2Q FY2016

October 27, 2016



Consolidated Financial Results

Fujitsu Limited

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Financial Results [2Q]



	FY2015(Actual)		FY2016(Actual)			
	1Q	2Q	1Q	2Q	Change	(%)
Revenue	1,065.0	1,176.2	986.5	1,098.5	-77.6	-6.6
Operating Profit	-27.3	14.8	-11.2	37.1	22.2	149.4
[Operating Profit Margin]	[-2.6%]	[1.3%]	[-1.1%]	[3.4%]	[2.1%]	
Profit for the Period Before Income Taxes	-16.8	13.6	-13.2	39.2	25.5	187.2
Profit for the Period Attributable to Owners of the Parent	-18.9	2.9	-14.0	25.9	22.9	779.4
Exchange Rate						
U.S. dollar / Yen	121	122	108	102	-20	-16.4
Euro / Yen	134	136	122	114	-22	-16.2
British pound / Yen	186	189	155	135	-54	-28.6
Euro / U.S. dollar	1.11	1.11	1.13	1.12	0.01	0.9
Ratio of Revenue Outside Japan	42.6%	40.8%	40.1%	35.5%	-5.3%	

Financial Results [1H]



	1H FY2015	1H FY2016		(Billionia ar yari)
	(Actual)	(Actual)	Change	(%)
Revenue	2,241.2	2,085.0	-156.2	-7.0
Operating Profit	-12.4	25.8	38.3	-
[Business Model Transformation Expenses]	[-4.3]	[-]	[4.3]	-
[Operating Profit Margin]	[-0.6%]	[1.2%]	[1.8%]	
Profit for the Period Before Income Taxes	-3.1	26.0	29.1	-
Profit for the Period Attributable to Owners of the Parent	-15.9	11.8	27.8	-
Exchange Rate				
U.S. dollar / Yen	122	105	-17	-13.9
Euro / Yen	135	118	-17	-12.6
British pound / Yen	188	145	-43	-22.9
Euro / U.S. dollar	1.11	1.12	0.01	0.9
Ratio of Revenue Outside Japan	41.7%	37.7%	-4.0%	

Business Segment Information [1H]



(Billions of yen

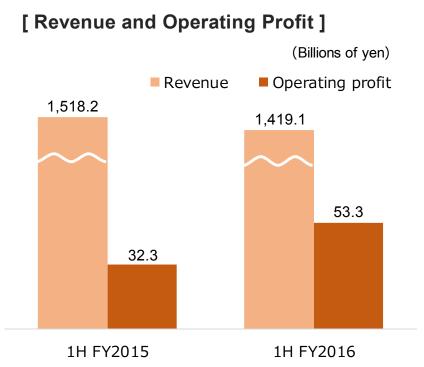
									4	
		1H FY2015 (Actual)	Business Model Transformation Expenses	1H FY2016 (Actual)	Business Model Transformation Expenses	Change	Business Model Transformation Expenses	(%)	Change(%) Constant Currency	
	Technology Solutions	1,518.2	-	1,419.1	-	-99.0	-	-6.5	-1	
	Services	1,291.0	_	1,206.2	_	-84.8	-	-6.6	-1	
Rev	System Platforms	227.1	_	212.9	-	-14.2	-	-6.3	-3	
¥6	Ubiquitous Solutions	505.0	-	483.6	-	-21.4	_	-4.2	-1	
eni	Device Solutions	312.0	-	269.4	-	-42.6	-	-13.7	-6	
ue	Other/Elimination and Corporate	-94.1	-	-87.2	-	6.9	-	-	-	
	Total	2,241.2	-	2,085.0	-	-156.2	-	-7.0	-1	
	Technology Solutions	32.3	-4.3	53.3	-	21.0	4.3	65.0		
	Services	44.3	-	47.4	-	3.0	-	6.9		
	System Platforms	-12.0	-4.3	5.8	-	17.9	4.3	-		
유	Ubiquitous Solutions	-12.2	-	18.7	-	30.9	-	-		
P	Device Solutions	18.5	-	0.2	-	-18.3	-	-98.7		
	Other/Elimination and Corporate	-51.0	-	-46.4	-	4.6	-	_		
	Total	-12.4	-4.3	25.8	-	38.3	4.3	-		

