

**3Q  
FY2017**

January 31, 2018



shaping tomorrow with you

# **Consolidated Financial Results**

## **Fujitsu Limited**

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1. Financial Results  
for 3Q FY2017

# Financial Results [3Q]



(Billions of yen)

		3Q FY2016 (Actual)	3Q FY2017 (Actual)	Change	(%)
<b>Continuing Operation</b>	<b>Revenue</b>	1,020.8	1,003.1	-17.6	-1.7
	<b>Operating Profit</b>	34.3	10.5	-23.8	-69.4
	<b>[Operating Profit Margin]</b>	[3.4%]	[1.0%]	[-2.4%]	
	<b>Profit for the Period Before Income Taxes</b>	38.6	13.0	-25.6	-66.3
<b>Profit for the Period Attributable to Owners of the Parent</b>		20.3	11.9	-8.4	-41.3

## Exchange Rate

<b>U.S. dollar / Yen</b>	109	113	4	3.7
<b>Euro / Yen</b>	118	133	15	12.7
<b>British pound / Yen</b>	136	150	14	10.3
<b>Euro / U.S. dollar</b>	1.08	1.18	0.10	9.3

## [Revenue] Down of 17.6 billion yen

Impact of restructuring : Approx. -13 billion yen  
Business excl. restructuring : Approx. - 4 billion yen

Impact of sale of Nifty's consumer business  
Although sales of PCs rose and the weak yen served to increase revenue in yen terms, it was not enough to cover the adverse effects of a decline in revenue from network products, which was very strong in the previous year's period, and a decline in unit shipments of mobile phones.

## [Operating Profit] Down 23.8 billion yen

Excl. special item : -31.2 billion yen  
Special item : +7.4 billion yen

Primarily from network products, Ubiquitous Solutions, and Services  
Not recording this period what was recorded in the previous year's period for business model transformation expenses (EMEIA-related business)

## [Profit for the Period Attributable to Owners of the Parent] Down 8.4 billion yen

Recorded a gain of approximately 4 billion yen on the sale of shares in Fujitsu Ten

1. Financial Results  
for 3Q FY2017

# Financial Results [9 Months]



(Billions of yen)

		9 Months FY2016 (Actual)	9 Months FY2017 (Actual)	Change	(%)
Continuing Operation	Revenue	2,928.6	2,926.3	-2.3	-0.1
	Operating Profit	54.4	38.5	-15.9	-29.3
	[Operating Profit Margin]	[1.9%]	[1.3%]	[-0.6%]	
	Financial income (expenses), etc	4.8	33.8	29.0	602.0
	Profit for the Period Before Income Taxes	59.2	72.3	13.0	22.1
<b>Profit for the Period Attributable to Owners of the Parent</b>		32.2	55.4	23.1	71.9

## Exchange Rate

U.S. dollar / Yen	107	112	5	4.7
Euro / Yen	118	129	11	9.3
British pound / Yen	142	146	4	2.8
Euro / U.S. dollar	1.11	1.15	0.04	3.6

## [Revenue] Down of 2.3 billion yen

Impact of restructuring : Approx. -39 billion yen Impact of sale of Nifty's consumer business  
Business excl. restructuring : Approx. +37 billion yen Although revenue from network products declined, sales of Services in Japan and Device Solutions rose, while the weak yen also served to increase revenue in yen terms.

## [Operating Profit] Down 15.9 billion yen

Excl. special items : Approx. -32.3 billion yen Primarily from network products, Ubiquitous Solutions, and Services

Special items : Approx. +16.4 billion yen

- ① Approx. +16 billion yen from sale of assets of Nifty's consumer business
- ② Approx. -7 billion yen loss incurred from an overseas subsidiary's legal dispute
- ③ 7.4 billion yen Not recording this period what was recorded in the previous year's period for business model transformation expenses (EMEIA-related business)

## [Financial income (expenses), etc.] Up 29.0 billion yen

Gain on sale of shares in Fuji Electric of 27.3 billion yen resulting from change in cross-shareholding relationship

## [Profit for the Period Attributable to Owners of the Parent] Up 23.1 billion yen

Recorded a gain of approximately 4 billion yen on the sale of shares in Fujitsu Ten

# Business Segment Information [3Q]



(Billions of yen)

