

3. FY2016 Earnings Forecasts

Fujitsu has made the following changes to its full-year fiscal 2016 earnings forecasts announced on July 28, 2016.

The assumed exchange rates for the second half of the fiscal year have been changed to 105 yen for the US dollar, 115 yen for the euro, and 140 yen for the British pound.

The revenue forecast has been revised down by 100.0 billion yen from the announcement in July, to 4,500.0 billion yen, because of revised exchange rate assumptions. The forecast for revenue has been revised down by 70.0 billion yen in the Technology Solutions segment, by 15.0 billion yen in the Ubiquitous Solutions segment, and by 15.0 billion yen in the Device Solutions segment.

Fujitsu is projecting an operating profit of 120.0 billion yen, unchanged on a consolidated basis from the previous forecast. Although the projected operating profit for Ubiquitous Solutions has been revised upward by 7.0 billion yen to account for the impact of lower procurement costs for components because of the stronger yen, projected operating profit for Device Solutions has been revised down by 7.0 billion yen to reflect the adverse impact of foreign exchange movements.

There is no change from the previous forecast in profit for the year attributable to the owners of the parent.

[Full-year]		(Billions of yen)			
	FY2015 (Actual)	FY2016 (Forecast)	Change vs. July forecast	Change vs. FY2015	Change(%)
Revenue	4,739.2	4,500.0	-100.0	-239.2	-5.0
Operating Profit	120.6	120.0	-	-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	-	-1.7	-2.0

[Revenue by Business Segment]

Technology Solutions	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	518.1	510.0	-10.0	-8.1	-1.6
Ubiquitous Solutions	1,040.9	985.0	-15.0	-55.9	-5.4
Device Solutions	603.9	550.0	-15.0	-53.9	-8.9
Other/Elimination and Corporate	-188.8	-175.0	-	13.8	-
Total	4,739.2	4,500.0	-100.0	-239.2	-5.0

[Operating Profit by Business Segment]

Technology Solutions	[-35.9]	186.2	245.0	-	[35.9]	58.7	31.6		
Services	[-19.1]	163.9	195.0	-	[19.1]	31.0	19.0		
System Platforms	[-16.7]	22.3	50.0	-	[16.7]	27.6	124.1		
Ubiquitous Solutions	[-5.6]	-7.6	21.0	7.0	[5.6]	28.6	-		
Device Solutions		30.3	-1.0	-7.0		-31.3	-		
Other/Elimination and Corporate		-88.3	[-45.0]	-145.0	[-]	-	[-45.0]	-56.6	-
Total	[-41.5]	120.6	[-45.0]	120.0	[-]	-	[-3.4]	-0.6	-0.5

*Figures in [] are Business Model Transformation Expenses