Business Segment Information [1H]



Technology Solutions

(Billions of yen)



						(Billions of your)
Technology		hnology	1H FY2015	1H FY2016	Change	
S	Solutions		(Actual)	(Actual)	Onlange	(%)
		Revenue	1,518.2	1,419.1	-99.0	-6.5
		Services	1,291.0	1,206.2	-84.8	-6.6
		System Platforms	227.1	212.9	-14.2	-6.3
		Operating profit	32.3	53.3	21.0	65.0
		[Business Model Transformation Expenses]	[-4.3]	[-]	[4.3]	-
		[Operating profit margin]	12 1%1	[3.8%]	[1.7%]	

Revenue (breakdown)

Japan	919.0	941.9	22.9	2.5
Outside Japan	599.2	477.1	-122.0	-20.4

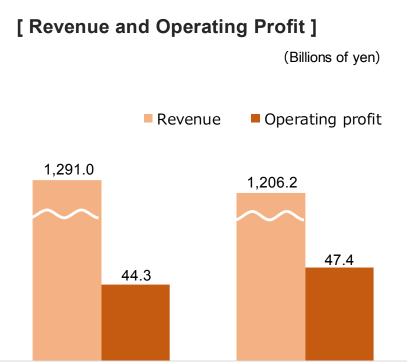
Revenue: Revenue increased in Japan, primarily in Services. Outside Japan, revenue fell due to poor sales of hardware, in addition to the effects of the strong yen.

Operating Profit: Operating profit rose in Services in Japan, and System Platforms improved significantly, particularly in network products.

Business Segment Information [1H]



Technology Solutions (Services)



_						(Billions of yen)	
	Services		1H FY2015	1H FY2016	Change		
			(Actual)	(Actual)	Onlango	(%)	
		Revenue	1,291.0	1,206.2	-84.8	-6.6	
		Solutions/SI	464.2	465.4	1.2	0.3	
		Infrastructure Services	826.7	740.7	-86.0	-10.4	
		Operating profit	44.3	47.4	3.0	6.9	
		[Operating profit margin]	[3.4%]	[3.9%]	[0.5%]		
F	Revenue (breakdown)						
		Japan	763.7	781.6	17.9	2.3	

Japan	763.7	781.6	17.9	2.3
Outside Japan	527.3	424.5	-102.7	-19.5

1H FY2015 1H FY2016

Revenue: Revenue from system integration was essentially unchanged from the same period of the previous year, which already was at a high level. Revenue fell for infrastructure services. In addition to low sales outside Japan, especially in Europe and the US, revenue was significantly impacted by foreign exchange.

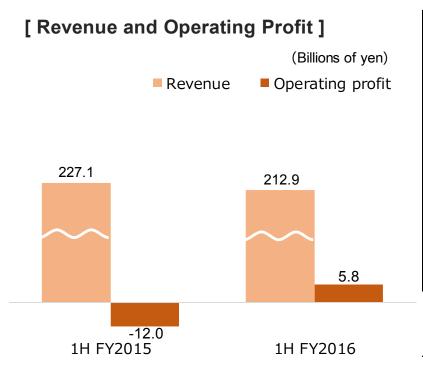
Operating Profit: Operating profit increased on the impact of higher revenue in Japan, and because there were one-time expenses recorded in the same period last year, thereby making up for the lower profits outside Japan.

Business Segment Information [1H]



Technology Solutions (System Platforms)

(Billions of yen)



System Platforms		1H FY2015 1H FY2016		Change	, , ,
		(Actual)	(Actual)	Change	(%)
	Revenue	227.1	212.9	-14.2	-6.3
	System Products	114.4	108.3	-6.0	-5.3
	Network Products	112.7	104.5	-8.1	-7.3
	Operating profit	-12.0	5.8	17.9	-
	[Business Model Transformation Expenses]	1 /1 31 1	[-]	[4.3]	-
	[Operating profit margin]	1-5 3%1	[2.8%]	[8.1%]	
D	ovenue (hreakdowr	•1			

Revenue (breakdown)

Japan	155.2	160.3	5.0	3.3
Outside Japan	71.8	52.6	-19.2	-26.8

Revenue: Revenue rose in Japan, primarily from base stations, but fell overall due to a significant impact from foreign exchange movements, in addition to lower revenue from sales to carriers outside Japan.

