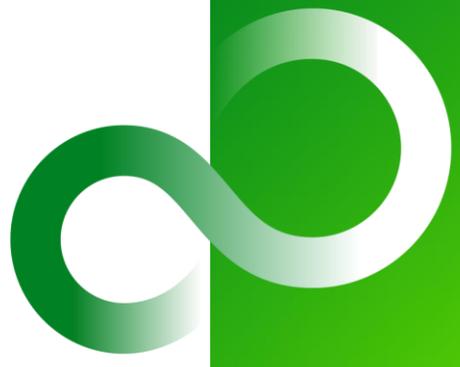


**1Q  
FY2024**

**Consolidated  
Financial Results**

July 25, 2024  
Fujitsu Limited





# Financial Results for 1Q FY2024

## FY 2024 1Q Results: Overview



### Service Solutions

(Billions of yen)

<b>Revenue</b>	<b>501.6</b>	vs LY	<b>+7.8%</b>
<b>Adjusted Operating Profit</b>	<b>34.9</b>	vs LY	<b>+14.0</b>
<b>[%]</b>	<b>[7.0%]</b>	vs LY	<b>[+2.5%]</b>

- Revenue up 7.8% from the previous year (up 11% in Japan)
- In addition to higher revenue, profitability also improved. The profit margin increased by 2.5% from the prior year.

### Total

<b>Revenue</b>	<b>830.0</b>	vs LY	<b>+3.8%</b>
<b>Adjusted Operating Profit</b>	<b>23.6</b>	vs LY	<b>+21.0</b>
<b>[%]</b>	<b>[2.8%]</b>	vs LY	<b>[+2.5%]</b>

- Revenue increased in Services, Hardware, and Device Solutions
- Adjusted operating profit increased, primarily from Service Solutions

3

© 2024 Fujitsu Limited

Please turn to page 3. I will start by presenting our financial highlights.

The most important segment is Service Solutions, which continued to have strongly higher revenue and operating profit, building on the previous year. Revenue for the first quarter was 501.6 billion yen, an increase of 7.8% over last year's first quarter. In particular, business in Japan continues to see a healthy demand for DX and modernization services, and revenue rose 11% over the prior year.

Adjusted operating profit in Service Solutions was 34.9 billion yen, an increase of 14.0 billion yen compared to the first quarter of fiscal 2023. In addition to the impact of higher revenue, there has been steady progress in profitability improvements. The adjusted operating profit margin improved to 7.0%, an increase of 2.5 percentage points from the prior year.

Total consolidated revenue was 830.0 billion yen, an increase of 3.8% over the previous year. Revenue rose in Service Solutions, Hardware Solutions, and Device Solutions.

Adjusted operating profit was 23.6 billion yen, up 21.0 billion yen from the prior year. The adjusted operating profit margin 2.8%, an improvement of 2.5 percentage points from the prior year, primarily from Service Solutions.

## Business Segment Information

		1Q FY2023	1Q FY2024	(Billions of yen)	
				Change	(%)
Service Solutions	Revenue	465.4	501.6	36.2	7.8
	Adj. Operating Profit	20.9	34.9	14.0	67.1
	[%]	[4.5%]	[7.0%]	[2.5%]	
Hardware Solutions	Revenue	216.8	228.5	11.6	5.4
	Adj. Operating Profit	2.6	-3.6	-6.3	-
Ubiquitous Solutions	Revenue	59.8	48.7	-11.0	-18.5
	Adj. Operating Profit	4.5	4.4	-	-1.8
Device Solutions	Revenue	67.4	71.6	4.2	6.2
	Adj. Operating Profit	2.2	7.0	4.7	207.7
Inter-segment Elim./Corporate	Revenue	-9.9	-20.5	-10.6	-
	Adj. Operating Profit	-27.8	-19.1	8.6	-
Total	Revenue	799.6	830.0	30.3	3.8
	Adj. Operating Profit*	2.6	23.6	21.0	806.6
	[%]	[0.3%]	[2.8%]	[2.5%]	

\*Adjusted operating profit: an indicator of the real profits from the business, in which one-time gains or losses from such activities as business restructurings, acquisitions or divestitures, and institutional changes are subtracted from operating profit.

4

© 2024 Fujitsu Limited

Page 4 shows an overview of the financial results for each business segment.

I will discuss the results for each segment starting with the next slide, but this gives you an overall view of the segments.

Service Solutions, our growth driver, started the fiscal year with strong growth in both revenue and profits.

In Hardware Solutions, profit fell, as there was a pullback from last year's high-profit deals and a negative impact from the weak yen.

Results in Device Solutions, on the other hand, benefited from the weak yen, and both revenue and profit increased.

In Inter-segment Eliminations and Corporate, a reduction in inventories led to an improvement in unrealized gains, among other positive factors, but there has been no particular shift in our expansion in investments to achieve growth over the medium and long-term horizon.



## Business Segment Information (Adjusted)



From page 5, we show results for each segment.

Service Solutions				
■ Service Solutions				
	1Q FY2023	1Q FY2024	(Billions of yen)	
			Change	(%)
Revenue	465.4	501.6	36.2	7.8
[Fujitsu Uvance]	[70.4]	[96.5]	[26.1]	[37.1]
Adjusted Operating Profit	20.9	34.9	14.0	67.1
[Adj. Operating Profit Margin]	[4.5%]	[7.0%]	[2.5%]	

#### Revenue

- Very solid growth in DX and modernization deals, especially in Japan (business in Japan grew 11%)
- Revenue for Fujitsu Uvance grew 37% from the prior year

#### Adjusted operating profit

- Steady progress in profitability improvements, in addition to the benefit of higher revenue

