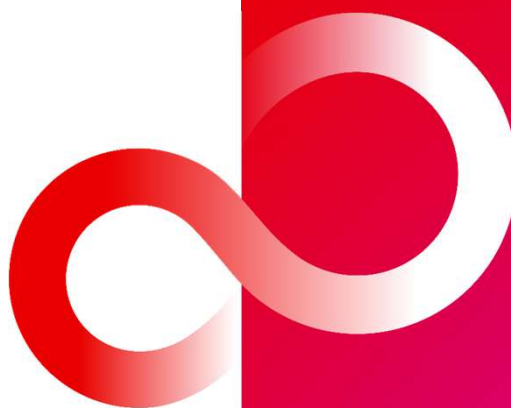


**3Q
FY2022**

Consolidated Financial Results

January 31, 2023
Fujitsu Limited



Copyright 2023 FUJITSU LIMITED

This presentation will cover our financial results for the third quarter of fiscal year 2022.

Please turn to page 4.

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

1 . Financial Results for 3Q FY2022

3Q FY2022 Financial Highlights



3Q

- **Revenue: 931.4 B yen, up 9% over previous year (excluding impact of PFU carve-out)**
 - Higher revenue on solid orders in SI/Services and shift towards recovery from the impact of chip shortages
- **Operating Profit (excluding special items): 76.9 B yen, up 30% over previous year, with operating profit margin of 8.3%**
 - Higher profit on expansion in sales revenue and continued improvement in profitability

First 9 Months Cumulative Results

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

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

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

4

Copyright 2023 FUJITSU LIMITED

I will start by presenting our financial highlights.

Revenue in the third quarter was 931.4 billion yen. Excluding the impact of the PFU restructuring, overall revenue was up by around 9% over the previous year. Revenue in Technology Solutions increased by 11% over the prior year. In addition to solid orders in SI/Services, we finally started to recover from the global chip shortage.

Excluding special items, operating profit was 76.9 billion yen, up 30% over the prior year. Operating profit margin was 8.3%. Profits increased due to higher sales revenue and steady progress in improving profitability.

Cumulative operating profit excluding special items for the first 9 months of the fiscal year was 151.7 billion yen. Including one-time gains and losses, such as gains on the sale of businesses, operating profit was 173.2 billion yen, a new all-time record for operating profit.

Both in terms of revenue and operating profit, we see very strong results starting in the third quarter.

1. Financial Results
for 3Q FY2022

Consolidated PL[3Q]



(Billions of yen)

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

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

Page 5 shows the consolidated results for the third quarter of fiscal year 2022. Please look at the column outlined in bold.

The upper boxes show our results excluding special items. Revenue was 931.4 billion yen, up 50.8 billion yen from the prior year. Excluding the impact of the sale of businesses, revenue increased by 76.3 billion yen, up 8.9% from the prior year.

In addition to the solid expansion in revenue from SI/Services and good results also in System Platforms due to the ongoing recovery from the global chip shortage, revenue also benefited from favorable foreign exchange movements, with Technology Solutions driving the increase in revenue.

Operating profit was 76.9 billion yen, with an operating profit margin of 8.3%. Compared to the previous year, operating profit increased by 17.6 billion yen, up approximately 30%. The higher operating profit was mainly the result of higher revenue in Technology Solutions and improved profitability.

Below that, there was a loss of 4.6 billion yen in special items for one-time gains or losses. In the third quarter of the prior year, there were gains on the sale of a business and other special items, resulting in an overall gain of 5.8 billion yen, so special items lowered operating profit by 10.5 billion yen compared to the prior year. In this year's third quarter, special items included mainly M&A-related expenses stemming from acquisitions outside of Japan that have already been completed.

(Billions of yen)

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

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

Page 6 shows cumulative results for the first 9 months of fiscal year 2022. Please have a look at the column outlined in bold.

Revenue was 2,636.7 billion yen, up 93.1 billion yen from the prior year. Excluding the negative impact of restructuring, revenue was up by 126.6 billion yen, representing a 5.1% increase.

Operating profit was 151.7 billion yen, up 15.9 billion yen from the prior year. Results benefited significantly from special items, mainly the gain on the sale of businesses recorded in the first half, with 173.2 billion yen in consolidated operating profit, up around 18% from the prior year.

(Billions of yen)

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

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

Exchange Rates

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

Page 7 shows the previously discussed results in a regular income statement format.

I have already discussed revenue and operating profit, so I will now explain about financial income and onwards. Financial income was 1.6 billion yen, down 2.0 billion yen from the prior year. This was mainly due to a large negative impact from foreign exchange rate movements.

Profit for the period was 40.7 billion yen, down 30.5 billion yen from the prior year. Results in the prior fiscal year benefited from a reduction in income taxes stemming from the restructuring of our North American business and the liquidation of a subsidiary, resulting in a much higher income tax burden in this fiscal year's third quarter.

