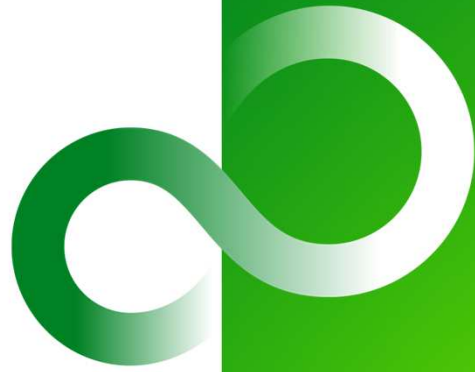


FY2023

Consolidated Financial Results

April 25, 2024
Fujitsu Limited





Financial Results for FY2023



FY 2023 Results: Overview

(Billions of yen)

Service Solutions :

Increase in revenue and increase in profits

Revenue	2,137.5	VS LY	+9.9%
Adjusted Operating Profit	237.2	VS LY	+74.2
[%]	[11.1%]	VS LY	[+2.9%]

Revenue up 9.9% from the previous year

(up 12% in Japan)

In addition to higher revenue, profitability also improved. Profit margin increased by 3% from the prior year.

Total :Fujitsu recorded record consolidated profit for fiscal 2023 (two consecutive years)

Revenue	3,756.0	VS LY	+2.2%
Operating Profit	160.2	VS LY	-175.3
Profit for the year	254.4	VS LY	+39.2

Increase in revenue in Service Solutions

Advancing structural reforms, primarily in Regions(International)

Operating profit decreased due to one-time losses for structural reforms, but profit for the year improved due to tax effects

Note: Revenue compared to the prior year excludes the impact of restructuring

3

© 2024 Fujitsu Limited

I will start by presenting our financial highlights.

The most important segment is Service Solutions, which had strongly higher revenue and operating profit. Revenue for fiscal 2023 was 2137.5 billion yen, an increase of 9.9%, excluding the impact of the PFU restructuring. Business was especially strong in Japan.

Adjusted operating profit was 237.2 billion yen, an increase of 74.2 billion yen. In addition to the impact of higher revenue, profitability improved. The adjusted operating profit margin improved significantly to 11.1%, an increase of 3 percentage points from the prior year.

Total consolidated revenue was 3,756.0 billion yen, an increase of 2.2%. The higher revenue was primarily from Service Solutions, for which performance in Japan was very strong. Profit for the year was 254.4 billion yen, an increase of 39.2 billion yen from the prior year. This represented a record profit for Fujitsu for the second year in a row. In addition to the impact of higher revenue, results benefited from decrease in tax expense due to progress in business structure reforms.

Business Segment Information

		(Billions of yen)			
		FY2022	FY2023	Change	(%)
Service Solutions	Revenue	1,984.2	2,137.5	153.3	7.7
	Excl. Impact of restructuring	1,945.5	2,137.5	192.0	9.9
	Impact of restructuring	38.6	-	-38.6	-
	Adj. Operating Profit	162.9	237.2	74.2	45.5
	[%]	[8.2%]	[11.1%]	[2.9%]	
Hardware Solutions	Revenue	1,132.3	1,108.0	-24.3	-2.2
	Adj. Operating Profit	112.6	83.6	-28.9	-25.7
Ubiquitous Solutions	Revenue	286.0	273.3	-12.6	-4.4
	Adj. Operating Profit	8.6	24.2	15.5	178.4
Device Solutions	Revenue	382.6	286.3	-96.3	-25.2
	Adj. Operating Profit	77.4	18.3	-59.0	-76.3
Inter-segment Elim./Corporate	Revenue	-71.5	-49.1	22.3	-
	Adj. Operating Profit	-40.9	-79.7	-38.8	-
Total	Revenue	3,713.7	3,756.0	42.2	1.1
	Adj. Operating Profit*	320.8	283.6	-37.1	-11.6
	[%]	[8.6%]	[7.6%]	[-1.0%]	

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

4

© 2024 Fujitsu Limited

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

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

At the very top is Service Solutions, our most important segment, which continued to increase in size while also improving profitability. Excluding PFU, which had been included in consolidated results through the first half of the previous year, total revenue from continuing operations increased by 9.9%. In addition, the adjusted operating margin improved significantly, from 8.2% last year to 11.1% in fiscal 2023.