6

© 2024 Fujitsu Limited

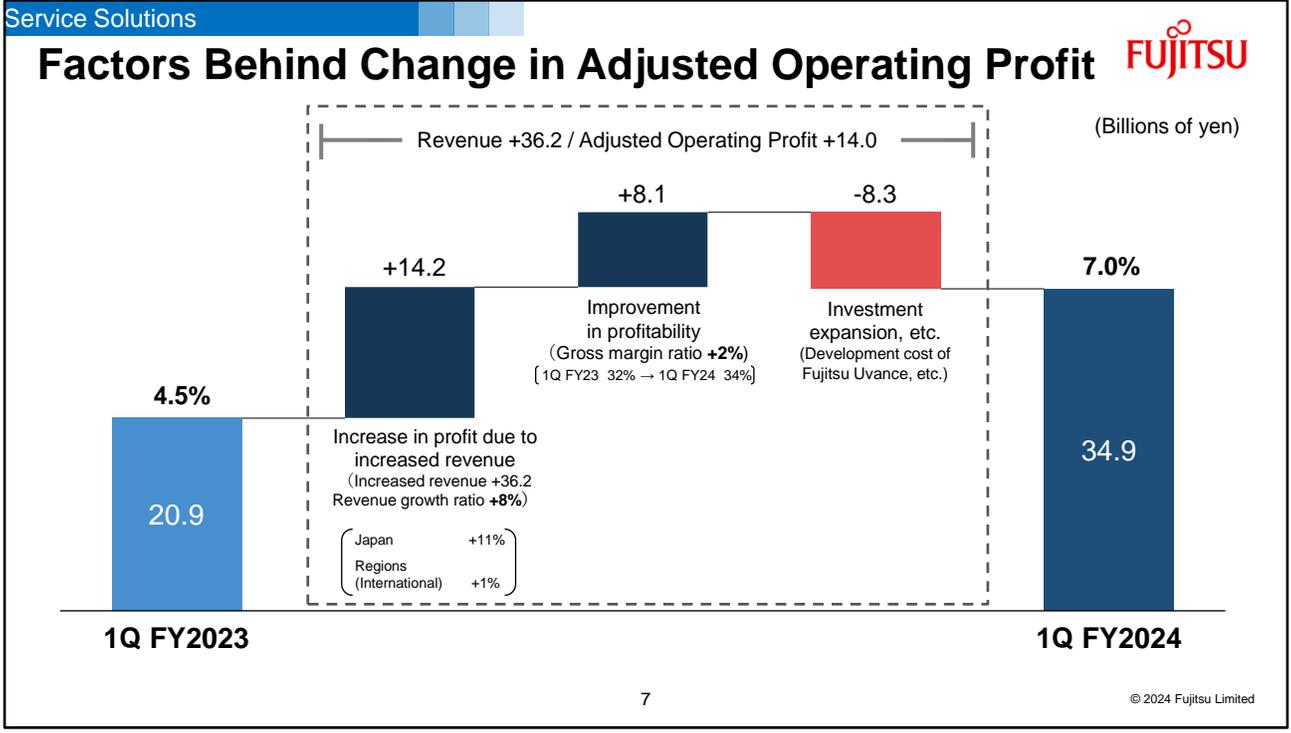
Page 6.

First I will discuss Service Solutions.

Revenue was 501.6 billion yen, an increase of 7.8% from the prior year. Primarily in Japan, there was a strong increase in demand for DX and modernization services, and revenue from Uvance continued to increase. Revenue from business in Japan rose by 11% from the prior year.

Adjusted operating profit was 34.9 billion yen, up 14.0 billion yen from the prior year, enabling the segment to achieve a solid start to fiscal 2024.

I will now explain the components of this profit increase using a waterfall chart.



This chart shows the factors that caused increases or decreases in adjusted operating profit in Service Solutions compared to the prior year.

On the far left, adjusted operating profit in the first quarter of fiscal 2023 was 20.9 billion yen, and that is the starting point for examining changes in profit during this fiscal year's first quarter.

The first factor is an increase of 14.2 billion yen in adjusted operating profit from the impact of higher revenue. The strong growth in revenue in Japan drove an increase in gross margin.

The second factor is an increase of 8.1 billion yen from improved profitability. We continue to make progress in initiatives to improve productivity, such as the standardization in our development process. In addition, in Regions (International), there was a positive impact from the carve-out of low-profitability businesses. The gross margin improved by 2 percentage points from the previous year.

The third factor is a decline of 8.3 billion yen from higher expenses, primarily investments in growth businesses. We continue to actively implement investments in the direct growth of our business, such as the development of Uvance offerings, the aggregation of knowledge to support the rapid growth in our modernization business, investments in employee training and development, and enhanced security.

Adding these up, adjusted operating profit for Service Solutions in the first quarter of fiscal 2024 is 34.9 billion yen.

## Orders in Japan

**Enterprise: There was continued growth primarily in DX and modernization**

**Public: There was a pullback in orders compared to the multi-year large-scale deals won in the previous year**

	FY2022				FY2023				FY2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Japan	111%	105%	100%	112%	118%	118%	115%	116%	97%
Private Enterprise Business [Manufacturing & Distribution & Retail]	108%	105%	101%	109%	107%	115%	102%	106%	106%
Finance Business [Finance & Insurance]	103%	102%	103%	110%	124%	123%	117%	104%	100%
Public&Healthcare [Government & Local government & Healthcare]	113%	97%	102%	108%	134%	105%	130%	103%	85%
Mission Critical and others [Mission Critical & National Security & others]	118%	124%	91%	128%	92%	135%	123%	149%	131%

8

© 2024 Fujitsu Limited

Page 8.

I will now provide supplemental information on each of the factors in the previous waterfall chart.

First is the status of orders, which led to the increase in revenue. This page shows orders in Japan. Orders in Japan fell by 3% in the first quarter compared to the previous year. I will comment on each industry segment.

First is the Private Enterprise Business segment, in which orders were up 6% from the prior year. There was continued growth in projects related to digital transformation and sustainable transformation, as well as modernization deals for mission-critical systems, with continued strength across a wide range of customer, including those in the manufacturing, mobility, and retailing and distribution sectors.

Orders were flat in the Finance Business segment compared to the prior year.

We were able to win large-scale deals to upgrade mission-critical systems for financial institutions, enabling us to receive a scale of orders on par with the high level of orders in last year's first quarter.

In the Public and Healthcare segment, orders fell 15%.

This represents a pullback from the first quarter of last year, when we received orders for large-scale multi-year deals. Our deal pipeline for the second quarter and beyond is growing, and, although the level of orders in the first quarter was below last year's level, we are not particularly concerned about the future.

In the Mission Critical and Others segment, orders were up 31% from the prior year.

We received multiple large-scale deals, such as upgrades for mission-critical systems.

Overall, our business in Japan is continuing a solid growth trend in deals across a wide range of customers. There was a pullback in the first quarter from the multi-year contracts we won in last year's first quarter, but the pipeline of expected orders in the second quarter and beyond is solidly expanding, and for the full year we expect a continuation of these strong trends.

In addition to the high volume of backlogs from orders we had received through to the end of last year, the expansion trend in opportunities for orders remains strong, and we expect to be able to continue the steady growth in revenue.

