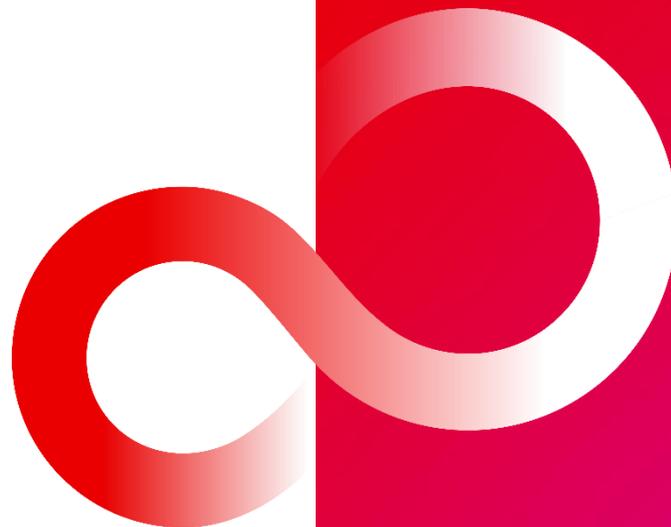


**3Q
FY2022**

Consolidated Financial Results

January 31, 2023

Fujitsu Limited



- 1 . Financial Results for 3Q FY2022
- 2 . Earnings Forecast for FY2022

1 . Financial Results for 3Q FY2022

3Q

- **Revenue: 931.4 B yen, up 9% over previous year (excluding impact of PFU carve-out)**
 - Higher revenue on solid orders in SI/Services and shift towards recovery from the impact of chip shortages

- **Operating Profit (excluding special items): 76.9 B yen, up 30% over previous year, with operating profit margin of 8.3%**
 - Higher profit on expansion in sales revenue and continued improvement in profitability

First 9 Months Cumulative Results

- **Operating Profit (excluding special items): 151.7 B yen, 173.2 B yen including special items (one-time gains/losses)**
 - Solid expansion in sales revenue and profit from business operations (excluding special items), 18% YoY increase in operating profit (record-high profit)

(Billions of yen)

	FY2022				Change			
	1Q	2Q	3Q	9 Months	1Q	2Q	3Q	9 Months
Revenue*	795.6	871.0	931.4	2,598.0	13.8	36.4	76.3	126.6
Operating Profit(Excl. Special items)	28.0	46.7	76.9	151.7	△5.7	4.0	17.6	15.9

*Revenue on a real basis excluding the impact of the restructuring

1. Financial Results
for 3Q FY2022

Consolidated PL[3Q]



(Billions of yen)

		3Q FY2021	3Q FY2022	Change	(%)
Excl. Special items	Revenue	880.5	931.4	50.8	5.8
	Impact of restructuring	25.4	-	-25.4	-
	Excl. the above	855.0	931.4	76.3	8.9
	OPPL [Operating Profit Margin]	59.3 [6.7%]	76.9 [8.3%]	17.6 [1.6%]	29.8
Special items(One-time Profit/loss)*	OPPL	5.8	-4.6	-10.5	-
Total	Revenue	880.5	931.4	50.8	5.8
	OPPL	65.1	72.3	7.1	10.9
	[Operating Profit Margin]	[7.4%]	[7.8%]	[0.4%]	

*One-time Profit/Loss from restructuring, M&A related expenses(earn-out, PPA related costs, etc.)

1. Financial Results
for 3Q FY2022

Consolidated PL[9 Months]



(Billions of yen)

		9 Months FY2021	9 Months FY2022	Change	(%)
Excl. Special items	Revenue	2,543.5	2,636.7	93.1	3.7
	Impact of restructuring	72.0	38.6	-33.4	-46.4
	Excl. the above	2,471.4	2,598.0	126.6	5.1
	OPPL [Operating Profit Margin]	135.8 [5.3%]	151.7 [5.8%]	15.9 [0.5%]	11.7
Special items(One-time Profit/loss)*	OPPL	10.8	21.4	10.6	98.4
Total	Revenue	2,543.5	2,636.7	93.1	3.7
	OPPL	146.6	173.2	26.6	18.1
	[Operating Profit Margin]	[5.8%]	[6.6%]	[0.8%]	

*One-time Profit/Loss from restructuring, M&A related expenses(earn-out, PPA related costs, etc.)

1. Financial Results
for 3Q FY2022

Consolidated PL[3Q]



(Billions of yen)

	3Q FY2021	3Q FY2022	Change	
				(%)
Revenue	880.5	931.4	50.8	5.8
Operating Profit	65.1	72.3	7.1	10.9
[Operating Profit Margin]	[7.4%]	[7.8%]	[0.4%]	
Financial income (expenses), etc	3.7	1.6	-2.0	-55.2
Profit for the Period Before Income Taxes	68.9	73.9	5.0	7.4
Profit for the Period Attributable to Owners of the Parent	71.3	40.7	* -30.5	-42.9

*A reduction in the tax expense burden due to the restructuring of our North American business (FY2021)

Exchange Rates

U.S. dollar / Yen	114	142	28	24.6
Euro / Yen	130	144	14	10.8
British pound / Yen	153	166	13	8.5

(Billions of yen)