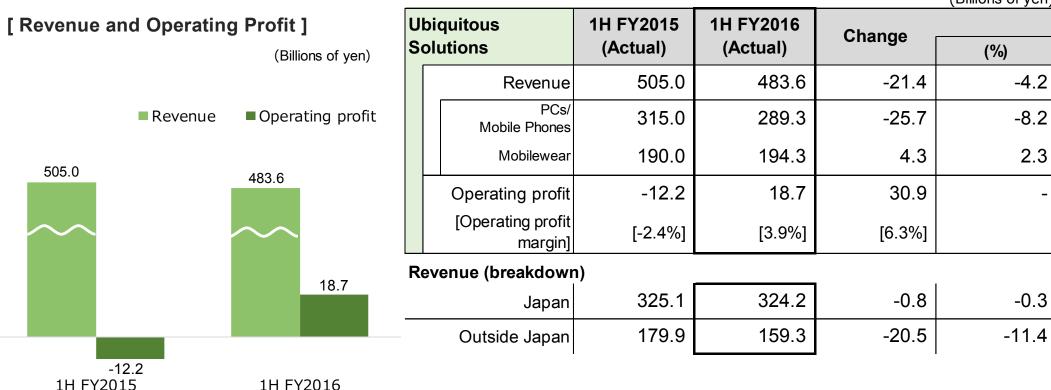
Operating Profit: Operating profit improved due to higher revenue from network products in Japan, in addition to the fact that realignment expenses were recorded in the same period last year.

Business Segment Information [1H]



Ubiquitous Solutions

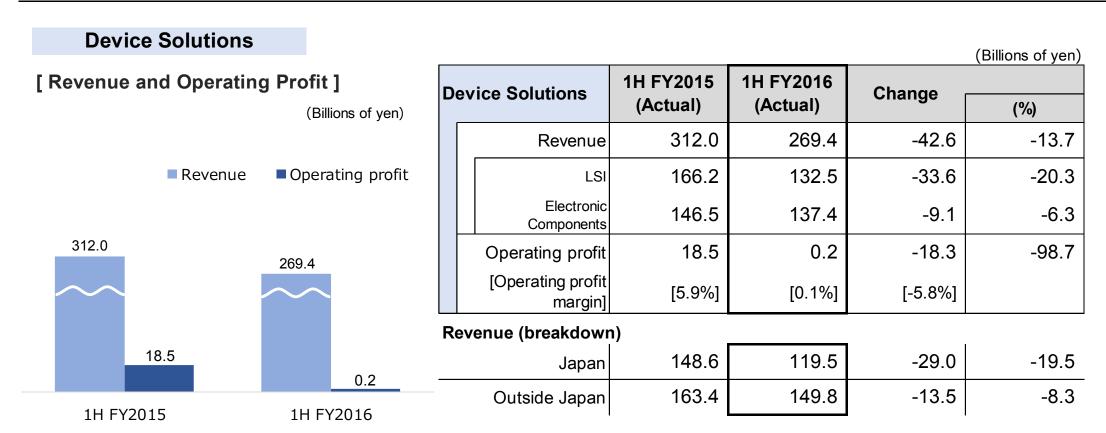
(Billions of yen)



Revenue: Revenue fell in Mobile phones, especially in high-end models. Revenue rose for Mobilewear, particularly in Japan. Operating Profit: Operating profit in PCs and Mobile phones improved significantly because of continuing cost efficiencies, in addition to the impact of lower costs for dollar-denominated components as a result of the strong yen.

Business Segment Information [1H]





Revenue: Revenue fell because of the impact of lower demand for LSI devices, as well as the strong yen.

Operating Profit: Operating profit fell on lower revenue from LSI devices and a large adverse impact from foreign exchange.