		3Q FY2016 (Actual)	3Q FY2017 (Actual)	Change	(%)
<b>Revenue</b>	<b>Technology Solutions</b>	764.5	740.1	-24.4	-3.2
	<b>Services</b>	639.3	636.9	-2.4	-0.4
	<b>System Platforms</b>	125.2	103.2	-22.0	-17.6
	<b>Ubiquitous Solutions</b>	163.5	165.9	2.3	1.4
	<b>Device Solutions</b>	137.0	141.7	4.6	3.4
	<b>Other/Elimination and Corporate</b>	-44.4	-44.6	-0.2	-
	<b>Total</b>	1,020.8	1,003.1	-17.6	-1.7
<b>OPPL</b>	<b>Technology Solutions</b>	50.6	29.5	-21.1	-41.7
	<b>Services</b>	35.0	29.7	-5.2	-15.1
	<b>System Platforms</b>	15.6	-0.1	-15.8	-
	<b>Ubiquitous Solutions</b>	6.6	0.9	-5.7	-86.1
	<b>Device Solutions</b>	4.3	4.2	-0.1	-3.5
	<b>Other/Elimination and Corporate</b>	-27.3	-24.1	3.1	-
	<b>Total</b>	34.3	10.5	-23.8	-69.4

## Technology Solutions

(Billions of yen)

Technology Solutions	3Q FY2016 (Actual)	3Q FY2017 (Actual)	Change	
				(%)
Revenue	764.5	740.1	-24.4	-3.2
Services	639.3	636.9	-2.4	-0.4
System Platforms	125.2	103.2	-22.0	-17.6
Operating profit	50.6	29.5	-21.1	-41.7
[Operating profit margin]	[6.6%]	[4.0%]	[-2.6%]	

### Revenue (breakdown)

Japan	503.4	470.4	-32.9	-6.5
Outside Japan	261.1	269.6	8.4	3.2

### [Revenue]

Impact of sale of Nifty: -13 billion yen

Revenue excl. impact of Nifty down 1.5%

(Services)

Revenue excl. Nifty up 1.6%

In Japan, revenue from infrastructure services remained strong, and revenue outside Japan rose, helped by the weak yen

(System Platforms)

Revenue fell, primarily from network products

### [Operating Profit]

Operating profit declined by 21.1 billion yen

Business model transformation expenses decreased by 6.4 billion yen compared to the previous year. Excluding this, the decline in profit was primarily attributable to Services and network products.



## Technology Solutions (Services)

(Billions of yen)

Services	3Q FY2016 (Actual)	3Q FY2017 (Actual)	Change	
				(%)
Revenue	639.3	636.9	-2.4	-0.4
Solutions/SI	250.7	243.1	-7.5	-3.0
Infrastructure Services	388.6	393.7	5.1	1.3
Operating profit	35.0	29.7	-5.2	-15.1
[Operating profit margin]	[5.5%]	[4.7%]	[-0.8%]	

### Revenue (breakdown)

Japan	410.9	399.7	-11.1	-2.7
Outside Japan	228.4	237.1	8.7	3.8

**[Revenue] Essentially flat**  
**Impact of sale of Nifty: -13 billion yen**  
**Revenue excl. impact of Nifty up 1.6%**  
 (Solutions/SI)

Revenue declined from the previous year, although it was maintained at a high level, the second-highest to date. In addition to the conclusion of a large-scale project, there was a significant impact with a decline in sales of all-in-one hardware solutions, which had been strong in the previous year. Sales in the manufacturing and distribution industries were strong, but unable to cover overall performance. (Infrastructure Services)

In Japan, revenues were strong. Outside Japan, revenue increased, in part because of the weak yen. Despite the impact of the sale of Nifty, overall revenue increased.

### **[Operating Profit]**

Declined because of lower revenue from solutions/system integration services and because of unprofitable project in and outside Japan.

## Technology Solutions (System Platforms)

(Billions of yen)

System Platforms	3Q FY2016 (Actual)	3Q FY2017 (Actual)	Change	
				(%)
Revenue	125.2	103.2	-22.0	-17.6
System Products	54.7	54.5	-0.1	-0.3
Network Products	70.4	48.6	-21.8	-31.0
Operating profit	15.6	-0.1	-15.8	-
[Operating profit margin]	[12.5%]	[-0.2%]	[-12.7%]	

### [Revenue]

(System Products)

Revenue essentially unchanged

(Network Products)

In the second and third quarters of the previous fiscal year, there were very strong sales of mobile phone base stations in Japan, and sales are down this period by comparison.

### [Operating Profit]

Profit deteriorated, primarily from network products, because of the significant impact of lower revenue from mobile phone base stations in Japan.

