

shaping  
tomorrow  
with you

# Fujitsu Corporate Profile 2019–20

# 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.

A new approach is required and open innovation is essential to realize digital transformation for our customers. Right now, we are actively shaping the robust ecosystems that our customers, startup companies, academic institutions and partners participate in. Through Digital Co-creation, we will deliver new value for everyone.

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.

**Takahito Tokita**

President and Representative Director  
Fujitsu Limited

---

## 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

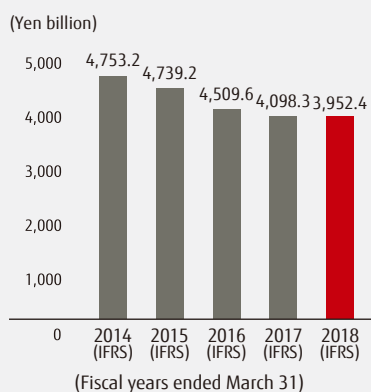
Established June 20, 1935

Capital 324.6 billion yen (as at March 31, 2019)

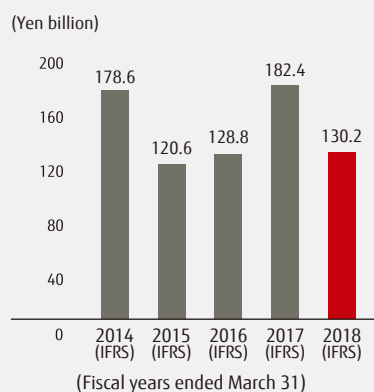
Number of Consolidated Subsidiaries 411 companies (as at May 29, 2019)

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

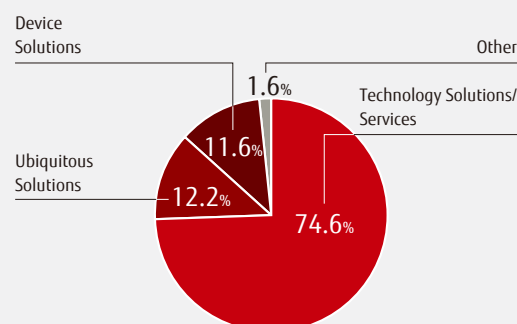
Revenue (Consolidated)



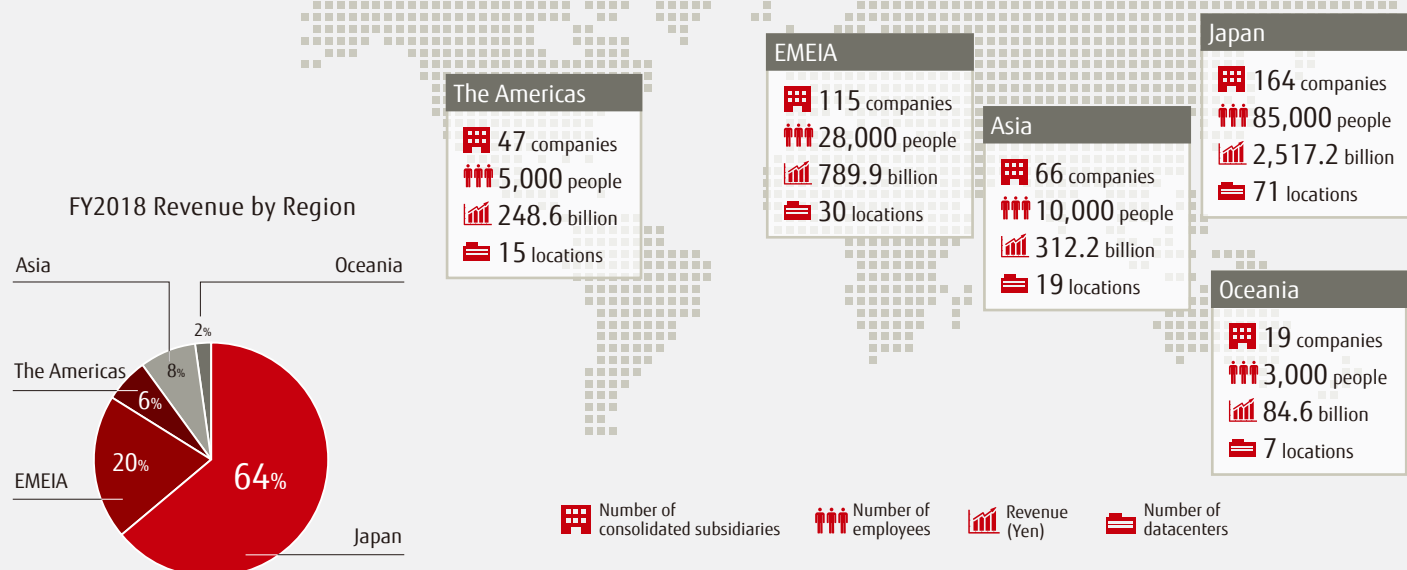
Operating Profit (Consolidated)