## Orders in Regions (International)

**Europe: Pullback from previous year's large-scale deals**

**Americas: Continued expansion of the Services business, primarily Fujitsu Uvance**

**Asia Pacific: Renewal of multi-year services deals in Oceania with finance-related customers**

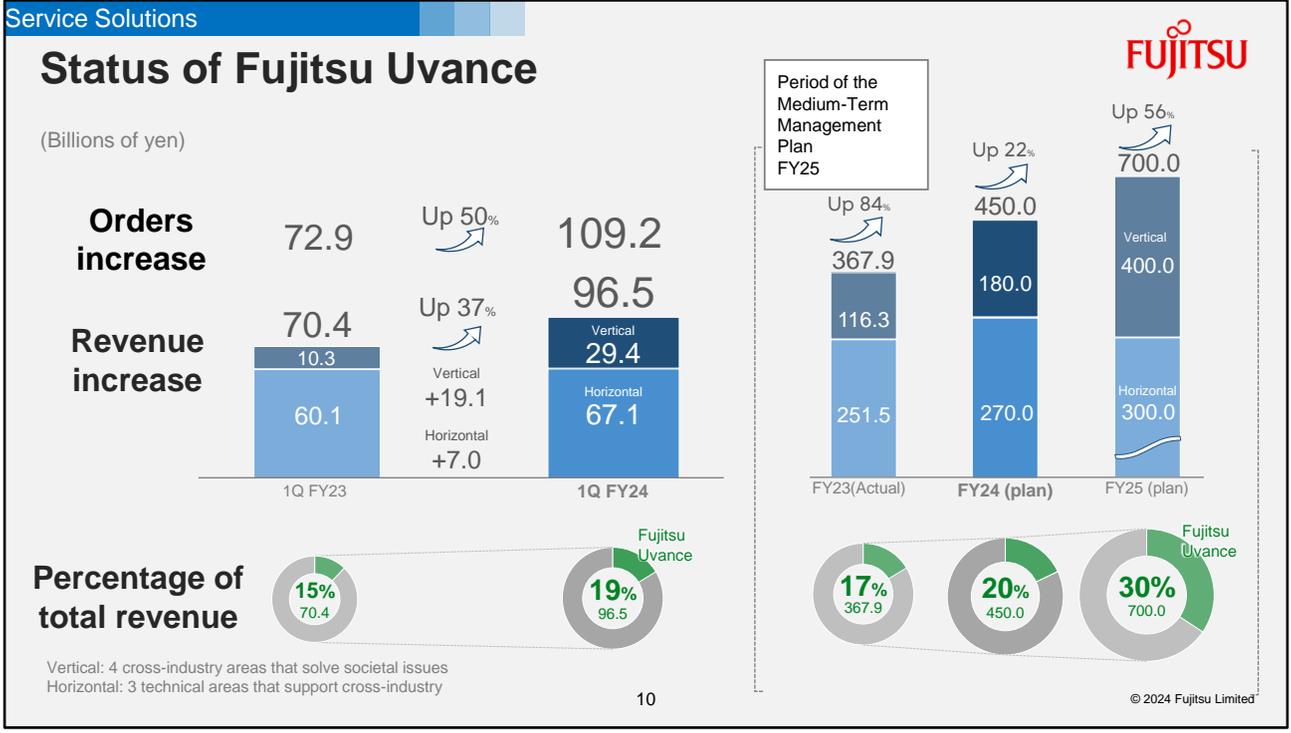
	FY2022				FY2023				FY2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Europe	101%	170%	85%	75%	104%	61%	164%	74%	<b>86%</b>
Americas	99%	87%	87%	88%	137%	247%	66%	103%	<b>104%</b>
Asia Pacific	93%	130%	242%	111%	117%	84%	47%	80%	<b>114%</b>

Page 9 shows the orders in Regions (International).

Orders for the Europe region fell 14% compared to last year. This represented a pullback from last year's large-scale deals, primarily in the Nordic area.

Orders in the Americas region increased by 4%. The solid growth in orders continued, primarily for Fujitsu Uvance, and we were able to exceed the high level of orders received in last year's first quarter.

Orders for the Asia Pacific region were up by 14%. In Oceania, we were able to win a multi-year contract renewal from a finance-related customer, taking the growth in orders up a notch.



Page 10 shows the progress of Fujitsu Uvance, which we are positioning as the most vital area for the growth of our business and the transformation of our business portfolio.

Overall orders received in the first quarter sharply expanded, growing by 50% over the prior year, to 109.2 billion yen.

Below that is revenue.

In the bar graph, the deep blue portion depicts revenue from the four Vertical Areas, which are cross-industry areas that solve societal issues. The light blue represents revenues from the three Horizontal Areas, which are technology platforms that support the cross-industry areas.

Overall revenue from Fujitsu Uvance in the first quarter was 96.5 billion yen, up by 37% from the prior year. Of that, 19.1 billion yen was from the Vertical Areas, roughly three-fold in the scale of revenue compared to the prior year.

The ratio of revenue in Service Solutions from Fujitsu Uvance rose from 15% in the prior year to 19%.

The graphs on the right-hand side show our revenue targets for this fiscal year and next fiscal year. The revenue target for this fiscal year is 450.0 billion yen, up from 367.9 billion yen in fiscal 2023, nearly an increase of 100 billion yen.

In the first quarter, the Uvance business got off to a good start in both orders and revenue, and our progress is on pace to slightly exceed our target for the first quarter.

We are seeking to achieve our target for Uvance revenue of 700 billion yen in fiscal 2025, the final fiscal year of our Medium-Term Management Plan, in which we seek to have Uvance represent 30% of total revenue in Service Solutions.

Service Solutions


## Improvement in Profitability and Growth Investments

### Improvement in profitability: +8.1 billion yen

**Trends in gross margin**

1Q FY22	1Q FY23	1Q FY24	vs LY
30%	32%	34%	2%

- In addition to progress in development standardization and automation, there is enhanced profitability monitoring when receiving orders

	1Q FY24	FY25 Target
Japan Global Gateway utilization ratio <small>(standardization/automation)</small>	43%	45%
Global Delivery Centers utilization ratio <small>(Offshore utilization ratio)</small>	14%	18%
GDC and JGG headcount	30 thousand	40 thousand

### Investment expansion: -8.3 billion yen

- Aggressive Investments for Growth**

Development of offerings  
Aggregation of modernization knowledge

Uvance

Development and recruitment of human resources  
Reskilling

Modernization

Enhanced security and IT infrastructure

Consulting

11
© 2024 Fujitsu Limited

For page 11, I would like to comment on profitability improvements and the status of growth investments.

