

FUJITSU AT A GLANCE

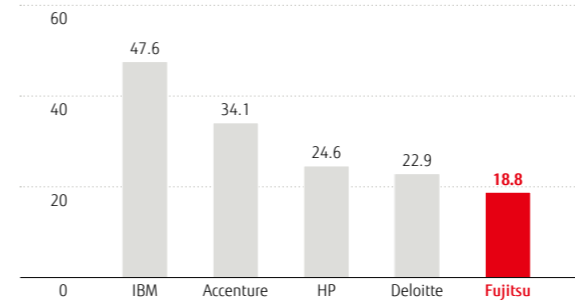
The Fujitsu Group has established a global service structure with operations in more than 180 countries around the world.

Fujitsu's IT services business ranks top by market share in Japan and fifth worldwide, a record that reflects our outstanding technologies and long track record in building large-scale, cutting-edge systems.

Fujitsu's Position in the IT Services Market

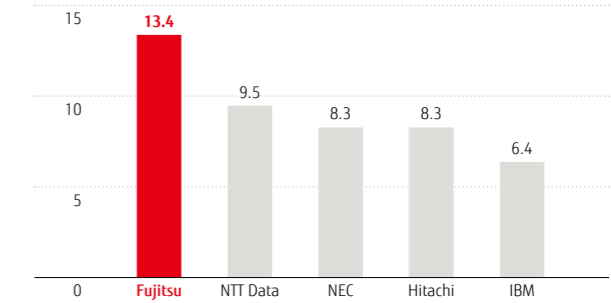
GLOBAL IT SERVICES SALES IN 2016

(Billions of US dollars)



JAPAN IT SERVICES SALES IN 2016

(Billions of US dollars)



Source: Gartner, "Market Share: IT Services 2016," April 19, 2017, vendor revenue-based. Chart created by Fujitsu based on Gartner data

IT Services: Market Share in Japan

Fujitsu has an abundant track record in delivering IT systems tailored to customers' business operations and specific needs. We pride ourselves on high shares of IT services markets across a wide industry spectrum. A key Fujitsu strength is the ability to understand customers' business objectives and challenges and to together drive innovation forward. We enhance value for customers by honing specialist knowledge and expertise cultivated over many years through applying leading-edge digital technologies.

2016 MARKET SHARE BY CUSTOMER INDUSTRY (TOTAL VALUE OF EACH MARKET)

Finance (Bank and securities / Insurance)
¥2,920.8 billion



Manufacturing
¥2,717.0 billion



Distribution (Retail / Wholesale / Transport)
¥1,521.3 billion



Communications / Media / Services
¥1,737.0 billion



Public (Electricity and gas / Medical services / Education)
¥588.9 billion

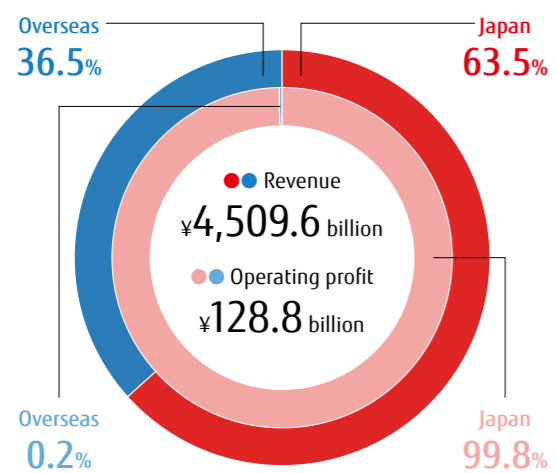


Public sector
¥1,551.3 billion



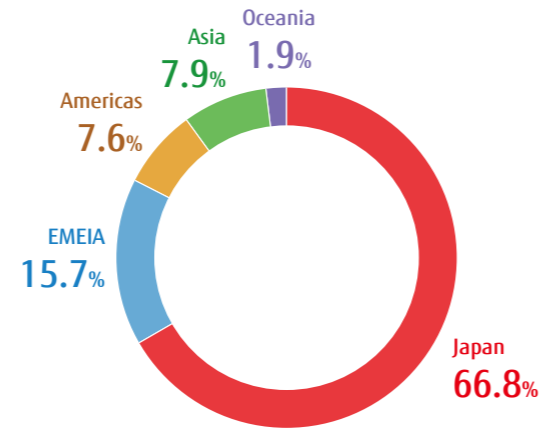
Source: Gartner, "Market Share: IT Services 2016," April 19, 2017, vendor revenue-based. Chart created by Fujitsu based on Gartner data. Calculations performed by Fujitsu

Revenue / Operating Profit (Year ended March 31, 2017)



Note: Percentage of operating profit is calculated after excluding elimination and corporate.

Breakdown of Revenue by Region (Year ended March 31, 2017)



Note: Percentage of revenue is calculated after excluding elimination and corporate.

Global Presence