### Revenue (breakdown)

Japan	92.5	70.7	-21.7	-23.5
Outside Japan	32.7	32.4	-0.2	-0.8

## Ubiquitous Solutions

(Billions of yen)

Ubiquitous Solutions	3Q FY2016 (Actual)	3Q FY2017 (Actual)	Change	
				(%)
Revenue	163.5	165.9	2.3	1.4
Operating profit [Operating profit margin]	6.6 [4.1%]	0.9 [0.6%]	-5.7 [-3.5%]	-86.1

### Revenue (breakdown)

Japan	123.5	121.5	-2.0	-1.7
Outside Japan	40.0	44.3	4.3	11.0

### [Revenue]

(PCs)

Revenue increased on higher enterprise sales in Japan and because of the impact of the weaker yen.

(Mobile Phones)

Revenue declined on lower shipments of feature phones in the Raku-Raku series.

### [Operating Profit]

Profit declined because of lower revenue from mobile phones and because the market prices of key components for both PCs and mobile phones increased.

1. Financial Results  
for 3Q FY2017

# Business Segment Information [3Q]



## Device Solutions

(Billions of yen)

Device Solutions	3Q FY2016 (Actual)	3Q FY2017 (Actual)	Change	
				(%)
Revenue	137.0	141.7	4.6	3.4
LSI	68.1	68.9	0.7	1.2
Electronic Components	69.2	73.1	3.8	5.6
Operating profit	4.3	4.2	-0.1	-3.5
[Operating profit margin]	[3.2%]	[3.0%]	[-0.2%]	

### [Revenue]

Revenue from both LSI devices and electronic components increased, in part because the weak yen increased revenue in yen terms.

### [Operating Profit]

Essentially unchanged from the previous year.

### Revenue (breakdown)

Japan	62.1	68.7	6.6	10.7
Outside Japan	74.9	72.9	-1.9	-2.6

1. Financial Results  
for 3Q FY2017

## Cash Flows



(Billions of yen)

	9 Months FY2016 (Actual)	9 Months FY2017 (Actual)	Change
<b>I Cash flows from operating activities</b>	94.2	70.9	-23.2
<b>II Cash flows from investing activities</b>	-130.9	-37.5	93.4
<b>I + II Free Cash Flow</b>	-36.7	33.3	70.1
<b>III Cash flows from financing activities</b>	38.9	-32.3	-71.3
<b>IV Cash and Cash Equivalents at End of Period</b>	380.9	388.9	7.9

**[Cash flows from operating activities]**

Cash flows declined due primarily to the impact on this period of outflows for business model transformation expenses that had been recorded in the previous year.

**[Cash flows from investing activities]**

Capital expenditures were recorded primarily for the Services sub-segment, including for datacenters.

Compared to the previous years, there was a significant decline in outflows. This was due to the fact that this period there were proceeds from the sale of shares in Fuji Electric of 33.6 billion yen as well as proceeds from the sale of shares in Fujitsu Ten, in addition to the impact of significant expenditures in the previous year for datacenters.

1. Financial Results  
for 3Q FY2017

# Assets, Liabilities and Equity



(Billions of yen)

	Year-end FY2016	End of 3Q FY2017	Change
<b>Total Assets</b>	3,191.4	2,982.4	-209.0
<b>Total Liabilities</b>	2,172.2	1,862.4	-309.7
<b>Total Equity</b>	1,019.2	1,119.9	100.7
<b>Total Equity Attributable to Owners of the Parent</b>	881.2	994.8	113.6

## Reference: Financial Indices

<b>Interest-bearing Loans</b>	486.7	482.6	-4.1
<b>Net Interest-bearing Loans</b>	106.0	93.8	-12.1
<b>D/E Ratio (Times)</b>	0.55	0.49	-0.06
<b>Net D/E Ratio (Times)</b>	0.12	0.09	-0.03
<b>Equity Attributable to Owners of the Parent Ratio (%)</b>	27.6	33.4	5.8

## 2.Earnings Forecast for FY2017

# Financial Forecast



(Billions of yen)

		FY2016 (Actual)	FY2017(Forecast)		Change	(% )
			Current Forecast	Change vs. Previous Forecast		
Continuing Operation	Revenue	4,132.9	4,100.0	-	-32.9	-0.8
	Operating Profit	117.4	185.0	-	67.5	57.5
	[Business Model Transformation Expenses]	[-42.0]	[ - ]	[ - ]	[42.0]	-
	[Operating Profit Margin]	[2.8%]	[4.5%]	[-%]	[1.7%]	
<b>Profit for the Year Attributable to Owners of the Parent</b>		88.4	145.0	-	56.5	63.9

Exchange Rate (\* Exchange rates which are currently forecasted for the fourth quarter.)