On the other hand, revenue and profit of Hardware Solutions, which includes network products, and Device Solutions decreased. Both segments had performed well in the prior year.

In Intersegment Eliminations and Corporate, we are aggressively increasing growth investments to achieve growth over the medium and long-term horizon.



Business Segment Information (Adjusted)



5

© 2024 Fujitsu Limited

From page 5, we show results for each segment.

Service Solutions

	FY2022	FY2023	(Billions of yen)	
			Change	(%)
Revenue	1,984.2	2,137.5	153.3	7.7
Excl. Impact of restructuring	1,945.5	2,137.5	192.0	9.9
[Fujitsu Uvance]	[200.0]	[367.9]	[167.9]	[84.0]
Impact of restructuring	38.6	-	-38.6	-
Adjusted Operating Profit	162.9	237.2	74.2	45.5
[Adj. Operating profit margin]	[8.2%]	[11.1%]	[2.9%]	

Revenue

- Very solid growth in DX and modernization deals in Japan(business in Japan grew 12%)
- Revenue for Fujitsu Uvance grew 84% from the prior year

Adjusted operating profit

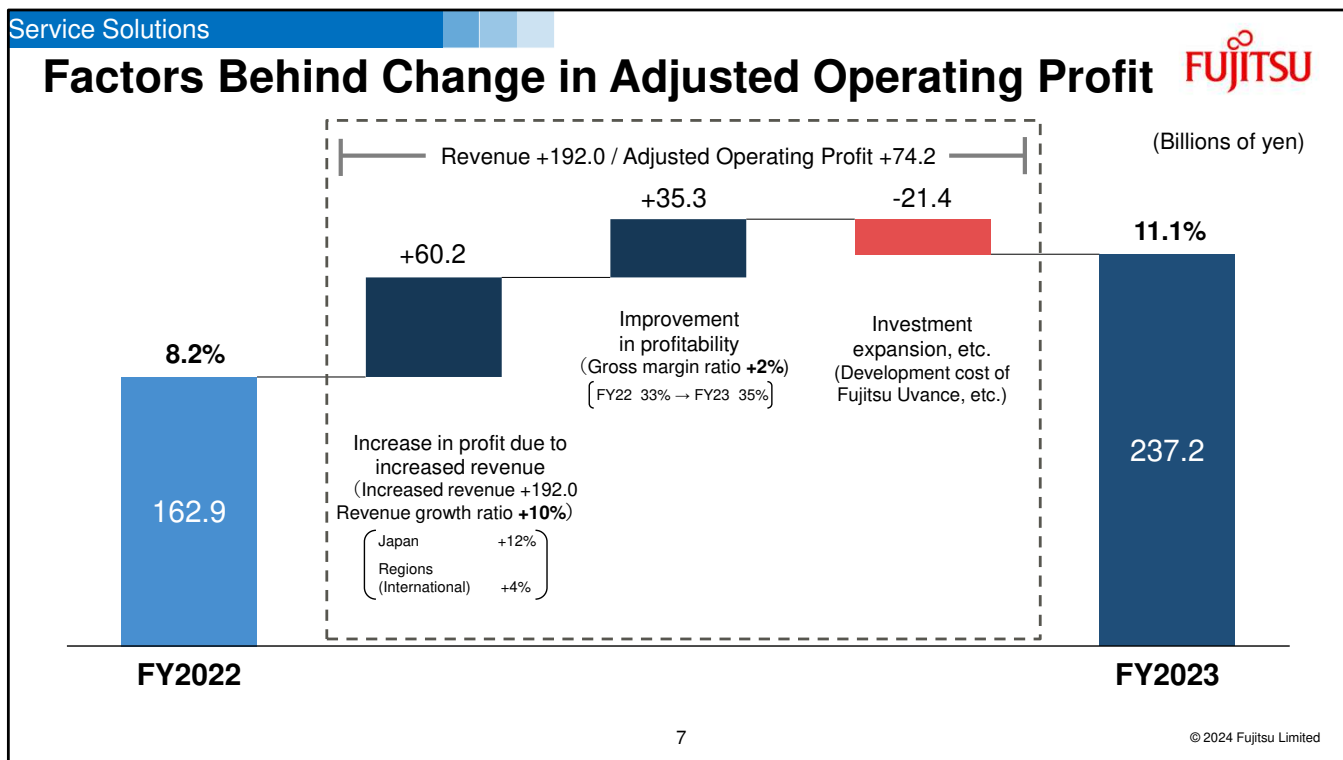
- Steady progress in profitability improvements, in addition to the benefit of higher revenue (adjusted operating profit margin increased by 2.9 percentage points)
- Also higher growth investments in Fujitsu Uvance

First I will talk about our company's main business, Service Solutions.