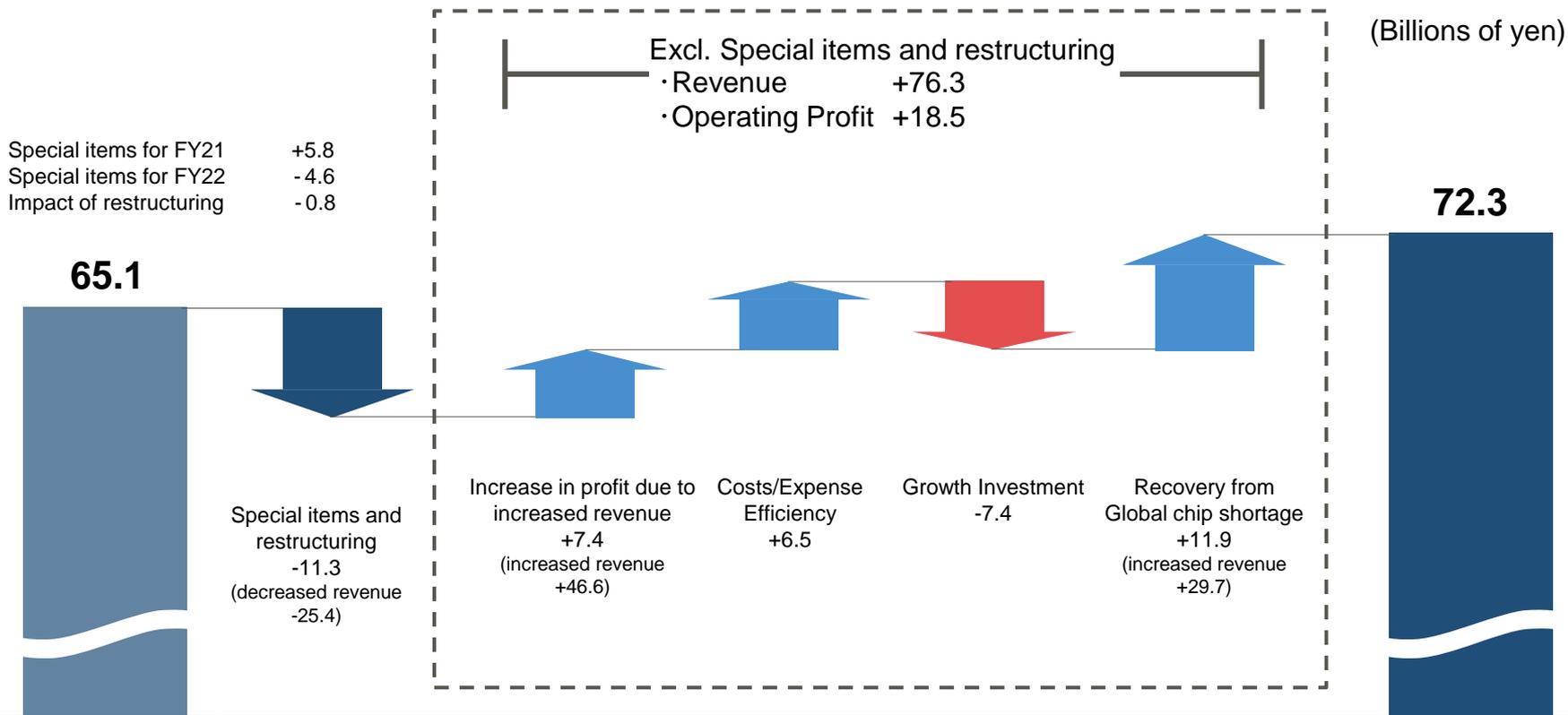
	9 Months FY2021	9 Months FY2022	Change	
				(%)
Revenue	2,543.5	2,636.7	93.1	3.7
Operating Profit	146.6	173.2	26.6	18.1
[Operating Profit Margin]	[5.8%]	[6.6%]	[0.8%]	
Financial income (expenses), etc	11.7	31.3	19.5	166.7
Profit for the Period Before Income Taxes	158.4	204.6	46.2	29.2
Profit for the Period Attributable to Owners of the Parent	124.2	112.7	-11.5	-9.3

Exchange Rates

U.S. dollar / Yen	111	137	26	23.4
Euro / Yen	131	141	10	7.6
British pound / Yen	153	164	11	7.2

1. Financial Results for 3Q FY2022

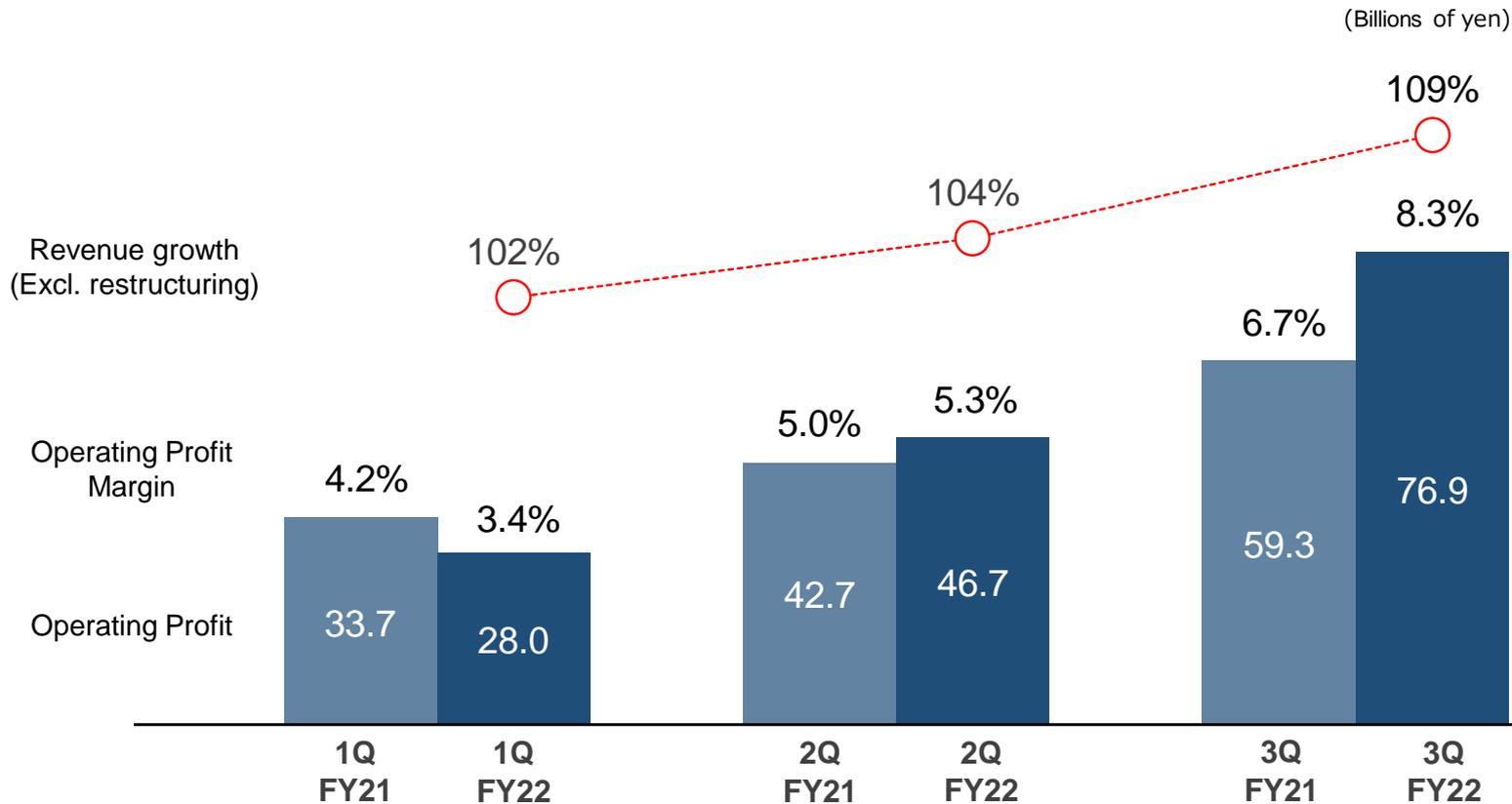
Factors Behind Change in Operating Profit[3Q]



