Complex issues impacting our lives

Global issues intricately intertwined
Regional issues have worldwide effect in shorter periods of time
Global markets: Diversified regional needs

*BOP: Base of the Pyramid

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Paradigm shift in ICT

Shift in role of ICT: From mainly providing efficiencies, to creating new business

Human Centric Intelligent Society

Creating new business
- Cloud Computing
- Sensor Technologies
- Ubiquitous Devices
- Mobile Communication
- Convergence Business
- Platform Technologies
- Supercomputers

Creating new value
- Cloud computing
- Sensor technologies
- Ubiquitous devices
- Mobile communication

Efficiencies

Realm of leveraging ICT

2000  2010

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Role of ICT thus far

Cloud computing

Information

New service solutions

Energy

Food

Environment

Population

Transportation

Security

Health
New roles for ICT hereon

Multitude of data: cross-industry, beyond borders

Cloud Fusion

Providing new value

Providing new business

Individuals, Enterprises

Population

Transportation

Security

Environment

Health

Food

Energy

Population

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New roles for ICT hereon

Convergence:
Leveraging cross-industry big data to link customers across industries

Comprehensive optimization through vertical integration

Providing new value

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Create new value and develop new markets
Contribute to core businesses

Spin-outs: Ventures

Products, services, solutions

Fujitsu Limited and Subsidiaries

Technology Strategy Task Force*

R&D investment

Fujitsu Laboratories Ltd.

Technologies and market trends
Customer and partner needs

* Technology Strategy Task Force: Internal committee that determines the R&D strategy of the Fujitsu Group
Clarify positioning of R&D themes with company-wide future vision
Alignment of business and research, strategic allocation of R&D resources

Fujitsu’s current business
- Technology Solutions
- Ubiquitous Product Solutions
- Device Solutions
- Other

Business-strategic themes
- New business
- Convergence business

Seeds-focused Themes
- Business development
- Core Strategic
- Seeds
- Core Strategic
- Seeds
- Core Strategic
- Seeds
- Core Strategic
- Seeds
- Core Strategic
- Seeds

Spin-out

Company-wide Core Strategic Themes
FY2012 R&D Key Initiatives

- **R&D to support rebirth of customers, society and Fujitsu:**
  
  Building on continuous “reshaping”

- **Implementation of company-wide Core Strategic R&D Themes**
  
  Flexible technology development that adapts to changes in business portfolio

- **World-class research results: Unknown/unexplored realms**
  
  Unique innovation, edgy technologies

- **Create new global business**
  
  Accommodate big data
FY2012 Company-wide Core Strategic R&D Themes

Realization of a Human Centric Intelligent Society:
Creating new value for the real world through human-centric ICT

Human - centric Computing
User-friendly services tailored just for you, right here, right now

Intelligent Society
Comprehensive structure of social infrastructures that integrate individuals & systems

Cloud Fusion
Realization of a world that utilizes flexibly integrated multiple clouds

Cloud Fusion
Realization of green platforms to provide smart services

Reliability & Growth

Heighten competitive edge of Fujitsu products

Discovery

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<table>
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<tr>
<th>Core Technologies</th>
<th>Software Development Platforms</th>
<th>Security</th>
<th>Media Processing</th>
<th>Networks</th>
<th>Network Service Platforms</th>
<th>Photonic Networks</th>
<th>Wireless Networks</th>
<th>System LSIs</th>
<th>Engineering Innovation</th>
<th>Advanced Devices</th>
<th>Packaging and Analysis</th>
<th>Green Technologies</th>
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</thead>
</table>
Open Innovation & Global Partnerships