Revenue was 2,137.5 billion yen, which, on a continuing operations basis, represented an increase of 9.9% from the prior year. Business in Japan grew 12%, as there was strong increase in DX and modernization deals. With strong demand in such areas as sustainable transformation, revenue for Fujitsu Uvance was sharply higher, rising 84%.

Adjusted operating profit was 237.2 billion yen, up 74.2 billion yen from the prior year. Although we increased growth investments related to Fujitsu Uvance, operating profit rose significantly because of the impact of strongly higher revenue and measures to improve profitability. The adjusted operating profit margin rose 3 percentage points to exceed 11%.

I will now explain the components of this increase in profits with a waterfall chart.



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

On the far left, adjusted operating profit in fiscal 2022 was 162.9 billion yen.

The first factor is an increase of 60.2 billion yen in adjusted operating profit from the impact of higher revenue. Overall, revenue rose by 10%, primarily in Japan.

The second factor is an increase of 35.3 billion yen from improved profitability. We continue to make progress in initiatives to improve productivity, such as the expanded use of Global Delivery Centers and standardization in development work, and the gross margin improved by 2 percentage points. Results were also impacted by higher personnel costs, but these were totally covered by improved profitability.

The third factor is a decline of 21.4 billion yen from higher expenses, primarily investments in growth areas. As we projected, we actively made growth investments, such as the development of Fujitsu Uvance offerings, investments in employee training and development, and enhanced security.

Adding these up, adjusted operating profit for Service Solutions in fiscal 2023 was 237.2 billion yen. The adjusted operating profit margin exceeded 10%, rising to 11.1%.

Orders in Japan



Significant growth of 16%, primarily an expansion of DX and modernization deals

	FY2022				FY2023				Total
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Japan	111%	105%	100%	112%	118%	118%	115%	116%	116%
Private Enterprise Business [Manufacturing & Distribution & Retail]	108%	105%	101%	109%	107%	115%	102%	106%	107%
Finance Business [Finance & Insurance]	103%	102%	103%	110%	124%	123%	117%	104%	115%
Public&Healthcare [Government & Local government & Healthcare]	113%	97%	102%	108%	134%	105%	130%	103%	119%
Mission Critical and others [Mission Critical & National Security & others]	118%	124%	91%	128%	92%	135%	123%	149%	127%

8

© 2024 Fujitsu Limited

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

First is the status of orders, which led to the increase in revenue. This page shows orders in Japan. Orders in Japan remained solid, rising by double digits every quarter, and increasing in Japan by 16% compared to the prior year. I will comment on each industry segment.

First is the Private Enterprise Business segment, in which orders were up 7% from the prior year. Primarily for modernization projects, growth was driven by customers in the manufacturing, mobility, and retailing and distribution sectors.

Orders were up 15% in the Finance Business segment. In addition to deals to upgrade mission critical systems for megabank and insurance institutions, we also won many modernization project deals.

In the Public and Healthcare segment, orders were up 19%. In the third quarter, we received multiple orders for system upgrades from government agencies and ministries, resulting in solid growth. Among customers in the healthcare industry, as well, we are seeing strong investments in electronic medical record systems and healthcare information systems.

In the Mission Critical and others segment, orders were up 27% from the prior year. Orders benefited by multiple major projects in the national security field, and even exceeded the prior year's high level.

Our business in Japan continued to be very strong. In addition to mission critical system upgrades and modernization deals, we were able to launch new Fujitsu Uvance offerings aimed at solving issues across industries, such as sustainable transformation.