3Q FY2021

3Q FY2022

Quarterly changes in Operating Profit (Excl. Special items)



1. Financial Results for 3Q FY2022

Revenue by Segments



	3Q FY2021	3Q FY2022	Change	(Billions of yen)		Change Excl. restructuring (%)
				Change		
				Impact of restructuring	Excl. restructuring	
Total	880.5	931.4	50.8	-25.4	76.3	8.9
Technology Solutions	738.1	794.7	56.6	-25.4	82.0	11.5
Ubiquitous Solutions	60.8	58.0	-2.7	-	-2.7	-4.5
Device Solutions	101.7	96.6	-5.1	-	-5.1	-5.0
Inter-segment Elimination	-20.2	-18.1	2.1	-	2.1	-

Orders in Japan

(Fujitsu Limited and Fujitsu Japan Limited)

- **Maintained high level of SI/Services orders, on par with previous year, sharply rising by 5% for first 9 months compared to prior year period**

	FY2022				[SI / Services]
	1Q	2Q	3Q	9 Months	
Private Enterprise Business [Manufacturing & Distribution & Retail]	110%	105%	108%	108%	[111%]
Finance Business [Finance & Insurance]	101%	107%	89%	99%	[100%]
Japan Region [Government & Mission critical]	114%	99%	90%	101%	[106%]
Fujitsu Japan [Local government & Healthcare & Educational institutions & Small and medium enterprise]	107%	93%	101%	100%	[104%]
Network	74%	52%	85%	70%	
Total	106%	94%	96%	99%	
[SI / Services]	[107%]	[109%]	[100%]	[105%]	

Orders in International Regions Excluding Japan

Cumulative orders of Services for the first 9 months rose 29% over the previous in Europe and APAC regions

	FY2022			
	1Q	2Q	3Q	9 Months
Europe	99%	140%	88%	107%
Services	105%	194%	92%	129%
Products	94%	81%	83%	86%
Americas	98%	87%	87%	91%
Asia Pacific	83%	90%	152%	105%
Services	77%	113%	219%	129%
Products	89%	68%	86%	81%

Impact of the global chip shortage, which continued through the first half, switched to a recovery in 3Q, with significant YoY improvement, as well

(Billions of yen)

		FY2021				FY2022			
		1Q	2Q	3Q	9 Months	1Q	2Q	3Q	9 Months
Impact of global chip shortage	Revenue	-	- 14.9	- 24.8	- 39.7	- 27.8	- 13.2	4.9	- 36.2
	OPPL	-	- 7.1	- 11.9	- 19.0	- 12.9	- 7.5	-	- 20.4
		vs		Revenue	- 27.8	1.6	29.7	3.4	
		LY		OPPL	- 12.9	- 0.4	11.9	- 1.4	

6.5 B yen improvement from cost/expense efficiencies
Profitability improvements in Solutions/Services continued in 3Q

• Gross Margin

	FY2022		
	1 Q	2 Q	3 Q
<u>Technology Solutions</u>	29.4%	30.0%	31.1%
Solutions/Services	34.2%	34.4%	36.7%

Improved productivity in SI business
Standardization in delivery, improved efficiencies
(utilization of GDCs)
Impact of DX personnel measures

Actively investing as planned, primarily in the development of Services offerings and internal DX

(Billions of yen)

	3Q FY2021	3Q FY2022	Change	9 Months FY2021	9 Months FY2022	Change
Growth Investments	20.6	30.3	9.7	57.6	89.8	32.1
(OPEX)	(13.0)	(20.4)	(7.4)	(40.7)	(56.8)	(16.1)
(CAPEX)	(7.6)	(9.9)	(2.2)	(16.9)	(32.9)	(15.9)
Investments for value creation	7.6	9.1	1.5	19.7	37.0	17.2
• Global offerings development	2.4	6.3	3.9	5.6	16.1	10.5
• Service Delivery Transformation	1.8	1.7	△0.1	3.9	5.4	1.5
• New business creation	3.4	1.0	△2.4	10.2	15.3	5.0
Investments for internal transformation	12.9	21.2	8.3	37.8	52.8	15.0
• Internal DX investments	8.9	15.6	6.7	18.9	36.5	17.6
• Work Life Shift	4.0	5.6	1.6	18.9	16.2	△2.6

