

Transcript of presentation from Takahito Tokita

The following is a translated transcript of the presentation given by Takahito Tokita on March 28, 2019.

Good afternoon, my name is Takahito Tokita. I was just introduced by President Tanaka and would now like to take a moment to introduce myself to you all.

I joined the company in April 1988. Since joining the company, I have been working in the SI solutions division and have mostly been in charge of customers in the financial sector.

Until 2005, I was primarily involved in large-scale system development, including projects to reconstruct mission-critical systems for several major life insurance companies. I had the opportunity to be involved in projects that at the time were undergoing immense technological change, namely in platforms such as mainframes, UNIX servers, Windows servers, and the internet. The industry now is also witnessing changes, but I believe that I can make use of the experiences I had at that time.

In 2005, I switched to working for a megabank customer. As I was overseeing the whole SI business for the megabank, I worked on multiple development projects and worked with customers to solve the issue of so-called legacy mission-critical and accounting systems becoming open-source based, a switch that many financial institutions faced at that time.

I wasn't able to see out this megabank project from beginning to end as I stepped aside and had the team who worked under me at the time take charge before completion of the project. However, in those 10 or so years I was involved in this project I think I had experiences that I could not have gained when I was in charge of insurance customers for around 20 years in the financial industry.

In 2014, I was appointed head of the financial systems business unit, where I was in charge of all types of financial institution clients including regional banks and stock exchanges. At that time, there was a boom in Fintech in Japan, but it was also a time when many customers began to want support not just for their legacy systems but also for digital systems. It was around this time that I, as head of the financial systems business unit, announced Finplex, a new solution concept.

In April 2017, I left my position being in charge of customers in the finance industry and was put in charge of the Global Delivery Group. The Global Delivery Group has a service desk and offshore development locations in eight countries. We call our development and delivery centers in these eight countries Global Delivery Centers, or GDC, for short. With more than 12,000 people working in these centers, we provide global services and offshore development to our customers. I have been managing this whilst being based in London.

As I mentioned, I have been working closely with customers ever since I joined the company, I have experienced the transition of technology, the diversification of customer needs, and competition with many of our competitors. As you are all aware, Fujitsu has a strategy in which

it aims to transform its business strategy, its growth strategy, and grow as a service-oriented company. I believe there is an expectation for me to use all of the experience and know-how that I have accumulated working with customers in the field, and everything else I have in my power, and utilize them towards our growth strategies to enable further growth. I will do my best to fulfill this important role and to meet your expectations.

Thank you very much.