HIGHLIGHTS BY SEGMENT

Fujitsu Limited and Consolidated Subsidiaries
Information presented under old segments through to the fiscal year ended March 31, 2020

Fiscal 2019 Highlights

Technology Solutions

Services

Revenue
For the second consecutive fiscal year, solutions and system integration business posted record revenue thanks to favorable performances not only in the manufacturing and distribution industries but also in the public sector, centered on national government agencies, local governments, and healthcare services. Infrastructure services business recorded a decline in revenue as firm revenue from outsourcing and other monthly fee services in Japan was unable to fully offset negative factors. These factors included the absence of the previous fiscal year's major business agreements on infrastructure construction, yen appreciation, lackluster sales in North America, and withdrawal from European countries where businesses were underperforming. Overall revenue from the services business was largely unchanged year on year. If the effect of foreign exchange rates is excluded, however, the revenue of the business grew 1.5%.

Operating Profit
Operating profit increased significantly year on year because recognition of North American business restructuring expenses as business model transformation expenses was more than compensated for by the actual business in Japan realizing increased revenue from solutions and system integration and by improved profitability in infrastructure services, which was attributable to lower-cost maintenance components and standardization of management support operations.

System Platforms

Revenue
Sales rose thanks to an increase in mainframe-related business agreements in the system products business and the commencement of shipments of next-generation supercomputer Fugaku. In the network products business, sales grew, reflecting the beginning of delivery of 5G base stations and an increase in business agreements on the reinforcement of optical fiber networks in preparation for the expansion of 5G.

Operating Profit
Although expenses for the consolidation of factories in Japan were recognized as business model transformation expenses, the product mix improved as a consequence of a rise in mainframe-related business agreements in the system products business, while cost reductions stemmed from lower-priced key devices. Other contributions to profits included higher revenue from the network products business and progress in increasing efficiency in relation to operating expenses.

Ubiquitous Solutions

Revenue
In Japan, revenue rose steeply on demand driven by workstyle reform, demand associated with a consumption tax hike, and continued replacement demand arising from the end of the Windows 7 support period. Overseas, revenue declined due to further appreciation of the yen against the euro.

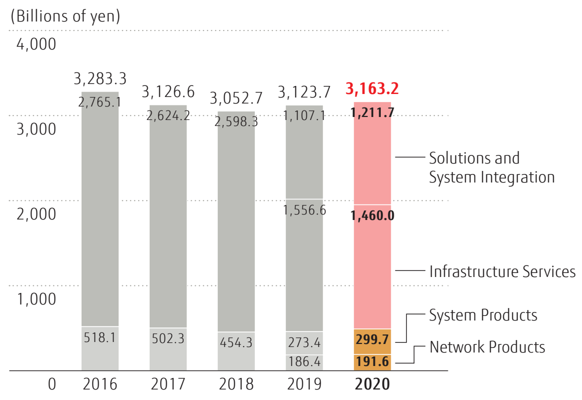
Operating Profit
Operating profit grew because of higher revenue; improved profitability resulting from lower-priced key devices, such as memory; and the absence of the previous fiscal year's business model transformation expenses.

Device Solutions

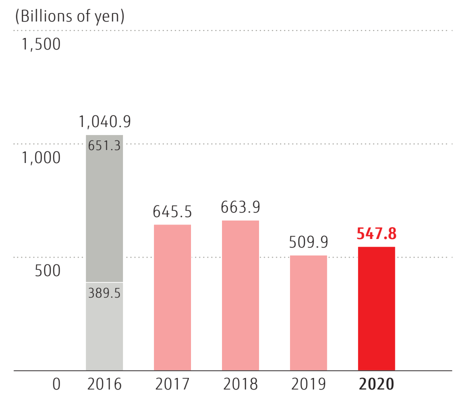
Revenue
Revenue declined primarily due to exclusions from the scope of consolidation of a semiconductor sales company and an electronic component manufacturing company in the previous fiscal year and the semiconductor plant in Mie Prefecture in the fiscal year ended March 31, 2020, which was in accordance with the plant's restructuring. Excluding the impact of the business restructuring, revenue grew because of higher demand for electronic components.