1. Financial Results
for 3Q FY2022

Business Segment Information[3Q]



(Billions of yen)

		3Q FY2021	3Q FY2022	Change	(%)
Technology Solutions	Revenue	738.1	794.7	56.6	7.7
	OPPL	40.2	55.1	14.9	37.1
Ubiquitous Solutions	Revenue	60.8	58.0	-2.7	-4.5
	OPPL	0.6	-2.6	-3.3	-
Device Solutions	Revenue	101.7	96.6	-5.1	-5.0
	OPPL	24.2	19.7	-4.4	-18.3
Inter-segment Elimination	Revenue	-20.2	-18.1	2.1	-
Total	Revenue	880.5	931.4	50.8	5.8
	OPPL	65.1	72.3	7.1	10.9

Technology Solutions

(Billions of yen)

Technology Solutions	3Q FY2021	3Q FY2022	Change	
				(%)
Revenue	738.1	794.7	56.6	7.7
Impact of restructuring	25.4	-	-25.4	-
Excl. the above	712.6	794.7	82.0	11.5
Operating profit	40.2	55.1	14.9	37.1
[Operating profit margin]	[5.5%]	[6.9%]	[1.4%]	

OPPL (breakdown)

[Excl. Special items]	[34.4]	[59.8]	[25.4]	[74.0]
[Special items]	[5.8]	[-4.6]	[-10.5]	

[Revenue]

In addition to the switch toward recovery from the global chip shortage, higher revenue from Solutions/Services also contributed, resulting in double-digit growth (excluding impact of PFU carve-out)

[Operating Profit]

Enormous 74% increase in operating profit (excluding special items)

1. Financial Results for 3Q FY2022

Business Segment Information[3Q]



Technology Solutions (Solutions/Services)

(Billions of yen)

Solutions/ Services	3Q FY2021	3Q FY2022	Change	
				(%)
Revenue	437.5	431.3	-6.2	-1.4
Impact of restructuring	25.4	-	-25.4	-
Excl. the above	412.1	431.3	19.1	4.7
Operating profit	38.2	57.2	19.0	49.8
[Operating profit margin]	[8.7%]	[13.3%]	[4.6%]	

OPPL (breakdown)

[Excl. Special items]	[37.8]	[59.5]	[21.6]	[57.2]
[Special items]	[0.3]	[-2.2]	[-2.6]	

[Revenue]

Solid increase in SI/Services (excluding special items), particularly from manufacturing, financial services, and societal systems customers

[Operating Profit]

Margin expansion from higher sales revenue, productivity improvements, and expense efficiencies

Technology Solutions (System Platforms)

(Billions of yen)

System Platforms	3Q FY2021	3Q FY2022	Change	
				(%)
Revenue	144.2	175.9	31.7	22.0
System Products	88.7	104.4	15.7	17.7
Network Products	55.4	71.4	15.9	28.8
Operating profit	5.8	24.1	18.2	312.4
[Operating profit margin]	[4.1%]	[13.7%]	[9.6%]	

[Revenue]

Revenue increased on higher network product revenue in North America and the impact of the recovery from the global chip shortage

[Operating Profit]

Profit increased from higher sales revenue in network products and the easing of the impact of the global chip shortage

1. Financial Results for 3Q FY2022

Business Segment Information[3Q]



Technology Solutions (International Regions Excluding Japan)

(Billions of yen)

International Regions Excluding Japan	3Q FY2021	3Q FY2022	Change	
				(%)
Revenue	192.3	228.4	36.1	18.8
Operating profit	11.6	-1.3	-12.9	-
[Operating profit margin]	[6.1%]	[-0.6%]	[-6.7%]	

OPPL (breakdown)

[Excl. Special items]	[6.1]	[1.4]	[-4.7]
[Special items]	[5.4]	[-2.8]	[-8.2]

[Revenue]

Revenue rose from favorable foreign exchange trends and higher Services revenue in the APAC region

[Operating Profit]

Excluding special items : lower profit from higher costs because of foreign exchange impact

Special items: FY2021 Gain on sale of business in Europe
FY2022 Increase in M&A-related costs

Technology Solutions (Common)

(Billions of yen)

Common	3Q FY2021	3Q FY2022	Change
Operating profit	-15.4	-24.8	-9.4

[Excluding special items]

Large growth investments as planned for internal transformation

- Internal DX investments to achieve data-driven management (One Fujitsu, etc.)
- Work Life Shift (transforming ways we work)
 - Borderless offices
 - Building secure network environment

