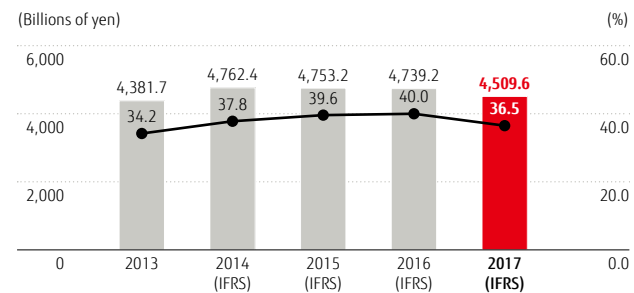


# FINANCIAL HIGHLIGHTS

Fujitsu Limited and Consolidated Subsidiaries  
 The Fujitsu Group adopted International Financial Reporting Standards (IFRS) in fiscal 2014.

## NET SALES (REVENUE) AND PERCENTAGE OF SALES OUTSIDE JAPAN

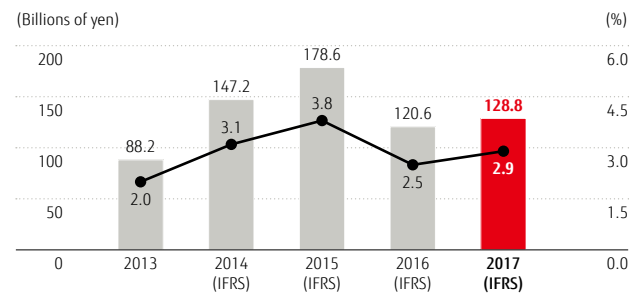


(Billions of yen) (Fiscal years ended March 31)  
 ■ Net sales (revenue) (left scale) — Percentage of sales outside Japan (right scale)

**Percentage of sales outside Japan -3.5 percentage points** Down

Net sales decreased 4.8% year on year. Due to exchange rates, the percentage of sales outside Japan decreased 3.5 percentage points year on year, to 36.5%.

## OPERATING PROFIT AND OPERATING PROFIT MARGIN

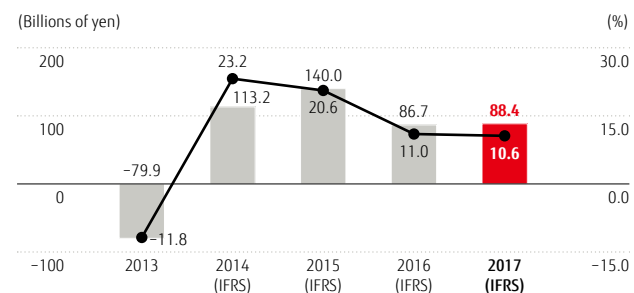


(Billions of yen) (Fiscal years ended March 31)  
 ■ Operating profit (left scale) — Operating profit margin (right scale)

**Operating profit margin +0.4 of a percentage point** Up

Despite the posting of business model transformation expenses, operating profit margin improved 0.4 of a percentage point year on year mainly due to Ubiquitous Solutions.

## NET PROFIT (LOSS) (PROFIT (LOSS) ATTRIBUTABLE TO OWNERS OF THE PARENT) AND ROE

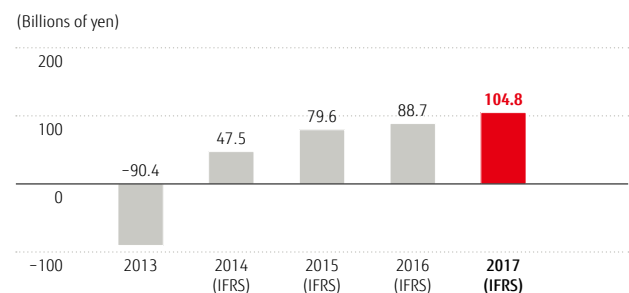


(Billions of yen) (Fiscal years ended March 31)  
 ■ Net profit (loss) (profit (loss) attributable to owners of the parent) (left scale) — ROE (right scale)

**Profit attributable to owners of the parent +¥1.7 billion** Up

Profit attributable to owners of the parent increased ¥1.7 billion year on year as improvements in operating profit and net financial expenses compensated for a decline in income from investments accounted for using the equity method, net.