Cash Flows



	1H FY2015 (Actual)	1H FY2016 (Actual)	Change
I Cash flows from operating activities	31.7	42.0	10.3
	-70.7	-95.7	-24.9
I+II Free Cash Flow	-39.0	-53.6	-14.6
	60.8	13.8	-46.9
IV Cash and Cash Equivalents at End of Period	384.3	327.8	-56.4

Assets, Liabilities and Equity



(Billions of yen)

	Year-end FY2015	End of 2Q FY2016	Change
Total Assets	3,226.3	3,003.6	-222.6
Total Liabilities	2,300.0	2,147.2	-152.8
Total Equity	926.2	856.4	-69.8
Total Equity Attributable to Owners of the Parent	782.7	725.7	-57.0

Reference: Financial Indices

Interest-bearing Loans	534.9	567.5	32.6
Net Interest-bearing Loans	154.1	239.7	85.6
D/E Ratio (Times)	0.68	0.78	0.10
Net D/E Ratio (Times)	0.20	0.33	0.13
Equity Attributable to Owners of the Parent Ratio (%)	24.3	24.2	-0.1

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Financial Forecast



(Billions of yen)

		FY2016(F	orecast)		
	FY2015 (Actual)	Current Forcast	Change vs. Previous Forecast	Change	(%)
Revenue	4,739.2	4,500.0	∆100.0	-239.2	-5.0
Operating Profit	120.6	120.0	1	-0.6	-0.5
[Business Model Transformation Expenses]	[-41.5]	[-45.0]	[-]	[-3.4]	-
[Operating Profit Margin]	[2.5%]	[2.7%]	[0.1%]	[0.2%]	
Profit for the Year Attributable to Owners of the Parent	86.7	85.0	1	-1.7	-2.0

Exchange Rate (* Exchange rates which are currently forecasted for the third quarter and after.)

U.S. dollar / Yen	120	*	105	-5	-15	-12.5
Euro / Yen	133	*	115	-10	-18	-13.5
British pound / Yen	181	*	140	-20	-41	-22.7
Euro / U.S. dollar	1.11	*	1.15	1	0.04	3.6

Ratio of Revenue Outside Japan

40.0%

39.0%

-1.3%

-1.0%

Financial Forecast



					FY2016 (I	Forecast)		,	
		FY2015 (Actual)	Business Model Transformation Expenses	Current Forecast	Business Model Transformation Expenses	Change vs. Previous Forecast	Business Model Transformation Expenses	Change	Business Model Transformation Expenses
	Technology Solutions	3,283.3	-	3,140.0	-	-70.0	-	-143.3	-
	Services	2,765.1	-	2,630.0	-	-60.0	-	-135.1	-
곴	System Platforms	518.1	-	510.0	-	-10.0	-	-8.1	-
Revenue	Ubiquitous Solutions	1,040.9	-	985.0	-	-15.0	-	-55.9	-
υď	Device Solutions	603.9	-	550.0	-	-15.0	-	-53.9	-
©	Other/Elimination and Corporate	-188.8	-	-175.0	-	-	1	13.8	-
	Total	4,739.2	-	4,500.0	-	-100.0	-	-239.2	-
	Technology Solutions	186.2	-35.9	245.0	_	-	_	58.7	35.9
	Services	163.9	-19.1	195.0	-	-	-	31.0	19.1
	System Platforms	22.3	-16.7	50.0	-	1	-	27.6	16.7
OPPL	Ubiquitous Solutions	-7.6	-5.6	21.0	-	7.0	-	28.6	5.6
Ď	Device Solutions	30.3	-	-1.0	-	-7.0	-	-31.3	-
	Other/Elimination and Corporate	-88.3	-	-145.0	-45.0	-	-	-56.6	-45.0
	Total	120.6	-41.5	120.0	-45.0	-	_	-0.6	-3.4

Business Segment Information

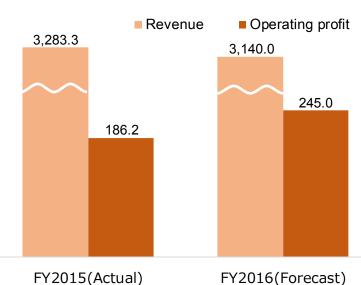


Technology Solutions

(Billions of yen)

[Revenue and Operating Profit]

(Billions of yen)