The increase in profit from profitability improvements was 8.1 billion yen, and the gross margin improved by 2 percentage points from the prior year. Starting last year, every year we have been able to improve our gross margin by roughly 2 percentage points.

Productivity improvements are clearly continuing, such as through the standardization of development work, automation, the expansion of in-house work, and the expansion in the utilization of offshoring.

In addition, customers have also acknowledged the quality and the value we deliver, and our progress in setting suitable pricing is another positive point.

Moreover, the impact of the shift in our business portfolio implemented in Regions (International) is already starting to materialize.

On the right-hand side, growth investments and other expenses increased by 8.3 billion yen. Investments have increased. We have continued to deliberately and proactively invest in areas directly related to business growth, such as the development of Fujitsu Uvance offerings, the aggregation of knowledge to support the expansion of our modernization business, investments needed to develop and recruit specialist human resources, and investments to strengthen our security.

We have created our three growth pillars of Uvance, modernization, and the consulting business, and we are working hard to accelerate that growth.

## Service Solutions



## Breakdown by Sub-segment

		(Billions of yen)			
		1Q FY2023	1Q FY2024	Change	(%)
Service Solutions	Revenue	465.4	501.6	36.2	7.8
	Adjusted Operating Profit	20.9	34.9	14.0	67.1
	[%]	[4.5%]	[7.0%]	[2.5%]	
Global Solutions	Revenue	104.2	129.0	24.7	23.8
	Adjusted Operating Profit	-1.2	-2.3	-1.1	-
	[%]	[-1.2%]	[-1.9%]	[-0.7%]	
Regions (Japan)	Revenue	262.0	272.6	10.5	4.0
	Adjusted Operating Profit	25.8	37.9	12.0	46.8
	[%]	[9.9%]	[13.9%]	[4.0%]	
Regions (International)	Revenue	141.0	142.2	1.2	0.9
	Adjusted Operating Profit	-3.6	-0.5	3.0	-
	[%]	[-2.6%]	[-0.4%]	[2.2%]	
Intra-seg. Elim.	Revenue	-41.9	-42.3	-0.3	-

### Global Solutions

Higher revenue, primarily from Fujitsu Uvance

Continued investment in Uvance and standardization in global delivery, such as the Modernization Knowledge Center

### Regions (Japan)

Increase in DX and modernization projects

Increase in profits on improved profitability and the impact of higher revenue

### Regions (International)

Despite the positive impact of foreign exchange movements, revenue remained at the same level as the previous year due to the carve out of the German private cloud business

Reduced losses because of the impacts of the transformation of our business portfolio

12

© 2024 Fujitsu Limited

Next is page 12.

I will briefly touch on the status of each sub-segment in Service Solutions.

First is Global Solutions. Revenue was 129.0 billion yen, up sharply by 23.8% from the prior year. On an adjusted basis, the sub-segment posted an operating loss of 2.3 billion yen.

Revenue grew strongly, primarily from Fujitsu Uvance. As for profit, however, because of stepped-up expansion in investments, in absolute terms the sub-segment ended with a loss.

We accelerated the development of offerings in Uvance, primarily in the Vertical Areas, and we are strengthening investments in delivery standardization, such as the expansion of the Modernization Knowledge Center.

We are making progress as planned in dealing with the expansion of our offerings business and the strong demand for DX and modernization services, and we expect that, through the impact of higher revenue and an improvement in our gross margin, we should be able to achieve a solid level of profit for the full year.

In Regions (Japan), revenue was 272.6 billion yen, up 4.0% from the previous year.

The adjusted operating profit was 37.9 billion yen, approximately 1.5 times the level of profit of the previous year. Modernization-related demand, such as DX business and upgrades of mission-critical systems, continued to increase, and revenue increased from a wide range of industries, such as the mobility, finance, and public sectors. In addition to the impact of higher revenue, we also continued making progress on improving profitability. The adjusted operating profit margin, therefore, had a significant 4.0 percentage-point improvement from the prior year, to 13.9%.

In Regions (International), revenue was 142.2 billion yen, up 0.9% compared to the previous year. Adjusted operating profit was a loss of 0.5 billion yen, loss decreased by 3.0 billion yen from the previous year. For revenue, although there were positive effects from foreign exchange movements, there was also the negative impact of the carve-out of the low-profit German private cloud business. On a net basis, revenue was essentially unchanged from the previous year.

In terms of profit, the effects of the business portfolio transformation led to improved profitability.

## Hardware Solutions

	1Q FY2023	1Q FY2024	(Billions of yen)	
			Change	(%)
Revenue	216.8	228.5	11.6	5.4
System Products	185.2	194.8	9.6	5.2
Network Products	31.6	33.6	2.0	6.3
Adjusted Operating Profit [Adj. Operating profit margin]	2.6 [1.2%]	-3.6 [-1.6%]	-6.3 [-2.8%]	-

### System Products

- Higher revenue, mainly from foreign exchange movements
- In addition to the pullback from the previous year's highly profitable large-scale deals in server and storage business, there was also an increase in cost due to foreign exchange movements

### Network Products

- Continued high development spending for the next growth cycle

## Ubiquitous Solutions

	1Q FY2023	1Q FY2024	(Billions of yen)	
			Change	(%)
Revenue	59.8	48.7	-11.0	-18.5
Adjusted Operating Profit [Adj. Operating profit margin]	4.5 [7.6%]	4.4 [9.2%]	- [1.6%]	-1.8

- Exited from European business as of April 2024 (now business is concentrated in Japan)

13

© 2024 Fujitsu Limited

Page 13. This page shows the other segments besides Service Solutions.

First is Hardware Solutions.

Revenue was 228.5 billion yen, up 5.4% from the previous year.

There was an adjusted operating loss of 3.6 billion yen, a deterioration of 6.3 billion yen from the previous year.

System products, in terms of revenue, saw an increase due to foreign exchange movements.

But, on the other hand, in terms of profit, there was an increase in the cost of procuring components tied directly to the weak yen, which had a negative effect on profitability.

In addition, on top of the impact of foreign exchange movements, there was also a drop-off of the previous year's highly profitable business deals, which resulted in a decrease in profit from the previous year.

Network products was also similarly impacted by weakened yen.

Excluding the impact of foreign exchange moments, revenue was about the same level as the previous year. The operating loss also improved slightly from the previous year.

We expect that demand in and outside of Japan for fiscal 2024 will continue to be as low as the previous year.

We are continuing our development investment for the next growth cycle, but it's likely that the segment will continue to have a challenge with profitability.