Orders in Regions (International)

Europe : Pull-back from previous year's large-scale deals and the impact of the carve-out of the German private cloud business

Americas : Strong expansion of the Services business, primarily Fujitsu Uvance

Asia Pacific : Reduction from the pull-back from the previous year's large-scale public sector deals

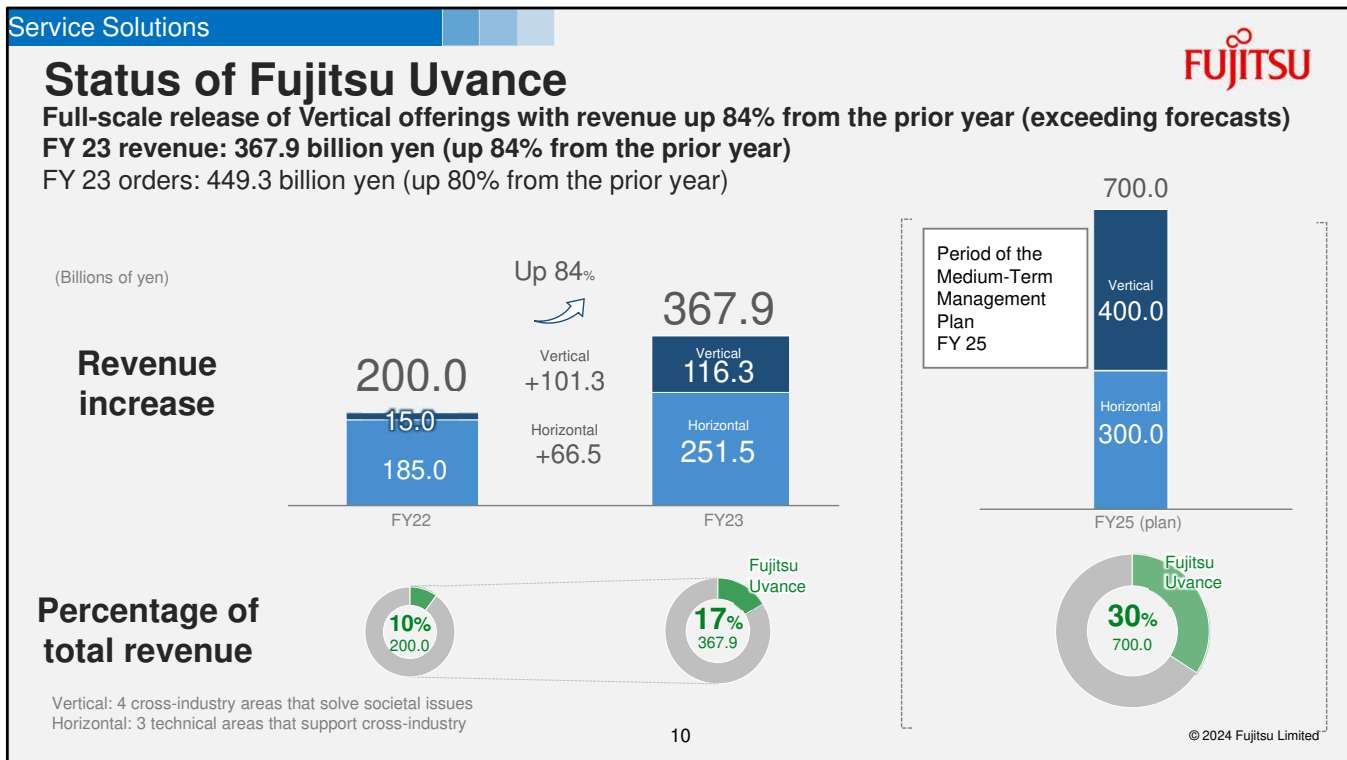
	FY2022				FY2023				Total
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Europe	101%	170%	85%	75%	104%	61%	164%	74%	92%
Americas	99%	87%	87%	88%	137%	247%	66%	103%	127%
Asia Pacific	93%	130%	242%	111%	117%	84%	47%	80%	83%

Page 9 shows orders in Regions (International).

Orders for the Europe region were impacted by the carve-out of the German private cloud business, but still only declined by 8%.

Orders in the Americas region increased by double digits, to 27%. We won multiple private sector Business Application deals. The Fujitsu Uvance business is solidly expanding, as well.

Orders for the Asia Pacific region were down by 17%. There was a pullback from the large-scale public sector deals in the prior year, resulting in the decline.



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

Fujitsu Uvance consists of a total of seven key focus areas, including four Vertical Areas, depicted in the graph in deep blue, which are cross-industry areas that solve societal issues, and three Horizontal Areas, depicted in light blue, which are technical platforms that support the Vertical Areas.