1. Financial Results
for 3Q FY2022

Consolidated PL[9 Months]



(Billions of yen)

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

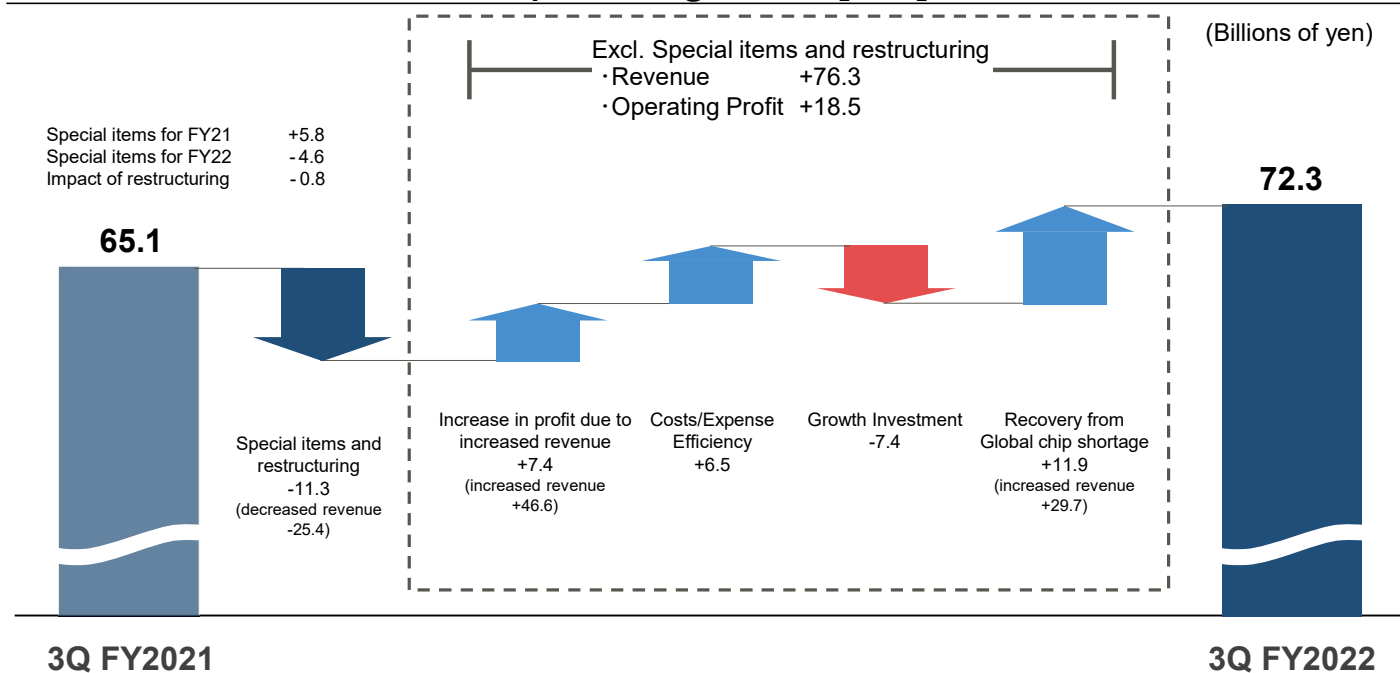
Exchange Rates

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

Page 8 shows the cumulative results for the first 9 months of fiscal 2022.

1. Financial Results for 3Q FY2022

Factors Behind Change in Operating Profit[3Q]



9

Copyright 2023 FUJITSU LIMITED

I will now comment on the factors that caused increases or decreases in operating profit in the third quarter of fiscal 2022 compared to the prior year.

On the far left, operating profit for the third quarter of fiscal 2021 was 65.1 billion yen. I will use this as the starting point for explaining increases or decreases from the prior year.

The first downward arrow shows the negative impact from changes in special items and the impact of restructuring, which combined led to a decrease in operating profit by 11.3 billion yen.

The rest of the arrows inside the dotted line relate to our underlying business excluding the impact of special items and restructuring.

The first upward arrow shows the positive impact of 7.4 billion yen from the increase in revenue. Higher revenues were driven by Technology Solutions, primarily the impact of higher revenues from SI/Services.

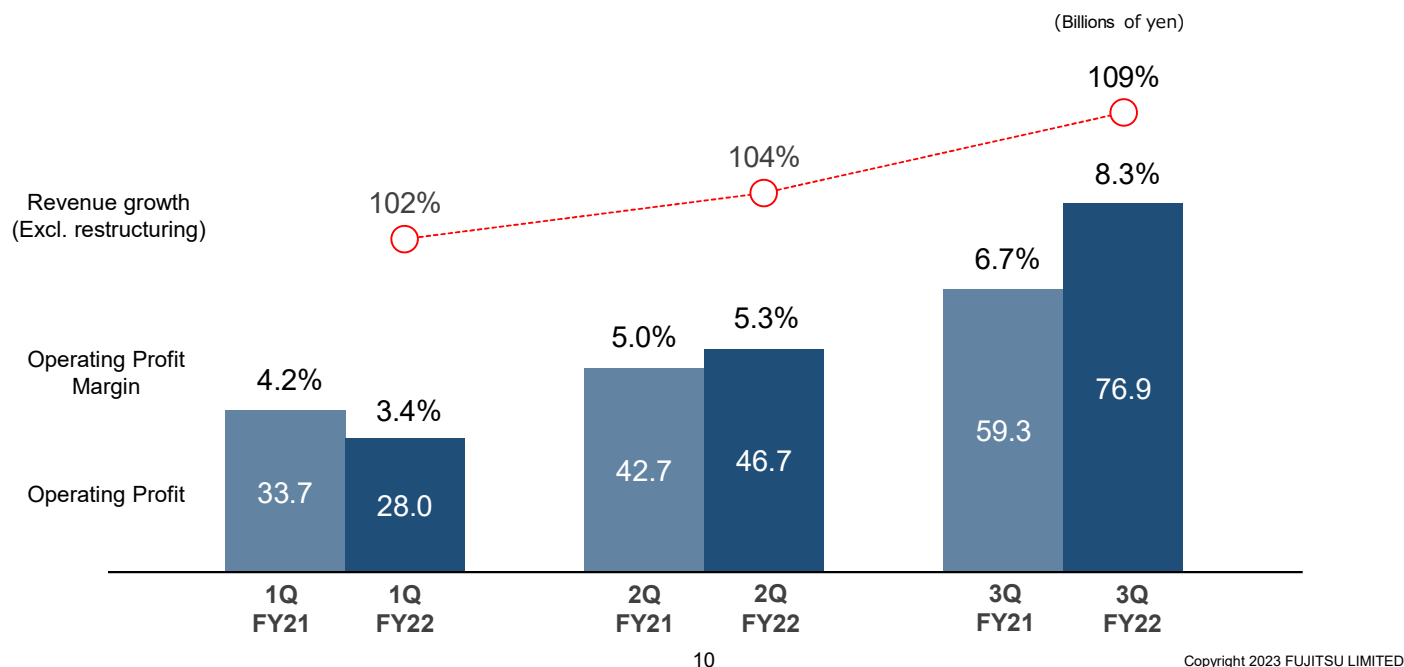
The next upward arrow shows the positive impact of 6.5 billion yen from cost and expense efficiencies. We made progress in improving profitability.