U.S. dollar / Yen	108	* 105	-	-3	-2.8
Euro / Yen	119	* 115	-	-4	-3.4
British pound / Yen	142	* 130	-	-12	-8.5
Euro / U.S. dollar	1.10	* 1.05	-	-0.05	-4.5

<b>Ratio of Revenue Outside Japan</b>	35.4%	36.4%	0.5%	1.0%
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## 2.Earnings Forecast for FY2017

# Financial Forecast



(Billions of yen)

		FY2016 (Actual)	FY2017 (Forecast)				Change	BMT Expenses	
			BMT Expenses	Current Forecast	BMT Expenses	Change vs. Previous Forecast			BMT Expenses
Revenue	Technology Solutions	3,126.6	-	3,085.0	-	15.0	-	-41.6	-
	Services	2,624.2	-	2,610.0	-	40.0	-	-14.2	-
	System Platforms	502.3	-	475.0	-	-25.0	-	-27.3	-
	Ubiquitous Solutions	645.5	-	640.0	-	-	-	-5.5	-
	Device Solutions	544.3	-	560.0	-	-	-	15.6	-
	Other/Elimination and Corporate	-183.5	-	-185.0	-	-15.0	-	-1.4	-
	<b>Total</b>	<b>4,132.9</b>	<b>-</b>	<b>4,100.0</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-32.9</b>	<b>-</b>
OPPL	Technology Solutions	190.7	-36.2	220.0	-	-30.0	-	29.2	36.2
	Services	150.0	-33.6	187.0	-	-15.0	-	36.9	33.6
	System Platforms	40.7	-2.6	33.0	-	-15.0	-	-7.7	2.6
	Ubiquitous Solutions	17.3	-1.7	14.0	-	-	-	-3.3	1.7
	Device Solutions	4.2	-4.0	14.0	-	-	-	9.7	4.0
	Other/Elimination and Corporate	-94.9	-	-63.0	-	30.0	-	31.9	-
	<b>Total</b>	<b>117.4</b>	<b>-42.0</b>	<b>185.0</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>67.5</b>	<b>42.0</b>

※BMT is an acronym for business model transformation

OPPL Technology Solutions : Decline in infrastructure services outside Japan and network products

Other/Elimination and Corporate : Increase in line with gain on sale of Mobile Device Business announced today,  
and in consideration of various risks



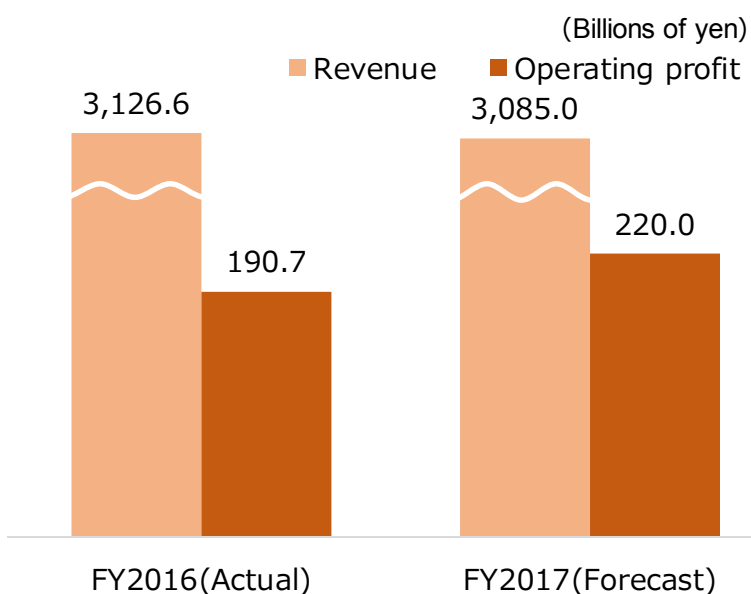
## 2.Earnings Forecast for FY2017

# Business Segment Information



### Technology Solutions

#### [ Revenue and Operating Profit ]



(Billions of yen)

Technology Solutions	FY2016 (Actual)	FY2017 (Forecast)		Change	Change (%)
		Current Forecast	Change vs. Previous Forecast		
Revenue	3,126.6	3,085.0	15.0	-41.6	-1.3
Services	2,624.2	2,610.0	40.0	-14.2	-0.5
System Platforms	502.3	475.0	-25.0	-27.3	-5.4
Operating profit	190.7	220.0	-30.0	29.2	15.3
[BMT Expenses]	[-36.2]	[-]	[-]	[36.2]	-
[Operating profit margin]	[6.1%]	[7.1%]	[-1.0%]	[1.0%]	

#### Revenue (breakdown)

Japan	2,113.0	2,018.0	-20.0	-95.0	-4.5
Outside Japan	1,013.6	1,067.0	35.0	53.3	5.3

