FEATURE: MESSAGE FROM SALES GROUP HEADS AND A REGIONAL HEAD

Solving customers' problems through Fujitsu's IT system engineer proposal and solution

Fujitsu's strengths lie in the experience and expertise it has cultivated by providing long running support for customers in Japan and around the globe, spanning every field of industry, including manufacturing, distribution, finance, communications, electric power, media, national and local governments, schools, and hospitals. Fujitsu combines problem solving capabilities including the latest and most reliable ICT and the proposal capabilities of veteran IT system engineers, with service infrastructure in the form of more than 100 datacenters around the world. Fujitsu is working every day to solve customers' problems by providing total solutions that leverage its unique strengths.

HUMAN CENTRIC

unique total solutions combining ICT, capabilities, and service infrastructure

In this feature, the sales group heads and a regional head of the Fujitsu's domestic businesses in Manufacturing & Distribution Industry, Financial & Social Infrastructure, Public Sector & Regional Sales and the EMEIA region report on the results of their initiatives in fiscal 2013 and explain their business strategies for fiscal 2014. We also introduce the strengths of our domestic industry fields and regions, as well as customer solution profiles.

MANUFACTURING
&
DISTRIBUTION
INDUSTRY

PUBLIC SECTOR
&
REGIONAL

FINANCE
&
SOCIAL
INFRASTRUCTURE

EMEIA

MANAGEMENT

PERFORMANCE

RESPONSIBILITY

FACTS & FIGURES

INNOVATION

HUMAN CENTRIC INNOVATION

MANUFACTURING & DISTRIBUTION INDUSTRY

Adding New Value to Business Based on New ICT Technology

The Manufacturing & Distribution Industry Sales Group provides support tailored to customers in the manufacturing and distribution sectors in Japan and across the globe. Target industries within manufacturing include steel and metals, pharmaceuticals, electronics, housing, and automobiles, while industries targeted in distribution cover retail, food, trading companies, logistics, and services.

President
Manufacturing & Distribution Industry Sales Group
Corporate Senior Vice President
Yoshihiko Hanada

Fiscal 2013

Using ICT to Streamline Operations and Enhance Competitiveness

In fiscal 2013, our sales, orders and business deals in hand ended the year on a record-high, surpassing the level set back in fiscal 2007. The backdrop to business growth for Fujitsu has been our efforts to meet a variety of customer needs. Customers are hard pressed to cope with structurally reforming their businesses, M&A activity triggered by industry realignment, globalization of their operations, the rapid startup of new businesses due to portfolio diversification, and responding to emerging markets. Fujitsu's response to these needs has supported its business growth.

In an analysis by sector, in industrial fields, sales rose year on year in sectors outside of those connected to raw materials, such as oil and paper, where the yen's depreciation curbed investment. This is especially the case in new business areas, global

investment, and businesses engaged in recovery, where electronics and housing-related sales grew by a wide margin. Furthermore, in automobiles, areas such as systems integration and outsourcing have contributed to steady growth.

In distribution, while we entered a period in which food wholesale and logistics-related deals dropped off, sales to trading companies and the service industry were higher year on year. By product, both industries saw major contributors from mission-critical system construction, efforts to respond to new businesses, a surge in demand, particularly for PCs ahead of Japan's consumption tax increase, and business deals for replacement of Windows XP systems following the end of support for them.

Fiscal 2014

Strengthen Customer Contact Points and Support their Businesses

As in the previous fiscal year, the three priority strategic areas of "strengthen support for existing customers," "meet the needs of new business" and "respond to global business" will continue to define our sales strategy for fiscal 2014. This strategy will lead to expansion in sales, orders and business deals in hand, as we aim for continuous growth into the future.