_	h	EV204E	FY2016 (I	Forecast)		
	echnology olutions	FY2015 (Actual)	Current Forecast	Change vs. Previous Forecast	Change	(%)
	Revenue	3,283.3	3,140.0	-70.0	-143.3	-4.4
	Services	2,765.1	2,630.0	-60.0	-135.1	-4.9
	System Platforms	ו אוא ו	510.0	-10.0	-8.1	-1.6
	Operating profit	186.2	245.0	-	58.7	31.6
	[Business Model Transformation Expenses]		[-]	[-]	[35.9]	-
	[Operating profit margin]	1 15 /%1	[7.8%]	[0.2%]	[2.1%]	

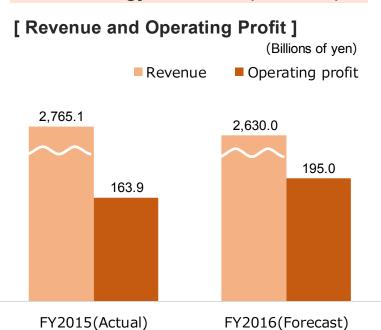
Revenue (breakdown)

_	Japan	2,052.1	2,040.0	-	-12.1	-0.6
	Outside Japan	1,231.2	1,100.0	-70.0	-131.2	-10.7

Business Segment Information



Technology Solutions (Services)



Services			EV2015	FY2016 (Forecast)		·
		vices	FY2015 (Actual)	Current Forecast	Change vs. Previous Forecast	Change	(%)
		Revenue	2,765.1	2,630.0	-60.0	-135.1	-4.9
		Solutions/SI	1,010.9	1,000.0	-	-10.9	-1.1
		Infrastructure Services	1 /54 /	1,630.0	-60.0	-124.2	-7.1
		Operating profit	163.9	195.0	-	31.0	19.0
		[Business Model Transformation Expenses]	1 10 11	[-]	[-]	[19.1]	-
		[Operating profit margin]	15 9%1	[7.4%]	[0.2%]	[1.5%]	

FY2015(Actual)

Business Segment Information



Technology Solutions (System Platforms)

(Billions of yen)

[Revenue and Operating Profit] (Billions of yen)							
	Revenue	■ Opera	ating profit				
518.1		510.0					
	22.3		50.0				

FY2016(Forecast)

ſ	System Platforms		FY2015	FY2016 (I	Forecast)		·
,			(Actual)	Current Forecast	Change vs. Previous Forecast	Change	(%)
		Revenue	518.1	510.0	-10.0	-8.1	-1.6
		System Products	262.0	255.0	-5.0	-7.0	-2.7
		Network Products	256.0	255.0	-5.0	-1.0	-0.4
		Operating profit	22.3	50.0	-	27.6	124.1
		[Business Model Transformation Expenses]		[-]	[-]	[16.7]	-
		[Operating profit margin]	14 3%1	[9.8%]	[0.2%]	[5.5%]	

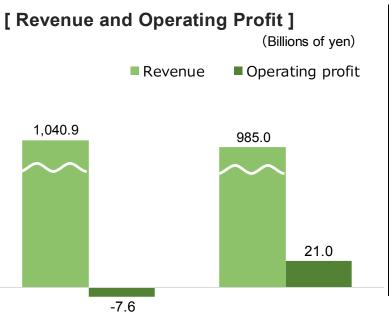
Business Segment Information



Ubiquitous Solutions

FY2015(Actual)

(Billions of yen)



FY2016(Forecast)

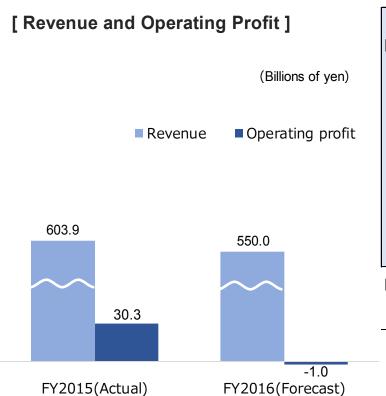
116:		EV204E	FY2016 (I	Forecast)		
Ubiquitous Solutions		FY2015 (Actual)	Current Forecast	Change vs. Previous Forecast	Change	(%)
	Revenue	1,040.9	985.0	-15.0	-55.9	-5.4
	PCs/ Mobile Phones	651.3	605.0	-5.0	-46.3	-7.1
	Mobilewear	389.5	380.0	-10.0	-9.5	-2.4
	Operating profit	-7.6	21.0	7.0	28.6	-
	[Business Model Transformation Expenses]		[-]	[-]	[5.6]	-
	[Operating profit margin]	1-() / 1/4/1	[2.1%]	[0.7%]	[2.8%]	
Rev	enue (breakdown					