#### [Overview of Change] Operating profit decline of 30.0 billion yen

Services : Decline of 15.0 billion yen in infrastructure services outside Japan

System Platforms : Decline of 15.0 billion yen in network products

## 2.Earnings Forecast for FY2017

# Business Segment Information

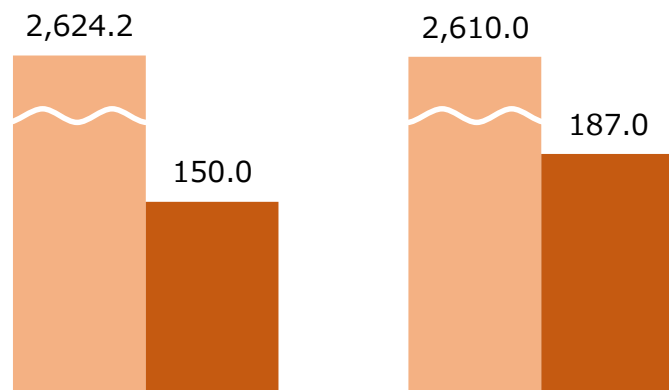


### Technology Solutions (Services)

(Billions of yen)

#### [ Revenue and Operating Profit ]

(Billions of yen)  
■ Revenue ■ Operating profit



FY2016(Actual)

FY2017(Forecast)

Services	FY2016 (Actual)	FY2017 (Forecast)		Change	Change (%)
		Current Forecast	Change vs. Previous Forecast		
Revenue	2,624.2	2,610.0	40.0	-14.2	-0.5
Solutions/SI	1,024.1	1,020.0	-	-4.1	-0.4
Infrastructure Services	1,600.0	1,590.0	40.0	-10.0	-0.6
Operating profit	150.0	187.0	-15.0	36.9	24.6
[BMT Expenses]	[-33.6]	[ - ]	[ - ]	[33.6]	-
[Operating profit margin]	[5.7%]	[7.2%]	[-0.7%]	[1.5%]	

#### [Overview of Change] Change in outlook for revenue and operating income for infrastructure services outside Japan

Revenue : Increase because of weak yen in first three quarters

Operating Profit : Decline because, in addition to one-time losses stemming from a legal dispute and unprofitable projects, progress has been delayed in reaping the benefits of business model transformation

## 2. Earnings Forecast for FY2017

# Business Segment Information



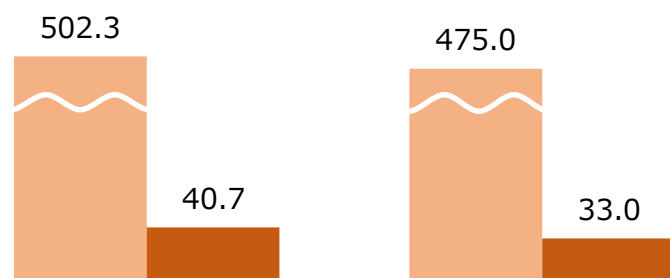
### Technology Solutions (System Platforms)

(Billions of yen)

#### [ Revenue and Operating Profit ]

(Billions of yen)

Revenue Operating profit



System Platforms	FY2016 (Actual)	FY2017 (Forecast)		Change	
		Current Forecast	Change vs. Previous Forecast		(%)
Revenue	502.3	475.0	-25.0	-27.3	-5.4
System Products	255.5	250.0	-	-5.5	-2.2
Network Products	246.8	225.0	-25.0	-21.8	-8.8
Operating profit	40.7	33.0	-15.0	-7.7	-18.9
[BMT Expenses]	[-2.6]	[-]	[-]	[2.6]	-
[Operating profit margin]	[8.1%]	[6.9%]	[-2.7%]	[-1.2%]	

#### [Overview of Change] Change in outlook for revenue and operating income for network products

Lower revenue and operating profit because demand expected in the fourth quarter is failing to materialize in and outside Japan

## 2. Earnings Forecast for FY2017

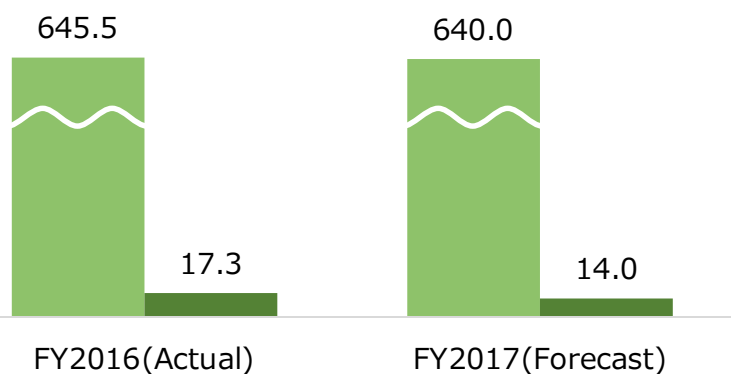
# Business Segment Information



### Ubiquitous Solutions

#### [ Revenue and Operating Profit ]

(Billions of yen)  
 ■ Revenue ■ Operating profit



(Billions of yen)