In fiscal 2023, we fully launched offerings in the Vertical areas, and the ratio of revenue from the Vertical areas, in deep blue, significantly increased. Centered on Sustainable Manufacturing, we also launched offerings in such other areas as Healthy Living and Trusted Society.

As a result, revenue increased by 84% from the prior year, to 367.9 billion yen. It significantly exceeding our target of 300 billion yen.

The ratio of revenue from Service Solutions rose from 10% in the prior year to 17% in fiscal 2023.

We are also making progress in changing our business portfolio.


Orders leading to sales revenue are now 449.3 billion yen, an increase of 80% from the prior year.

We are seeking to achieve Uvance revenue of 700 billion yen in fiscal 2025, representing 30% of total revenue.

Improvement in Profitability and Growth Investments

Improvement in profitability +35.3 billion yen

Trends in gross margin

FY2021	FY2022	FY2023	vs LY
32%	33%	35%	2% 

Global Delivery Centers utilization ratio

(Utilization of Offshore)



FY22 11%
FY23 14%
(FY25 Forecast 18%)

Investment expansion -21.4 billion yen

Fujitsu
Uvance

Development expenses for offerings



Development of highly-skilled human resources, expansion of reskilling program, talent recruitment



Increased security and IT infrastructure

In addition to development standardization, automation, and in-house manufacturing, the profitability of domestic services has steadily improved through the use of offshore services.

Making aggressive investments for our growth

11

© 2024 Fujitsu Limited

I would now like to comment on profitability improvements and the status of growth investments.

The effect of profitability improvement efforts was 35.3 billion yen, and the gross margin improved by 2.0 percentage points.

The utilization of offshoring through our Global Delivery Centers increased from 11% in the prior year to 14% in fiscal 2023.

We are making steady progress in standardization and automation in the delivery of services of and the expansion of in-house work.

Growth investments and expenses increased by 21.4 billion yen.

We continued to proactively invest in areas directly related to business growth, such as the development of Fujitsu Uvance offerings, investments needed to develop specialist human resources and employe reskilling, and investments to strengthen our security.

This concludes my supplemental explanation of the increases and decreases in profit outlined in the chart on page 7.

Breakdown by Sub-segment

(Billions of yen)

		FY2022	FY2023	Change	(%)
Service Solutions	Revenue	1,984.2	2,137.5	153.3	7.7
	Excl. Impact of restructuring	1,945.5	2,137.5	192.0	9.9
	Impact of restructuring	38.6	-	-38.6	-
	Adjusted Operating Profit	162.9	237.2	74.2	45.5
	[%]	[8.2%]	[11.1%]	[2.9%]	
Global Solutions	Revenue	407.2	480.3	73.0	17.9
	Adjusted Operating Profit	5.0	13.7	8.6	171.7
	[%]	[1.2%]	[2.9%]	[1.7%]	
Regions (Japan)	Revenue	1,194.6	1,262.1	67.5	5.7
	Excl. Impact of restructuring	1,155.9	1,262.1	106.1	9.2
	Impact of restructuring	38.6	-	-38.6	-
	Adjusted Operating Profit	147.7	213.1	65.4	44.3
	[%]	[12.4%]	[16.9%]	[4.5%]	
Regions (International)	Revenue	581.7	604.1	22.4	3.9
	Adjusted Operating Profit	10.3	10.3	-	0.1
Intra-seg. Elim	Revenue	-199.3	-209.1	-9.7	-

Global Solutions

Higher revenue, primarily from Fujitsu Uvance

Higher revenue and profitability, with a significant increase in profit levels, even with aggressively expanding growth investments

Regions (Japan)

Increase in DX and modernization projects in the finance, healthcare, and public sectors

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

Regions (International)

Higher revenue from the expansion of Fujitsu Uvance and the positive impact of foreign exchange movements, with a continuation of difficult conditions in terms of profitability

12

© 2024 Fujitsu Limited

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

First is Global Solutions. Revenue was 480.3 billion yen, up 17.9% from the prior year. On an adjusted basis, the sub-segment posted an operating profit of 13.7 billion yen, up 8.6 billion from the prior year.

Fujitsu Uvance experienced faster-than-anticipated growth, and sales of software supporting modernization drove revenue growth.

In Regions (Japan), revenue from continuing operations was 1,262.1 billion yen, up 9.2% from the previous year.