The third arrow, pointing downward, represents increases in growth investments of 7.4 billion yen. We made investments in the development of Fujitsu Uvance offerings, as well as continued DX investments in our internal transformation for data-driven management.

The fourth arrow, pointing upward, shows the 11.9 billion yen positive impact of the recovery from the global chip shortage. The global chip shortage had a significant negative impact on our first half results of fiscal 2022, but there was finally a recovery that has even boosted operating profit starting in the third quarter.

Adding these up, operating profit for the third quarter of fiscal year 2022 was 72.3 billion yen.

Quarterly changes in Operating Profit (Excl. Special items)



I will now touch on quarterly changes in operating profit excluding the impact of special items and restructuring.

In the first quarter, the impact of the global chip shortage remained strong, and we started the first quarter with a decline in operating profit.

In the second quarter, orders rose both inside and outside of Japan, primarily in SI/Services. However, the negative impact of the global chip shortage remained significant, and the growth in sales revenue was limited to 4%.

Next is the third quarter. The orders we had accumulated in the first half started to be converted into sales, and we also finally began to see an easing of the global chip shortage, resulting in a strong expansion in both sales revenue and operating profit. We expect that momentum will be further accelerated in the fourth quarter.

Revenue by Segments

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

I would now like to provide additional information relating to the arrows inside the dotted line in the previous waterfall chart on page 9.

Revenue in the third quarter of fiscal 2022 was 931.4 billion yen, up 50.8 billion yen from the prior year. Excluding the impact of restructuring, revenue increased by 76.3 billion yen, up 8.9%.

The table below shows revenue broken down by segment.

Excluding the negative impact from restructuring, revenue in Technology Solutions was up by 82.0 billion yen, an increase of approximately 11%. Revenue expanded at a strong pace, primarily in SI/Services, but also benefited from the recovery from the global chip shortage and the favorable impact of the weak yen.

Revenue from Ubiquitous Solutions declined by 2.7 billion yen compared to the prior year. The segment's performance was weak and was especially affected by weak economic conditions in Europe.

Revenue in Device Solutions was down by 5.1 billion yen from the prior year. Demand through the first half of fiscal 2022 was strong, boosted in part by the weak yen. This resulted in very strong performance, but actual demand now appears to have entered a correction phase. As a result, revenue declined despite favorable exchange rate trends.

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

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

12

Copyright 2023 FUJITSU LIMITED

This slide shows the status of orders in Japan broken down by industry segment.

First is the Private Enterprise Business segment. Orders for both the third quarter and the first 9 months of fiscal 2022 were up 8% from the previous year. Continuing from the first half, demand remained strong in the third quarter. There is a strong willingness to spend on IT for digital transformation and modernization primarily from customers in the Manufacturing & Distribution & Retail industries, particularly the automobile industry, and orders continue to be very solid. Out of all the segments, growth in orders from the Manufacturing & Distribution & Retail industry segment has proved especially strong.

Orders in the Finance Business segment were down 11% in the third quarter, and down 1% for the first 9 months of fiscal 2022. There were large-scale orders in the third quarter of fiscal 2021, so there is an apparent decline in orders compared to the previous year. However, we expect to receive large-scale deals in the fourth quarter of fiscal 2022, so demand will continue to expand.

The Japan Region segment primarily consists of government agency customers and telecom carrier customers. Orders were down 10% in the third quarter of fiscal 2022, and up 1% for the first 9 months. The third quarter was slow, falling below the same period in the prior year, but the level of orders is relatively unchanged for the first 9 months compared to the prior year. We expect to receive some large-scale deals in the fourth quarter of fiscal 2022, as well as win deals from customers with leftover budget or supplemented budgets, and we expect orders for the full year will exceed last fiscal year's levels.

Next is Fujitsu Japan. Orders in the third quarter of fiscal 2022 were up 1%, and were unchanged from the prior year for the first 9 months. I will briefly comment on each sub-segment. There has been a strong flow of orders from local governments relating to system standardization and network enhancements. In healthcare, deals relating to cloud-based electronic medical records have been strong, and, continuing from the first half, growth in orders has remained strong. On the other hand, orders from educational institutions and medium-sized enterprises continue to be very weak.

Orders in the Network segment were down 15% in the third quarter, and down 30% for the first 9 months of fiscal 2022. This is partly just a pullback from the strong pace of orders we received during last year's first half, but the cumulative

trend for the first 9 months has been weak.