1. Financial Results for 3Q FY2022

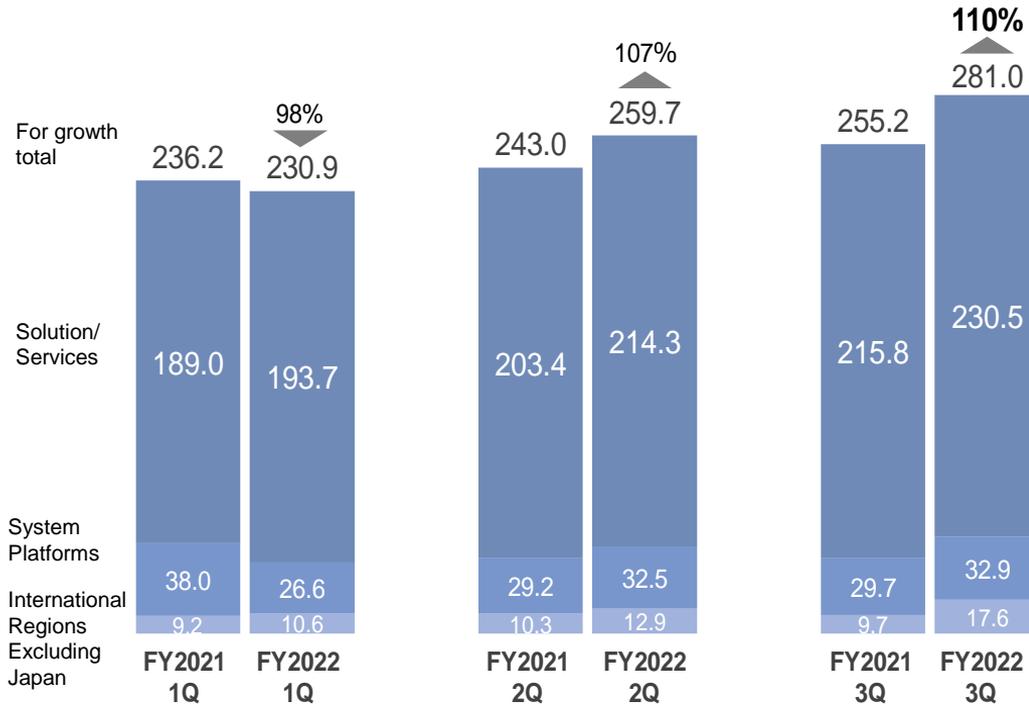
Two Business Areas for Value Creation



(Billions of yen)

		1H FY2022			3Q FY2022			9 Months FY2022		
		For Growth	For Stability	Total	For Growth	For Stability	Total	For Growth	For Stability	Total
Technology Solutions	Growth Rate	102%	100%	101%	110%	106%	108%	105%	102%	103%
	Revenue <small>[composition ratio]</small>	490.6 [34%]	934.7 [66%]	1,425.3 [100%]	281.0 [35%]	513.7 [65%]	794.7 [100%]	771.6 [35%]	1,448.5 [65%]	2,220.1 [100%]
Solutions/ Services	Growth Rate	104%	90%	96%	107%	91%	99%	105%	90%	97%
	Revenue	408.0	407.6	815.6	230.5	200.8	431.3	638.5	608.4	1,246.9
System Platforms	Growth Rate	88%	110%	105%	111%	125%	122%	95%	115%	111%
	Revenue	59.1	241.9	301.0	32.9	143.0	175.9	92.0	384.9	476.9
International Regions Excluding Japan	Growth Rate	121%	106%	107%	181%	115%	119%	141%	109%	111%
	Revenue	23.5	346.8	370.3	17.6	210.8	228.4	41.1	557.7	598.8
Common	Revenue	-	-61.6	-61.6	-	-40.9	-40.9	-	-102.5	-102.5

Significant 10% expansion in 'For Growth' business, driven by expansion of SI business



Solutions/Services: +7%
Expansion from rebuilding mission-critical systems, modernization, and DX-related business
Also solid performance of consulting business

System Platforms: +11%
Mainly growth in network products business in North America

International Regions (excluding Japan): +81%
Expansion of capabilities from acquisitions

1. Financial Results for 3Q FY2022

Business Segment Information[3Q]



Ubiquitous Solutions

(Billions of yen)

Ubiquitous Solutions	3Q FY2021	3Q FY2022	Change	
				(%)
Revenue	60.8	58.0	-2.7	-4.5
Operating profit	0.6	-2.6	-3.3	-
[Operating profit margin]	[1.1%]	[-4.6%]	[-5.7%]	

Revenue (breakdown)

Japan	31.1	35.1	4.0	12.9
Outside Japan	29.6	22.9	-6.7	-22.7

[Revenue]

Reduction in demand because of weak economic conditions in Europe

[Operating Profit]

Lower profit because of decline in revenue and higher procurement costs from foreign currency movements

1. Financial Results for 3Q FY2022

Business Segment Information[3Q]



Device Solutions

(Billions of yen)

Device Solutions	3Q FY2021	3Q FY2022	Change	
				(%)
Revenue	101.7	96.6	-5.1	-5.0
Operating profit	24.2	19.7	-4.4	-18.3
[Operating profit margin]	[23.8%]	[20.5%]	[-3.3%]	

Revenue (breakdown)

Japan	22.3	19.8	-2.4	-11.2
Outside Japan	79.4	76.8	-2.6	-3.3

[Revenue]

Decline in demand because of economic weakness

[Operating Profit]

Lower profit because of decline in revenue from reduction in demand

(Billions of yen)

	9 Months FY2021	9 Months FY2022	Change
I Cash flows from operating activities	194.4	76.9	-117.4
II Cash flows from investing activities	-85.0	-27.2	57.7
I + II Free Cash Flow	109.3	49.6	-59.7
III Cash flows from financing activities	-165.2	-170.1	-4.9
IV Cash and Cash Equivalents at End of Period	427.6	368.7	-58.9

Cash flows from operating activities:

- (-) Increase in inventories to meet need for higher supplies of parts and materials
- (-) Higher outflows due to supplemental payments related to DX human resource measures

Cash flows from investing activities:

- (+) Carve-outs of non-priority businesses, sales of cross-shareholdings

Status of share buybacks:

Share buyback program
Cumulative purchases

up to 150.0 B yen (from May 2, 2022 to March 31, 2023)
70.0 B yen

2. Earnings Forecast for FY2022

2.Earnings Forecast for FY2022

Financial Forecast



(Billions of yen)

