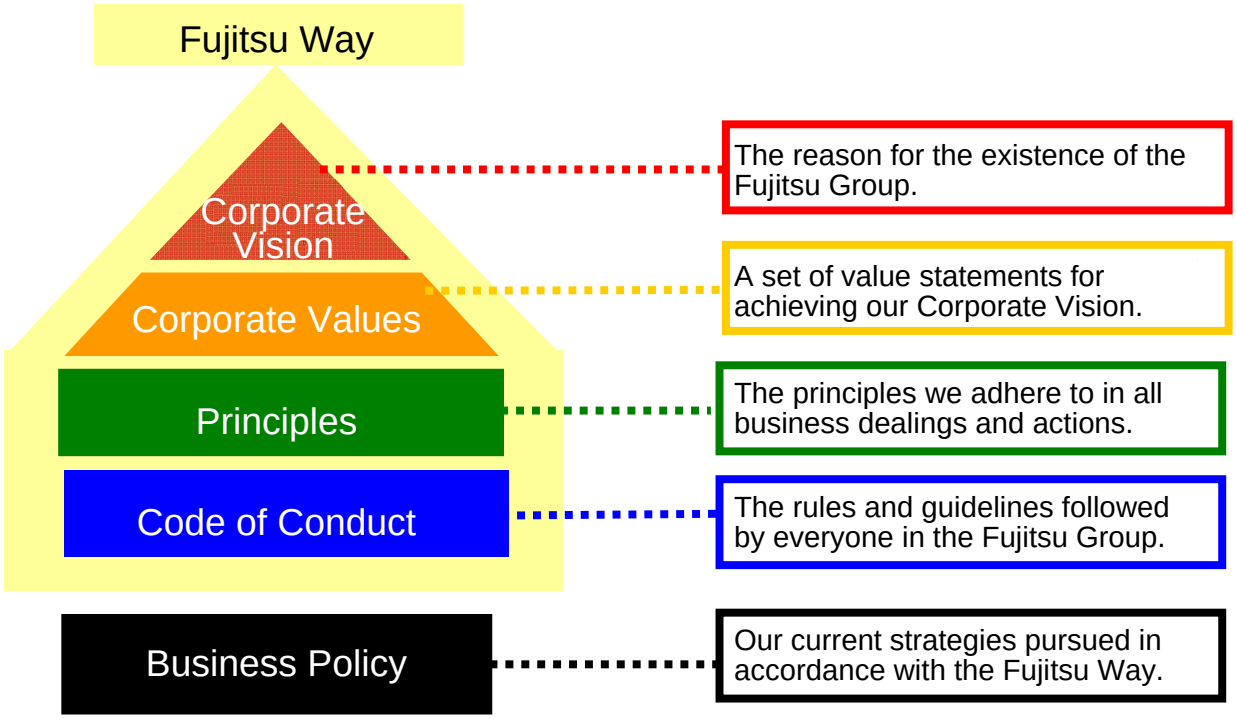


# Intellectual Property Strategy

**April 4, 2008**
**Masanobu Katoh, Corporate Vice President**
**President, Law & Intellectual Property Unit**
**Fujitsu Limited**

# Fujitsu Way

**As part of its Code of Conduct, the Fujitsu Group protects and respects intellectual property.**



# Intellectual Property Strategy

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**Maintain Superior Competitive Position**

- Create intellectual property to differentiate our products and services
- Foster the creation of IP through systematic employee training
- Avoid and prevent IP infringement

**Ensure Business Flexibility**

- Build global IP portfolio to facilitate cross-licensing and alliances
- Secure IP for promotion of international standards

**Secure Business Profitability**

- Obtain licensing revenue
- Aside from enforcement, promote IP (technology) transfer through "technology marketing"

# Intellectual Property Strategy

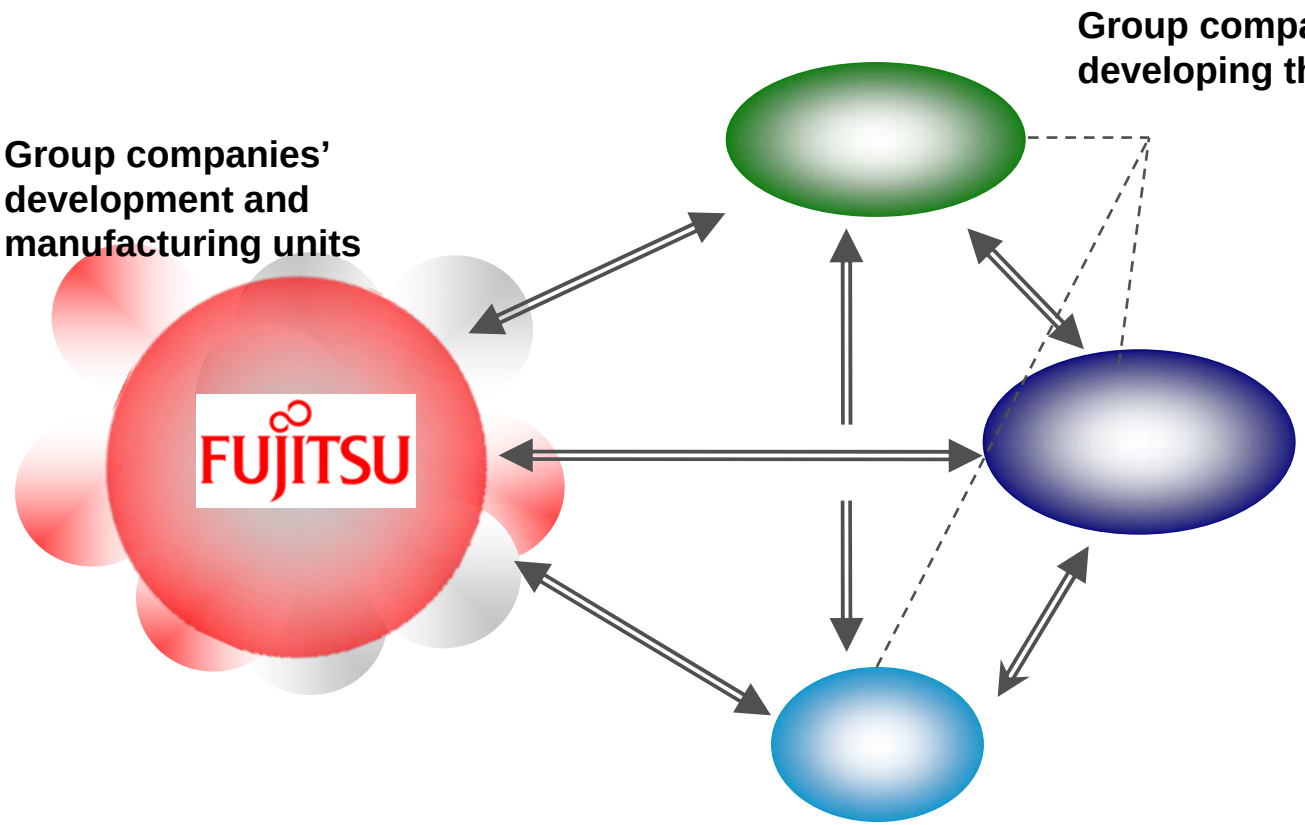

- Enter new markets
- Prevent entry of competitors
- Have exit strategy
- Form alliances
- Protect designs

- Promote standardization activities

- Secure, maintain and utilize IP
- Research, analyze and evaluate tech trends

- Pursue new R&D
- Collaborate with academia
- Develop supplementary technology

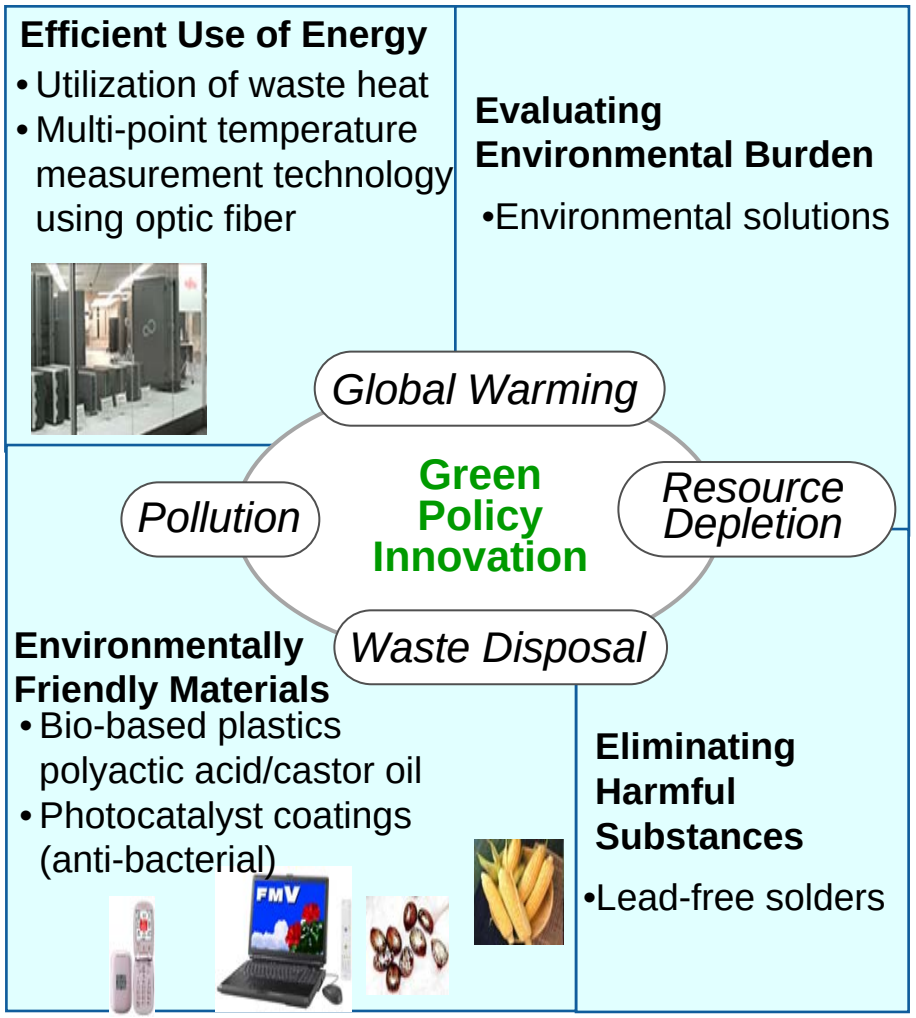
# Group-wide Initiatives




- Structure enables Group-wide use of IP
- Group companies' development and manufacturing units pursue a unified approach to IP
- Collaboration promoted among Group companies independently developing their businesses to enhance IP portfolio
- IP issues shared internally
- Unified approach to standardization activities promoted