At the very bottom you can see the total orders for the major segments. Orders for SI/Services were relatively unchanged in the third quarter and up 5% for the first 9 months of fiscal 2022. Results were partly affected by the lack of large-scale orders from finance business and government customers in the third quarter. However, since overall SI/Services orders have been on a continuous recovery trend since last year, we expect to be able to win solid orders in the fourth quarter of fiscal 2022.

Orders in International Regions Excluding Japan

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

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

13

Copyright 2023 FUJITSU LIMITED

This slide shows the orders in international regions excluding Japan.

Orders for the Europe region were down 12% in the third quarter, and up 7% for the first 9 months of fiscal 2022. Services orders for the first 9 months were up 29%, but this resulted from large-scale orders received in the first half. Future economic conditions in Europe are unclear, and we need to keep a sharp eye on any new developments.

Orders in the Americas region fell by 13% in the third quarter, and by 9% in the first 9 months of fiscal 2022. Orders declined from the prior year due to a drop-off from multiple large-scale contracts received in the prior fiscal year.

Orders for the Asia Pacific region rose by 52% in the third quarter, and by 5% in the first 9 months of fiscal 2022. Results exceeded those of the prior year as we received multiple large scale Services deals from public sector customers during the third quarter of fiscal 2022,. In addition, the increase in capabilities stemming from recent acquisitions also made a solid contribution to the increase in orders.

This concludes my explanation on the status of orders.

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

(Billions of yen)

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

Next, I would like to comment on the impact of the global chip shortage.

Through the first half of fiscal 2022, the global chip shortage had a large negative impact on our results. In the third quarter, this shortage finally started to ease, making a positive contribution to our results on an absolute basis.

While not every product category has been fully restored to normal, the impact of the global chip shortage has improved to the point where we are able to have control of the situation.

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

• Gross Margin

	FY2022		
	1 Q	2 Q	3 Q
<u>Technology Solutions</u>	29.4%	30.0%	31.1%
Solutions/Services	34.2%	34.4%	36.7%
Improved productivity in SI business Standardization in delivery, improved efficiencies (utilization of GDCs) Impact of DX personnel measures			

15

Copyright 2023 FUJITSU LIMITED

Improved cost and expense efficiencies resulted in an increase in operating profit of 6.5 billion yen.

Gross margins in Technology Solutions have been improving. Gross margins have improved in particular in Solutions and Services, , from 34.2% in the first quarter to 34.4% in the second quarter, and 36.7% in the third quarter of fiscal 2022. Starting with an expansion in offshoring, we continue to make progress on initiatives we have implemented to improve productivity.

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

(Billions of yen)

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

Page 16 shows our growth investments.

Growth investments in the third quarter of fiscal 2022 were 30.3 billion yen, an increase of 9.7 billion yen from the prior year. Growth investments for the first 9 months were 89.8 billion yen, an increase of 32.1 billion yen from the prior year.

One area that we particularly focused on was the development of offerings, such as for Fujitsu Uvance, as investment designed for value creation.

Investments for our internal transformation have mainly been internal DX investments for data-driven management.

1. Financial Results
for 3Q FY2022

Business Segment Information[3Q]



(Billions of yen)

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

1. Financial Results for 3Q FY2022

Business Segment Information[3Q]



Technology Solutions

(Billions of yen)

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

[Revenue]

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

[Operating Profit]

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

OPPL (breakdown)

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

I will now comment on our results by segment, primarily in relation to last year's results. As I already explained about revenue, I will now mainly comment about operating profit.

First is Technology Solutions. Operating profit for the third quarter of fiscal 2022 was 55.1 billion yen, up 14.9 billion yen from last year. Excluding the impact of the gain from the sale of a business in the prior fiscal year, operating profit increased by 25.4 billion yen.

I will explain the reasons behind these results in each sub-segment on the next slide.

1. Financial Results for 3Q FY2022

Business Segment Information[3Q]



Technology Solutions (Solutions/Services)

(Billions of yen)

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

[Revenue]

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

[Operating Profit]

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

OPPL (breakdown)

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

This page shows Solutions and Services.

Operating profit was 57.2 billion yen, up 19.0 billion yen from the prior year.

The increase in operating profit margins is expanding due to the impact of higher sales revenues in SI/Services, as well as steady progress in productivity improvements and expense efficiencies.

1. Financial Results for 3Q FY2022

Business Segment Information[3Q]



Technology Solutions (System Platforms)

(Billions of yen)

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

[Revenue]

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

[Operating Profit]

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

This page shows System Platforms.

Operating profit was 24.1 billion yen, up 18.2 billion yen from the previous year.

In addition to the effect of higher revenue from network products in North America, the impact of the global chip shortage, which continued from the second half of the previous fiscal year, began to ease this quarter. This led to a significant increase in operating profit from the previous year.

1. Financial Results for 3Q FY2022

Business Segment Information[3Q]



Technology Solutions (International Regions Excluding Japan)

(Billions of yen)

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

OPPL (breakdown)

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

[Revenue]

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

[Operating Profit]

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

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

Page 21 shows International Regions Excluding Japan.

There was an operating loss of 1.3 billion yen. Even excluding 2.8 billion yen in M&A-related expenses, operating profit excluding special items and restructurings was stagnant at 1.4 billion yen.

The business environment in Europe continues to be challenging. The rising procurement prices for components and depreciation of the euro have negatively impacted the product business.

In special items, the main expense was M&A-related costs for acquisitions that occurred in fiscal 2022 and fiscal 2021. This, combined with a drop-off in operating profit from gains on the sale of a business in the prior year, resulted in a large operating loss compared to the previous year.