Below is Ubiquitous Solutions.

Revenue was 48.7 billion yen, down 18.5% from the previous year.

Adjusted operating profit was 4.4 billion yen, about the same level as the previous year.

The decline in revenue was due to exiting business in Europe.

As we mentioned last fiscal year, in regard to business in Europe, it was a very competitive environment in which it was difficult to ensure profitability. It is for this reason that Fujitsu exited these regions in April 2024.

In terms of profit, exiting business in the low profitability regions in Europe trimmed losses, or, in other words, had a positive effect. The increase in costs from the weakened yen, however, had a negative impact. These two factors combined led to profit remaining essentially unchanged from the previous year.

## Device Solutions

	1Q FY2023	1Q FY2024	(Billions of yen)	
			Change	(%)
Revenue	67.4	71.6	4.2	6.2
Adjusted Operating Profit	2.2	7.0	4.7	207.7
[Adj. Operating profit margin]	[3.4%]	[9.8%]	[6.4%]	

- Improvement in factors, including positive foreign exchange movements

## Inter-segment Elim./ Corporate

	1Q FY2023	1Q FY2024	(Billions of yen)	
			Change	
Adjusted Operating Profit	-27.8	-19.1	8.6	

- Improved business efficiency
- Continued implementation of planned business growth investments for the medium- and long-term (advanced cutting-edge research and enhancing our management foundation)

Page 14. Device Solutions.

Revenue was 71.6 billion yen, up 6.2% from the previous year.

Adjusted operating profit was 7.0 billion yen, an increase of 4.7 billion yen from the previous year.

The impact of foreign exchange movements in this segment was different from that of Hardware Solutions and Ubiquitous Solutions. It had a positive effect on both revenue and profit for the exported products from Device Solutions.

Excluding the impact of foreign exchange movements, demand has stopped declining.

Demand is starting to recover, but a strong surge in demand is anticipated to come after the second half of the fiscal year.

Below is Inter-segment Elimination and Corporate.

There was an operating loss of 19.1 billion yen, with a decrease in expenses of 8.6 billion yen compared to the previous year.

In the first quarter, group-wide business growth investments were slightly lower. In addition, an improvement in unrealized profit due to the shipment of inventories, which had been temporarily retained in intra-group transactions at the end of the first quarter of the previous fiscal year, positively impacted the results.

The business growth investments managed by Inter-segment Elimination and Corporate include advanced cutting-edge research, mainly in the fields of AI and quantum computing, and enhancements to our overall management foundation. We will continue the deliberate implementation of these investments for our medium- to long-term business growth.

We have been advancing the One Fujitsu project, the global group-based ERP deployment project, as an investment to strengthen our management foundation.

We plan to launch this project in the Services business in Japan in fiscal 2024.

We will accelerate our digital transformation, and further increase the speed and optimization of business through advancing data-driven management.



# Cash Flows • Assets, Liabilities and Equity

Page 15.  
I will now talk about the status of cash flows and the balance sheet.

## Cash Flows (Consolidated)

(Billions of yen)

	1Q FY2023	1Q FY2024	Change
Core Free Cash Flow *	182.8	167.7	-15.0

\* Ordinary free cash flow, excluding one-time cash inflows or outflows from such activities as business restructurings, structural reforms, and acquisitions or divestitures. (Details are on page 32.)

■ Main factors in the reduction of core free cash flow: increase in accounts receivable and pullback from the previous year's sale of shareholdings

I	Cash flows from operating activities	168.2	173.7	5.4
II	Cash flows from investing activities	-42.5	-43.2	-0.6
I + II	Free Cash Flow	125.6	130.4	4.8
III	Cash flows from financing activities	-24.8	-6.6	18.2

### Page 16. Cash flow.

Excluding one-time cash inflows, core free cash flow was 167.7 billion yen, a reduction of 15.0 billion yen from the previous year.

The main factors in the reduction of core free cash flow were a temporary increase in the balance of accounts receivable from a high level of revenue at the end of the first quarter and the pullback from the previous year's sale of shareholdings.

We anticipate core free cash flow to increase throughout the year.

Free cash flow, which is in the table at the bottom of this page, was 130.4 billion yen, an increase of 4.8 billion yen from the previous year.

## Assets, Liabilities and Equity (Consolidated)



	Year-end FY2023	End of 1Q FY2024	(Billions of yen) Change
Total Assets	3,514.8	3,462.2	-52.5
Total Liabilities	1,595.9	1,515.0	-80.9
Total Equity	1,918.8	1,947.2	28.4
Total Equity Attributable to Owners of the Parent	1,752.3	1,777.6	25.2
Reference: Financial Indices			
Interest-bearing Loans	245.6	283.4	37.7
(Net Interest-bearing Loans)	[-96.4]	[-192.9]	[-96.4]

Page 17 shows the status of Assets, Liabilities and Equity. I will omit an explanation for this page.

This concludes my overview of the financial results for the first quarter.

Though it is not in the slides, I will briefly comment on the progress towards our plan.

Fujitsu's operating profit is concentrated in the second half of the year and the fourth quarter. So, although we cannot afford to be overly optimistic, results for this quarter slightly exceeded our internal plan to start the fiscal year.

In segments, the results for Service Solutions showed a slight improvement. Outside of this, there was some variation due to factors such as the impact of foreign exchange movements, but the results were mostly in line with our plan.

Demand in Service Solutions, such as orders received, was as anticipated.

There was also pullback from the large-scale orders won during the previous year, so orders may appear slightly weak compared to the previous year if you only look at the first quarter, but our pipeline of business deals is steadily growing. We do not anticipate a significant change in the strength of demand. It is at the level that we planned.

Profitability improvements are also progressing exactly as planned.

This means that, although I mentioned that it is better than we planned, there is no point at which I can say it is significantly better than our plan.

So, although it is not a very concrete explanation, I dare say that there were very little significant failures or negative details as we steadily expanded our business. One could say that we had a firm handle on things. We will continue working to maintain and accelerate the starting speed from the first quarter to steadily achieve our plan.



## Earnings Forecast for FY2024



Page 18. I will now explain our financial forecast for fiscal 2024.