Ubiquitous Solutions	FY2016 (Actual)	FY2017 (Forecast)		Change	
		Current Forecast	Change vs. Previous Forecast		(%)
Revenue	645.5	640.0	-	-5.5	-0.9
Operating profit	17.3	14.0	-	-3.3	-19.4
[BMT Expenses]	[-1.7]	[ - ]	[ - ]	[1.7]	-
[Operating profit margin]	[2.7%]	[2.2%]	[-%]	[-0.5%]	

#### Revenue (breakdown)

Japan	496.1	504.0	-	7.8	1.6
Outside Japan	149.3	136.0	-	-13.3	-9.0

## 2. Earnings Forecast for FY2017

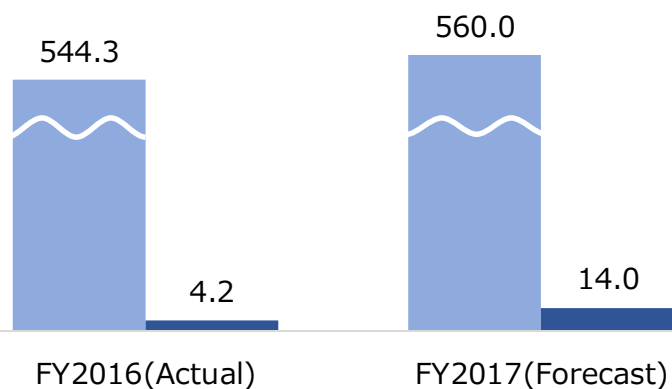
# Business Segment Information



### Device Solutions

#### [ Revenue and Operating Profit ]

(Billions of yen)  
■ Revenue ■ Operating profit



(Billions of yen)

Device Solutions	FY2016 (Actual)	FY2017 (Forecast)		Change	
		Current Forecast	Change vs. Previous Forecast		(%)
Revenue	544.3	560.0	-	15.6	2.9
LSI	269.4	275.0	-	5.5	2.0
Electronic Components	276.0	285.0	-	8.9	3.3
Operating profit	4.2	14.0	-	9.7	229.1
[BMT Expenses]	[-4.0]	[ - ]	[ - ]	[4.0]	-
[Operating profit margin]	[0.8%]	[2.5%]	[-%]	[1.7%]	

#### Revenue (breakdown)

Japan	247.2	259.0	-	11.7	4.7
Outside Japan	297.0	301.0	-	3.9	1.3

## Cash Flows



	(Billions of yen)		
	FY2016 (Actual)	FY2017 (Forecast)	Change vs. Previous Forecast
<b>I Cash flows from operating activities</b>	250.3	230.0	-30.0
<b>II Cash flows from investing activities</b>	-145.4	-110.0	30.0
<b>I + II Free Cash Flow</b>	104.8	120.0	-

Cash flows from operating activities : Decline of 30.0 billion yen from deterioration in profit from Services outside of Japan and network products

Cash flows from investing activities : Increase of 30.0 billion yen from sale of mobile device business and other factors

Free cash flow : No change from previous forecast of 120.0 billion yen

(Reference) **Business Segment Information [9 Months]**

(Billions of yen)

		9 Months FY2016 (Actual)	9 Months FY2017 (Actual)	Change	(%)
<b>Revenue</b>	<b>Technology Solutions</b>	2,183.7	2,150.4	-33.3	-1.5
	<b>Services</b>	1,845.5	1,836.8	-8.7	-0.5
	<b>System Platforms</b>	338.1	313.6	-24.5	-7.3
	<b>Ubiquitous Solutions</b>	468.3	486.5	18.2	3.9
	<b>Device Solutions</b>	406.5	421.1	14.6	3.6
	<b>Other/Elimination and Corporate</b>	-129.9	-131.8	-1.9	-
	<b>Total</b>	2,928.6	2,926.3	-2.3	-0.1
<b>OPPL</b>	<b>Technology Solutions</b>	103.9	74.4	-29.5	-28.4
	<b>Services</b>	82.4	72.5	-9.8	-12.0
	<b>System Platforms</b>	21.5	1.8	-19.6	-91.3
	<b>Ubiquitous Solutions</b>	19.6	11.6	-7.9	-40.7
	<b>Device Solutions</b>	4.6	11.5	6.9	150.4
	<b>Other/Elimination and Corporate</b>	-73.7	-59.0	14.6	-
	<b>Total</b>	54.4	38.5	-15.9	-29.3