Operating Profit (Loss)
An operating loss was recorded due to restructuring expenses arising from the electronic component business and the removal of the semiconductor plant in Mie Prefecture from the scope of consolidation. Excluding the impact of the restructuring, operating profit was almost unchanged year on year.

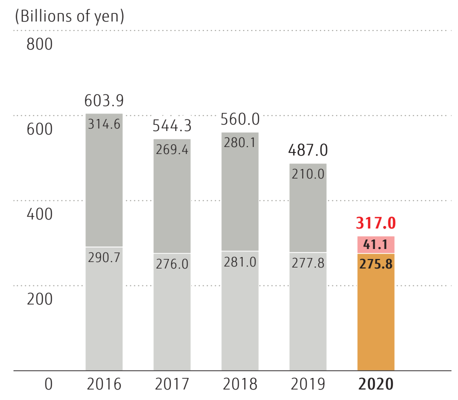
Revenue
(Years ended March 31)



Services / System Platforms
Note: Includes intersegment sales

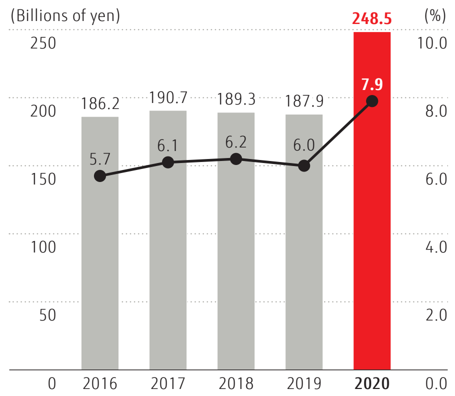


PCs/Mobile Phones / Mobilewear / Ubiquitous Solutions
Note: Includes intersegment sales

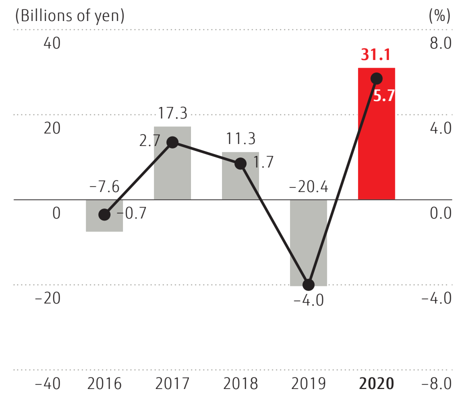


LSI Devices / Electronic Components
Note: Includes intersegment sales

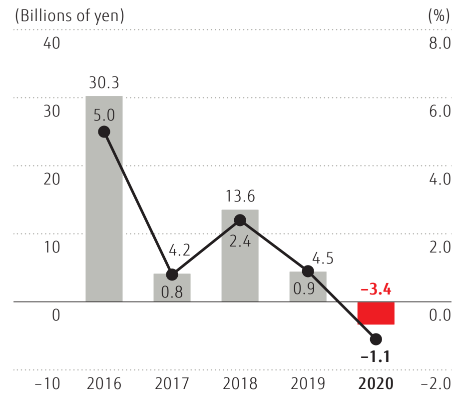
Operating Profit (Loss) / Operating Profit (Loss) Margin
(Years ended March 31)



Operating profit (left)
Operating profit margin (right)



Operating profit (loss) (left)
Operating profit (loss) margin (right)



Operating profit (loss) (left)
Operating profit (loss) margin (right)

Note: On November 1, 2017, Fujitsu transferred a portion of the Company's shareholding in Fujitsu TEN Limited to DENSO CORPORATION. As a result, Fujitsu TEN became classified as a discontinued business. It has therefore been excluded from the revenue and operating profit of the Ubiquitous Solutions business in the fiscal years ended March 31, 2017 and March 31, 2018.