As specific strategies and initiatives to strengthen support for existing customers, we will place emphasis on proposing optimal solutions by identifying and analyzing customers' businesses and how they utilize their ICT assets. For example, with OS support for Windows Server 2003 set to expire in July 2015, a burning issue for customers now is whether to migrate to new servers and a new OS, or to switch their systems to public or private cloud infrastructure. Furthermore, interest in achieving greater efficiency in operational processes remains as high as ever, with businesses constantly looking for ways to cut costs. Customer

📄 Explanations for underlined words can be found in the glossary on pages 160-162.

interest is also high in new ICT technologies such as Augmented Reality (AR) and engineering clouds, and we are increasingly talking about how to use these innovative technologies to bring new added value to their businesses. Based on numerous examples of customer interest in ICT and our many capable experts who can offer solutions to respond effectively to customers' businesses issues, we aim to reinforce relationships with customers and win a variety of new ICT business.

Next, we seek to strengthen support for customers' new businesses. As customers progress in diversifying their businesses, Fujitsu is there as a partner supporting their efforts with ICT. To give an example, for customers entering the agriculture business for the first time, we can provide them with our cloud-based "Akisai" solution for food and agriculture. This is one of many ways in which Fujitsu can be a powerful force for a customer's business. In other fields, such as water and energy, Fujitsu has both technologies and example cases of applying them for customers. Similarly, we also support business scenarios involving utilization of SNS and big data.

Fujitsu is responding to global business by strengthening ties with its local bases in Europe, the Americas, Asia, and Oceania. As a case in point, for customers looking to advance into Asia or expand their business there, we are developing solutions that maintain the same level of ICT governance seen in Japan. In North America, we will open two new datacenters this fiscal year in the US, one on either coast, built to Tier 3-level operating standards and offering more robust security. Backed by these assets, we will work to identify and support Japanese customers developing their businesses globally. In Europe and Australia, we will coordinate our services business, including desktop services incorporating datacenters and PC maintenance and management, uniquely tailored to the project needs of each company.

Fujitsu's Strengths

Global Provision of Solutions across Industry Borders

Grounded firmly in technology, Fujitsu's strengths lie in the ability to offer a total range of services to cover a system's lifecycle, such as consulting, integration, development, maintenance and management. Furthermore, Fujitsu has global service bases spanning four key regions—Europe, North America, Asia and Australia, and can respond to global business by providing services that meet the standards of the Japanese market. Even in responding to customers' new businesses, thanks to a broad base of customers, Fujitsu can offer abundant expertise, experience and solutions to customers that work across industries and business categories.

▶ CUSTOMER SOLUTION PROFILE

🏢 **Kawasaki Heavy Industries, Ltd., Aerospace Company**

Building a Next-Generation System to Integrate Component Design Documentation
—Launch of a Design Data Management System for Airplanes

Airplanes are made up of millions of parts, and operators are obliged to carry out long-term maintenance for each part for 30 years or more. Given this, ICT systems are essential for accurate and long-term maintenance and management of the massive volumes of data created by such maintenance programs. Kawasaki Heavy Industries, Ltd., a major airplane manufacturer, has implemented a new system from Fujitsu that enables management of component configurations on the basis of individual aircraft, and serves as the foundation of a process that safely and smoothly shares information with parts makers and partners working jointly on design. This system has dramatically improved operability in data management, enhanced designer efficiency and cut operation and maintenance costs. Looking ahead, this system will increase Kawasaki Heavy Industries' competitive strength by achieving superior design efficiency and boosting technical information security.

BK117 C-2 Helicopter

🏢 **JAPANET TAKATA Co.,Ltd.**

In Pursuit of a New Way to Shop
—Simply wave a smart device in front of a TV
  to automatically connect to a product introduction site

Of all the ways to shop today—including buying things at brick and mortar stores or from online sites—one of the largest markets is TV home shopping. The proliferation of smart devices is changing the behavior of consumers, many of whom now search online to get product information before making purchases. This makes it as critical as ever for retailers to link to smart devices.