	FY2021 (Actual)	FY2022(Forecast)				Change	(%)
		Current Forecast	Change vs. Previous Forecast	Impact of foreign exchange	Other factors		
Revenue	3,586.8	3,750.0	30.0	120.0	-90.0	163.1	104.5
Operating Profit	219.2	375.0	-25.0	5.0	-30.0	155.7	171.1
[Operating Profit Margin]	[6.1%]	[10.0%]	[-0.8%]			[3.9%]	
Profit for the Year Attributable to Owners of the Parent	182.6	255.0	-25.0			72.3	139.6

Exchange Rate

U.S. dollar / Yen	112	130	15
Euro / Yen	131	140	10
British pound / Yen	154	160	5

18	116.1
9	106.9
6	103.9

Free Cash Flow	189.0	235.0	-45.0
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45.9	124.3
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2.Earnings Forecast for FY2022

Business Segment Information



(Billions of yen)

		FY2021 (Actual)	Current Forecast	FY2022(Forecast)			Change	[%]
				Change vs. Previous Forecast	Impact of foreign exchange	Other factors		
Technology Solutions	Revenue	3,056.3	3,220.0	20.0	70.0	-50.0	163.6	
	OPPL	135.0	300.0	-30.0	-15.0	-15.0	164.9	[222.2%]
	[Operating profit margin]	[4.4%]	[9.3%]	[-1.0%]			[4.9%]	
Ubiquitous Solutions	Revenue	237.1	240.0	10.0	10.0	-	2.8	
	OPPL	5.8	-5.0	-5.0	-15.0	10.0	-10.8	
Device Solutions	Revenue	375.9	390.0	-	40.0	-40.0	14.0	
	OPPL	78.3	80.0	10.0	35.0	-25.0	1.6	
Inter-segment Elimination	Revenue	-82.6	-100.0	-	-	-	-17.3	
Total	Revenue	3,586.8	3,750.0	30.0	120.0	-90.0	163.1	
	OPPL	219.2	375.0	-25.0	5.0	-30.0	155.7	[171.1%]
	[Operating profit margin]	[6.1%]	[10.0%]	[-0.8%]			[3.9%]	

2.Earnings Forecast for FY2022

Business Segment Information Breakdown of Technology Solutions



(Billions of yen)

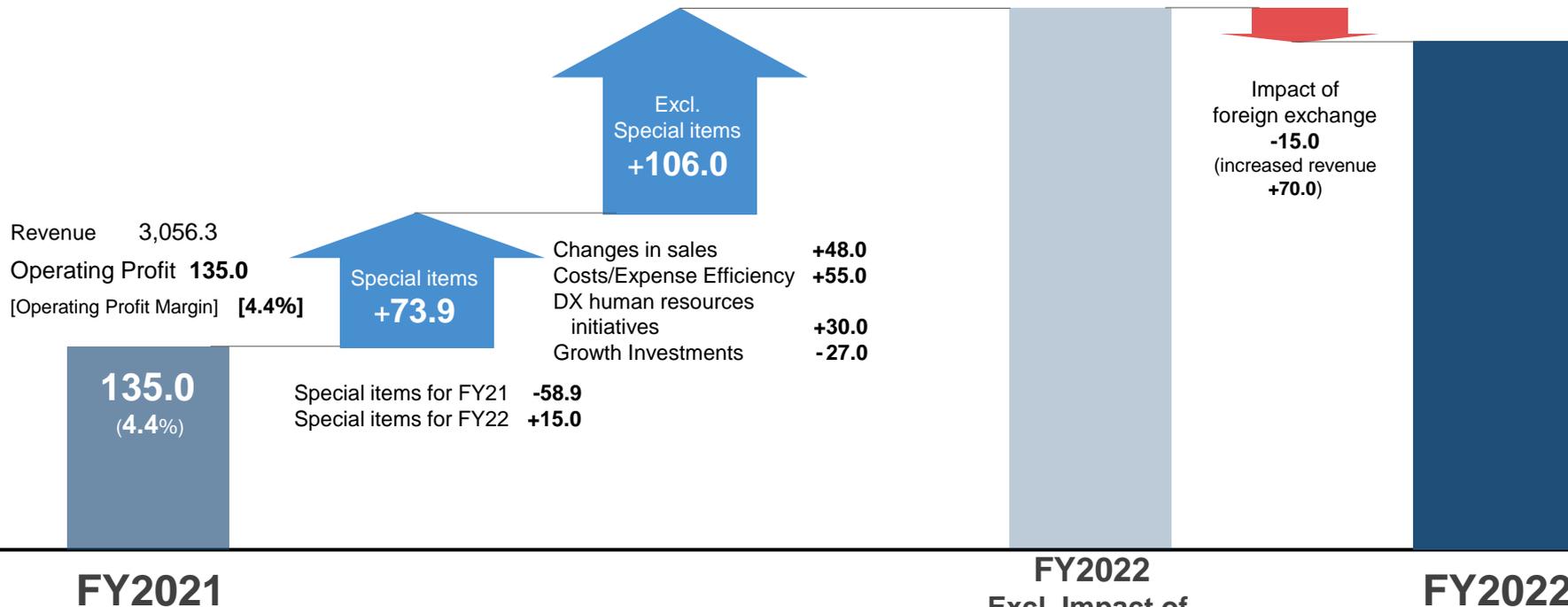
		FY2021 (Actual)	FY2022(Forecast)				Change	[%]
			Current Forecast	Change vs. Previous Forecast	Impact of foreign exchange	Other factors		
Technology Solutions	Revenue	3,056.3	3,220.0	20.0	70.0	-50.0	163.6	
	OPPL	135.0	300.0	-30.0	-15.0	-15.0	164.9	[222.2%]
Solutions/ Services	Revenue	1,840.5	1,850.0	-10.0	-	-10.0	9.4	
	OPPL	188.7	255.0	-10.0	-5.0	-5.0	66.2	[135.1%]
System Products	Revenue	384.7	440.0	10.0	10.0	-	55.2	
Network Products	Revenue	232.8	260.0	10.0	10.0	-	27.1	
System Platforms	Revenue	617.5	700.0	20.0	20.0	-	82.4	
	OPPL	56.6	80.0	-10.0	-5.0	-5.0	23.3	[141.1%]
International Regions Excluding Japan	Revenue	729.3	810.0	10.0	50.0	-40.0	80.6	
	OPPL	23.9	5.0	-25.0	-5.0	-20.0	-18.9	
Common	Revenue	-131.0	-140.0	-	-	-	-8.9	
	OPPL	-134.4	-40.0	15.0	-	15.0	94.4	