Technology Solutions (Common)

(Billions of yen)

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

[Excluding special items]

Large growth investments as planned for internal transformation

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

This slide shows the shared expenses of Technology Solutions.

Shared expenses reduced operating profit by 24.8 billion yen, representing a decrease in operating profit of 9.4 billion yen from the previous year.

This figure includes investments in our internal transformation, such as our internal digital transformation. We are continuing to make progress on data-driven management through the One Fujitsu project.

1. Financial Results for 3Q FY2022

Two Business Areas for Value Creation



(Billions of yen)

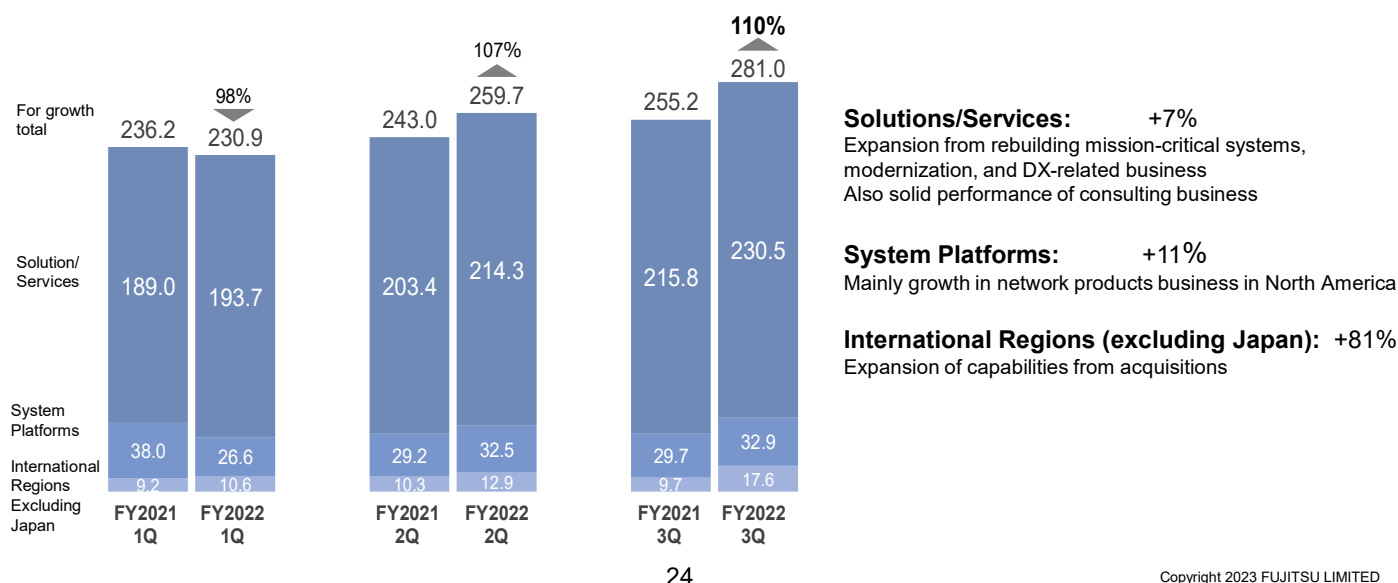
		1H FY2022			3Q FY2022			9 Months FY2022		
		For Growth	For Stability	Total	For Growth	For Stability	Total	For Growth	For Stability	Total
Technology Solutions	Growth Rate	102%	100%	101%	110%	106%	108%	105%	102%	103%
	Revenue	490.6	934.7	1,425.3	281.0	513.7	794.7	771.6	1,448.5	2,220.1
	[composition ratio]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

This shows revenue results in the two areas of value creation in Technology Solutions: For Growth and For Stability.

Revenue from the For Growth area was up 10% in the third quarter of the year, with revenue increasing in all subsegments.

Revenue from For Stability was up 6%, mainly due to recovery from the global chip shortage and higher revenue from System Platforms.

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



Page 24 shows the quarterly changes in the For Growth area.

The first quarter of this fiscal year started off sluggish from factors such as a drop-off in demand for 5G base stations, but then saw a revenue increase of 7% in the second quarter and 10% in the third quarter.

In Solutions and Services, growth was driven by the ERP deployment, such as SAP, rebuilding mission-critical systems, modernization, and DX-related business. Although it has not yet reached a sufficiently large scale, the consulting business also saw a significant expansion, with revenue from Ridgelinez up by approximately 30% in the third quarter, and cumulative growth for the first 9 month up approximately 40%.

In System Platforms, growth mainly centered around 5G-related business and North American network-related services.

International Regions Excluding Japan also saw continued expansion, albeit on a smaller scale, due to hybrid IT and security-related services growing and enhanced capacity from acquisitions in the Oceania region also contributing to growth.

1. Financial Results for 3Q FY2022

Business Segment Information[3Q]



Ubiquitous Solutions

(Billions of yen)

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

Revenue (breakdown)

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

[Revenue]

Reduction in demand because of weak economic conditions in Europe

[Operating Profit]

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

Ubiquitous Solutions.

The segment posted an operating loss of 2.6 billion yen, representing a deterioration of 3.3 billion yen from the previous year.

Market conditions are weak, especially in Europe, and, in addition to a decrease in revenue due to a decline in unit sale volumes, there was also higher procurement prices for components due to the effect of the weakened euro against the US dollar, which resulted in an operating loss.