## FREE CASH FLOW

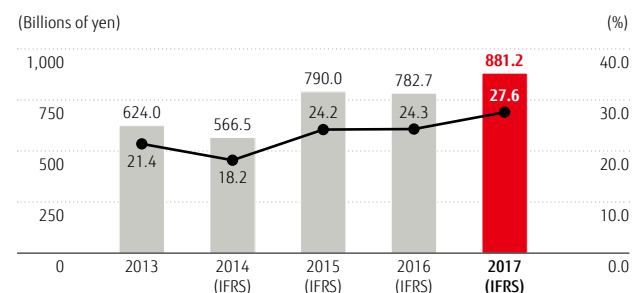


(Billions of yen) (Fiscal years ended March 31)

**Free cash flow +¥16.0 billion** Up

Free cash flow rose ¥16.0 billion year on year due to proceeds from the transfer of shares of NIFTY Corporation (date of receipt of transfer proceeds: March 31, 2017; date of contractual share transfer: April 1, 2017).

## OWNERS' EQUITY (EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT) AND OWNERS' EQUITY RATIO (EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT RATIO)

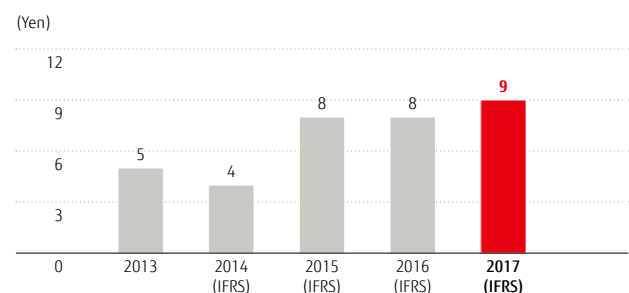


(As of March 31)  
 ■ Owners' equity (equity attributable to owners of the parent) (left scale)  
 — Owners' equity ratio (equity attributable to owners of the parent ratio) (right scale)

**Equity attributable to owners of the parent ratio +3.3 percentage points** Up

Equity attributable to owners of the parent ratio increased 3.3 percentage points from the previous fiscal year-end due to recognition of net profit and improvement in the funded status of defined benefit plans, primarily in Japan.

## DIVIDENDS PER SHARE OF COMMON STOCK



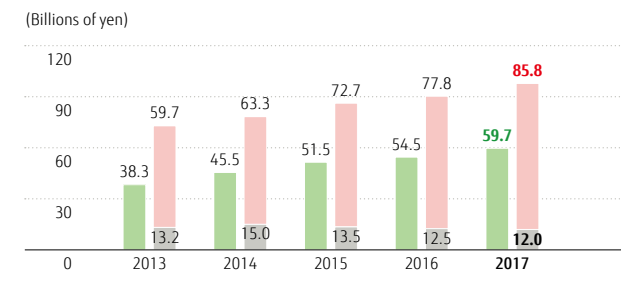
(Yen) (Fiscal years ended March 31)

**Dividends per share of common stock +¥1** Up

Fujitsu paid an interim dividend of ¥4 per share. However, in light of comprehensive consideration of its full-year results, financial position, and business conditions going forward, the Company increased the year-end dividend from ¥4 per share to ¥5 per share, giving an annual dividend of ¥9 per share.

# ENVIRONMENT, SOCIETY, AND GOVERNANCE HIGHLIGHTS

## ENVIRONMENTAL ACCOUNTING (COSTS AND FINANCIAL EFFECT)

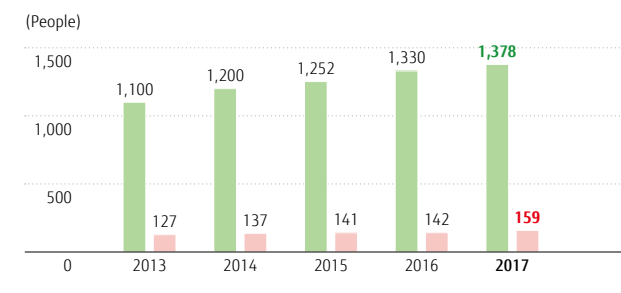


(Billions of yen) (Fiscal years ended March 31)  
 ■ Costs ■ Actual effect ■ Estimated effect

Aggregate results for fiscal 2016 show year-on-year increases of 9.5% in costs, to ¥59.7 billion, and 8.3% in financial effect, to ¥97.8 billion.

Note: The scope of aggregation is Fujitsu Limited and major consolidated subsidiaries in Japan and overseas. With respect to the target organizations, please see *Fujitsu Group Environmental Report 2017*.  
<http://www.fujitsu.com/global/about/resources/reports/sustainabilityreport/2017-environmentalreport/>

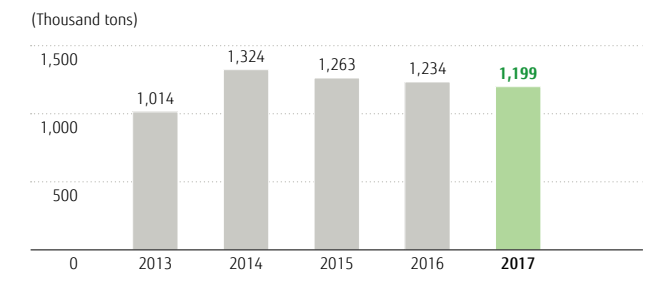
## EMPLOYEES WITH INFORMATION SECURITY AUDITOR TRAINING AND JASA-CERTIFIED AUDITORS (CUMULATIVE TOTAL)



