

# Business Overview

For the fiscal year ended March 31, 2012

Fujitsu delivers total solutions in the field of information and communication technology. Along with multifaceted services provision, our comprehensive business encompasses the development, manufacture, sales and maintenance of the cutting-edge, high-quality products and electronic devices that make these services possible.

## Technology Solutions

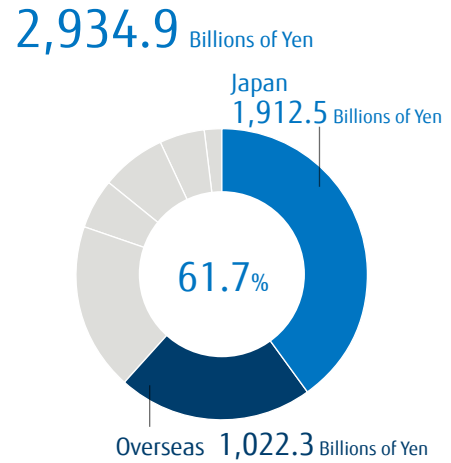


Fujitsu Technology Solutions headquarters in Munich



PRIMERGY RX350 S7 2-way 4U rack server

### Net Sales/Breakdown of Net Sales\*



## Ubiquitous Solutions



ESPRIMO EH30/GT desktop PC has a lightweight body and space-saving design

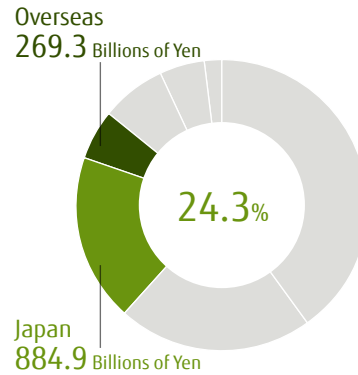


ARROWS Z ISW11F high-spec, WiMAX-enabled, water-resistant smartphone

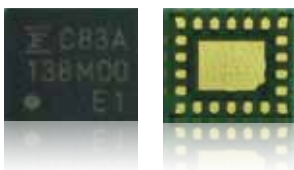


AVN-F01i car navigation systems

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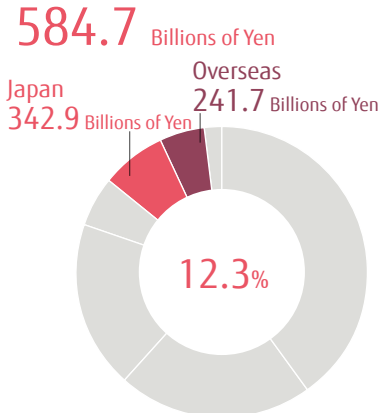
## Device Solutions



MB86C83 multiband power amp for wireless mobile devices



MB86M01 and MB86M02 memory-embedded transcoders compatible with H.264 transcoding



\* Sales include intersegment sales.

## Business Description

### Services

Fujitsu provides solutions/system integration services focused on information system consulting and integration, and infrastructure services centered on outsourcing services (complete information system operation and management).

### System Platforms

Fujitsu offers system products such as servers and storage systems which form the backbone of information systems, along with network products such as mobile phone base stations, optical transmission systems, and other communications infrastructures.

In PCs, Fujitsu is enhancing functionality through smartphone compatibility, energy efficiency, and a fast boot-up feature, and driving the development of tablet PCs. We also have a product lineup in the Japanese market that capitalizes on high domestic standards of quality.

In mobile phones, along with conventional features phones, Fujitsu is developing smartphones and tablet devices under the new ARROWS brand.

In mobilewear, Fujitsu is answering diverse needs through "Connectivity Products," among them intuitively operated car navigation systems that connect with smartphones for a more enjoyable driving experience.

LSI devices and electronic components comprise Fujitsu's Device Solutions. Fujitsu Semiconductor\*, the Fujitsu Group's operating company in semiconductors, provides LSI devices found in products such as digital home appliances, automobiles, mobile phones, and servers. Meanwhile, publicly listed consolidated subsidiaries such as 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.

## Main Products & Services

### Services

#### Solutions/SI

System integration (system construction, business applications), consulting, front-end technologies (ATMs, POS systems, etc.)

#### Infrastructure Services

Outsourcing services (datacenters, ICT operation/management, SaaS, application operation/management, business process outsourcing, etc.), network services (business networks, distribution of Internet/mobile content), system support services (maintenance and surveillance services for information systems and networks), security solutions (installation of information systems and networks)

### System Platforms

#### System Products

Full range of servers (mainframe, UNIX, mission-critical x86 and other x86 servers), storage systems, various types of software (operating system, middleware)

#### Network Products

Network management systems, optical transmission systems, mobile phone base stations

### PCs/Mobile Phones

PCs, mobile phones

### Mobilewear

Car audio and navigation systems, mobile communication equipment, automotive electronics

### LSI Devices

LSI Devices

### Electronic Components

Semiconductor packages, batteries, structural components (relays, connectors, etc.), optical transceiver modules, printed circuit boards

## Main Companies

- Fujitsu Frontech Limited
- Fujitsu Telecom Networks Limited
- Fujitsu IT Products Ltd.
- Fujitsu Broad Solution & Consulting Inc.
- Fujitsu Marketing Limited
- Fujitsu System Solutions Limited\*
- Fujitsu FIP Corporation
- NIFTY Corporation
- Fujitsu FSAS Inc.
- PFU Limited
- Fujitsu Network Communications, Inc.
- Fujitsu Services Holdings PLC
- Fujitsu America, Inc.
- Fujitsu Australia Limited
- Fujitsu Technology Solutions (Holding) B.V., others

\* On April 1, 2012, Fujitsu System Solutions Limited absorbed three consolidated subsidiaries of Fujitsu in eastern Japan and changed its name to Fujitsu Systems East Limited.

- Shimane Fujitsu Limited
- Fujitsu Isotec Limited
- Fujitsu Mobile-phone Products Limited
- Fujitsu Toshiba Mobile Communications Limited\*
- Fujitsu Peripherals Limited.
- Fujitsu TEN Limited
- Fujitsu Personal System Limited
- Fujitsu Technology Solutions (Holding) B.V., others

\* On April 1, 2012, Fujitsu Toshiba Mobile Communications Limited became a wholly owned consolidated subsidiary of Fujitsu and changed its name to Fujitsu Mobile Communications Limited.

- Fujitsu Semiconductor Limited
- Shinko Electric Industries Co., Ltd.
- FDK Corporation
- Fujitsu Component Limited
- Fujitsu Electronics Inc., others