This is what prompted JAPANET TAKATA to consider new ways of using smart devices in conjunction with its TV home shopping channel, JAPANET CHANNEL DX, and to develop the JAPANET TAKATA App, a smart device application that simply and effortlessly guides viewers to its website. The app's main feature has a camera function that enables users to shop by waving their smartphone or tablet in front of a TV screen. Utilizing Fujitsu's new video solution, the function allows viewers to simply direct their smart device's camera at the TV screen (except for terrestrial broadcast media) during a shopping broadcast, to automatically access the product's website. They can then purchase that product from the site in an intuitive and convenient new way to shop.

HUMAN CENTRIC INNOVATION

FINANCE & SOCIAL INFRASTRUCTURE

Providing a Total Sales Model from Products to Services

The Finance & Social Infrastructure Sales Group works with customers in the fields of finance and social infrastructure. Specifically, our customers in the financial field include securities, insurance, credit, and leasing companies, in addition to megabanks, government-affiliated banks, and regional banks. Customers in the social infrastructure field range from telecommunications carriers to those in the electric power industry and the media industry, which includes newspapers and advertising agencies.

President
Finance & Social Infrastructure Sales Group
Corporate Senior Vice President
Masaaki Hamaba

Fiscal 2013

Recovery in ICT Investment Such as System Business Deals and Mainframe Upgrades

In the financial field during fiscal 2013, customers across each industry achieved a strong overall performance, and investment in ICT recovered from an extended period of restraint following the Lehman Brothers collapse. Contributing to Fujitsu's business results were deals with customers looking to upgrade to next-generation systems, including megabanks, other financial institutions serving agricultural and fisheries-related organizations, and a securities exchange. Other business wins had Fujitsu renewing the mainframe, ATM, and sales branch systems of a regional bank, and supplying tablet PCs to customers in the insurance industry and regional banks. In the credit and lease market, ICT investment rebounded after a period of low activity, which clearly reflected an overall recovery in the finance industry for the year.

In social infrastructure, our business with mobile telecommunications carriers contributed significantly to the year's results.

Investments by major carriers in base stations and network equipment came earlier than expected as these customers worked to prepare their networks for the introduction of LTE and to bolster their backbone systems. As a result, we also won deals for mainframe upgrades and other projects.

Fiscal 2014

ICT Support for Business Growth of Diverse Customers

In fiscal 2014, the financial industry is expected to continue its underlying growth trend. Going forward, an emphasis on measures to secure stable earnings is expected to continue. In ICT investment, however, in addition to taking measures to comply with revised laws, bolstering information security functions and other ongoing investments in existing fields, we also expect to see customers expand their strategic investments in such areas as systems for their overseas offices and enhancing customer contact points.

In fiscal 2014, I would like to see Fujitsu build on its track record in the financial field by winning more large projects like the next-generation systems deals we struck with a megabank and an agricultural and fisheries-related financial institution. We will also respond to moves to reorganize the regional banking industry. Companies throughout the financial industry have made concerted efforts to improve sales, working to streamline their sales efforts and strengthen their financial product offerings to suit the lifestyle needs of their clients' customers. What we can do as Fujitsu, for example, is to support by developing omni-channel marketing and other ICT systems. In terms of improving sales efficiency, a success story is the insurance field's widespread adoption of solutions that utilize Fujitsu's tablet PCs. This has brought about a major transformation in the approach and style of insurance companies' sales staff. Looking ahead, we will aggressively develop this type of business across a range of industries.

Social infrastructure is another field in which smartphones and tablets are becoming increasingly prevalent. We expect that our customers in telecommunications will continue last year's capital investment for LTE base stations and network enhancements. In the telecommunications industry, we will develop and supply high-performance products to meet customers' needs as they move to upgrade their networks. Specifically, in 2013, we started shipping compact radio base station equipment for LTE well-suited for use in mountainous areas. We continue to pursue compact form factors and move forward on enhancing the performance of 100 Gbps packet-integrated optical systems in response to trends in SDN. Also, we have been selected by NTT DOCOMO, Inc. as the development vendor for their high-density wireless stations compatible with the next-generation telecommunications standard, LTE-Advanced. We therefore aim to roll-out a commercial version of this equipment as quickly as possible.