2. Earnings Forecast (Reference) Factors Behind Change in Operating Profit Breakdown of Technology Solutions

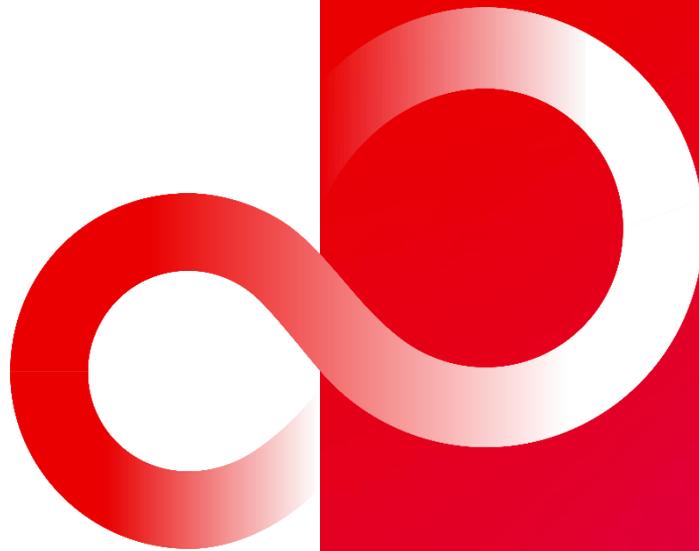


(Billions of yen)

Operating Profit	+180.0	Revenue	3,150.0	Revenue	3,220.0
		Operating Profit	315.0	Operating Profit	300.0
		[Operating Profit Margin]	[10.0%]	[Operating Profit Margin]	[9.3%]



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

Supplementary

Business Segment Information [Quarterly Breakdown of Results]

(Billions of yen)

		FY2021				FY2022		
		1Q	2Q	3Q	4Q	1Q	2Q	3Q
Technology Solutions	Revenue	687.0	725.7	738.1	905.4	682.2	743.1	794.7
	OPPL	17.0	24.1	40.2	53.5	2.2	50.1	55.1
Solutions/ Services	Revenue	398.6	446.7	437.5	557.4	388.4	427.1	431.3
	OPPL	20.1	36.5	38.2	93.8	29.9	33.7	57.2
System Platforms	Revenue	140.8	145.8	144.2	186.6	132.7	168.2	175.9
	OPPL	7.9	7.8	5.8	35.0	0.5	8.3	24.1
International Regions Excluding Japan	Revenue	177.2	169.4	192.3	190.4	185.1	185.2	228.4
	OPPL	2.2	2.8	11.6	7.1	-6.1	-2.9	-1.3
Common	Revenue	-29.6	-36.3	-35.9	-29.1	-24.1	-37.4	-40.9
	OPPL	-13.3	-23.0	-15.4	-82.5	-21.9	10.9	-24.8
Ubiquitous Solutions	Revenue	53.8	62.7	60.8	59.6	50.1	60.1	58.0
	OPPL	1.6	3.4	0.6	0.1	-3.1	-1.1	-2.6
Device Solutions	Revenue	81.0	94.1	101.7	98.9	104.1	103.4	96.6
	OPPL	15.1	20.1	24.2	18.8	26.4	26.4	19.7
Inter-segment Elimination	Revenue	-20.0	-21.7	-20.2	-20.6	-17.6	-20.3	-18.1
Total	Revenue	801.9	861.0	880.5	1,043.3	818.8	886.4	931.4
	OPPL	33.7	47.7	65.1	72.5	25.6	75.3	72.3

Business Segment Information

[Revenue Breakdown-In and Outside Japan 3Q]

(Billions of yen)

		3Q FY2021	3Q FY2022	Change	(%)
Technology Solutions	Revenue	738.1	794.7	56.6	7.7
	Japan	495.2	504.5	9.2	1.9
	Outside Japan	242.8	290.2	47.3	19.5
Solutions/ Services	Revenue	437.5	431.3	-6.2	-1.4
	Japan	426.4	430.7	4.2	1.0
	Outside Japan	11.1	0.6	-10.5	-94.6
System Platforms	Revenue	144.2	175.9	31.7	22.0
	Japan	90.6	92.3	1.7	1.9
	Outside Japan	53.5	83.5	29.9	56.0
International Regions Excluding Japan	Revenue	192.3	228.4	36.1	18.8
	Japan	0.1	0.1	-	-17.3
	Outside Japan	192.1	228.2	36.1	18.8
Common	Revenue	-35.9	-40.9	-4.9	-
Ubiquitous Solutions	Revenue	60.8	58.0	-2.7	-4.5
	Japan	31.1	35.1	4.0	12.9
	Outside Japan	29.6	22.9	-6.7	-22.7
Device Solutions	Revenue	101.7	96.6	-5.1	-5.0
	Japan	22.3	19.8	-2.4	-11.2
	Outside Japan	79.4	76.8	-2.6	-3.3
Inter-segment Elimination	Revenue	-20.2	-18.1	2.1	-
Total	Revenue	880.5	931.4	50.8	5.8
	Japan	529.8	542.2	12.4	2.3
	Outside Japan	350.6	389.1	38.4	11.0