# Business Segment Information

## [Quarterly Breakdown of Results]



(Reference)

(Billions of yen)

		FY2016 (Actual)				FY2017 (Actual)		
		1Q	2Q	3Q	4Q	1Q	2Q	3Q
<b>Technology Solutions</b>	Revenue	672.7	746.3	764.5	942.8	672.6	737.6	740.1
	Operating Profit	7.1	46.2	50.6	86.7	5.2	39.6	29.5
<b>Services</b>	Revenue	578.3	627.9	639.3	778.7	574.2	625.6	636.9
	Operating Profit	15.0	32.4	35.0	67.5	8.3	34.4	29.7
<b>System Platforms</b>	Revenue	94.4	118.4	125.2	164.1	98.3	112.0	103.2
	Operating Profit	-7.8	13.7	15.6	19.1	-3.0	5.1	-0.1
<b>Ubiquitous Solutions</b>	Revenue	132.5	172.2	163.5	177.2	154.0	166.6	165.9
	Operating Profit	2.1	10.8	6.6	-2.2	5.5	5.1	0.9
<b>Device Solutions</b>	Revenue	130.0	139.4	137.0	137.8	135.3	144.0	141.7
	Operating Profit	-1.1	1.4	4.3	-0.3	3.4	3.8	4.2
<b>Other/Elimination and Corporate</b>	Revenue	-35.4	-50.1	-44.4	-53.6	-39.4	-47.7	-44.6
	Operating Profit	-21.7	-24.6	-27.3	-21.1	-9.2	-25.6	-24.1
<b>Total</b>	Revenue	899.9	1,007.9	1,020.8	1,204.2	922.6	1,000.6	1,003.1
	Operating Profit	-13.7	33.8	34.3	62.9	4.9	23.0	10.5
<b>Discontinued Operation</b>	Revenue	86.6	90.6	94.6	104.8	94.6	88.8	31.8
	Operating Profit	2.4	3.3	2.9	2.6	4.6	0.3	6.4



(Reference)

# Business Segment Information

## [ Revenue Breakdown-In and Outside Japan 3Q]



(Billions of yen)

		3Q FY2016 (Actual)	3Q FY2017 (Actual)	Change	(%)
<b>Technology Solutions</b>	Revenue	764.5	740.1	-24.4	-3.2
	Japan	503.4	470.4	-32.9	-6.5
	Outside Japan	261.1	269.6	8.4	3.2
<b>Services</b>	Revenue	639.3	636.9	-2.4	-0.4
	Japan	410.9	399.7	-11.1	-2.7
	Outside Japan	228.4	237.1	8.7	3.8
<b>System Platforms</b>	Revenue	125.2	103.2	-22.0	-17.6
	Japan	92.5	70.7	-21.7	-23.5
	Outside Japan	32.7	32.4	-0.2	-0.8
<b>Ubiquitous Solutions</b>	Revenue	163.5	165.9	2.3	1.4
	Japan	123.5	121.5	-2.0	-1.7
	Outside Japan	40.0	44.3	4.3	11.0
<b>Device Solutions</b>	Revenue	137.0	141.7	4.6	3.4
	Japan	62.1	68.7	6.6	10.7
	Outside Japan	74.9	72.9	-1.9	-2.6
<b>Other/Elimination and Corporate</b>	Revenue	-44.4	-44.6	-0.2	-
<b>Total</b>	Revenue	1,020.8	1,003.1	-17.6	-1.7
	Japan	644.4	616.7	-27.7	-4.3
	Outside Japan	376.3	386.4	10.0	2.7

Ratio of Revenue Outside Japan

36.9%

38.5%

1.6%

(Reference)

# Business Segment Information



## [ Revenue Breakdown-In and Outside Japan 9 Months ]

(Billions of yen)

