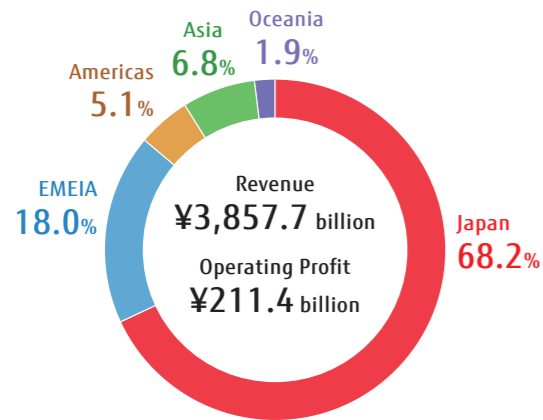


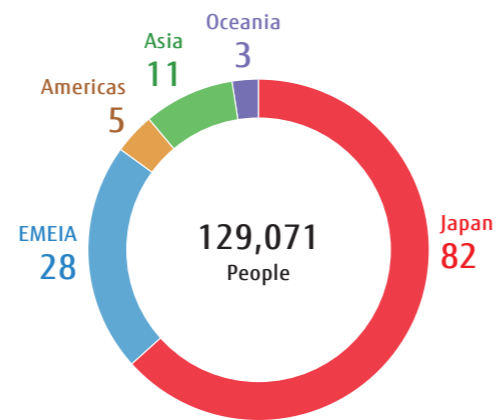
# FUJITSU AT A GLANCE

The Fujitsu Group has established a global service structure with operations in six regions including Japan. 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.

Revenue by Region (Year ended March 31, 2020)

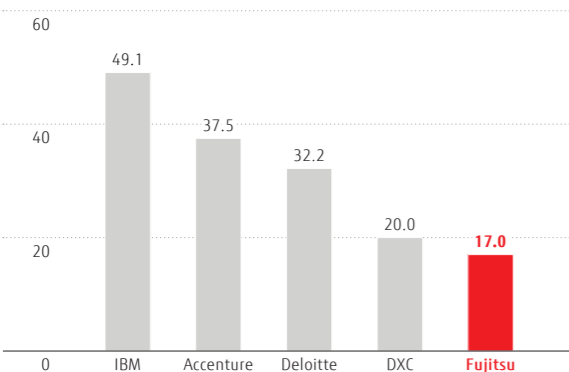


Consolidated Number of Employees (As of March 31, 2020)



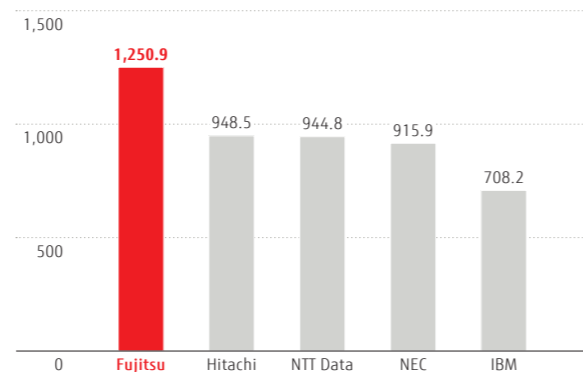
## Fujitsu's Position in the IT Services Market

Global Services Revenue (Billions of US dollars)



Notes: 1. Revenue estimate using calendar year, based on IDC's services market definition. US dollar basis  
2. Ranking by vendors' revenue in 2018  
Source: IDC, "Worldwide Services Market Shares, 2018: The Services Market Expansion Continues," July 2019 (IDC #US44800719)

Japan IT Services Revenue (Billions of yen)



Note: Consolidated revenue estimate of 2018 using calendar year, based on IDC's services market definition  
Source: IDC Japan, June 2020 (JPI45134120)

## Business Segments

### Technology Solutions

Main Products/Services/Regions

#### Solutions/Services

- System integration (system implementation, business application services, etc.)
- Consulting
- Outsourcing services (datacenter services, ICT managed services, application managed services, business process outsourcing, etc.)
- Cloud services (IaaS, PaaS, SaaS, etc.)
- Network services (business networks, etc.)
- System support services (ICT system and network maintenance and monitoring services, etc.)
- Security solutions
- Software (middleware)

### System Platforms

#### System Products

- Servers (mainframes, UNIX servers, mission critical IA servers, PC servers)
- Storage systems
- Front end technology (ATMs, POS systems, etc.)
- Software (OS)
- Automotive control units and in-vehicle information systems

#### Network Products

- Network management systems
- Optical transmission systems
- Mobile base stations

### International Regions Excluding Japan

- Solutions/Services delivery and System Products sales in regions outside Japan

### Technology Solutions (Common)

- Common expenses related to Technology Solutions (basic research and development expenses and others)
- Elimination of sales/profit/loss between subsegments
- Corporate subsidiaries

### Ubiquitous Solutions

Main Products/Services

- PCs

### Device Solutions

Main Products/Services

- Electronic components (semiconductor packages, batteries, etc.)

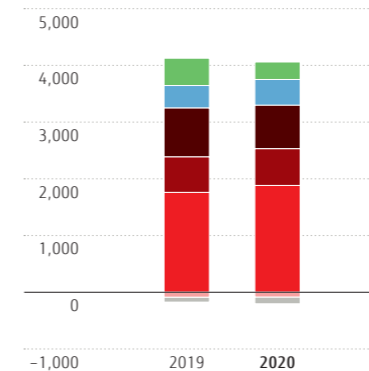
### Intersegment Elimination

- Elimination of intersegment sales

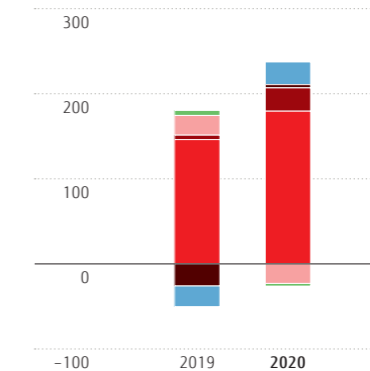
Note: New business segments, applied from the fiscal year ending March 31, 2021. Graphs shown below are presented based on the new segments. For further details on segment changes, see page 37.

## Performance by Segment

Revenue (Billions of yen)



Operating Profit (Billions of yen)



Technology Solutions (Year on year)

- Revenue: Up 1.6%
- Operating Profit: Up 26.3%
- Operating Profit Margin: Up 1.1 percentage points

Legend: Technology Solutions (Solutions/Services), Technology Solutions (System Platforms), Technology Solutions (International Regions), Technology Solutions (Common), Ubiquitous Solutions, Device Solutions, Intersegment Elimination