1. Financial Results for 3Q FY2022

Business Segment Information[3Q]



Device Solutions

(Billions of yen)

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

Revenue (breakdown)

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

[Revenue]

Decline in demand because of economic weakness

[Operating Profit]

Lower profit because of decline in revenue from reduction in demand

Device Solutions.

Operating profit was 19.7 billion yen.

The third quarter had a decline in revenue and lower operating profit. The electronic components business has entered a correction phase after a period of rapid expansion. Along with a decline in unit sales volume, capacity utilization also fell below previous levels, which had a negative impact on profitability.

1.Financial Results for 3Q FY2022

Cash Flows



(Billions of yen)

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

Cash flows from operating activities:

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

Cash flows from investing activities:

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

Status of share buybacks: Share buyback program up to 150.0 B yen (from May 2, 2022 to March 31, 2023)
Cumulative purchases 70.0 B yen

27

Copyright 2023 FUJITSU LIMITED

This is the status of cash flows.

The cumulative free cash flow for the first 9 months was 49.6 billion yen, down 59.7 billion yen from the prior year because of an increase in cash outflows. Although there was an increase in free cash flow from the sale of a business, there was also a cash outflow of approximately 65.0 billion yen from the DX personnel measures carried out in the previous year, as well as a negative impact from an increase in inventory assets.

The increase in inventory assets was due to the high concentration of sales in the fourth quarter, as well as the procurement of parts ahead of schedule against the backdrop of the global chip shortages and supply chain instability. Although there was a decrease in cashflow, it was a result of prioritizing the stable securing of components.

Share buybacks, which are included in the cash flow from financing activities, amounted to approximately 70.0 billion yen. As planned, we intend to buy back 150.0 billion yen of shares this fiscal year.

2. Earnings Forecast for FY2022

This is not part of the materials, but I would like to comment on the progress of our internal forecast. The forecast has been revised downward slightly compared to the forecast that we publicly announced in October. I will comment separately on both the effects of exchange rate fluctuations and the status of our actual business.

First, I will comment on the effects of the exchange rate fluctuations. The effects of the exchange rate fluctuations were largely offset in the consolidated total. Looking at the effects by segment, the effects of the depreciation of the euro and yen against the dollar led to a downturn in Technology Solutions and Ubiquitous Solutions, and a positive turn in Device Solutions.

Next, I will comment on the status of our actual business. The downturn in actual business is due to a decrease in actual demand for Services in International Regions Excluding Japan and Device Solutions. In Services in International Regions Excluding Japan, market conditions in Europe were severe, and the amount of business deals won was low. Device Solutions was significantly impacted by the demand for electronic components, which had entered a correction phase.

The consolidated total for actual business had lower profit in the upper double digits.

2.Earnings Forecast for FY2022

Financial Forecast



	FY2021 (Actual)	Current Forecast	FY2022(Forecast)			(Billions of yen)	
			Change vs. Previous Forecast	Impact of foreign exchange	Other factors	Change	(%)
Revenue	3,586.8	3,750.0	30.0	120.0	-90.0	163.1	104.5
Operating Profit	219.2	375.0	-25.0	5.0	-30.0	155.7	171.1
[Operating Profit Margin]	[6.1%]	[10.0%]	[-0.8%]			[3.9%]	
Profit for the Year Attributable to Owners of the Parent	182.6	255.0	-25.0			72.3	139.6
Exchange Rate							
U.S. dollar / Yen	112	130	15			18	116.1
Euro / Yen	131	140	10			9	106.9
British pound / Yen	154	160	5			6	103.9
Free Cash Flow	189.0	235.0	-45.0			45.9	124.3

This is our financial forecast for fiscal 2022. We have revised our forecast.

We are projecting revenue of 3,750.0 billion yen, an increase of 30.0 billion yen from our previous forecast. This is due to the effects of revising our exchange rate projections, among other factors. We are projecting an operating profit of 375.0 billion yen, a decrease of 25.0 billion yen from our previous forecast. Our projected total profit for the fiscal year is 255.0 billion yen, a decrease of 25.0 billion yen from our previous forecast.

The impact of the exchange rate revision results in an overall increase of 120.0 billion yen in revenue and 5.0 billion yen in operating profit in our forecast. In our revised forecast, we project that revenue in each segment will increase. In operating profit, we project that there will be an operating profit will decrease in Technology Solutions and Ubiquitous Solutions, and significantly increase in Device Solutions.

Aside from the exchange rate, we also revised revenue downwards by 90.0 billion yen and operating profit downwards by 30.0 billion yen. I will touch on the forecast for each segment next.

We project free cash flow of 235.0 billion yen, down 45.0 billion yen from our previous forecast. In addition to fluctuations in profit, we factored in the impact of an increase in inventory assets for the purpose of stable securing of components.

2.Earnings Forecast for FY2022

Business Segment Information



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

Page 30 shows the breakdown by segment.

For Technology Solutions, we forecast revenue of 3,220.0 billion yen and operating profit of 300.0 billion yen. We have revised our forecast for revenue upwards by 20.0 billion yen and our forecast for operating down by 30.0 billion yen. Of this, the effects of the exchange rate fluctuations are projected to have a positive impact of 70.0 billion yen on revenue and negative impact of 15.0 billion yen on operating profit. Other negative impacts are mainly due to not meeting targets in international regions excluding Japan. We will give supplemental information on this later.

