]	-2.6
East Asia	Revenue	8.5	10.4	1.9	
	Operating Profit	0.1	[0.2] 0.2	[0.1]	0.1
Others/ Eliminations	Revenue	-3.2	-5.7	-2.4	
	Operating Profit	0.4	[0.2] 0.2	[-0.1]	-0.1

(Billions of yen)

1H FY2021	1H FY2021	Change	
346.6	370.3	23.7	
5.1	[-4.4] -9.0	[-9.5]	-14.1
257.5	256.4	-1.0	
1.5	[-8.0] -8.3	[-9.5]	-9.8
19.6	25.2	5.6	
1.5	[1.8] 1.6	[0.2]	-
60.4	78.2	17.8	
0.9	[1.4] -2.6	[0.5]	-3.6
15.5	19.9	4.4	
0.2	[0.3] 0.3	[-]	-
-6.5	-9.6	-3.0	
0.8	[-] -	[-0.8]	-0.8

Note: Revenue includes Inter-region revenue.

[ ] Figures in brackets indicate Excl. Special items

# Assumption used for FY2022 Forecasts

## 1. Free Cash Flow

(Billions of yen)

	FY2021 (Actual)	FY2022 (Forecast)	Change vs. Previous Forecast
Free Cash Flow	189.0	280.0	-

## 2. Exchange Rates (Average) and Impact of Fluctuation

	FY2021 (Actual)	FY2022			Impact of Exchange Rate Fluctuation 2H (Forecast)*
		1H (Actual)	2H (Forecast)	Change vs. Previous Forecast	
U.S. dollar / Yen	112	134	115	-	-0.4 Billion yen
Euro / Yen	131	139	130	-	0.0 Billion yen
British pound / Yen	154	163	155	-	-0.1 Billion yen

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

# Assumption used for FY2022 Forecasts

## 3. Capital Expenditures and Depreciation (Property, Plant and Equipment)

(Billions of yen)

	1H		Full year		Change vs. Previous Forecast
	FY2021 (Actual)	FY2022 (Actual)	FY2021 (Actual)	FY2022 (Forecast)	
Technology Solutions	24.8	21.3	46.4	50.0	-
Ubiquitous Solutions	-	-	-	-	-
Device Solutions	18.9	32.0	42.5	90.0	-
Capital Expenditures	43.7	53.4	88.9	140.0	-
Depreciation	43.4	44.8	89.5	100.0	-

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

## 4. R&D Expenses

R&D Expenses	51.0	49.0	105.3	105.0	-
[As % of Revenue]	[3.1%]	[2.9%]	[2.9%]	[2.8%]	-

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## [Integrated Report 2022](#)

The Fujitsu Integrated Report introduces the Fujitsu Group's initiatives for business activities and value creation comprehensively and simply

Published on October 14, 2022

## [Sustainability Data Book 2022](#)

Fujitsu Group Sustainability Data Book, responding international information disclosure requirements and latest domestic regulations, describes in detail about the basic stance, framework, policies, organization and internal/external activities in the Fujitsu Group.