We intend to support the electric power industry as well. Given the total liberalization of the electricity retail industry expected in 2016, and the separation of generation and transmission operations in 2018, among other reforms, Fujitsu sees the need to support new operators entering the market by working to create systems and developing services.

In the media industry, we would like to leverage the new business opportunities available with companies looking to create business models that emphasize connections with their consumers. For example, what we could do is develop marketing design businesses based on big data.

In other initiatives, we will make skillful use of the new global matrix organization, announced in fiscal 2013, to expand our network products business and aggressively promote our social infrastructure business in the ASEAN region.

Fujitsu's Strengths
Providing a Total Service Model and Developing It within and across Industries

Fujitsu's strengths lie in its ability to provide a total service model that encompasses everything from products to services. Moreover, we have an extremely powerful customer base and another advantage we can use is that the experience and know-how that we develop in each business can be transferred across, within, and between industries. Recently, we have implemented initiatives to increase the sales capabilities of our customers in the finance industry and we possess a wide range of skills and experience that can be used to respond to moves to reorganize the industry. Meanwhile, another major strength is that our network products business has been able to expand beyond Japan to serve global markets, primarily in North America. We are leveraging these strengths to actively incorporate new fields as we strive to realize medium- to long-term growth.

CUSTOMER SOLUTION PROFILE

Tablet Solutions for the Life Insurance Industry

Tablet Solutions for the Life Insurance Industry

The business environment in which the life insurance industry operates has changed dramatically in recent years. This is due to factors such as an ever-dwindling birthrate and aging society, as well as the diversification of customer lifestyles and product requirements. Given this, life insurance companies are evolving toward a new style of business. To provide customers with a greater level of convenience and satisfaction, companies are changing from a paper-based sales style to one that leverages tablets for everything from product descriptions through to completing contracts and after-sales services.

Fujitsu supports this sales style innovation by proposing solutions that allow electronic signatures to be signed on the tablet screen just as on paper and that can remotely wipe data from a device in the event it is lost. It also enables more flexible customization by conducting all processes from development to production inside Japan for high-quality, compact and easy-to-carry tablets that suit customer needs.

P.T. Telkom Indonesia

Upgraded a Superfast, 100 Gbps Submarine Network System in Indonesia
—Long-distance Submarine Cable Transmission Capacity Increased by Five Times

JaKa2LaDeMa is a submarine network system owned and operated by PT. Telekomunikasi Indonesia, Tbk (P.T. Telkom Indonesia), the largest telecommunications carrier in Indonesia. JaKa2LaDeMa has a total length of approximately 1,800 kilometers and links five main Indonesian islands. Indonesia, has been enjoying remarkable economic growth in recent years and Internet traffic is expected to grow by 42% between 2012 and 2017, the second-highest growth rate in the world. Expanding and enhancing Indonesia's network infrastructure is therefore an urgent task.

To upgrade the system to meet these challenges, Fujitsu delivered the FUJITSU Network FLASHWAVE 9500 multiplexed optical transport platform, which is Fujitsu's newest dense wavelength division multiplexing (DWDM) system employing the latest digital coherent technology, along with the FUJITSU Network NETSMART 1500 monitoring system. This upgrade will realize a high capacity system using superfast 100 Gbps transmission technology.

Fujitsu will continue to meet the demands of customers around the world who need high-performance, high-reliability, flexible submarine communication networks.

FLASHWAVE 9500

HUMAN CENTRIC INNOVATION

PUBLIC SECTOR & REGIONAL

Leveraging Our Strong Track Record to Provide ICT Support for Public Infrastructure

The Public Sector & Regional Sales Group provides infrastructure support throughout Japan. Public sector customers range from national government ministries and agencies to local governments at the prefectural and municipal level, and in the healthcare field, hospitals and clinics. Another area is education, with customers from elementary, junior high schools, and high schools as well as universities.