		9 Months FY2016 (Actual)	9 Months FY2017 (Actual)	Change	(%)
<b>Technology Solutions</b>	Revenue	2,183.7	2,150.4	-33.3	-1.5
	Japan	1,445.4	1,387.8	-57.5	-4.0
	Outside Japan	738.3	762.5	24.2	3.3
<b>Services</b>	Revenue	1,845.5	1,836.8	-8.7	-0.5
	Japan	1,192.5	1,165.9	-26.6	-2.2
	Outside Japan	653.0	670.9	17.9	2.7
<b>System Platforms</b>	Revenue	338.1	313.6	-24.5	-7.3
	Japan	252.8	221.9	-30.8	-12.2
	Outside Japan	85.3	91.6	6.2	7.4
<b>Ubiquitous Solutions</b>	Revenue	468.3	486.5	18.2	3.9
	Japan	356.6	367.9	11.3	3.2
	Outside Japan	111.6	118.5	6.9	6.2
<b>Device Solutions</b>	Revenue	406.5	421.1	14.6	3.6
	Japan	181.7	203.9	22.2	12.2
	Outside Japan	224.8	217.2	-7.5	-3.4
<b>Other/Elimination and Corporate</b>	Revenue	-129.9	-131.8	-1.9	-
<b>Total</b>	Revenue	2,928.6	2,926.3	-2.3	-0.1
	Japan	1,852.9	1,827.7	-25.1	-1.4
	Outside Japan	1,075.7	1,098.6	22.8	2.1

Ratio of Revenue Outside Japan

36.7%

37.5%

0.8%

# Financial Results of Consolidated Subsidiaries

## Outside Japan

(Reference)

(Billions of yen)

		3Q FY2016 (Actual)	3Q FY2017 (Actual)	Change	9 Months FY2016 (Actual)	9 Months FY2017 (Actual)	Change
<b>Outside Japan</b>	Revenue	361.9	374.9	12.9	1,039.0	1,069.9	30.8
	Operating Profit	0.3	5.3	5.0	1.6	1.6	-0.0
<b>EMEIA</b>	Revenue	194.0	211.5	17.5	550.9	578.9	27.9
	Operating Profit	-3.1	1.9	5.0	-1.0	-5.2	-4.2
<b>Americas</b>	Revenue	70.7	64.5	-6.1	208.7	205.8	-2.9
	Operating Profit	1.4	0.2	-1.1	0.6	1.3	0.6
<b>Asia</b>	Revenue	74.5	73.4	-1.1	210.0	207.8	-2.1
	Operating Profit	1.1	1.9	0.8	0.7	2.8	2.0
<b>Oceania</b>	Revenue	22.5	25.3	2.7	69.3	77.3	7.9
	Operating Profit	0.9	1.2	0.3	1.2	2.8	1.5

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.

# (Reference) Assumptions used for FY2017 Earnings Forecast



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

	FY2016 (Actual)	FY2017			Impact of Exchange Rate Fluctuation 4Q(Forecast)*
		9 Months (Actual)	4Q (Forecast)	Change vs. Previous Forecast	
U.S. dollar / Yen	108	112	105	-	0.0 Billion yen
Euro / Yen	119	129	115	-	-0.1 Billion yen
British pound / Yen	142	146	130	-	0.0 Billion yen
Euro / U.S. dollar	1.10	1.15	1.05	-	-0.3 Billion yen

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

Impact of 0.01 dollar fluctuation on operating profit (euro depreciation).

(Reference) **Assumptions used for FY2017 Earnings Forecast**



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

(Billions of yen)

	9 Months		Full year		Change vs. Previous Forecast
	FY2016 (Actual)	FY2017 (Actual)	FY2016 (Actual)	FY2017 (Forecast)	
Technology Solutions	43.0	33.3	62.6	70.0	-
Ubiquitous Solutions	3.3	4.0	4.7	5.0	-
Device Solutions	34.7	23.4	43.8	40.0	-
Other / Corporate	5.9	5.6	9.3	10.0	-
<b>Capital Expenditures</b>	<b>87.0</b>	<b>66.5</b>	<b>120.6</b>	<b>125.0</b>	<b>-</b>
<b>Depreciation</b>	<b>80.1</b>	<b>79.9</b>	<b>108.6</b>	<b>110.0</b>	<b>-</b>

(Reference) **Assumptions used for FY2017 Earnings Forecast**



3. R&D Expenses


	9 Months		Full year		Change vs. Previous Forecast
	FY2016 (Actual)	FY2017 (Actual)	FY2016 (Actual)	FY2017 (Forecast)	
R&D Expenses	122.6	117.8	170.0	170.0	-
[As % of Revenue]	[4.2%]	[4.0%]	[4.1%]	[4.1%]	[-%]

(Billions of yen)

4. Shipments

	Full year		Change vs. Previous Forecast
	FY2016 (Actual)	FY2017 (Forecast)	
PC	3.8	3.8	-
Mobile Phone	3.2	3.1	-

(Millions of units)



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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