

# FIVE-YEAR SUMMARY

Fujitsu Limited and Consolidated Subsidiaries

						Yen (millions)	U.S. Dollars (thousands)
Years ended March 31	2010	2011	2012	2013	2014	2014	
Net sales	¥4,679,519	¥4,528,405	¥4,467,574	¥4,381,728	<b>¥4,762,445</b>	<b>\$46,237,330</b>	
Operating income	94,373	132,594	105,304	88,272	<b>142,567</b>	<b>1,384,146</b>	
Operating income margin	2.0%	2.9%	2.4%	2.0%	<b>3.0%</b>		
Income (loss) before income taxes and minority interests	112,706	102,236	66,717	(52,119)	<b>92,934</b>	<b>902,272</b>	
Net income (loss)	93,085	55,092	42,707	(79,919)	<b>48,610</b>	<b>471,942</b>	
Return on equity	12.0%	6.8%	5.1%	(11.8%)	<b>8.1%</b>		
Comprehensive income	—	38,790	34,310	(80,616)	<b>104,907</b>	<b>1,018,515</b>	
Ratio of net sales outside Japan	37.4%	35.1%	33.7%	34.2%	<b>37.8%</b>		
EMEA	¥ 981,622	¥ 845,485	¥ 809,277	¥ 768,149	<b>¥ 926,005</b>	<b>\$ 8,990,340</b>	
The Americas	321,603	322,272	286,595	287,742	<b>387,444</b>	<b>3,761,592</b>	
APAC & China	445,079	419,606	410,224	442,324	<b>488,042</b>	<b>4,738,272</b>	
Total of net sales outside Japan by customers' geographic location	¥1,748,304	¥1,587,363	¥1,506,096	¥1,498,215	<b>¥1,801,491</b>	<b>\$17,490,204</b>	
Amounts per share of common stock (Yen and U.S. Dollars):							
Earnings (loss)							
— Basic	¥ 45.21	¥ 26.62	¥ 20.64	¥ (38.62)	<b>¥ 23.49</b>	<b>\$ 0.228</b>	
— Diluted	42.17	25.75	20.55	—	<b>23.49</b>	<b>0.228</b>	
Owners' equity	386.79	396.81	406.42	301.57	<b>277.03</b>	<b>2.690</b>	
Total assets	¥3,228,051	¥3,024,097	¥2,945,507	¥2,920,326	<b>¥3,079,534</b>	<b>\$29,898,388</b>	
Net assets	948,373	953,779	966,598	752,438	<b>702,449</b>	<b>6,819,893</b>	
Owners' equity	798,662	821,244	841,039	624,045	<b>573,211</b>	<b>5,565,155</b>	
Remeasurements of defined benefit plans, net of taxes	—	—	—	(149,724)	<b>(321,567)</b>	<b>(3,122,010)</b>	
Owners' equity ratio	24.7%	27.2%	28.6%	21.4%	<b>18.6%</b>		
Cash and cash equivalents	¥ 420,166	¥ 358,593	¥ 266,698	¥ 284,548	<b>¥ 301,162</b>	<b>\$ 2,923,903</b>	
Interest-bearing loans	577,443	470,823	381,148	534,967	<b>519,640</b>	<b>5,045,049</b>	
D/E ratio (times)	0.72	0.57	0.45	0.86	<b>0.91</b>		
Free cash flow	296,409	113,426	49,180	(90,471)	<b>46,659</b>	<b>453,000</b>	
Cash dividends per share for the year (Yen and U.S. Dollars)	¥ 8.00	¥ 10.00	¥ 10.00	¥ 5.00	<b>¥ 4.00</b>	<b>\$ 0.039</b>	
[Interim cash dividends per share for the year (Yen and U.S. Dollars)]	[3.00]	[5.00]	[5.00]	[5.00]	<b>[-]</b>	<b>[-]</b>	
Dividend payout ratio on a consolidated basis	17.7%	37.6%	48.4%	—	<b>17.0%</b>		
R&D expenses	¥ 224,951	¥ 236,210	¥ 238,360	¥ 231,052	<b>¥ 221,389</b>	<b>\$ 2,149,408</b>	
Capital expenditure on property, plant and equipment	126,481	130,218	140,626	121,766	<b>122,282</b>	<b>1,187,204</b>	
Depreciation	164,844	141,698	131,577	116,565	<b>115,180</b>	<b>1,118,252</b>	
Number of employees	172,438	172,336	173,155	168,733	<b>162,393</b>		
Average exchange rate (yen):							
U.S. Dollar	¥ 93	¥ 86	¥ 79	¥ 83	<b>¥ 100</b>		
Euro	131	113	109	107	<b>134</b>		
Pound Sterling	148	133	126	131	<b>159</b>		

Notes: 1. The U.S. dollar amounts stated above and in the following Management's Discussion and Analysis of Operations have been translated from yen, for readers' convenience only, at the rate of ¥103 = US\$1, which was the approximate rate on the Tokyo Foreign Exchange Market at March 31, 2014.

2. Owners' equity: Net assets less minority interests in consolidated subsidiaries and subscription rights to shares.

3. Comprehensive income: Amounts for the year ended March 31, 2010 are not presented above, as the Company applied "Accounting Standard for Presentation of Comprehensive Income" (Accounting Standards Board of Japan, Statement No. 25) effective from the year ended March 31, 2011.

4. Diluted earnings per share and dividend payout ratio on a consolidated basis for the year ended March 31, 2013 are not disclosed due to the recording at net losses.

5. The Company's consolidated subsidiaries outside Japan have applied IAS 19 "Employee Benefits" (issued June 16, 2011) at the beginning of the year ended March 31, 2014. These changes in accounting policies are applied retrospectively, and the following items for the year ended March 31, 2013 and March 31, 2014 reflect this retrospective application: Operating income, Operating income margin, Income (loss) before income taxes and minority interests, Net income (loss), Return on equity, Comprehensive income, Earnings (loss) per share, Owner's equity per share, Total assets, Net assets, Owner's equity, Remeasurements of defined benefit plans, net of taxes, Owner's equity ratio and D/E ratio.

6. Unrecognized defined benefit obligations such as actuarial gains and losses, are recognized under net assets, adjusted for tax effects, as remeasurements of defined benefit plans, net of taxes, as a result of application of changes in the accounting standards both in Japan and outside Japan.

The Company's consolidated subsidiaries outside Japan have applied IAS 19 "Employee Benefits" (issued June 16, 2011) at the beginning of the year ended March 31, 2014. IAS 19 is applied retrospectively for the year ended March 31, 2013, as a comparative information.

At the end of the year ended March 31, 2014, the Company and its consolidated subsidiaries in Japan applied "Accounting Standard for Retirement Benefits" (Accounting Standards Board of Japan, Statement No. 26, issued May 17, 2012). Retrospective application for that change is not made in accordance with the provision for transitional treatment as stated in the Accounting Standard for Retirement Benefits.