The adjusted operating profit was 213.1 billion yen, an increase of 65.4 billion yen.

The number of DX business deals and upgrades of mission critical systems is increasing in a wide range of sectors, primarily in the finance, public, and health care sectors.

In addition to the impact of higher revenue, we made significant progress in improving profitability.

In Regions (International), revenue was 604.1 billion yen, up 3.9% against the backdrop of an expansion of Fujitsu Uvance and the impact of foreign exchange movements.

On an adjusted basis, the sub-segment had an operating profit of 10.3 billion yen, roughly the same as the previous year.

In terms of profitability, conditions continue to be difficult, primarily in Europe.

We will steadily transform our business portfolio to accelerate the improvement in our profitability.

Hardware Solutions

	(Billions of yen)			
	FY2022	FY2023	Change	(%)
Revenue	1,132.3	1,108.0	-24.3	-2.2
System Products	862.6	925.0	62.3	7.2
Network Products	269.7	183.0	-86.7	-32.2
Adjusted Operating Profit [Adj. Operating profit margin]	112.6 [9.9%]	83.6 [7.6%]	-28.9 [-2.3%]	

System Products

- Higher revenue, mainly from foreign exchange movements

Network Products

- Pull-back from prior year's strong demand for both mobile systems and photonics
- Higher development spending for the next growth cycle

Ubiquitous Solutions

	(Billions of yen)			
	FY2022	FY2023	Change	(%)
Revenue	286.0	273.3	-12.6	-4.4
Adjusted Operating Profit [Adj. Operating profit margin]	8.6 [3.0%]	24.2 [8.9%]	15.5 [5.9%]	178.4

- Despite higher component prices due to foreign exchange fluctuations, profit increase through cost cuts and passing costs onto sales prices

13

© 2024 Fujitsu Limited

I will now explain the performance of other segments besides Service Solutions. First is Hardware Solutions.

Revenue for fiscal 2023 was 1,108.0 billion yen, a decrease of 2% from the prior year.

The adjusted operating profit was 83.6 billion yen, down 28.9 billion yen from the previous year.

In system products, revenue increased, largely from foreign exchange movements.

On the other hand, in network products, there was a large pullback from the strong demand of the previous year in both Japan and North America, resulting in a significant drop in revenue.

For this fiscal year's network products, in the midst of a decrease in sales due to the large-scale demand cycle, we are expanding our development investments for the next growth cycle, including our investments to achieve high-speed, high-capacity, low-latency, and low energy consumption networks.

On the bottom of the slide is Ubiquitous Solutions. Revenue was 273.3 billion yen, down 4.4% from the prior year.

The adjusted operating profit was 24.2 billion yen, up sharply by 15.5 billion yen from the previous year.

In regards to the higher component costs, including the impact of foreign exchange movements, we are advancing efforts to cut costs and pass on higher costs to customers.

Device Solutions

	FY2022	FY2023	(Billions of yen)	
			Change	(%)
Revenue	382.6	286.3	-96.3	-25.2
Adjusted Operating Profit [Adj. Operating profit margin]	77.4 [20.2%]	18.3 [6.4%]	-59.0 [-13.8%]	-76.3

Revenue

Lower revenue on continued weak demand for semiconductor packages

Adjusted Operating Profit

Significant drop in profit from lower unit sales and a decline in capacity utilization

Inter-segment Elim./ Corporate

	FY2022	FY2023	(Billions of yen)	
			Change	
Adjusted Operating Profit	-40.9	-79.7	-38.8	

Continued expansion in growth investments for the medium and long-term horizon

- Fujitsu Research: Enhancing advanced research in cutting-edge areas (AI, quantum computing, energy saving processors)
- Enhancing management foundation (One Fujitsu program)

14

© 2024 Fujitsu Limited

Page 14. Device Solutions.

Revenue was 286.3 billion yen, down a massive 25.2% from the previous year. The adjusted operating profit was 18.3 billion yen, down 59.0 billion yen from the previous year.

The demand for semiconductor packaging, which had been strong through the first half of the prior year, significantly decreased in the second half of the year. In fiscal 2023, the demand levels have continued to be weak.

In addition to lower capacity utilization from lower product unit volumes, there was a significant decrease in operating profit.

The decline seems now to have stopped, and we anticipate a modest recovery in fiscal 2024.