FY2018 Revenue by Business Segment



Scale of Global Operations



# Human Centric Innovation Driving a Trusted Future

## A Trusted Society

Digital technology is changing our world at a rapid pace. People and things are connected and globally integrated like never before. However, in exchange for the benefits brought by digital technology, we may have in fact created a chaotic world for ourselves.

In the interlaced complexity of the networked world, many of the traditional structures and institutions that we relied upon are proving inadequate or even breaking down. Governance struggles to keep pace with technology and data continues to grow faster than it can ever possibly be controlled.

In today's complex world, trust has become a big challenge. Rebuilding trust within businesses and society is the central issue to a better future.

As a service oriented company founded on delivering strong digital technologies and as your business partner, Fujitsu wants to co-create trusted businesses and contribute to realizing a sustainable society.







# Customer Stories

---

## Co-creation to open new frontiers inspired by quantum phenomena

**Toray Industries, Inc.**

Toray utilizes Fujitsu's Digital Annealer, a computing architecture inspired by quantum phenomena, to analyze the most stable structure of proteins. It is now possible to rapidly calculate the structure of large proteins and solve combinatorial optimization problems that were previously unable to be computed.



## AI helping to find and monitor hard-to-reach threatened species

**The New South Wales Office of Environment and Heritage**

The New South Wales Department of Environmental Heritage is working with Fujitsu on an endemic species monitoring program to protect endangered animals and plants. By utilizing AI technology to analyze thousands of images taken above vast and rugged terrains, the team has succeeded in detecting endangered plants in unexpected areas.



## Using orbit determination technology to unravel the mysteries of the solar system, earth, and origins of life

**Japan Aerospace Exploration Agency (JAXA)**

Since 1985, the Japan Aerospace Exploration Agency (JAXA) has adopted Fujitsu's orbital determination technology for all solar system exploration projects in Japan. Although determining a probe orbit in deep space beyond the Earth is extremely difficult, Fujitsu continues to improve its accuracy through experience.



## Changing the world of sports with judging support system

**The International Gymnastics Federation (FIG)**

The International Gymnastics Federation is working on the practical use of a scoring support system using Fujitsu's unique 3D sensing technology to capture body movements from a distance. As there is no need to attach additional devices such as sensors to the body, it has become possible to perform fair scoring for gymnastics with fast movement and various types of techniques.



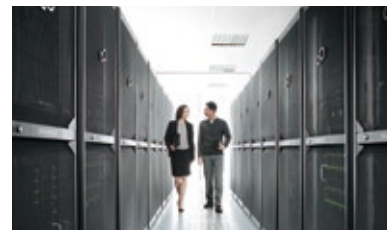


# Business

## 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 data centers, 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



beyond traditional organizational and industry boundaries, this platform delivers digital transformation for customers.

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

### FUJITSU Human Centric AI Zinrai



AI technologies that complement people's lives.

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





# Activities

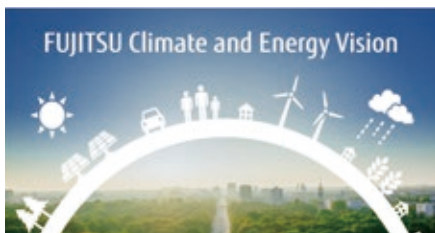
## Global Responsible Business

Given the requirement to enhance the sustainability-focused corporate management, fulfilling corporate social responsibility from a global perspective has become a more important issue. The Fujitsu Group promotes its CSR activities based on the CSR Policy. In order to strive its global effectiveness, we have reviewed material issues across the Group based on materiality analysis, and have established a framework called the “Global Responsible Business” by classifying issues into the eight areas shown on the right.



## 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.



## 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.

## FUJITSU LIMITED

Shiodome City Center, 1-5-2 Higashi-Shimbashi  
Minato-ku, Tokyo 105-7123, Japan  
Tel. +81-3-6252-2220  
<http://www.fujitsu.com/global>

### 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

- This report has been printed using waterless printing, which reduces the amount of harmful materials used and emitted.
- It is printed on FSC® certified paper as designated by the Forest Stewardship Council® in order to help preserve forestry resources.
- Vegetable oil inks that do not include volatile organic compounds are used.