# Environmental Initiatives

## Fujitsu's Environmental Technologies




### 1. Multi-point temperature measurement technology using optic fiber

- Enables low-cost, precise measurement of indoor temperature distribution

### 2. Bio-based plastics

- From spring 2005, using corn-based plastics in notebook PC casings (and in mobile phones from 2007)
- From spring 2007, using castor oil-based plastics for notebook PC parts
- Uses alloy technology that enables superior durability, heat-resistance and moldability

### 3. Intellectual property initiatives

- Fujitsu has applied for over 400 patents worldwide for technologies related to materials like bioplastics, photocatalysts, and lead-free solders, along with technologies for using heat waste and other environmental solutions

**Exhibits A**

# WiMAX Business and Intellectual Property

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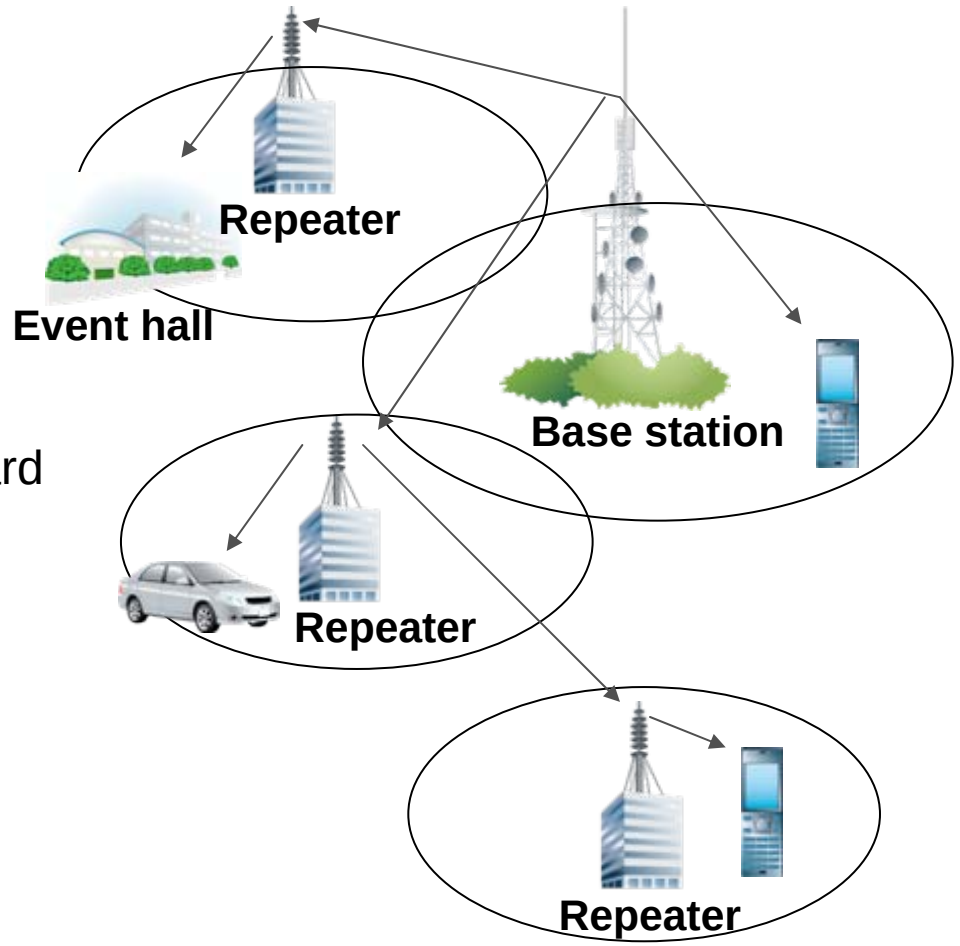
- Communication Technology

## Main feature

- Technology to relay traffic between wireless terminals and mobile base stations (multi-hop relay)




## Intellectual property initiatives

1. Standardization promotion activities

- WiMAX Forum: Fujitsu a founding Board member of the international standards body promoting the interoperability of IEEE802.16-compliant products

2. Patent applications

- Unified approach with units outside of Japan (labs in US and Europe, Fujitsu Microelectronics Canada, Inc.)
- Over 100 patent applications filed worldwide

**Exhibit G**

# WiMAX Business and Intellectual Property

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- Base Stations

## Main features

World's smallest outdoor macrocell base station

1. High-output amplifier using Gallium-nitride HEMT
2. Adopts digital pre-distortion technology used in 3G systems

**BroadOne WX300**

## Intellectual property initiatives

1. Gallium-nitride HEMT
   Approximately 80 patent applications filed worldwide
2. Digital pre-distortion technology
   Over 100 patent applications filed worldwide

**Fujitsu aims to be the No. 1 WiMAX vendor.**
**Target sales of 100,000 units over 5 years, with a 20% market share.**

**Exhibit G**

# Solutions Business and Intellectual Property

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## Integration of IT System Operational Management Data

### Federated CMDB (Configuration Management Database)

**Main features**

- Uses standardized interface
- Integrated data format for each database (Resource Control XML)
- Makes uniform any overlapping data from different databases
- Commercialized (through Systemwalker) before other companies (press conference held Feb. 19, 2008)

**Intellectual property initiatives**

- Fujitsu, IBM, HP, CA, MS, BMC have proposed a standard interface that is under consideration
- Filed patent applications focus on alignment of data from different databases within integrated CMDB (pictured at right)

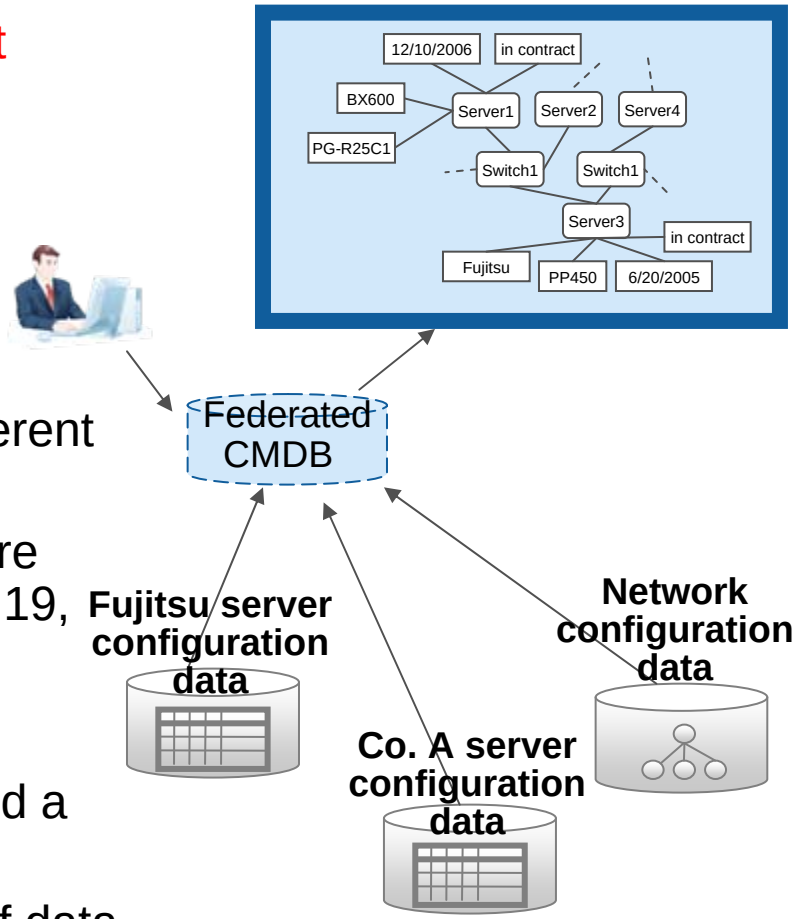


Exhibit H

# Future-oriented Research and Intellectual Property

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## Nanotechnology

### New Carbon Nanotube Composite

**Main features**

1. New technology forms a composite of carbon nanotubes and graphene
2. Combining with graphene enables electrical conduction and thermal dissipation in all directions
3. Application to LSI circuit technology appears promising

**Intellectual property initiatives**

1. Filed fundamental patent application on composite material in and outside Japan
2. Filed over 150 patents worldwide on circuit process and assembly relating to carbon nanotubes

