

**Summary Translation of the Q&A Session at
Nomura Investment Forum 2012, Investor Relations Presentation**

Date: December 4, 2012
Location: Palace Hotel, 4F Conference Room II
Presenter: Masami Yamamoto, President & Representative Director

Questioner A

Q1: Although you mentioned last year that you would gradually improve the profitability of your European business, at present the business continues to experience difficulties. I imagine there are a variety of contributing factors behind this, including macro-economic factors, problems in the PC business, and other intrinsic challenges. Please explain about the current state of the business.

A1: When we look at individual overseas subsidiaries, there are some that are doing well and others that are not. The current status of our business outside Japan reflects the summation of these different locations. In the UK, unprofitable projects have been eliminated, leading to a significant improvement in earnings. At the same time, at Fujitsu Technology Solutions (FTS), which was converted into a wholly owned subsidiary three years ago, the hardware business still accounts for 60% of the company's operations, and we have not made as much progress as we hoped in growing the services business. As a result, the PC business, which is easily impacted by economic factors, has experienced a slowdown due to the worsening European economy; we are facing harsh conditions in fiscal 2012. We need to transform the cost structure of the PC business and make changes to FTS's business portfolio.

Questioner B

Q1: In your European business, I assume that the impact of the economic climate was of an unexpected magnitude. How far along are you in your efforts to improve the fundamentals of your business in Europe so that it can perform well no matter what happens?

A1: In terms of our efforts to improve the fundamentals of our European business, we are less than halfway to reaching our goal. The profitability of the business has not improved. With the aim of further globalizing Fujitsu's business, we are looking to create a common portfolio of products and service offerings among Group companies in and outside Japan, ensuring sufficient volume and sharing know-how. Otherwise, we cannot bring about synergies among our businesses worldwide.

At FTS, the core of our business in continental Europe, it is difficult to argue that the services business, which is one of Fujitsu's strengths, is where we want it to be. The hardware business is currently the majority of FTS's operations. Consequently, we have not yet been able to leverage the know-how from Fujitsu's services business in Japan. During the current fiscal year, we plan to take steps towards transforming the company in an aim to shift it towards the services business.

Questioner C

Q1: You spoke about the divestiture of plants in your Device Solutions business. Going forward, do you plan to continue such structural reforms?

A1: Our structural reforms are only halfway complete. We will continue to carry out structural reforms.

Questioner D

Q1: Is your services business a low-cost operation? For example, are you promoting the use of personnel in India or other lower cost countries?

A1: We are already using offshore resources in such areas as development and operations support. We have approximately 5,000 personnel in India and other offshore locations. We plan to further promote the use of offshoring, such as by opening support centers that can take advantage of time zone differences.

Questioner E

Q1: With respect to the problem of your UK pension obligations, how high would interest rates have to rise in order to eliminate the problem?

A1: I really cannot give you a generalized answer because it varies depending on a variety of factors aside from interest rates, such as the inflation rate. We are planning to make a special contribution to the UK pension fund in order to reduce our risk exposure.

Questioner F

Q1: What are your current thoughts about switching to IFRS?

A1: We were among the first companies in Japan to start preparing for IFRS adoption. In actually switching over to a new accounting standard, many issues need to be taken into consideration, but we are steadily moving ahead.

Q2: Is the semiconductor business one of Fujitsu's core businesses?

A2: We consider semiconductors, themselves, to be core to our business. For example, the CPUs at the heart of our supercomputers are an important factor in differentiating our products. So we really need to design those semiconductors ourselves, but we do not necessarily need to manufacture them ourselves. Amid the increasing specialization within the industry, we need to focus on those areas in which we are strong.

Q3: There seem to be developments in your services business, such as the announcement that you are building a next-generation system for one of the mega-banks, but what actions will you take in the next fiscal year, including your response to other industry sectors?

A3: IT is becoming indispensable for management, and we think the current strong demand trends will continue and that the dependence on IT will continue to grow. Right

now the manufacturing sector and the distribution sector are driving sales in our services business. If new investments are started in the financial sector, it should bring a tailwind to our business.

Questioner G

Q1: In the field of big data, you have announced an alliance with Salesforce.com. Please tell us about Fujitsu's strategy in this area.

A1: We think big data represents a new market opportunity for the current IT industry. It will be essential for companies to develop new business models that leverage big data, and big data will give rise to new innovations, not just in Japan but worldwide. To prepare for that, we have developed our own platforms and infrastructure for processing and analyzing data, and we plan to continue to meticulously refine our capabilities.

Q2: Currently traditional IT vendors are facing difficult market conditions, while Internet-related companies are enjoying rapid growth. What are your views of these changes shaping the industry?

A2: To be successful, you need to have your own recipe. While hardware companies try to shift into software and services, some are struggling. Fujitsu has been pursuing a business model based on the integration of products and services for many years. We have established our unique model, and we are building on it and using it as a competitive strength. To those of you in the investment community, it may appear that Fujitsu's progress is slow, but we are making steady progress in advancing our business model.