120 R&D projects in 11 countries worldwide

- Japan: Nanotech. R&D site/Tsukuba (TIA) - Development of ultra-low power devices
- Japan: QD Laser, Inc. (QDL) - Shipments began for quantum-dot lasers for communications
- Singapore: A*STAR - Development of artificial aptamers for diagnosis of cancer and contagious diseases
- Australia National University (ANU): Development of supercomputer simulation software
<table>
<thead>
<tr>
<th>R&amp;D Field</th>
<th>R&amp;D Theme</th>
<th>New Press Release/ Exhibit availability</th>
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<tbody>
<tr>
<td><strong>Human-centric Computing</strong></td>
<td>1. Efficient cloud-based acquisition of big data: Distributed data-processing technology in front network equipment</td>
<td>Exhibit only</td>
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<td></td>
<td>2. Socially-interactive teddy bear robot prototype harmoniously co-exists with and gently monitors users</td>
<td>Exhibit only</td>
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<tr>
<td><strong>Intelligent Society</strong></td>
<td>3. Cloud-based integrated control of storage batteries: Peak power demand reduction for smart cities</td>
<td>Exhibit only</td>
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<td>4. High-speed spatiotemporal data mining identifies events of interest from sensor data</td>
<td>Exhibit only</td>
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<td></td>
<td>5. Compound data analysis-based prediction of defect detections in markets resolves product recall issues posing risks for enterprises</td>
<td>Exhibit only</td>
</tr>
<tr>
<td><strong>Cloud Fusion</strong></td>
<td>6. Parallel data-processing technology enables use of big data within minutes by significantly reducing disk I/O</td>
<td>+ Press release</td>
</tr>
<tr>
<td><strong>Green Datacenters</strong></td>
<td>7. High-capacity 2.3kW power supply units for servers: Achieves world-class 94.8% conversion efficiency</td>
<td>+ Press release</td>
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<td></td>
<td>8. Power-saving system control technology for datacenters links servers with air-conditioning systems</td>
<td>+ Press release</td>
</tr>
<tr>
<td></td>
<td>9. Optical interconnect technology dramatically expands in-server data-connection bandwidths</td>
<td>Exhibit only</td>
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# FY2011 Platform Technologies: Key Achievements

<table>
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<tr>
<th>Platform Technologies (Categories)</th>
<th>R&amp;D Theme</th>
<th>New Press Release/Exhibit Availability</th>
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<tr>
<td><strong>Software Development Platforms</strong></td>
<td>10. World’s first software map generating technology to leverage application portfolios</td>
<td>Exhibit only</td>
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<td><strong>Media Processing</strong></td>
<td>11. Video quality-enhancement technology recommended by SMPTE* enables longer battery life (*Society of Motion Picture and Television Engineers)</td>
<td>Exhibit only</td>
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<td></td>
<td>12. Learning-based Japanese text automatic emending system significantly enhances quality of off-shore software development documents</td>
<td>Exhibit only</td>
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<tr>
<td><strong>Network Services Platforms/Photonic s/Wireless</strong></td>
<td>13. LTE femtocell enables significantly faster indoor wireless communication</td>
<td>Exhibit only</td>
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<td><strong>Advanced Devices</strong></td>
<td>14. World’s first triple-band single-chip low-power CMOS power amplifier for compact mobile devices enables longer battery life</td>
<td>Exhibit only</td>
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<tr>
<td><strong>Packaging Analysis Platforms</strong></td>
<td>15. Copper-to-copper low-temperature hybrid bonding to realize 3D stacked ICs</td>
<td>Exhibit only</td>
</tr>
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Realization of a Human Centric Intelligent Society

Big Data

1. Big data distributed data-processing technology
2. Socially-interactive teddy bear robot prototype
3. Peak power demand-reduction technology with integrated control of storage batteries
4. High-speed spatiotemporal data mining technology
5. Compound data analysis-based prediction of defect detections in markets
6. Big data parallel processing tech. for use within minutes
7. High-efficiency power supply units for servers
8. Power-saving control technology for datacenters
9. Optical interconnect technology for in-server interconnects
10. Software map generating technology
11. High-quality image technology
12. Japanese text automatic emending system
13. LTE femtocell
14. Triple-band CMOS power amplifier

New Value

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• rapid technological change, fluctuations in customer demand and intensifying price competition in the IT, telecommunications, and microelectronics markets in which Fujitsu competes;
• Fujitsu’s ability to dispose of non-core businesses and related assets through strategic alliances and sales on commercially reasonable terms, and the effect of realization of losses which may result from such transactions;
• uncertainty as to Fujitsu’s access to, or protection for, certain intellectual property rights;
• uncertainty as to the performance of Fujitsu’s strategic business partners;
• declines in the market prices of Japanese and foreign equity securities held by Fujitsu which could cause Fujitsu to recognize significant losses in the value of its holdings and require Fujitsu to make significant additional contributions to its pension funds in order to make up shortfalls in minimum reserve requirements resulting from such declines;
• poor operating results, inability to access financing on commercially reasonable terms, insolvency or bankruptcy of Fujitsu’s customers, any of which factors could adversely affect or preclude these customers’ ability to timely pay accounts receivables owed to Fujitsu; and
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