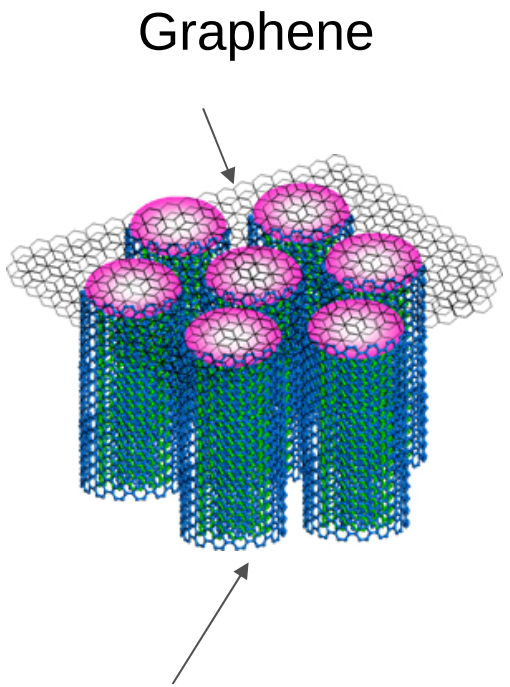
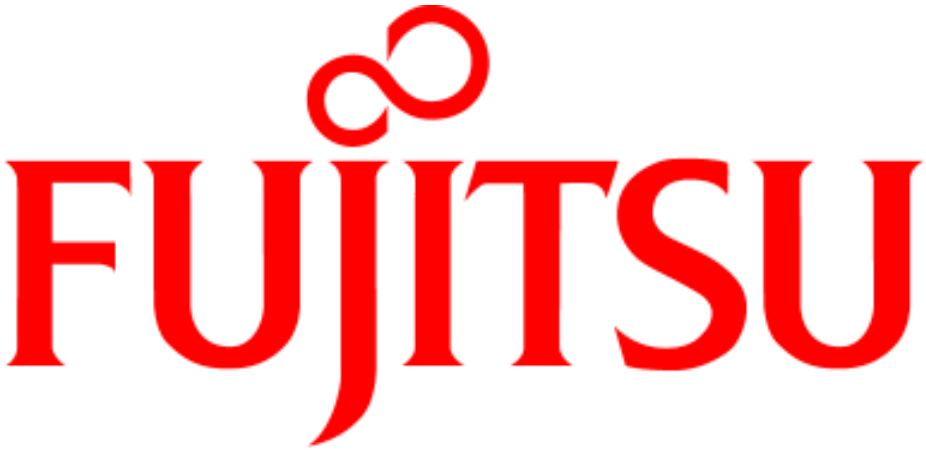



**Exhibit I**




THE POSSIBILITIES ARE INFINITE

# Cautionary Statement

These presentation materials and other information on our meeting may contain forward-looking statements that are based on management's current 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. Words such as "anticipates," "believes," "expects," "estimates," "intends," "plans," "projects," and similar expressions which indicate future events and trends identify forward-looking statements. Actual results may differ materially from those projected or implied in the forward-looking statements due to, without limitation, the following factors:

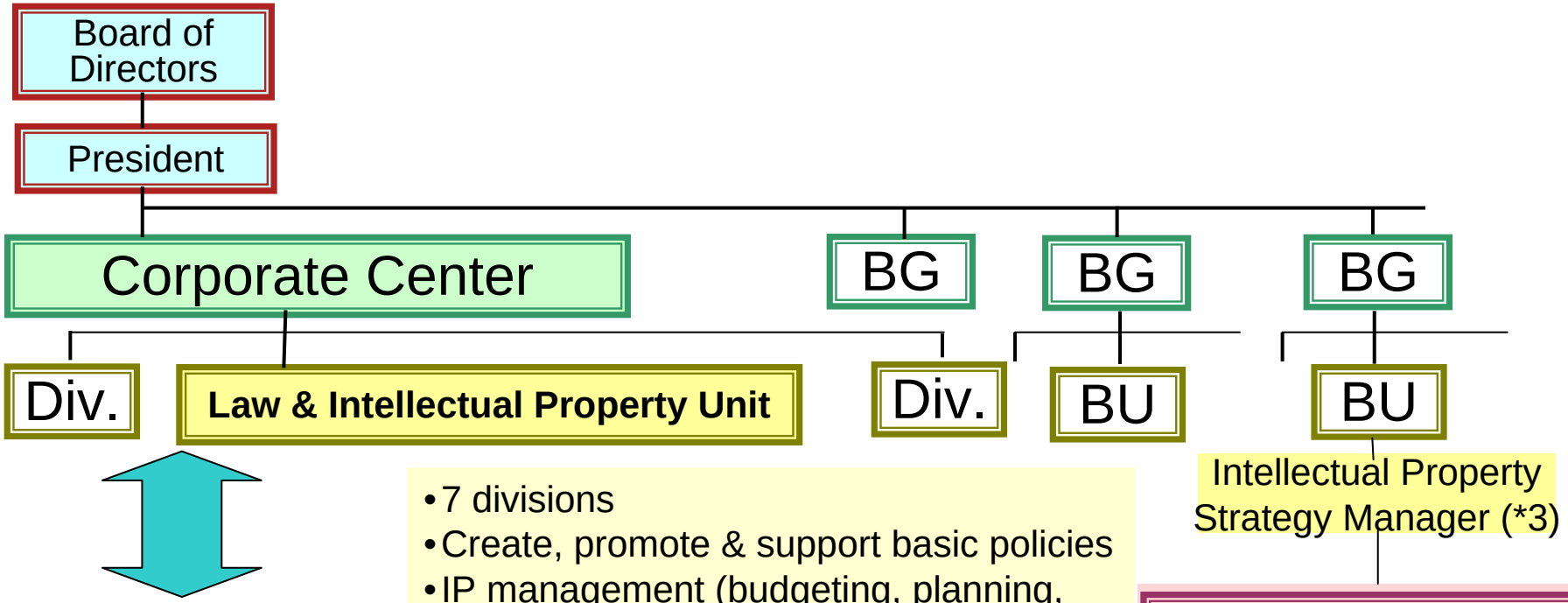
- general economic and market conditions in the major geographic markets for Fujitsu's services and products, which are the United States, EU, Japan and elsewhere in Asia, particularly as such conditions may effect customer spending;
- rapid technological change, fluctuations in customer demand and intensifying price competition in the IT, telecommunications, and microelectronics markets in which Fujitsu competes;
- Fujitsu's ability to dispose of non-core businesses and related assets through strategic alliances and sales on commercially reasonable terms, and the effect of realization of losses which may result from such transactions;
- uncertainty as to Fujitsu's access to, or protection for, certain intellectual property rights;
- uncertainty as to the performance of Fujitsu's strategic business partners;
- declines in the market prices of Japanese and foreign equity securities held by Fujitsu which could cause Fujitsu to recognize significant losses in the value of its holdings and require Fujitsu to make significant additional contributions to its pension funds in order to make up shortfalls in minimum reserve requirements resulting from such declines;
- poor operating results, inability to access financing on commercially reasonable terms, insolvency or bankruptcy of Fujitsu's customers, any of which factors could adversely affect or preclude these customers' ability to timely pay accounts receivables owed to Fujitsu; and
- fluctuations in rates of exchange for the yen and other currencies in which Fujitsu makes significant sales or in which Fujitsu's assets and liabilities are denominated, particularly between the yen and the British pound and U.S. dollar, respectively.

# Supplementary Materials

* For more detailed information on Fujitsu's intellectual property strategy and related activities, please refer to our Intellectual Property Report, which we plan to make public this year as we did last year.

# Organization

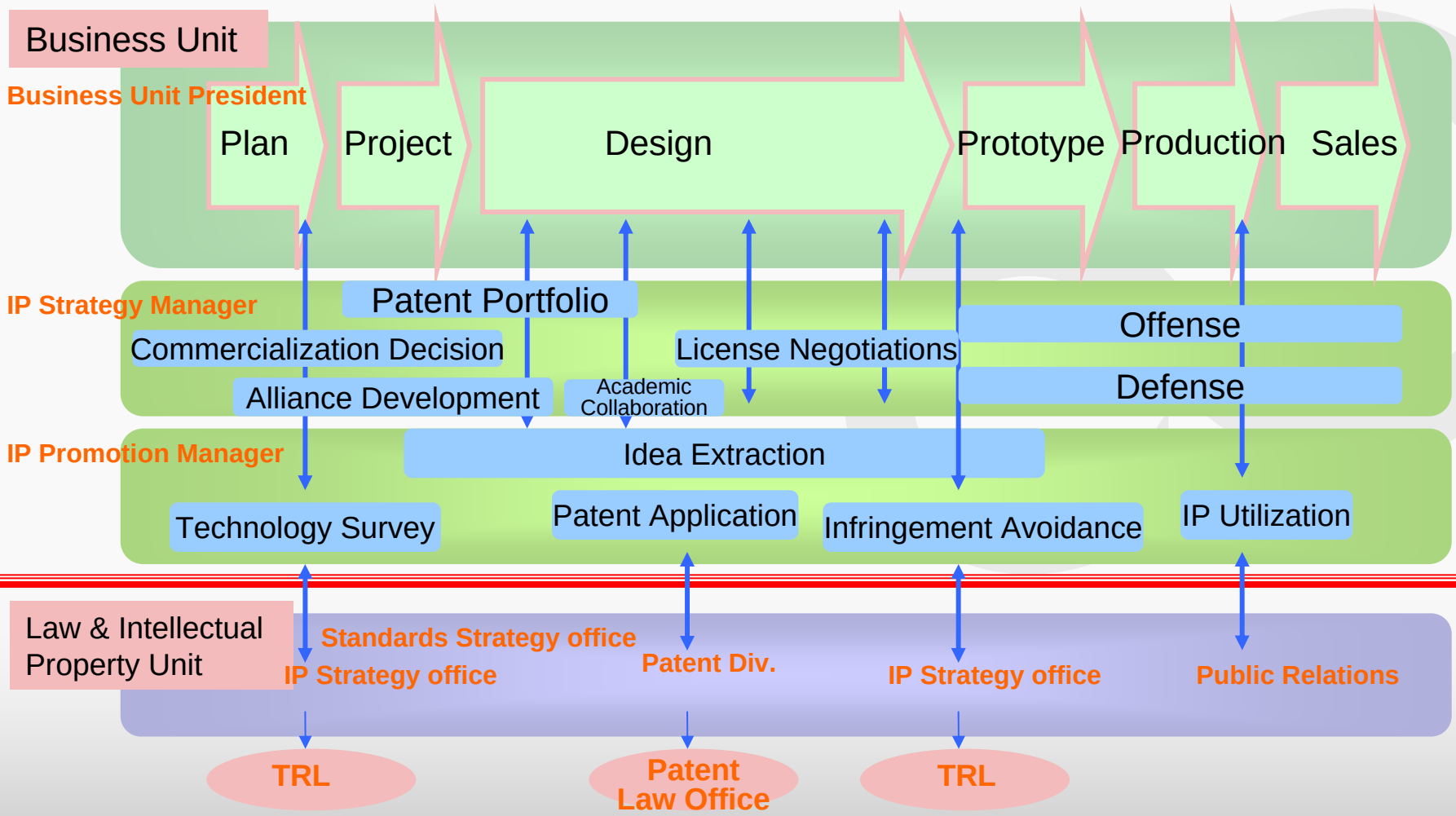
# Position of Law & Intellectual Property Unit




