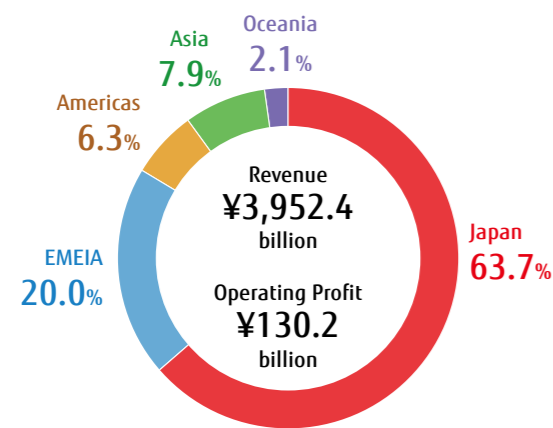# FUJITSU AT A GLANCE

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 in the top tier worldwide, a record that reflects our outstanding technologies and long track record in building large-scale, cutting-edge systems.

Fujitsu delivers total solutions in the field of information and communication technology (ICT). Along with the provision of a broad array of services, our comprehensive business encompasses the development, manufacturing, sales, and maintenance of cutting-edge, high-quality, and high-performance products and electronic devices that make these services possible.
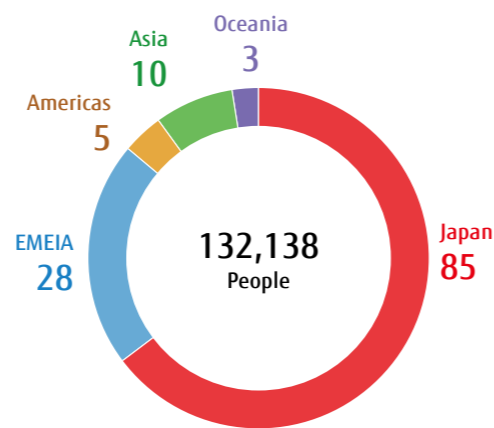
Revenue by Region
(Year ended March 31, 2019)

Oceania 2.1%
Asia 7.9%
Americas 6.3%
EMEIA 20.0%
Japan 63.7%

Revenue
¥3,952.4 billion

Operating Profit
¥130.2 billion

Consolidated Number of Employees
(As of March 31, 2019)

(Thousands of people)

Oceania 3
Asia 10
Americas 5
EMEIA 28
Japan 85

132,138
People

Business Segments

Technology Solutions

Major products and services

Services

Solutions / SI
- System integration (system construction, business applications, etc.)
- Consulting
- Front-end technologies (ATMs, POS systems, etc.)
- System integration (system construction, business applications, etc.)
- Consulting
- Front-end technologies (ATMs, POS systems, etc.)

Infrastructure Services
- Outsourcing services (datacenters, ICT operation/management, application operation/management, business process outsourcing, etc.)
- Cloud services (IaaS, PaaS, SaaS, etc.)
- Network services (business networks, etc.)
- 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

