

Technology Strategy to Support Business Growth

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Vivek Mahajan

- Vivek started his career with Tandem Computers in 1994 and has worked with leading global companies, including General Electric, Siebel Systems, Oracle, and IBM as a business professional focused on global leadership in innovation and technology.
- He entered IBM Japan, Ltd., in October 2010 as a Vice President. He became Global General Manager for Technology Support and Services at IBM Corporation in January 2019, later taking on the role of Chief Revenue Officer for the IBM Cloud in February 2020.
- Vivek entered Fujitsu in July 2021 as Corporate Executive Officer and Chief Technology Officer. In 2023, he became Chief Revenue Officer and Co-Head of the System Platform Business Group and took on the roles of Corporate Executive Officer and Corporate Vice President in 2024.
- He is focused on transforming Fujitsu into a world-leading technology company with innovative technologies.



Technology Strategy to Support Three Growth Drivers



Generating new value by integrating technology fields around AI and building a differentiated solutions business



Al Strategy Supporting Enterprises

FUJITSU

AI technologies supporting the core of Fujitsu's business



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AI technologies supporting the core of Fujitsu's business



Takane: A Large Language Model for Enterprises FUJITSU

Securely providing specialized models to meet the needs of enterprises

Cohere

World-class RAG technology

Enables use of company data with high precision

Fine-tuning technology

Ongoing learning customized for Japanese language

Secure operational support

Language model size suitable for offering in private environments





FUITSU Computing to Support the AI Needs of Enterprises

Features of AI computing platforms for enterprises



FUĴITSU

R&D Strategy for Quantum Computing

Investments in technology to achieve the world's fastest and most efficient

computational technologies



• Joint research with world-leading research institutes and companies

- Covering everything from quantum devices to platform software and applications
- **Development of quantum simulators and actual quantum computers** July 2023: Public launch of 40 gubit guantum simulator

October 2023: Superconducting quantum computer (64 qubits), scheduled for delivery to National Institute of Advanced Industrial Science and Technology (in 2025)

March 2025: Superconducting quantum computer (256 qubits)

FY2026: Superconducting quantum computer (1000 qubits)

FY2026 and beyond: Taking on the challenge of fault-tolerant quantum computation (FTQC)

- Developing breakthrough technologies
 - Achieving fault-tolerant quantum computation (FTQC)
 - STAR architecture
 - Diamond spin method

Strengthening Research Organizations with the Aim of Global Leadership



Fujitsu Research Group FRA **Fujitsu Limited** FRIPL ۲ Al, Quantum, Data & Security Al, Computing, Quantum Al, Computing, Quantum Al, Computing **Converging Technologies** Quantum Software Network, Data & Security **Converging Technologies Converging Technologies** FRE: Fujitsu Research of Europe Ltd FRIPL: Fujitsu Research of India Private Ltd FRA: Fujitsu Research of America, Inc University of Glasgow Berkelev **T**UDelft UNIVERSITY OF TORONTO Massachusetts Institute of Tochnology TUΠ CITY **R**IKEN Inría 🐒 Stanford Hokkaido University Nagoya University Tohoku University Kyoto University University of Tsukuba Osaka University ALMA MATER STUDIORUM IIT Hyderabad Tokyo Institute of Kobe University Carnegie Technology Hiroshima University Mellon Ochanomizu University Kyushu University University Ben-Gurion University Keio University <u>U</u> Yokohama National of the Negev University dian Institute of Scienc MACQUARIE University © 2024 Fujitsu Limited

The World of Enterprise in 2030



Large economic impacts, with faster decision-making and higher productivity





Thank you



Cautionary Statement

These materials may contain forward-looking statements that are based on management's current information, views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Actual results may differ materially from those projected or implied in the forward-looking statements due to, without limitation, the following factors listed below.

- General economic and market conditions in key markets (particularly in Japan, Europe, North America, Oceania, and Asia, including China)
- Fluctuations in exchange rates or interest rates
- Fluctuations in capital markets
- Intensifying price competition
- Changes in market positioning due to competition in R&D
- Changes in the environment for the procurement of parts and components
- Changes in competitive relationships relating to collaborations, alliances and technical provisions
- Risks related to public regulations, public policy and tax matters
- Risks related to product or services defects
- Potential emergence of unprofitable projects
- Risks related to R&D investments, capital expenditures, business acquisitions, business restructuring, etc.
- Risks related to natural disasters and unforeseen events
- Changes in accounting policies