*1 Survey of prior art: Survey of other companies' technologies prior to patent application
*2 Clearance survey: Survey of other companies' patents prior to commercialization in order to avoid infringement.
*3 Intellectual Property Strategy Manager: Builds patent portfolio, evaluates IP risk, etc.

# Coordination with Business Units






TRL= Fujitsu Techno Research Limited

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# Patent Application Data

# Global Patent Portfolio

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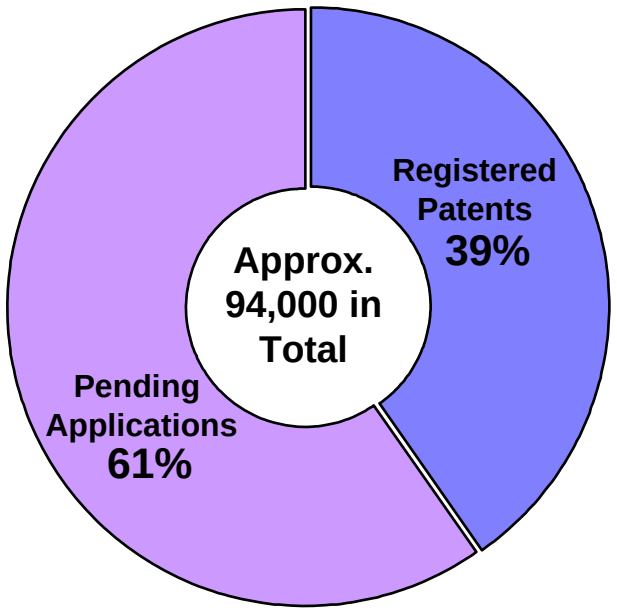
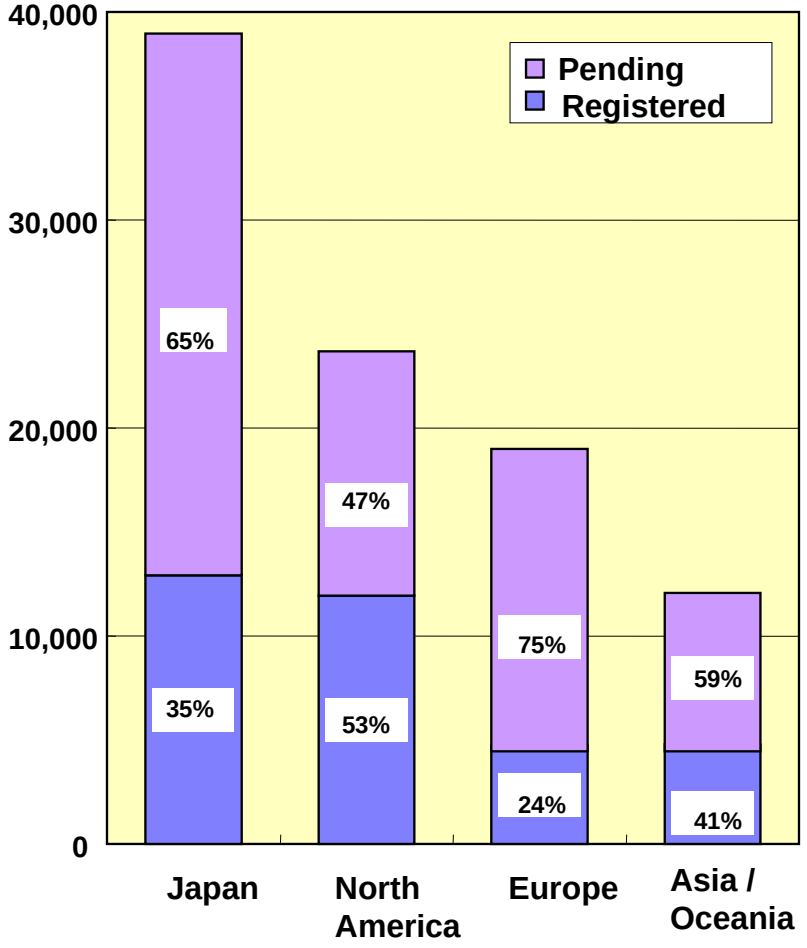
## Fujitsu's Registered Patents & Pending Applications Worldwide