For Ubiquitous Solutions, we forecast revenue of 240.0 billion yen and operating profit of 5.0 billion yen. We have revised revenue upwards by 10.0 billion yen and revised operating profit downward by 5.0 billion yen. The effects of the exchange rate fluctuations are projected to have a positive impact of 10.0 billion yen on revenue and a negative impact of 15.0 billion yen on operating profit. Aside from the impact of foreign exchange, the forecast for operating profit has been revised upward by 10.0 billion yen. In response to the rising procurement prices for components, we added measures to pass the costs on to customers and reduce our costs, but it is projected that it will not be enough to fully cover all of the increase in prices.

For Device Solutions, we forecast revenue of 390.0 billion yen, and operating profit of 80.0 billion yen. We have revised operating profit upwards by 10.0 billion yen. The effects of the exchange rate fluctuations are projected to have a positive impact of 40.0 billion yen on revenue and a positive impact of 35.0 billion yen on operating profit. Aside from the exchange rate, there is projected to be a negative impact of 40.0 billion yen on revenue and 25.0 billion yen on operating profit. The demand for electronic components clearly entered a correction phase in the second half of the year. Throughout the year, we were conservative in the exchange rate levels in this segment, so we have been able to offset fluctuations, but we foresee that business conditions are becoming more difficult.

2.Earnings Forecast for FY2022

Business Segment Information Breakdown of Technology Solutions



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

31

Copyright 2023 FUJITSU LIMITED

Page 31 shows our forecast for Technology Solutions broken out by its components. I will comment on each sub-segment in comparison with the prior forecast excluding the impact of changes in exchange rate projections.

For Solutions and Services, we have reduced our revenue forecast by 10.0 billion yen and our operating profit forecast by 5.0 billion yen. We have factored in the risk that we will not meet our target revenue growth, primarily in the small- and medium-sized enterprise market.

For System Platforms, we have just reduced our operating profit forecast by 5.0 billion yen.

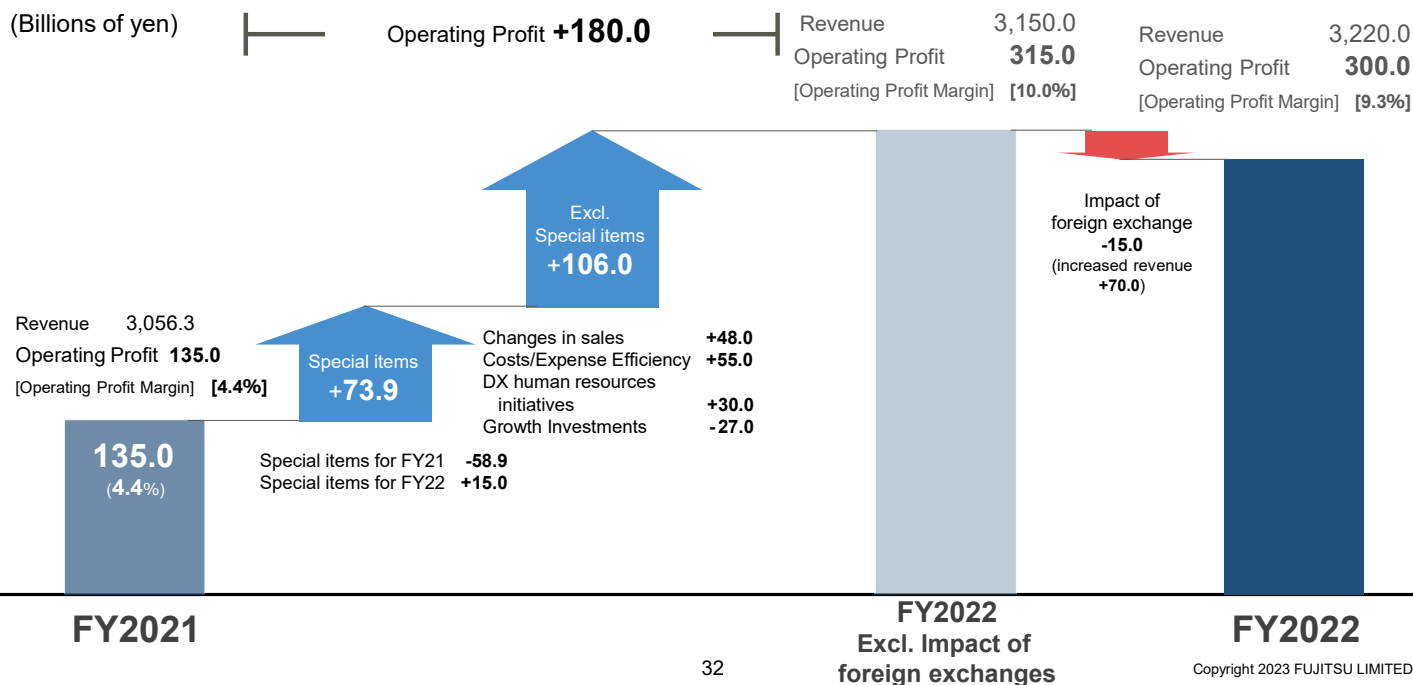
We have factored in an adverse impact from changes in the product mix based on current orders for system products.

For international regions excluding Japan, we have reduced our revenue forecast by 40.0 billion yen and our operating profit forecast by 20.0 billion yen.

First, excluding special items and restructuring, the Europe region is not expected to meet its revenue forecast. Market conditions have become very severe, and we have factored in a delay in the recovery of demand. We have reduced our revenue forecast by 40.0 billion yen and our operating profit forecast by 10.0 billion yen. The remaining reduction of 10.0 billion yen is from overall costs of 10.0 billion yen, consisting of special items, M&A-related costs, and costs associated from exiting our business in Russia, which had previously been classified as shared expenses, now being allocated to Technology Solutions.