Ratio of Revenue Outside Japan

39.8%

41.8%

2.0%

Business Segment Information

[Revenue Breakdown-In and Outside Japan 9 Months]

(Billions of yen)

		9 Months FY2021	9 Months FY2022	Change	(%)
Technology Solutions	Revenue	2,150.9	2,220.1	69.1	3.2
	Japan	1,485.5	1,444.2	-41.2	-2.8
	Outside Japan	665.4	775.8	110.4	16.6
Solutions/ Services	Revenue	1,283.0	1,246.9	-36.1	-2.8
	Japan	1,250.9	1,228.2	-22.7	-1.8
	Outside Japan	32.0	18.6	-13.3	-41.7
System Platforms	Revenue	430.9	476.9	46.0	10.7
	Japan	298.2	264.4	-33.8	-11.3
	Outside Japan	132.6	212.5	79.9	60.2
International Regions Excluding Japan	Revenue	538.9	598.8	59.8	11.1
	Japan	0.5	0.3	-0.1	-25.8
	Outside Japan	538.4	598.4	59.9	11.1
Common	Revenue	-101.9	-102.5	-0.6	-
Ubiquitous Solutions	Revenue	177.4	168.3	-9.1	-5.2
	Japan	95.6	98.3	2.6	2.8
	Outside Japan	81.7	69.9	-11.8	-14.4
Device Solutions	Revenue	277.0	304.3	27.2	9.8
	Japan	63.8	67.6	3.8	6.0
	Outside Japan	213.1	236.6	23.4	11.0
Inter-segment Elimination	Revenue	-61.9	-56.0	5.9	-
Total	Revenue	2,543.5	2,636.7	93.1	3.7
	Japan	1,586.6	1,557.8	-28.8	-1.8
	Outside Japan	956.8	1,078.8	122.0	12.8

Ratio of Revenue Outside Japan

37.6%

40.9%

3.3%

Breakdown of International Regions Excluding Japan

(Billions of yen)

		3Q FY2021		3Q FY2022		Change	
International Regions Excluding Japan	Revenue	192.3	228.4	36.1			
	Operating Profit	[6.1] 11.6	[1.4] -1.3	[-4.7] -12.9			
Europe	Revenue	142.4	163.6	21.1			
	Operating Profit	[2.6] 8.1	[-] -0.8	[-2.7] -8.9			
Americas	Revenue	10.4	14.1	3.7			
	Operating Profit	[-0.3] -0.3	[0.3] 0.2	[0.6] 0.5			
Asia Pacific	Revenue	33.5	41.8	8.3			
	Operating Profit	[2.9] 2.9	[0.7] -1.1	[-2.1] -4.1			
East Asia	Revenue	8.9	14.7	5.7			
	Operating Profit	[0.1] 0.1	[0.4] 0.4	[0.2] 0.2			
Others/ Eliminations	Revenue	-3.0	-5.8	-2.8			
	Operating Profit	[0.7] 0.7	[-] -	[-0.7] -0.7			

		9 Months FY2021		9 Months FY2022		Change	
		538.9	598.8	59.8			
		[11.2] 16.7	[-2.9] -10.3	[-14.2] -27.1			
		400.0	420.1	20.0			
		[4.1] 9.6	[-8.1] -9.1	[-12.2] -18.8			
		30.0	39.4	9.3			
		[1.2] 1.2	[2.2] 1.9	[0.9] 0.6			
		93.9	120.1	26.1			
		[3.8] 3.8	[2.2] -3.8	[-1.6] -7.7			
		24.5	34.6	10.1			
		[0.4] 0.4	[0.7] 0.7	[0.3] 0.3			
		-9.6	-15.5	-5.8			
		[1.5] 1.5	[-] -	[-1.5] -1.5			

Note: Revenue includes Inter-region revenue.

[] Figures in brackets indicate Excl. Special items

Assets, Liabilities and Equity

(Billions of yen)

	Year-end FY2021	End of 3Q FY2022	Change
Total Assets	3,331.8	3,133.1	-198.6
Total Liabilities	1,616.0	1,415.9	-200.1
Total Equity	1,715.7	1,717.2	1.4
Total Equity Attributable to Owners of the Parent	1,590.7	1,570.0	-20.6

Reference: Financial Indices

Interest-bearing Loans	285.3	261.3	-23.9
(Net Interest-bearing Loans)	(-198.7)	(-107.3)	(91.3)

Assumption used for FY2022 Forecasts

1. Exchange Rates (Average) and Impact of Fluctuation

	FY2021 (Actual)	FY2022			Impact of Exchange Rate Fluctuation 4Q (Forecast)*
		9 Months (Actual)	4Q (Forecast)	Change vs. Previous Forecast	
U.S. dollar / Yen	112	137	130	15	0.0 Billion yen
Euro / Yen	131	141	140	10	0.0 Billion yen
British pound / Yen	154	164	160	5	0.0 Billion yen

* Impact of 1 yen fluctuation on operating profit (yen appreciation).

Assumption used for FY2022 Forecasts

2. Capital Expenditures and Depreciation (Property, Plant and Equipment)

	9 Months		Full year		Change vs. Previous Forecast
	FY2021 (Actual)	FY2022 (Actual)	FY2021 (Actual)	FY2022 (Forecast)	
Technology Solutions	34.9	32.9	46.4	50.0	-
Ubiquitous Solutions	-	-	-	-	-
Device Solutions	33.2	44.7	42.5	90.0	-
Capital Expenditures	68.2	77.7	88.9	140.0	-
Depreciation	66.1	66.5	89.5	90.0	-10.0

(Billions of yen)

Capital expenditures and depreciation do not include the impact of adopting IFRS 16 (Leases).

3. R&D Expenses

R&D Expenses	76.9	76.8	105.3	105.0	-
[As % of Revenue]	[3.0%]	[2.9%]	[2.9%]	[2.8%]	-