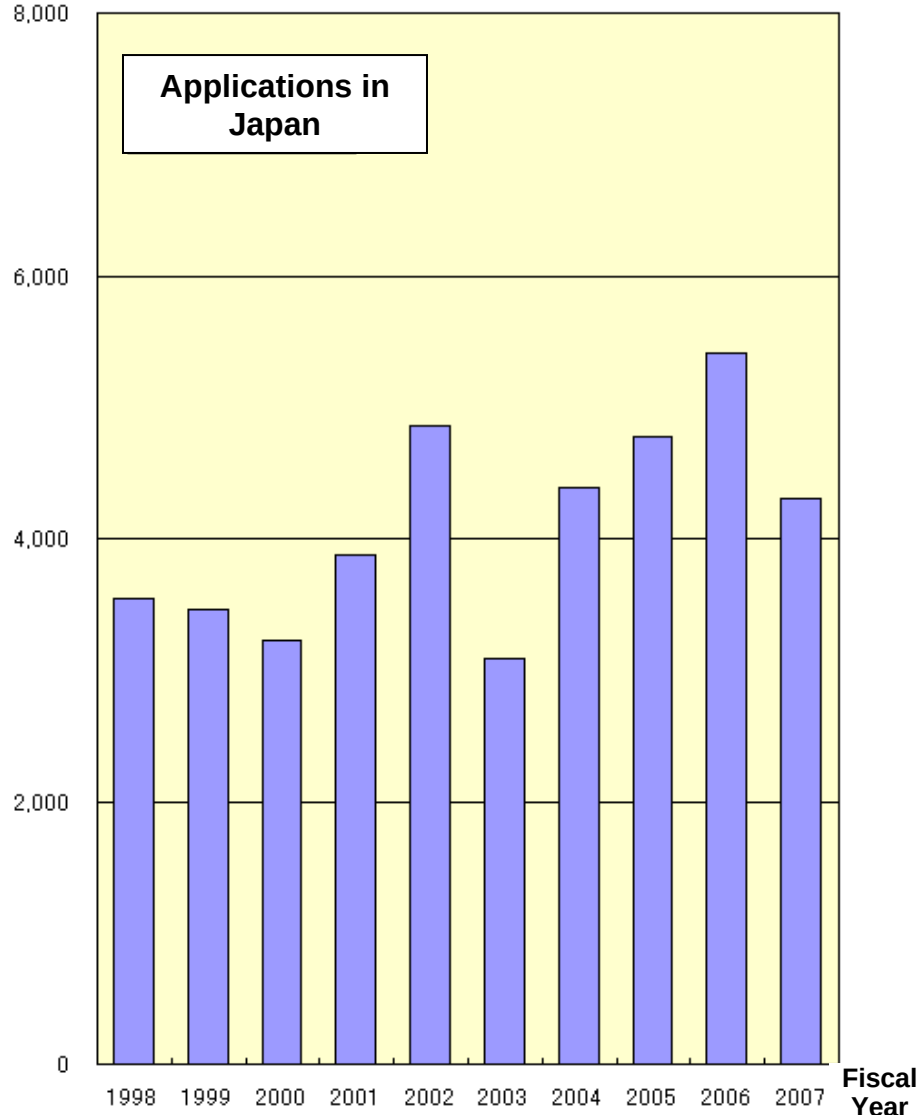



## Registered Patents & Pending Applications by Region

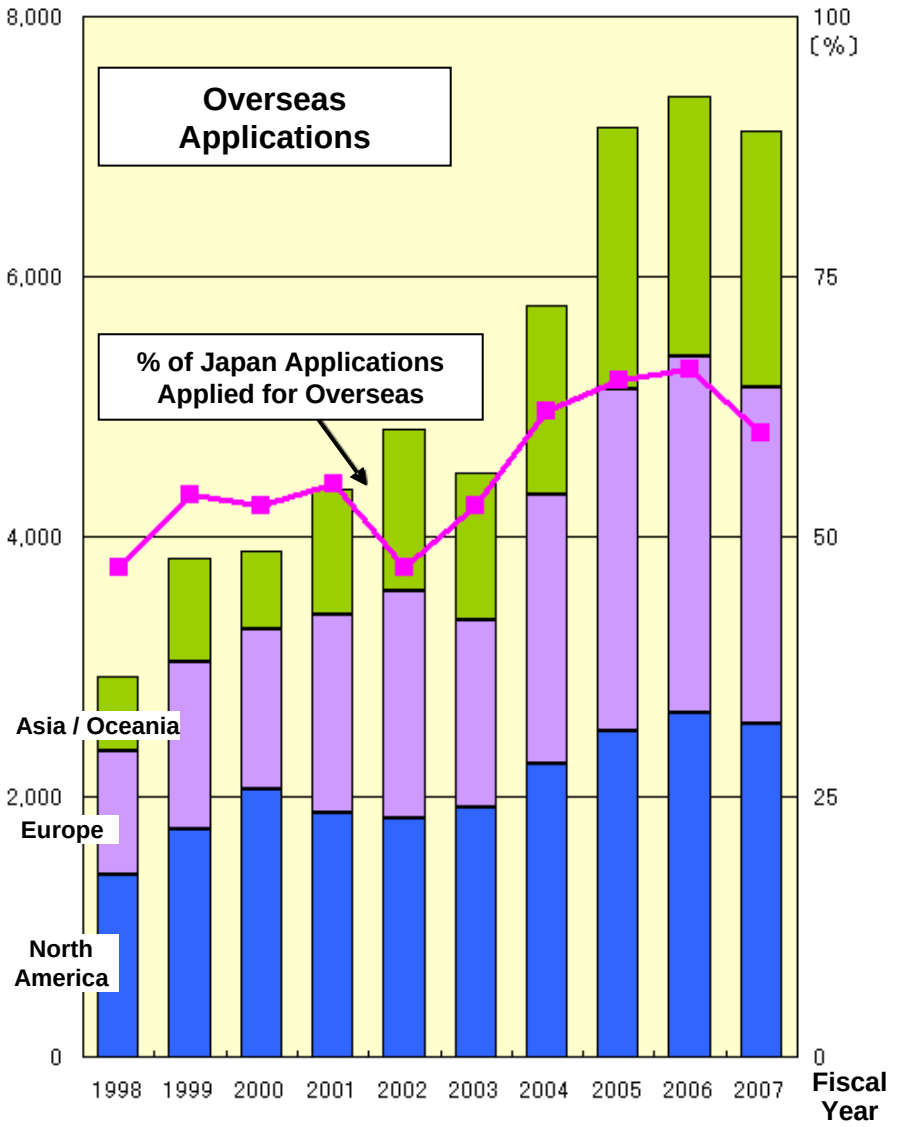



As of March 20, 2008
Source: Fujitsu

# Continuously Strengthening Overseas Portfolio – Supporting Overseas Business –




*** Includes patent applications in Japan based on** Patent Cooperation Treaty




**Source: Fujitsu**

# Patent Position in Japan and US

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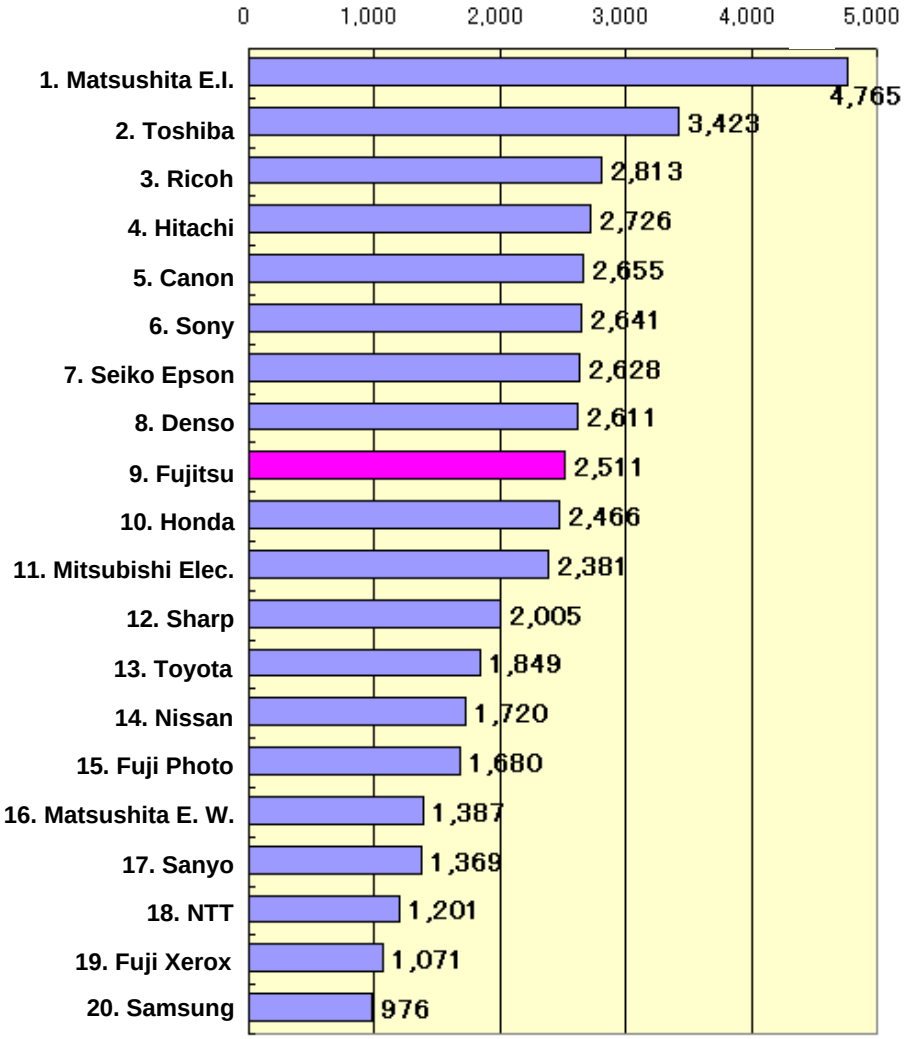
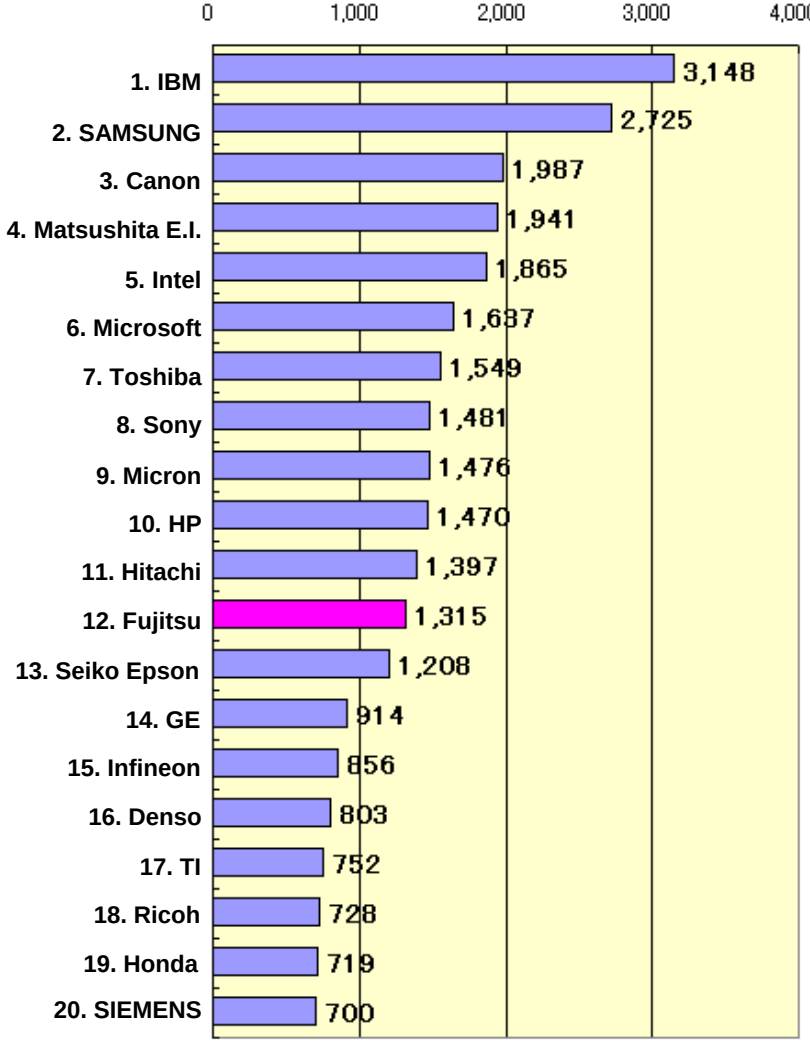
## Top 20 Japan Patent Registrants for 2007