## Financial Forecast



(Billions of yen)

	FY2023 (Actual)	FY2024(Forecast)		Change	(%)
		Current Forecast	Change vs. Previous Forecast		
Revenue	3,756.0	3,760.0	-	3.9	0.1
Adjusted Operating Profit	283.6	330.0	-	46.3	16.3
[Adjusted Operating Profit Margin]	[7.6%]	[8.8%]	[-%]	[1.2%]	
Adjusted Profit for the year	235.8	226.0	-	-9.8	-4.2
<b>Exchange Rate</b>					
U.S. dollar / Yen	145	140	-	-5	-3.4
Euro / Yen	157	150	-	-7	-4.5
British pound / Yen	182	180	-	-2	-1.1

19

© 2024 Fujitsu Limited

Page 19. This is our financial forecast for fiscal 2024.

Revenue is forecast to be 3,760.0 billion yen, adjusted operating profit is forecast to be 330.0 billion yen, and adjusted profit for fiscal 2024 is forecast to be 226.0 billion yen. All of these forecasts remain unchanged.

In addition, there is also no change to the forecasts for each segment or cash flow starting from the next page. We are progressing as planned.

Lastly, I briefly touched on this earlier, but the results for the first quarter slightly exceeded our internal plan. We believe that we are off to a good and steady start to achieve our targets.

On the other hand, we are still at the very beginning of the year. There are still many things that we need to address, areas in which we must further accelerate our efforts, and actions that we must take to handle the strong business demand to deliver value to our customers. We strongly believe that people will be at the core of this.

As for the deployment of and change to a structure in which the right people are in the right place, including reskilling of internal human resources, securing external human resources, and the standardization of manufacturing innovations, to meet the changes to our business portfolio, it will be very important that we carry this out promptly. It is also for this reason that we believe that taking firm action will be necessary to handle this.

We believe this initiative will deliver each of the existing systems integration projects, while also growing overall business, with Fujitsu Uvance, modernization, and consulting as the main pillars. We also believe that it will be essential for steadily improving productivity.

From the second quarter onward, we will continue to gauge the steady achievement of our plan through both expanding business and improving profitability, and will work to achieve sustainable improvement in our corporate values.

This concludes my presentation on the overview of our financial results.

## Business Segment Information

(Billions of yen)

		FY2023 (Actual)	FY2024(Forecast)		Change	(%)
			Current Forecast	Change vs. Previous Forecast		
Service Solutions	Revenue	2,137.5	2,230.0	-	92.4	4.3
	Adj. Operating Profit	237.2	280.0	-	42.8	18.0
	[%]	[11.1%]	[12.6%]	[-%]	[1.5%]	
Hardware Solutions	Revenue	1,108.0	1,030.0	-	-78.0	-7.0
	Adj. Operating Profit	83.6	70.0	-	-13.6	-16.4
	[%]	[7.6%]	[6.8%]	[-%]	[-0.8%]	
Ubiquitous Solutions	Revenue	273.3	220.0	-	-53.3	-19.5
	Adj. Operating Profit	24.2	20.0	-	-4.2	-17.4
	[%]	[8.9%]	[9.1%]	[-%]	[0.2%]	
Device Solutions	Revenue	286.3	335.0	-	48.6	17.0
	Adj. Operating Profit	18.3	40.0	-	21.6	118.3
	[%]	[6.4%]	[11.9%]	[-%]	[5.5%]	
Inter-segment Elim./ Corporate	Revenue	-49.1	-55.0	-	-5.8	-
	Adj. Operating Profit	-79.7	-80.0	-	-0.2	-



# Cash Flows

(Billions of yen)

	FY2023 (Actual)	FY2024(Forecast)		Change
		Current Forecast	Change vs. Previous Forecast	
Core Free Cash Flow	197.2	220.0	-	22.7
Free Cash Flow	151.9	220.0	-	68.0

## Announcement of Event

# Fujitsu IR Day 2024

**Date and Time: September 10, 2024 (Tue) 10:00am - 12:20pm (JST)**  
**Format: Hybrid Event**

### Scheduled Speakers :

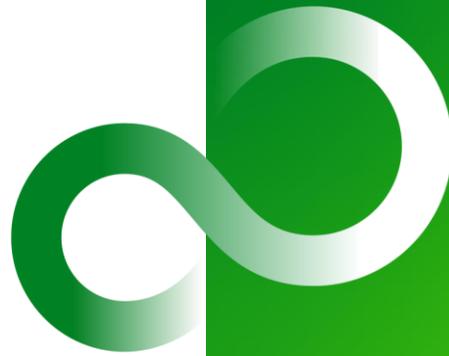
<b>Mr. Takeshi Isobe</b>	Representative Director, Corporate Vice President, CFO
<b>Mr. Vivek Mahajan</b>	Corporate Executive Officer, Corporate Vice President, CTO, CPO
<b>Mr. Yoshinami Takahashi</b>	Corporate Executive Officer, Corporate Vice President, COO
<b>Ms. Megumi Shimazu</b>	Corporate Executive Officer, Corporate Vice President, COO
<b>Mr. Shunsuke Onishi</b>	Corporate Executive Officer, Corporate Vice President, COO, CRO

Lastly, I would like to announce Fujitsu IR Day 2024. On September 10, our five Corporate Vice Presidents, including myself, will explain Fujitsu's business strategies for achieving our Medium-Term Management Plan and the status of our progress towards achieving it.

We believe that this event will be an important opportunity for having direct discussions between the participants and those in charge of Fujitsu's business, and for understanding Fujitsu's business strategy.

We will share the details and related specifics on to how to participate in the event in a separate statement. We hope that many will attend.

**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



## Financial Results



## Consolidated PL (1Q)

### Adjusted Consolidated Results

(Billions of yen)

	1Q FY2023	1Q FY2024	Change	(%)
Revenue	799.6	830.0	30.3	3.8
Adjusted Operating Profit	2.6	23.6	21.0	806.6
[Adjusted Operating Profit Margin]	[0.3%]	[2.8%]	[2.5%]	
Financial income (expenses), tax expense, etc.	4.8	-8.4	-13.3	-
<b>Adjusted Profit for the period</b>	<b>7.4</b>	<b>15.1</b>	<b>7.6</b>	<b>103.1</b>

### Consolidated Results

	1Q FY2023	1Q FY2024	Change	(%)
Revenue	799.6	830.0	30.3	3.8
Operating Profit	-1.8	21.3	23.2	-
Financial income (expenses), tax expense, etc.	6.1	-4.5	-10.6	-
<b>Profit for the period</b>	<b>4.2</b>	<b>16.8</b>	<b>12.6</b>	<b>297.2</b>

(Note) Provisional accounting treatments for a business combination were finalized in the fourth quarter of FY2023, and figures in the quarterly information for the first quarter of FY2023 have been adjusted to reflect this finalization.