Revenue (breakdown)		<u>.</u>		
Japan	678.3	650.0	-	-28.3	-4.
Outside Japan	362.5	335.0	-15.0	-27.5	-7.

Business Segment Information



Device Solutions



Device Solutions		EV004 <i>E</i>	FY2016 (I	Forecast)		(Billions of yell)
		FY2015 (Actual)	Current Forecast	Change vs. Previous Forecast	Change	(%)
	Revenue	603.9	550.0	-15.0	-53.9	-8.9
	LSI	314.6	265.0	-15.0	-49.6	-15.8
	Electronic Components	290.7	285.0	-	-5.7	-2.0
	Operating profit	30.3	-1.0	-7.0	-31.3	-
	[Operating profit margin]	[5.0%]	[-0.2%]	[-1.3%]	[-5.2%]	
R	evenue (breakdown)					
	Japan	289.7	245.0	-5.0	-44.7	-15.4
	Outside Japan	314.2	305.0	-10.0	-9.2	-2.9

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1. Exchange Rates (Average) and Impact of Fluctuation

	FY2015 (Actual)
U.S. dollar / Yen	120
Euro / Yen	133
British pound / Yen	181
Euro / U.S. dollar	1.11

FY2016		
1H (Actual)	2H (Forecast)	Change vs. Previous Forecast
105	105	-5
118	115	-10
145	140	-20
1.12	1.15	-

Impact of Exchange Rate Fluctuation 2H(Forecast)*		
-0.3 Billion yen		
-0.1 Billion yen		
0.0 Billion yen		
-0.8 Billion yen		

^{*} Impact of 1 yen fluctuation on operating profit (yen appreciation).
Impact of 0.01 dollar fluctuation on operating profit (euro depreciation).



(Reference) Supplementary Information for FY2016 Forecasts

2. Cash Flows

(Billions of yen)

	1H	
	FY2015(Actual)	FY2016(Actual)
(A) CF from Operating Activities	31.7	42.0
(B) CF from Investing Activities	-70.7	-95.7
(A)+(B) Free Cash Flows	-39.0	-53.6

Full year		
FY2015(Actual)	FY2016(Forecast)	
253.0	250.0	
-164.3	-190.0	
88.7	60.0	

	Change vs. Previous Forecast	
	1	

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

	1H	
	FY2015(Actual)	FY2016(Actual)
Technology Solutions	32.8	30.0
Ubiquitous Solutions	4.7	5.5
Device Solutions	22.9	26.1
Other / Corporate	1.9	3.5
Capital Expenditures	62.5	65.3
Depreciation	59.2	55.8

Full year		
FY2015(Actual)	FY2016(Forecast)	
80.8	85.0	
9.5	13.0	
55.6	45.0	
10.0	12.0	
156.0	155.0	
119.8	120.0	

,	
Change vs. Previous Forecast	
	-
	-
	-
	-
	-
	_

(Reference) Supplementary Information for FY2016 Forecasts



(Billions of ven)

4. R&D Expenses

	1H	
	FY2015 (Actual)	FY2016 (Actual)
R&D Expenses	90.9	83.8
As % of Revenue	[4.1%]	[4.0%]

Full year		
FY2015 (Actual)	FY2016 (Forecast)	
179.8	180.0	
[3.8%]	[4.0%]	

Change vs. Forec	
	-
	[0.1%]

5. Shipments

	1H			
	FY2015 (Actual)	FY2016 (Actual)		
PC	1.8	1.8		
Mobile Phone	1.8	1.6		

Full year					
FY2015 (Actual)	FY2016 (Forecast)				
4.0	4.0				
3.6	3.1				

Change vs. Previous Forecast
-
-

(Millions of units)