Based on data from Patent Gazettes
Source: Internal research on patent data

## Top 20 US Patent Registrants for 2007




Based on data from Patent Gazettes
Source: IFI CLAIMS Patent Services

# Patent Applications Aligned with Business

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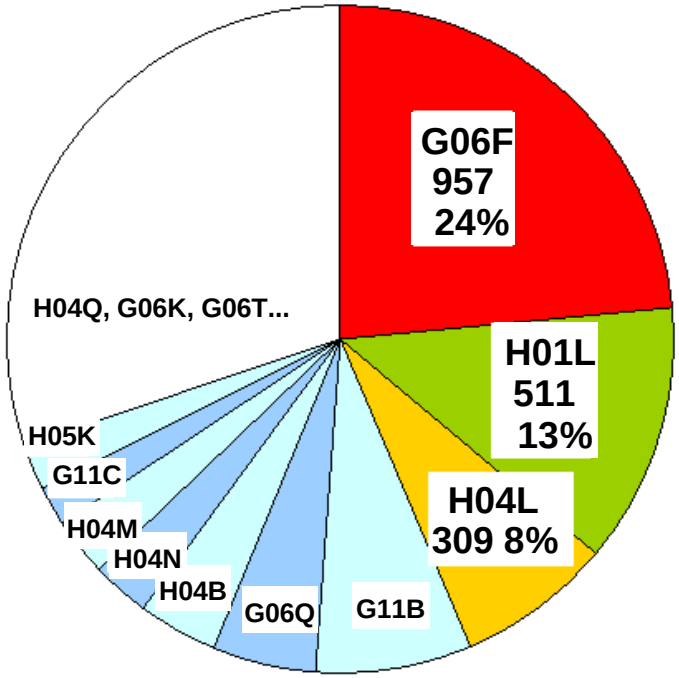
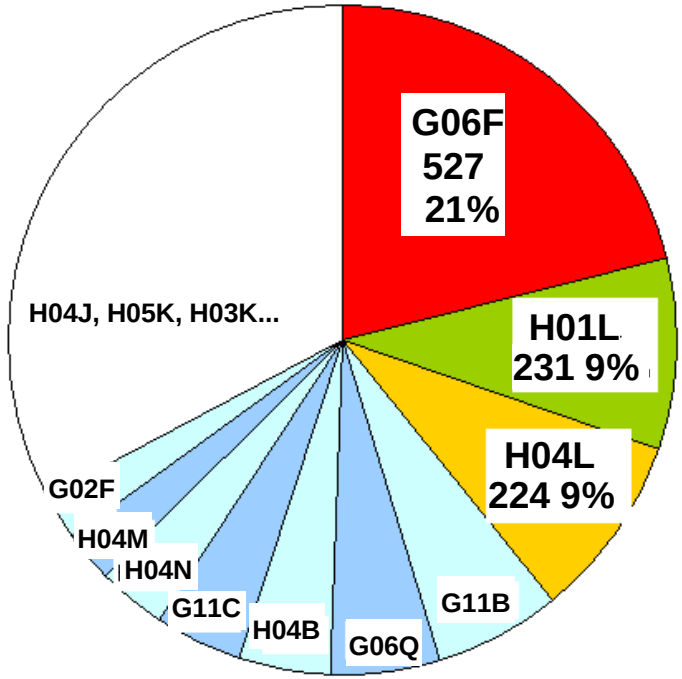
- Breakdown based on Intl Patent Classification (Jan.-Dec. 2007)

**4,069 Published Applications**




**2,511 Registered Patents**




**G06F: Electric Digital Data Processing**

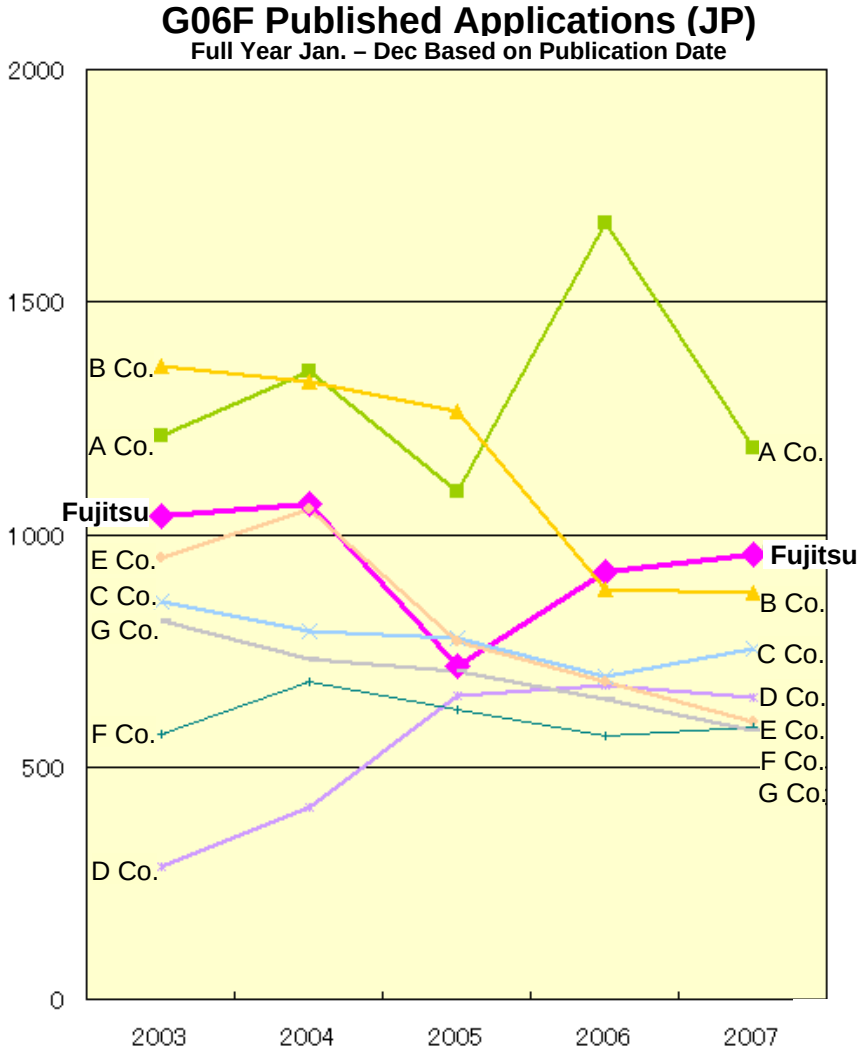
**H01L: Semiconductor Devices; Electric Solid State Devices Not Otherwise Provided For**

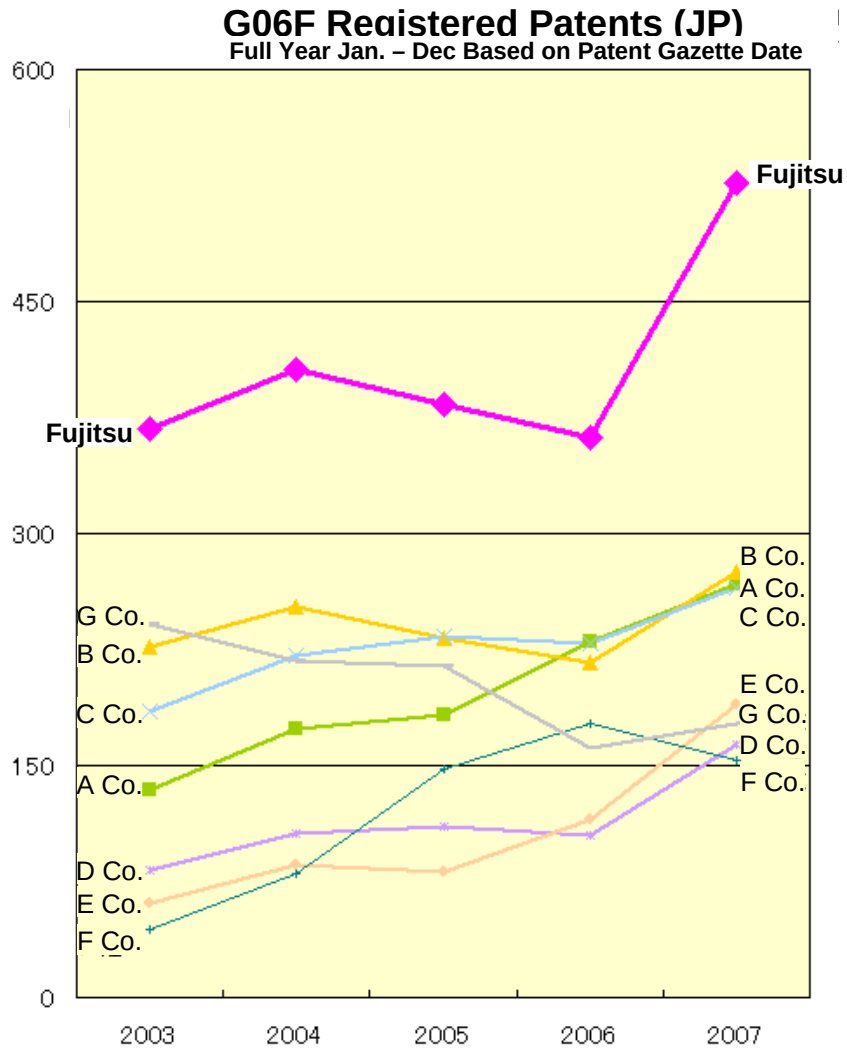
**H04L: Transmission of Digital Information, i. e. Digital Communications (networks)**