(People) (Fiscal years ended March 31)  
 ■ Employees with information security auditor training (cumulative total) ■ JASA-certified auditors (cumulative total)

We have been offering information security auditor training to heighten the quality of information security audits in each organization. Also, we have been encouraging employees to acquire auditor qualifications certified by Japan Information Security Audit Association (JASA). Consequently, we boast the largest number of JASA-certified auditors in Japan.  
 Note: The scope of aggregation is Fujitsu Limited and Group companies in Japan.

## TRENDS IN TOTAL GREENHOUSE GAS EMISSIONS

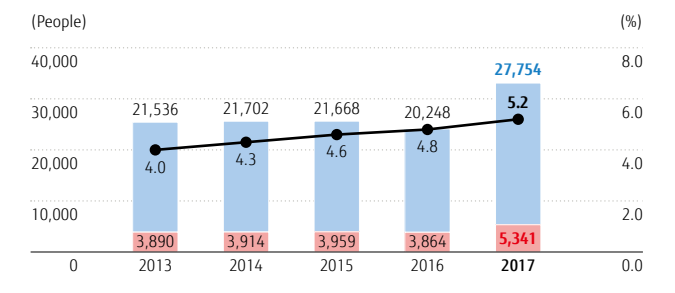


(Thousand tons) (Fiscal years ended March 31)

As of the end of fiscal 2016, the Fujitsu Group's total greenhouse gas emissions on a global basis were 9.4% lower than the fiscal 2013 year-end level.

Notes: 1. The scope of aggregation is Fujitsu Limited and Group companies in Japan and overseas.  
 2. CO<sub>2</sub> conversion factor has changed since fiscal 2013. CO<sub>2</sub> emissions have been calculated with a fixed value of 0.407 tons of CO<sub>2</sub> per MWh for fiscal 2012, a fixed value of 0.570 tons of CO<sub>2</sub> per MWh from fiscal 2013 to fiscal 2015, and a fixed value of 0.534 tons of CO<sub>2</sub> per MWh for fiscal 2016.

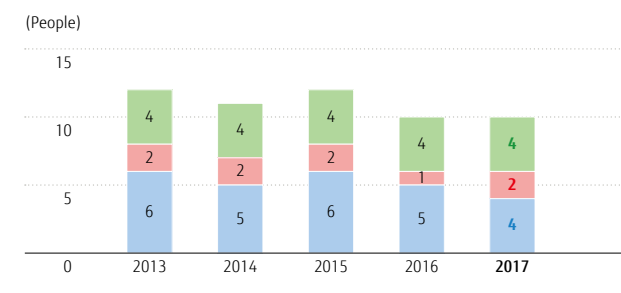
## NUMBERS OF MALE AND FEMALE EMPLOYEES AND PERCENTAGE OF FEMALE MANAGERS



(People) (Fiscal years ended March 31)  
 ■ Female ■ Male — Percentage of female managers

We are proceeding with selective training for female employees and other initiatives with a view to having women account for 20% of employees and 20% of newly appointed managers by fiscal 2020.  
 Note: The scope of aggregation is Fujitsu Limited.

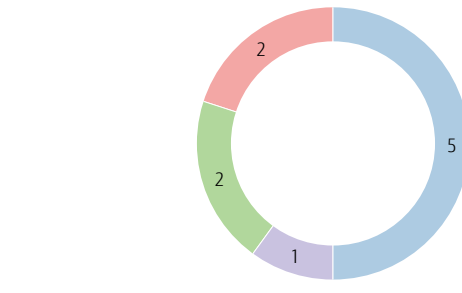
## EXECUTIVE DIRECTORS, NON-EXECUTIVE DIRECTORS, AND EXTERNAL DIRECTORS



(As of June 30)  
 ■ Executive directors ■ Non-executive directors ■ External directors

We are strengthening oversight by appointing external directors actively. Four of 10 directors were external directors as of June 30, 2017.

## DIVERSITY OF THE BOARD OF DIRECTORS



(As of June 26, 2017)  
 ■ Internal Japanese males ■ Internal British male  
 ■ External Japanese males ■ External Japanese females

We are promoting lively discussions and enhancing objectivity by ensuring the diversity of the Board of Directors. As of June 26, 2017, the 10 members of the Board of Directors included one British male director and four external directors, two of whom are women.