## Financial Results



## Consolidated PL by quarter

### Adjusted Consolidated Results

(Billions of yen)

	FY2023					FY2024
	1Q	2Q	3Q	4Q	Total	1Q
Revenue	799.6	912.2	930.8	1,113.3	3,756.0	830.0
Adjusted Operating Profit	2.6	48.1	68.0	164.8	283.6	23.6
[Adjusted Operating Profit Margin]	[0.3%]	[5.3%]	[7.3%]	[14.8%]	[7.6%]	[2.8%]
Financial income (expenses), tax expense, etc.	4.8	-13.4	-17.6	-21.6	-47.8	-8.4
<b>Adjusted Profit for the period</b>	<b>7.4</b>	<b>34.7</b>	<b>50.4</b>	<b>143.1</b>	<b>235.8</b>	<b>15.1</b>

### Consolidated Results

Revenue	799.6	912.2	930.8	1,113.3	3,756.0	830.0
Operating Profit	-1.8	45.7	2.6	113.7	160.2	21.3
Financial income (expenses), tax expense, etc.	6.1	-12.6	-14.7	115.4	94.2	-4.5
<b>Profit for the period</b>	<b>4.2</b>	<b>33.1</b>	<b>-12.0</b>	<b>229.1</b>	<b>254.4</b>	<b>16.8</b>

## Financial Results



## Adjusted items by quarter

	FY2023					(Billions of yen) FY2024	
	1Q	2Q	3Q	4Q	Total	1Q	
Adjusted Operating Profit	2.6	48.1	68.0	164.8	283.6	23.6	
Adjusted items from GAAP Operating Profit	-4.4	-2.3	-65.4	-51.1	-123.4	-2.2	
One-time Profit/Loss from business transfers	-	-	-32.8	-2.2	-35.0	-	
Business model transformation cost	-1.3	-0.6	-30.7	-46.9	-79.6	-0.4	
M&A related expenses	-3.0	-1.7	-1.9	-1.9	-8.7	-1.8	
Operating Profit	-1.8	45.7	2.6	113.7	160.2	21.3	
Adjusted Profit for the period	7.4	34.7	50.4	143.1	235.8	15.1	
Adjusted items from GAAP Profit for the period	-3.2	-1.6	-62.5	86.0	18.6	1.7	
Profit for the period	4.2	33.1	-12.0	229.1	254.4	16.8	

Adjusted items from GAAP Profit for the period : Lower taxes of 140.5 billion yen because of tax effects associated with the restructuring of corporate structure in Europe for 4Q FY2023

## Financial Results



## Business Segment Information by quarter

		FY2023					(Billions of yen)	
		1Q	2Q	3Q	4Q	Total	FY2024	1Q
Service	Revenue	465.4	518.7	537.8	615.5	2,137.5		501.6
Solutions	Adj. Operating Profit	20.9	42.5	52.8	120.8	237.2		34.9
Global	Revenue	104.2	113.4	113.7	148.8	480.3		129.0
Solutions	Adj. Operating Profit	-1.2	-1.3	-0.7	17.0	13.7		-2.3
Regions	Revenue	262.0	309.1	315.1	375.7	1,262.1		272.6
(Japan)	Adj. Operating Profit	25.8	46.4	50.6	90.2	213.1		37.9
Regions	Revenue	141.0	147.4	157.1	158.5	604.1		142.2
(International)	Adj. Operating Profit	-3.6	-2.5	3.0	13.5	10.3		-0.5
Intra-seg. Elim	Revenue	-41.9	-51.2	-48.3	-67.5	-209.1		-42.3
System Products	Revenue	185.2	219.2	224.5	295.8	925.0		194.8
Network Products	Revenue	31.6	41.4	45.8	64.0	183.0		33.6
Hardware	Revenue	216.8	260.7	270.4	359.9	1,108.0		228.5
Solutions	Adj. Operating Profit	2.6	14.8	19.6	46.5	83.6		-3.6
Ubiquitous	Revenue	59.8	70.9	66.8	75.7	273.3		48.7
Solutions	Adj. Operating Profit	4.5	4.4	7.7	7.4	24.2		4.4
Device	Revenue	67.4	75.2	69.7	73.8	286.3		71.6
Solutions	Adj. Operating Profit	2.2	7.0	3.3	5.5	18.3		7.0
Inter-segment	Revenue	-9.9	-13.4	-14.0	-11.7	-49.1		-20.5
Elim./ Corporate	Adj. Operating Profit	-27.8	-20.7	-15.5	-15.6	-79.7		-19.1
Total	Revenue	799.6	912.2	930.8	1,113.3	3,756.0		830.0
	Adj. Operating Profit	2.6	48.1	68.0	164.8	283.6		23.6

## Financial Results



## Fujitsu Uvance

		FY2023					FY2024	Change	(Billions of yen)
		1Q	2Q	3Q	4Q	Total	1Q	1Q	FY2024 (Forecast)
Orders	Vertical	13.2	24.0	30.6	56.4	124.4	33.4	20.2	200.0
	Horizontal	59.7	74.1	93.8	97.2	324.9	75.7	16.0	310.0
	(%)						150%		114%
	Total	72.9	98.1	124.5	153.7	449.3	109.2	36.3	510.0
	[Japan*]	[43.3]	[58.9]	[49.1]	[79.3]	[230.7]	[68.7]	[25.4]	[290.0]
	[Outside Japan*]	[29.6]	[39.2]	[75.3]	[74.3]	[218.5]	[40.5]	[10.9]	[220.0]
Revenue	Vertical	10.3	22.5	31.5	51.9	116.3	29.4	19.1	180.0
	Horizontal	60.1	60.7	62.0	68.6	251.5	67.1	7.0	270.0
	(%)						137%		122%
	Total	70.4	83.3	93.6	120.6	367.9	96.5	26.1	450.0
	[Japan*]	[35.0]	[43.3]	[46.8]	[58.1]	[183.2]	[47.3]	[12.4]	[240.0]
	[Outside Japan*]	[35.4]	[39.9]	[46.7]	[62.4]	[184.6]	[49.1]	[13.7]	[210.0]

\* Classification is based on the location of our group's bases.