Ubiquitous Solutions

Major products and services
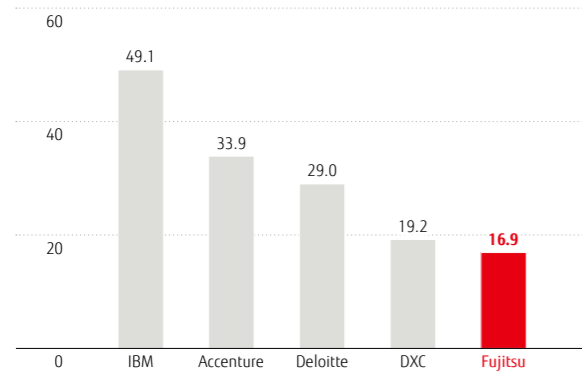
- PCs

Device Solutions

Major products and services

- LSI devices
- Electronic components (semiconductor packages, batteries, etc.)
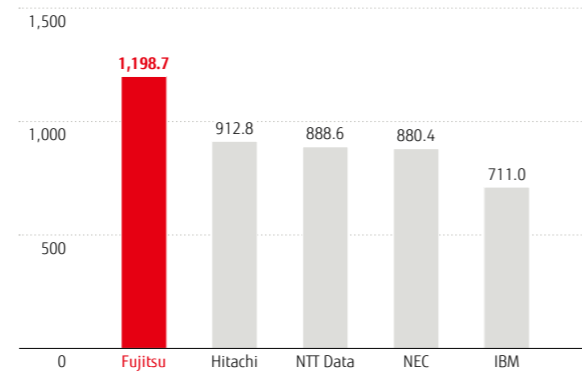
Fujitsu's Position in the IT Services Market

Global IT Services Revenue

(Billions of US dollars)

IBM	49.1
Accenture	33.9
Deloitte	29.0
DXC	19.2
Fujitsu	16.9

Japan IT Services Revenue

(Billions of yen)

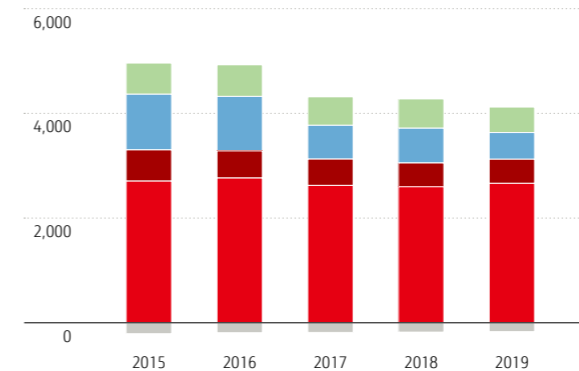|	
Fujitsu	1,198.7
Hitachi	912.8
NTT Data	888.6
NEC	880.4
IBM	711.0

Notes:
- Revenue estimate using calendar year, based on IDC's services market definition. US dollar basis
- Ranking by vendors' revenue in 2017
- Based on *Worldwide Services Market Shares, 2017: 2017 Services Vendor Results Reveal the Best Growth in a Decade*, IDC#US42657518, published July 2018; and *Japan IT Services Market Share, 2017: Top Tier Vendors' Shares Decrease Gradually*, IDC# JPJ42857618, published July 2018

Source: IDC Japan, December 2018

Note:
- Consolidated revenue estimate of 2018 using calendar year, based on IDC's services market definition

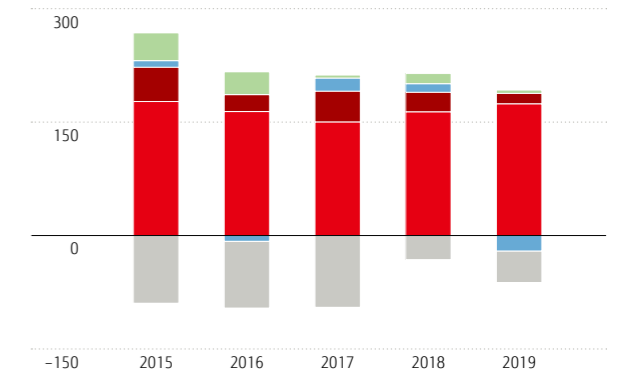Source: IDC Japan, June 2019

Performance by Segment

Revenue

(Billions of yen)

2015 2016 2017 2018 2019

Operating Profit

(Billions of yen)

2015 2016 2017 2018 2019

Note: Includes intersegment sales

■ Technology Solutions (Services)　■ Technology Solutions (System Platforms)
■ Ubiquitous Solutions　■ Device Solutions　■ Other/Elimination and Corporate

LETTER FROM THE MANAGEMENT　FUJITSU GROUP OVERVIEW　SPECIAL FEATURE: MANAGEMENT DIRECTION　CORPORATE GOVERNANCE　SUSTAINABILITY MANAGEMENT　REVIEW OF OPERATIONS