*** Excludes patent applications in Japan based on Patent Cooperation Treaty**

**Source: Internal Survey Based on Data from the Japan Patent Office**

# Patent Trends 1 – G06F (Data Processing Related)




*** Comparison against top 7 companies for published applications (besides Fujitsu)**

**G06F: Electric Digital Data Processing**

**Source: Internal survey based on data from the Japan Patent Office**

# Patent Trends 2 – H01L (Electronic Devices Related)

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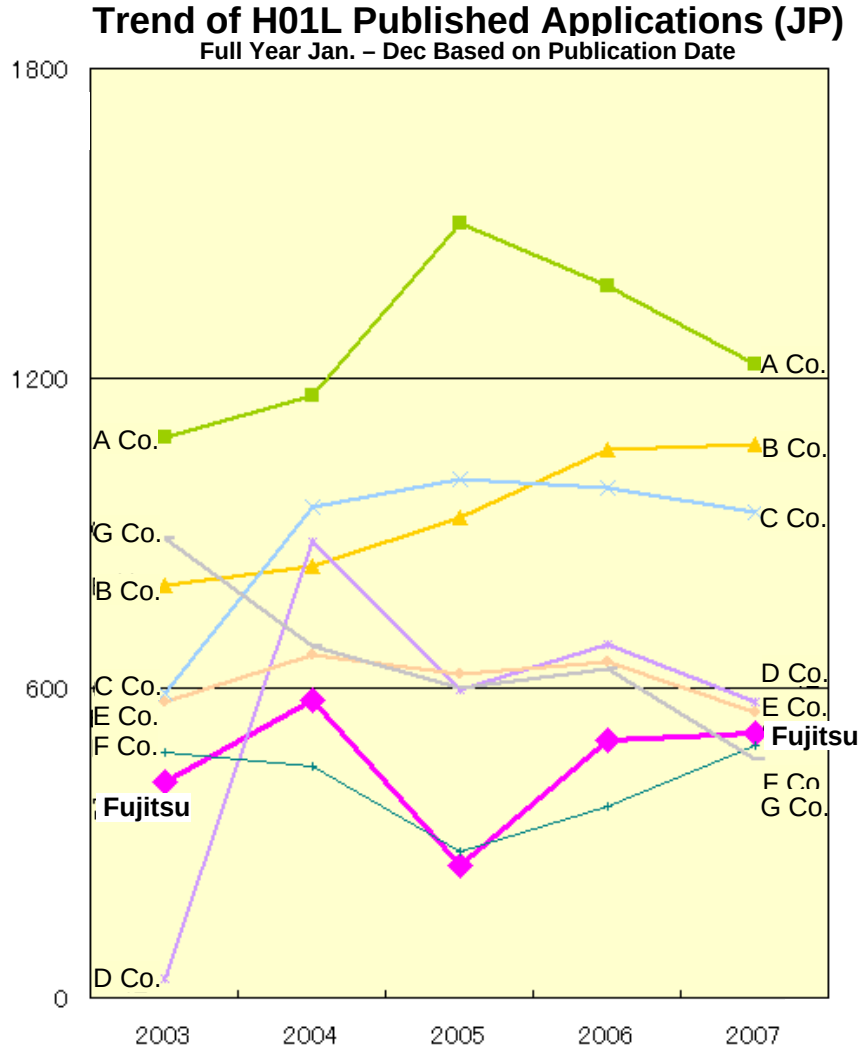


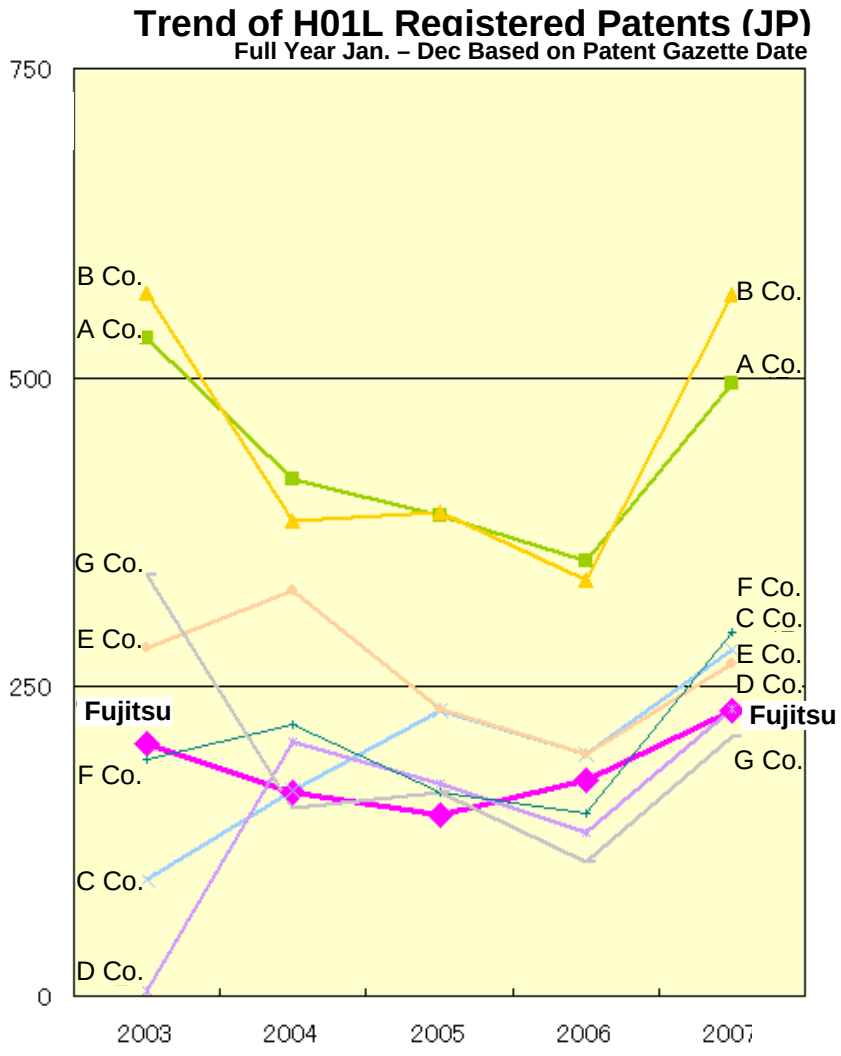


*** Comparison against top 7 companies for published applications (besides Fujitsu)**

**H01L: Semiconductor Devices; Electric Solid State Devices Not Otherwise Provided For**

**Source: Internal survey based on data from the Japan Patent Office**

# Patent Trends 3 – H04L (Networking Related)

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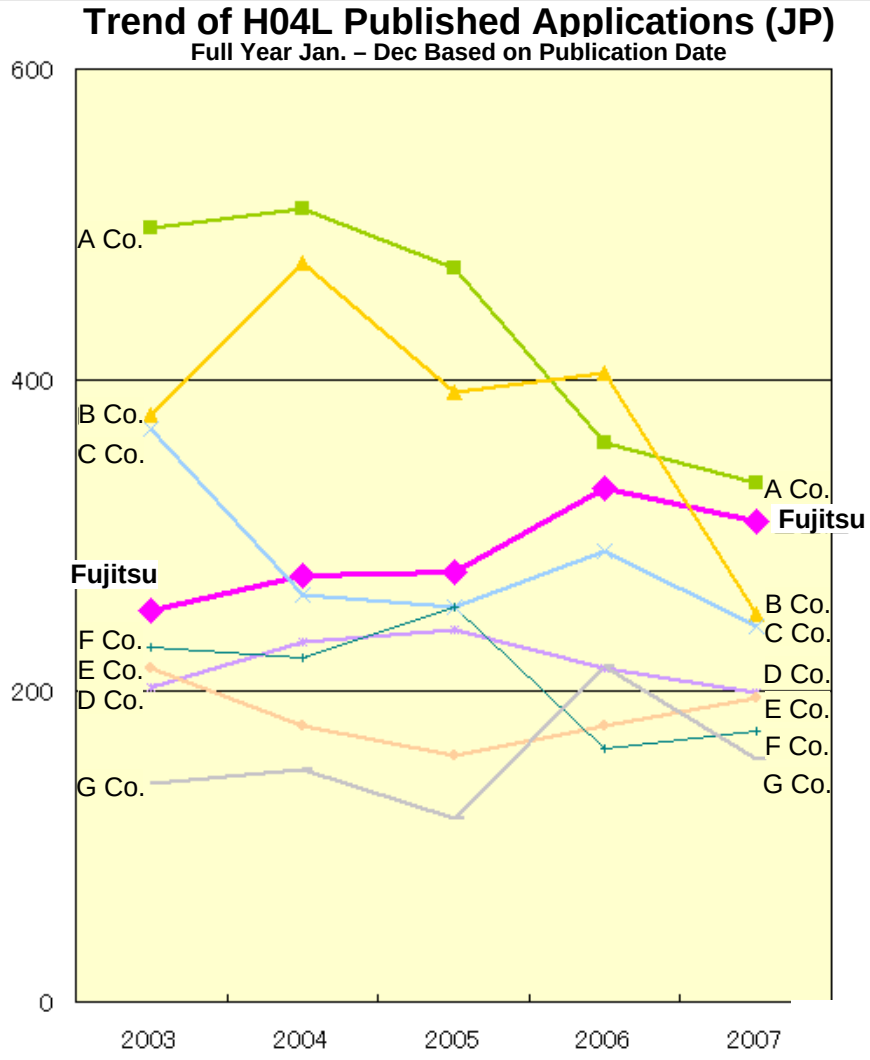