President
Public Sector & Regional Sales Group
Corporate Senior Vice President
Hiroyuki Ono

Fiscal 2013
Using ICT to Contribute to Regional Society

In fiscal 2013, the Public Sector & Regional Sales Group recorded steady sales in all fields, including government agencies, local governments, healthcare, and education. Sales in Japan are divided into six groups by region, each of which recorded double-digit growth year on year. All fields and all areas performed strongly.

There were a number of factors behind this strong performance. In the healthcare field, which had the best results, we booked record high sales. Fujitsu has long been active with maintaining electronic medical record packages and regional healthcare networks, and we worked to tie these into nationwide initiatives for safety and security. This has therefore been a very fruitful year in terms of our policy of contributing to regional society through utilizing ICT.

In the public sector as well, timing for upgrades of large systems coincided in numerous cases, and results reflect our success in responding to the trend of infrastructure enhancement.

With regard to local governments, our business demonstrated vitality with projects undertaken to respond to revised laws and deals for rebuilding mission-critical systems.

In education, results were extremely favorable, not just for our business wins with universities, but also on account of our leveraging relationships with elementary, junior high schools, and high schools that became our customers when the School New Deal was first established.

In other matters, PC replacement demand was robust due to external factors such as the end of support for Windows XP.

Sales in the Public Sector & Regional Sales Group significantly increased by 18% compared to the previous year on the back of strong sales in all of these fields.

Fiscal 2014
Seeking Safety and Security for Everybody

In fiscal 2014, the Public Sector & Regional Sales Group is forecasting a decline in sales following the surge in sales of the previous year; but we also expect demand to remain strong.

We expect our work with local governments to be particularly busy this year as they take full-fledged action to introduce a social security and tax number system (My Number), and other work associated with social assurance systems. Local authorities throughout the country will be simultaneously implementing the My Number system, and this will test our system integration and response capabilities as a vendor. Given this, we will take advantage of our considerable track record with system upgrades and support requiring simultaneous response over wide areas, such as with mergers of municipalities and dealing with revisions to various laws. We are already moving forward on preparations, enhancing developmental efficiencies and support for standardization, and in addition to our advantage of having on hand ample IT system engineer resources, we are building alliances with powerful local

business partners across the country to form a robust system that will contribute to everyday convenience.

For the government, Fujitsu is moving ahead with such proposals as cloud-based systems and common platform infrastructure in support of the government's efforts to streamline its ICT budget. In response to requirements from the national government, Fujitsu will be quicker than other companies to propose advanced systems that meet customer needs to "standardize and share," and that realize reductions to development and operations costs. Furthermore, based on our long track record in Japan, we will work with the Japanese government to develop robust, high quality public ICT platforms for Asian countries with the aim of capturing global business.

In the field of education, Fujitsu is actively moving forward on "future school" style initiatives that are even now underway. We will help raise ICT utilization in education to a new level by supporting the introduction of advanced lesson styles that incorporate tablets and extend this system to schools throughout Japan. Moreover, we will promote alliances of private preparatory schools with public education while providing support through ICT, such as academic and career counseling utilizing big data.

In healthcare, we expect continued growth in electronic medical records and regional healthcare networks, despite concerns of a decline due to a fall back after demand for upgrades in 2013. In anticipation of this growth, Fujitsu launched the "Center for the Future of Medical Care" so that ICT can be used to make the healthcare field more convenient. Leveraging Fujitsu's strength of vertically integrated support, from supercomputers to powerful healthcare package products and networks, we will pursue safety and security for all people, from those working in healthcare through to patients.