Vertical: 4 cross-industry areas that solve societal issues

Horizontal: 3 technical areas that support cross-industry

## Breakdown of Regions (International)

(Billions of yen)

		FY2023 1Q	FY2024 1Q	Change
Regions (International)	Revenue	141.0	142.2	1.2
	Adj. Operating Profit	-3.6	-0.5	3.0
Europe	Revenue	96.8	92.8	-3.9
	Adj. Operating Profit	-4.0	-0.8	3.2
Americas	Revenue	12.7	13.9	1.1
	Adj. Operating Profit	0.1	0.2	0.1
Asia Pacific	Revenue	25.6	27.4	1.8
	Adj. Operating Profit	-0.1	-	0.1
East Asia	Revenue	7.7	8.3	0.6
	Adj. Operating Profit	0.4	-	-0.3
Others/ Eliminations	Revenue	-1.9	-0.3	1.5
	Adj. Operating Profit	-	-	-

Note: Revenue includes Inter-region revenue.

## Financial Results



## Adjusted items from GAAP Free Cash Flow by quarter

	FY2023					(Billions of yen)	
	1Q	2Q	3Q	4Q	Total	FY2024	1Q
Core Free Cash Flow	182.8	-91.7	-16.0	122.1	197.2		167.7
Adjusted items from GAAP Free Cash Flow	-57.2	0.7	50.9	-39.7	-45.2		-37.2
Business transfers	-18.8	11.9	56.5	-34.1	15.4		-19.3
Business model transformation expenditures	-	-1.1	-2.7	-3.0	-6.9		-10.0
M&A related expenditures	-38.4	-10.1	-2.8	-2.5	-53.8		-7.9
Free Cash Flow	125.6	-91.0	34.9	82.4	151.9		130.4

## Earnings Forecast



## Financial Forecast -Adjusted Consolidated Results and Adjusted items

Adjusted Consolidated Results					(Billions of yen)
	FY2023 (Actual)	FY2024(Forecast)		Change	
		Current Forecast	Change vs. Previous Forecast		
Revenue	3,756.0	3,760.0	-	3.9	
Adjusted Operating Profit	283.6	330.0	-	46.3	
[Adjusted Operating Profit Margin]	[7.6%]	[8.8%]	[-%]	[1.2%]	
Financial income (expenses), tax expense, etc.	-47.8	-104.0	-	-56.1	
<b>Adjusted Profit for the year</b>	<b>235.8</b>	<b>226.0</b>	-	<b>-9.8</b>	
<b>Adjusted items</b>					
Operating Profit	-123.4	-	-	123.4	
Financial income (expenses), tax expense, etc.	142.1	-	-	-142.1	
Profit for the year	18.6	-	-	-18.6	
<b>Consolidated Results</b>					
Revenue	3,756.0	3,760.0	-	3.9	
Operating Profit	160.2	330.0	-	169.7	
Financial income (expenses), tax expense, etc.	94.2	-104.0	-	-198.2	
Profit for the year	254.4	226.0	-	-28.4	

## Earnings Forecast

## Business Segment Information (Service Solutions)



(Billions of yen)

		FY2023 (Actual)	FY2024(Forecast)		Change	(%)
			Current Forecast	Change vs. Previous Forecast		
Service Solutions	Revenue	2,137.5	2,230.0	-	92.4	4.3
	Adj. Operating Profit	237.2	280.0	-	42.8	18.0
	[%]	[11.1%]	[12.6%]	[-%]	[1.5%]	
Global Solutions	Revenue	480.3	530.0	-	49.6	10.3
	Adj. Operating Profit	13.7	20.0	-	6.2	45.7
	[%]	[2.9%]	[3.8%]	[-%]	[0.9%]	
Regions (Japan)	Revenue	1,262.1	1,370.0	-	107.8	8.5
	Adj. Operating Profit	213.1	240.0	-	26.8	12.6
	[%]	[16.9%]	[17.5%]	[-%]	[0.6%]	
Regions (International)	Revenue	604.1	540.0	-	-64.1	-10.6
	Adj. Operating Profit	10.3	20.0	-	9.6	94.0
	[%]	[1.7%]	[3.7%]	[-%]	[2.0%]	
Intra-seg. Elim	Revenue	-209.1	-210.0	-	-0.8	-

## Earnings Forecast

Trend of Adjusted Operating Profit (Service Solutions) 

(Billions of yen)

		1Q	2Q	3Q	4Q	Total
FY2022	Adjusted Operating Profit	9.0	10.0	35.4	108.5	162.9
	[Adj. Operating profit margin]	[2.0%]	[2.2%]	[7.4%]	[18.2%]	[8.2%]
	<i>Ratio of Annual Total</i>	5.5%	6.1%	21.7%	66.6%	100.0%
FY2023	Adjusted Operating Profit	20.9	42.5	52.8	120.8	237.2
	[Adj. Operating profit margin]	[4.5%]	[8.2%]	[9.8%]	[19.6%]	[11.1%]
	<i>Ratio of Annual Total</i>	8.8%	17.9%	22.3%	51.0%	100.0%
FY2024	Adjusted Operating Profit	34.9				280.0
	[Adj. Operating profit margin]	[7.0%]				[12.6%]
	<i>Ratio of Annual Total</i>	12.5%				100.0%
Change	Adjusted Operating Profit	14.0				42.8
	[Adj. Operating profit margin]	[2.5%]				[1.5%]
	<i>Ratio of Annual Total</i>	3.7%				-

## Assumption used for FY2024 Forecasts

### 1. Exchange Rates (Average) and Impact of Fluctuation

	FY2023 (Actual)	FY2024			Impact of Exchange Rate Fluctuation 2Q/3Q/4Q (Forecast)*
		1Q (Actual)	2Q/3Q/4Q (Forecast)	Change vs. Previous Forecast	
U.S. dollar / Yen	145	156	140	-	-0.6 Billion yen
Euro / Yen	157	168	150	-	-0.1 Billion yen
British pound / Yen	182	197	180	-	0.0 Billion yen

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

## Assumption used for FY2024 Forecasts

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

	1Q		Full year		(Billions of yen) Change vs. Previous Forecast
	FY2023 (Actual)	FY2024 (Actual)	FY2023 (Actual)	FY2024 (Forecast)	
Service Solutions	4.8	4.4	31.5	35.0	-
Hardware Solutions	2.9	2.7	10.9	12.0	-
Ubiquitous Solutions	-	-	-	-	-
Device Solutions	21.1	14.9	78.5	60.0	-
Inter-segment Elim./ Corporate	2.6	3.2	8.7	13.0	-
Capital Expenditures	31.6	25.4	129.7	120.0	-
Depreciation	19.5	19.2	83.3	80.0	-

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

### 3. R&D Expenses

R&D Expenses	32.0	27.8	123.3	120.0	-
[As % of Revenue]	[4.0%]	[3.4%]	[3.3%]	[3.2%]	[-%]