Lastly, under "Common," we have factored in the full amount of 15.0 billion yen in higher operating profit as changes in special items. In the reclassification with international regions excluding Japan that I mentioned just now, plus 10.0 billion yen, the remaining 5.0 billion yen are expense reduction in special items.

2.Earnings Forecast (Reference) Factors Behind Change in Operating Profit for FY2022 Breakdown of Technology Solutions



Lastly page 32 is for reference. This shows changes in operating profit in Technology Solutions since last year.

On the far left is operating profit of 135.0 billion yen for fiscal 2021.

The first upward arrow is changes in special items of positive 73.9 billion yen.

The second upward arrow is positive 106.0 billion yen in operating profit excluding the impact of special items. The factors involved are listed below the arrow, but a big difference from our original forecast was our projection of not being able to meet our revenue target, primarily from our business outside of Japan.

Reflecting the factors mentioned so far, revenue would be 3,150.0 billion yen, and operating profit would be 315.0 billion yen.

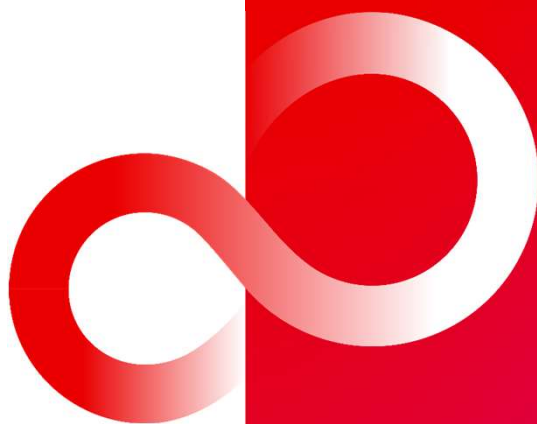
Factoring in the negative 15.0 billion yen impact from foreign exchange movements yields operating profit of 300.0 billion yen.

Unfortunately, we had to revise our original forecast downwards, but we strongly feel that we have been able to fundamentally transform the major outlines of our earnings structure.

To achieve further growth in fiscal 2023 and beyond, we will first work to do what we need to in the fourth quarter, including a final performance sprint.

This concludes my presentation.

Thank you



Cautionary Statement

These materials may contain forward-looking statements that are based on management's current information, views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Actual results may differ materially from those projected or implied in the forward-looking statements due to, without limitation, the following factors listed below.

- General economic and market conditions in key markets (particularly in Japan, Europe, North America, Oceania, and Asia, including China)
- Fluctuations in exchange rates or interest rates
- Fluctuations in capital markets
- Intensifying price competition
- Changes in market positioning due to competition in R&D
- Changes in the environment for the procurement of parts and components
- Changes in competitive relationships relating to collaborations, alliances and technical provisions
- Risks related to public regulations, public policy and tax matters
- Risks related to product or services defects
- Potential emergence of unprofitable projects
- Risks related to R&D investments, capital expenditures, business acquisitions, business restructuring, etc.
- Risks related to natural disasters and unforeseen events
- Changes in accounting policies

Supplementary

Business Segment Information [Quarterly Breakdown of Results]

(Billions of yen)

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

Business Segment Information

[Revenue Breakdown-In and Outside Japan 3Q]



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

Ratio of Revenue Outside Japan

39.8%

41.8%

2.0%

Business Segment Information

[Revenue Breakdown-In and Outside Japan 9 Months]



		(Billions of yen)			
		9 Months FY2021	9 Months FY2022	Change	(%)
Technology Solutions	Revenue	2,150.9	2,220.1	69.1	3.2
	Japan	1,485.5	1,444.2	-41.2	-2.8
	Outside Japan	665.4	775.8	110.4	16.6
Solutions/ Services	Revenue	1,283.0	1,246.9	-36.1	-2.8
	Japan	1,250.9	1,228.2	-22.7	-1.8
	Outside Japan	32.0	18.6	-13.3	-41.7
System Platforms	Revenue	430.9	476.9	46.0	10.7
	Japan	298.2	264.4	-33.8	-11.3
	Outside Japan	132.6	212.5	79.9	60.2
International Regions Excluding Japan	Revenue	538.9	598.8	59.8	11.1
	Japan	0.5	0.3	-0.1	-25.8
	Outside Japan	538.4	598.4	59.9	11.1
Common	Revenue	-101.9	-102.5	-0.6	-
Ubiquitous Solutions	Revenue	177.4	168.3	-9.1	-5.2
	Japan	95.6	98.3	2.6	2.8
	Outside Japan	81.7	69.9	-11.8	-14.4
Device Solutions	Revenue	277.0	304.3	27.2	9.8
	Japan	63.8	67.6	3.8	6.0
	Outside Japan	213.1	236.6	23.4	11.0
Inter-segment Elimination	Revenue	-61.9	-56.0	5.9	-
Total	Revenue	2,543.5	2,636.7	93.1	3.7
	Japan	1,586.6	1,557.8	-28.8	-1.8
	Outside Japan	956.8	1,078.8	122.0	12.8
Ratio of Revenue Outside Japan		37.6%	40.9%	3.3%	

Breakdown of International Regions Excluding Japan



(Billions of yen)

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

Note: Revenue includes Inter-region revenue.

[] Figures in brackets indicate Excl. Special items

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

Assets, Liabilities and Equity

(Billions of yen)

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

Reference: Financial Indices

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

1. Exchange Rates (Average) and Impact of Fluctuation

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

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

Assumption used for FY2022 Forecasts

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

(Billions of yen)

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

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

3. R&D Expenses

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