Fujitsu's Strengths
Trust and Performance History Cultivated through Longstanding Relationships with Customers

Our strength derives from a strong customer base and long-term relations with those customers cultivated on the basis of trust and results. Having a good grasp of a customer's medium-term issues and needs at an early stage enables us to develop rapid and optimal proposals, which is why we have secured a large market share in each field. Another strength is our framework for cooperating with leading local business partners, which underpins our ability to provide support over wide areas. Going forward, armed with advanced technological capability and a strong track record cultivated over many years, we will continue to support public infrastructure through our comprehensive systems.

CUSTOMER SOLUTION PROFILE

🏢 National Cancer Center

National Cancer Registration System Project
—Start building a database to gather information on cancer patients across Japan

Currently, one in every two Japanese is likely to get cancer, and the disease is said to cause one in every three deaths. Overcoming cancer is therefore a significant issue in terms of people's lives and health. There was a need to construct a database containing information on all of Japan's cancer patients so that healthcare professionals and researchers could get an accurate grasp of the number of patients and the state of their diagnosis, and utilize the information for development of new treatment methods. The National Cancer Center is constructing a National Cancer Registration System to collect information from all cancer patients in Japan with a view to launching operations in fiscal. Fujitsu's large-scale data comparison technology will form the core of this system, and once it is operating, it will enable accurate identification of cancer patients in Japan and the state of their treatment. This new facility is expected to enhance the quality of cancer treatment.

🏢 Arakawa Board of Education

First Municipality in Japan to Provide a Tablet for All Pupils at Elementary and Junior High Schools

Arakawa Board of Education became the first municipality in Japan to provide a tablet for each pupil, supplying them to three elementary schools and a junior high school in 2013. The schools use a Fujitsu hybrid tablet STYLISTIC Q702/G, which has an attachable keyboard, giving it mobility and PC functionality. It was selected because pen input enabled kanji writing classes and a digitizer capable of drawing lines made it usable for math. Using the tablets in conjunction with ICT devices like electronic blackboards, students are able to utilize multimedia teaching materials such as digital textbooks, sparking communication among them that enabled more effective learning. We hope that the project will enable children, who are the guardians of the future, to pick up skills such as problem solving and communication capabilities, to prepare them to make their way confidently in the global society of tomorrow.

HUMAN CENTRIC INNOVATION

EMEIA (Europe, Middle East, India, Africa)

Providing Products and Services Swiftly, Optimally, and Globally

— Aiming to increase customer satisfaction and grow their businesses —

The EMEIA region accounts for approximately half of the Fujitsu Group's sales outside of Japan. It includes Fujitsu Services Holdings PLC in the UK and Fujitsu Technology Solutions (Holding) B.V. in Germany as locally incorporated companies. The region's workforce accounts for about half of Fujitsu's approximately 61,000 employees outside of Japan (as of the end of March 2014).

Head of EMEIA
Corporate Senior Vice President
Duncan Tait

Fiscal 2013

Reforming the Business Structure for a Fresh Start

One of the most significant results of the year ended March 2014 was the structural reform of our European continental operations that was announced in February 2013 and subsequently executed. I've been in our industry for a long time, and it is the best executed restructuring program I've ever seen. It was an extremely painful reform that included approximately 1,500 job cuts, but I think the leadership team is very focused and implementation is going well. We treated people with respect, and we collaborated well with the European worker's councils. The good thing from a customer perspective during this time is that we kept focused on the marketplace while we were restructuring the company. I think we were able to shift business in all areas in the EMEIA region in a good direction, with some assistance from the improving economies.

In continental Europe, deferred sales of storage devices reduced income, but the cost-cutting effects of the restructure I talked about earlier were significant, and will lead to winning major deals in the future.

In the UK and Ireland, a reduction in the number of public projects and postponements on large-scale deals impacted income, but this was covered by expanded business in the private sector and we successfully increased earnings and revenue year on year in the second half.

In northern Europe, managed services and product businesses were steady, in addition a minor personnel rationalization in the summer of 2013 produced results and restricted losses. Overall, the businesses were profitable in the second half.