(Reference)

Business Segment Information[Quarterly Breakdown of Results]



		FY2015 (Actual)			FY2016 (Actual)		
		1Q	2Q	3Q	4Q	1Q	2Q
Technology	Revenue	718.8	799.3	800.3	964.7	672.7	746.3
Solutions	Operating Profit	-4.0	36.3	34.9	118.9	7.1	46.2
	Revenue	611.2	679.8	681.6	792.4	578.3	627.9
Services	Operating Profit	9.9	34.4	40.2	79.3	15.0	32.4
System	Revenue	107.6	119.5	118.6	172.3	94.4	118.4
Platforms	Operating Profit	-13.9	1.8	-5.2	39.6	-7.8	13.7
Ubiquitous	Revenue	243.2	261.8	259.2	276.5	219.8	263.7
Solutions	Operating Profit	-7.6	-4.6	-1.0	5.6	4.6	14.1
Device	Revenue	149.9	162.1	151.6	140.1	130.0	139.4
Solutions	Operating Profit	10.7	7.8	5.7	6.0	-1.1	1.4
Other/Elimination	Revenue	-46.9	-47.1	-44.3	-50.4	-36.1	-51.0
and Corporate	Operating Profit	-26.3	-24.7	-25.6	-11.6	-21.7	-24.6

(Reference)

Business Segment Information [2Q]



		2Q FY2015 (Actual)	2Q FY2016 (Actual)	Change	(%)	Change(%) Constant Currency
	Technology Solutions	799.3	746.3	-53.0	-6.6	-0
	Services	679.8	627.9	-51.8	-7.6	-1
汉	System Platforms	119.5	118.4	-1.1	-0.9	3
Revenue	Ubiquitous Solutions	261.8	263.7	1.9	0.8	5
<u> </u>	Device Solutions	162.1	139.4	-22.7	-14.0	-5
ue	Other/Elimination and Corporate	-47.1	-51.0	-3.9	-	-
	Total	1,176.2	1,098.5	-77.6	-6.6	0
	Technology Solutions	36.3	46.2	9.8	27.1	
	Services	34.4	32.4	-2.0	-5.9	
	System Platforms	1.8	13.7	11.8	631.8	
무	Ubiquitous Solutions	-4.6	14.1	18.7	-	
OPPL	Device Solutions	7.8	1.4	-6.4	-81.7	
'	Other/Elimination and Corporate	-24.7	-24.6	0.0	-	
	Total	14.8	37.1	22.2	149.4	



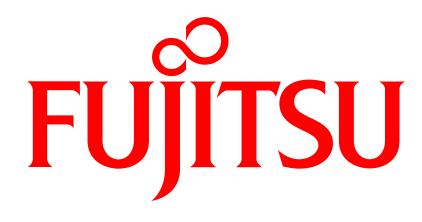
(Billions of yen)

		2Q (Actual)			1H (Actual)			
			FY2015	FY2016	Change	FY2015	FY2016	Change
Outside		Revenue	496.4	395.0	-101.4	966.3	802.5	-163.8
Jap	oan	Operating Profit	9.8	5.5	-4.3	8.0	6.1	-1.9
	EMEIA	Revenue	235.3	180.9	-54.4	459.9	372.4	-87.4
		Operating Profit	2.3	2.4	0.0	-1.4	3.5	4.9
	Americas	Revenue	110.5	93.0	-17.4	214.9	186.4	-28.5
		Operating Profit	3.5	1.3	-2.1	4.6	0.0	-4.6
		Revenue	125.8	97.8	-27.9	236.3	194.9	-41.3
	Asia	Operating Profit	3.3	1.5	-1.7	4.6	2.2	-2.3
	Oceania	Revenue	24.7	23.0	-1.6	55.1	48.6	-6.4
		Operating Profit	0.5	0.1	-0.4	0.2	0.3	0.1

Note: 1.Revenue and operating profit are stated to reflect region of consolidated subsidiaries.

EMEIA · · · Europe, Middle East, India and Africa

^{2.} Revenue includes Inter-region revenue.



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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, and Asia, including China)
- Rapid changes in the high-technology market (particularly semiconductors, PCs, etc.)
- · 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