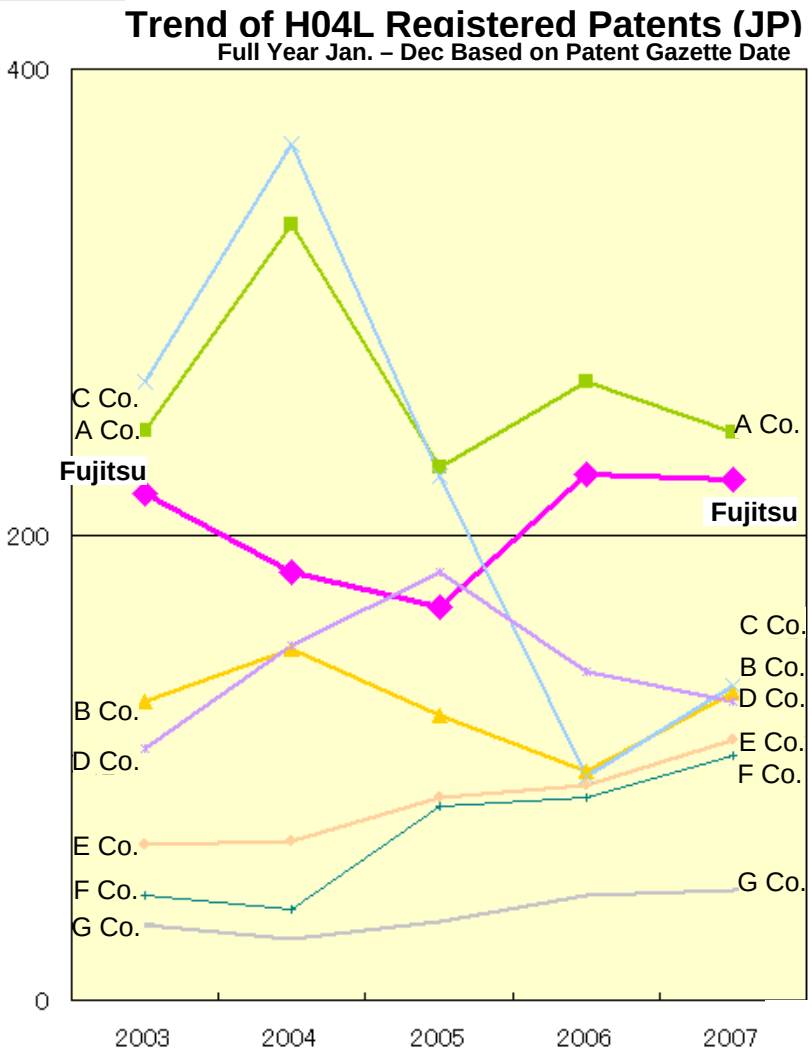


*** Comparison against top 7 companies for published applications (besides Fujitsu)**

**H04L: Transmission of Digital Information**

**Source: Internal survey based on data from the Japan Patent Office**

# Fujitsu Patents by Business Group

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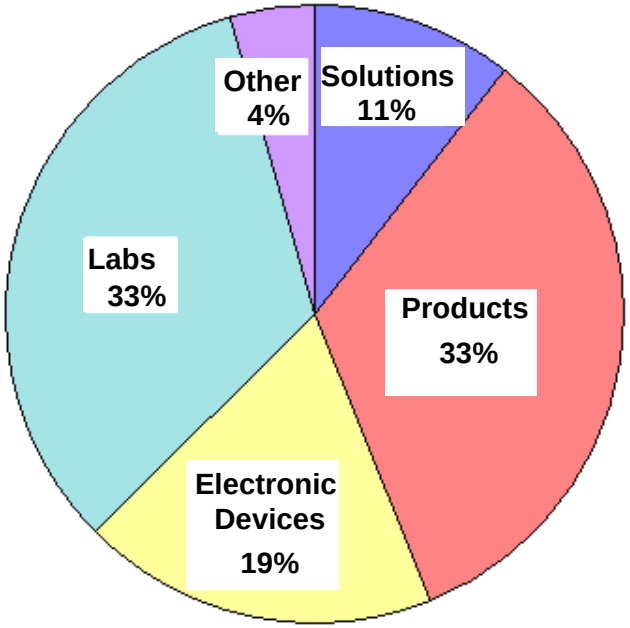
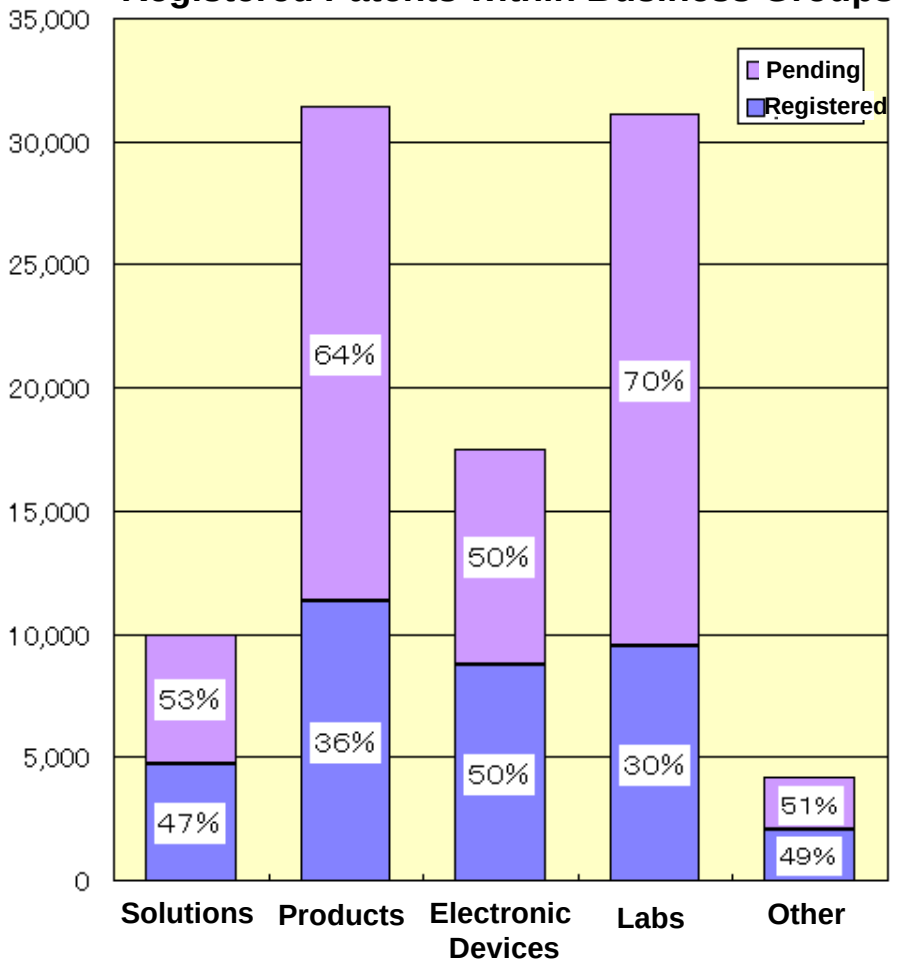
**Composition of Fujitsu Pending Applications & Registered Patents by Business Group**



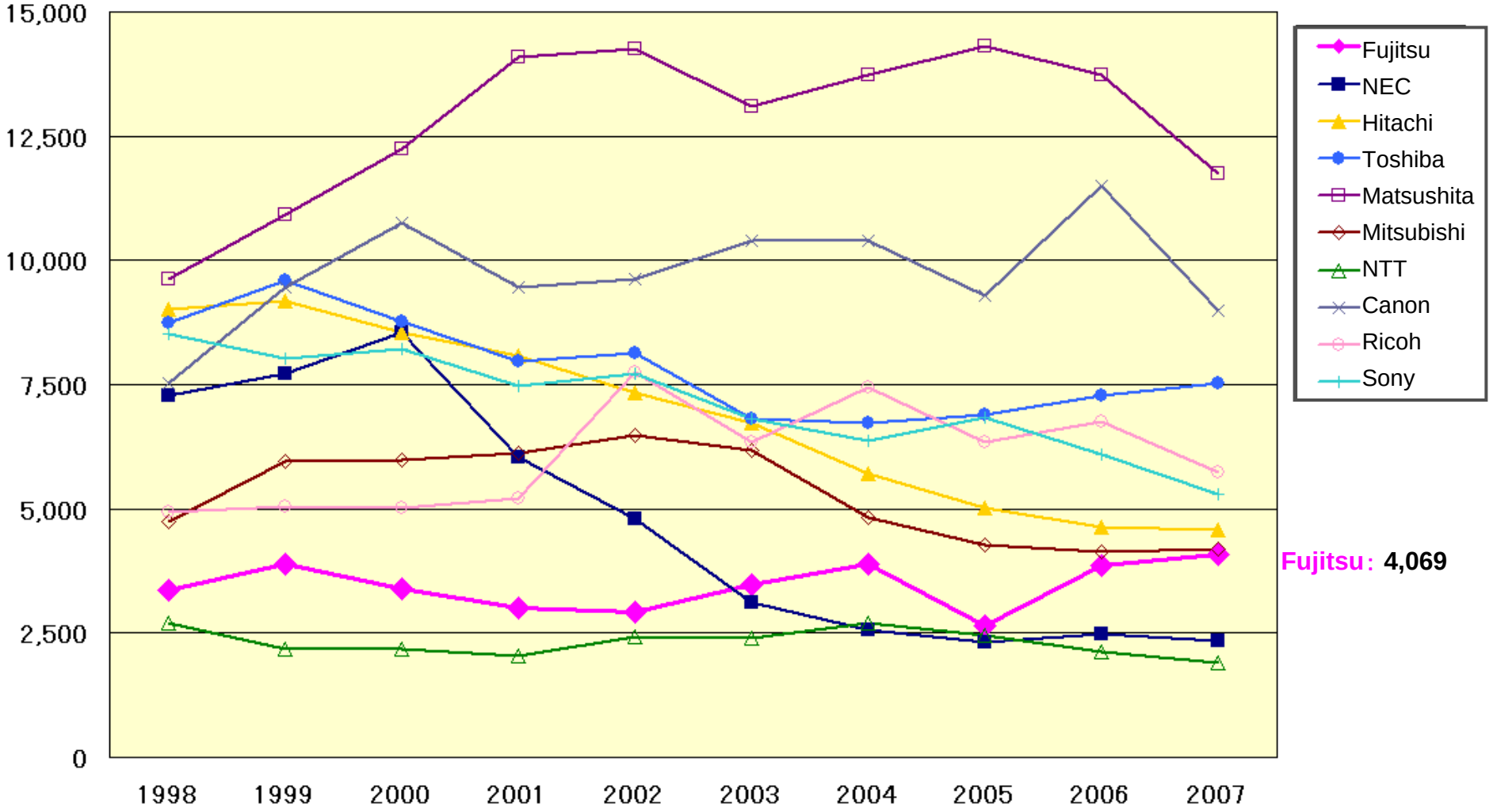

**Ratio of Pending Applications / Registered Patents within Business Groups**




As of March 20, 2008
Source: Fujitsu

# Trend in Published Patent Applications Among Major Companies (Japan)

From January 1 to December 31, based on date of disclosure.




**Fujitsu: 4,069**

**Excludes patent applications in Japan based on Patent Application Treaty**

**Internal survey based on data from the Japan Patent Office**