Fiscal 2014

Cultivating Demand in the EMEIA Region

For the year ending March 2015, there are signs of overall economic recovery in the UK, Nordic region and continental Europe, so the outlook is for gradual increases in sales. Our business has continued the trend of improving on the previous year, so we want to achieve business growth in a multitude of ways in every region.

In continental Europe, we will continue with the structural reform we are currently implementing with a focus on a swift completion. Our top priority will be implementing the established business model of continuing to stabilize the product business and expanding the services business to create stable earnings. We want to effectively utilize the new global matrix organization to provide global solutions and aim for an ensured service framework, while also proactively recruiting and training our talent in the services sector.

In the UK and Ireland, the public sector has traditionally accounted for more than half our business, but over the past few years we have targeted growing demand in the private sector. This strategy is clearly bearing fruit. We aim to further accelerate the growth of private sector business and bolster results in the year ending March 2015.

Then, in our Nordic business, there are very strong outsourcing and managed services businesses in Finland. We're going to encourage expansion of these businesses into some of the other

Nordic countries. There are a lot of large multinational companies based in the Nordic region. And our teams are going to execute plans to grow with those global clients and support them.

In India, Poland and Portugal we've got global delivery centers (GDCs) and we're continuing to build out our facilities and our global delivery capabilities.

We're building our experience in the Middle East and Africa, so it's difficult to forecast rapid growth there yet, but we're going to grow at the right pace, at a measured pace, taking into account factors such as political situations and business customs.

▶ Refer to Initiatives by Region (on page 58-59) for more information about the EMEIA region.

Fujitsu's Strengths
Getting Close to Customers—the Traditional Fujitsu Approach

Fujitsu is creating a business model that enables us to execute globally for clients in a consistent, optimal way and move fast for our customers in a manner that differentiates us from competitors. It's in the Fujitsu DNA to make decisions close to customers. For example, if we come across some issue while working out a deal, we can work together with the customer to come up with a sincerely thought out solution. Consequently, we can set ourselves up as a long-term partner that our customers can rely on.

Another strength we have for clients whose businesses encompass multiple time zones is global provision of products utilizing high standard proprietary technologies developed through our research and development. Under the new global matrix organization that system will be fortified, which I am convinced will raise customer satisfaction and realize business growth.

▶ CUSTOMER SOLUTION PROFILE

Enabling businesses and academics to speed up innovation and become more competitive

High Performance Computing (HPC) Wales is Wales' national supercomputing service, benefitting both public and private sector institutions. As host to the UK's largest distributed supercomputing network, HPC Wales provides businesses and researchers with local access to world-class technology and the support to fully utilize it.

This supercomputing infrastructure and service is unique in the UK and is recognised as an innovative approach across Europe. Through the cooperation of Welsh universities, the Welsh government and Fujitsu, it offers the supercomputing power, high-level skills training and customised support necessary to help address global challenges such as extreme weather, development of new materials as well as new approaches to medical science. The service is designed to accelerate scientific breakthroughs and answer long-standing questions.

The Welsh government wanted to create a unified HPC platform that would encompass multiple academic organisations, allowing them to offer on-demand intensive computational capacity to local businesses of any size.

Today, two hubs at Cardiff and Swansea are complemented with a number of spoke sites around Wales, each of which has access to thousands of Intel cores, linked by a dedicated network delivered via the Public Sector Broadband Aggregation.

Through close collaboration, HPC Wales, with the help of Fujitsu, is offering HPC capabilities to SMEs throughout the country, enabling them to become more competitive and bring products to market faster. They are also helping speed up innovation, bolstering the local economy and promoting academic resources.

"Fujitsu has been fundamental to the success of HPC Wales. This is a technical undertaking unlike anything we have ever done in Wales, and Fujitsu's experience, commitment and understanding have ensured that, despite some challenges along the way, the process has been successful."
-Professor Martyn Guest, Technical Director, HPC Wales