On the bottom of the slide is Inter-segment Elimination and Corporate.

This segment posted an operating loss of 79.7 billion yen, with a 38.8 billion yen increase in expenses from the previous year.

We are continuing to expand our investments in medium to long-term business growth, including enhancing advanced research in cutting-edge areas, such as AI, quantum computing, and energy-saving processors, and promoting the One Fujitsu program for enhancing our management foundation as well as enhanced global security.

Investments for business growth



	(Billions of yen)	
	FY2023	Change
Investments for business growth	202.1	81.4
[OPEX]	[116.2]	[27.1]
[CAPEX]	[85.9]	[54.3]

Main investments and their contents

(Billions of yen)

- Strengthening Fujitsu Uvance and consulting business Approx 65.0 : Expansion of Fujitsu Uvance revenues (450.0 billion yen for FY 2024)
 Acquisition of GK Software, increase of 2% in Services gross margin
- Cutting-edge R&D Approx 35.0 : AI (Fujitsu Kozuchi), quantum computing, etc.
- Strengthening management foundation (data-driven management) Approx 75.0 : One ERP+ in Japan will start operation in FY 2024
- Enhancing quality and security, human resource development Approx 25.0

15

© 2024 Fujitsu Limited

I would now like to describe our growth investments.
 Growth investments in fiscal 2023 were 202.1 billion yen.

We developed new Fujitsu Uvance offerings and strengthened our consulting business.

We strengthened cutting-edge R&D in 5 Key Technology areas, including for technologies like AI and quantum computing.

We also strengthened our management foundations, such as the One Fujitsu program for our own internal digital transformation.

We improved quality and strengthened security. We also invested aggressively in employee training and reskilling.

Because of these investments, we have expanded Uvance, as I just explained, and increased the profitability of Service Solutions. In addition, in fiscal 2024 we plan to make OneERP+ operational for our Services business in Japan to accelerate our own digital transformation and speed up and improve the efficiency of our business by promoting data-driven management.



Transformation Initiatives



So far we've talked about continuing business, from here on out, I would like to describe our transformation initiatives to improve our corporate value. On profit and loss statement, most of the content will have an impact on adjusted items.

Service Solutions – Regions (International)



Accelerating Reforms to Business Portfolio to Improve Profitability

[Press release dated November 15, 2023]

Carve out of private cloud business in Germany

- One-time loss of over 30.0 billion yen (recorded as an adjusted item from GAAP operating profit)
- Loss of approximately 10.0 billion yen from that business in FY 2023

Exit from low profitability regions in Europe and downsizing of corporate functions

- One-time loss of over 30.0 billion yen (recorded as an adjusted item from GAAP operating profit)
- Effects of cost efficiencies starting in FY 2024

[Timely disclosure dated March 28, 2024]

Restructuring of European subsidiaries (Establishment of clear business management systems for services and hardware businesses)

- Lower taxes of over 130.0 billion yen because of tax effects associated with the restructuring (recorded as an adjusted item from GAAP profit for the period)

First I will describe our initiatives in Regions (International). We are accelerating the shift in our business portfolio to improve profitability.

As we announced in the third quarter, the first initiative was to carve out our private cloud business in Germany. This is designed to narrow down low-profit traditional businesses and accelerate the focus on Uvance as a core business area. As a result, we recorded a one-time loss of approximately 30.0 billion yen as part of our adjusted operating profit.

That business produced an operating loss of roughly 10.0 billion yen in fiscal 2023, but we expect the carve-out to eliminate that loss starting in fiscal 2024.

Secondly, we are exiting from low-margin regions in Europe and streamlining our corporate functions there. As a result, we recorded a one-time loss of approximately 30.0 billion yen as part of our adjusted operating profit. By concentrating operations and increasing business efficiency, we expect it to lower costs starting in fiscal 2024.

Thirdly, as we announced in March 2024, we are reorganizing our European subsidiaries to separate the services business from the hardware business in order to promote management efficiencies and strengthen governance.

In accordance with the reorganization, our taxes were lower because of tax effects by more than 130.0 billion yen as an adjusted operating profit item.

By making these structural reforms, we plan to put our European business on a healthier footing.

Hardware Solutions



[Press release dated
December 26, 2023]

- Established Fsas Technologies Inc. (on April 1, 2024) to integrate core functions of development, manufacturing, sales, and maintenance of servers and storages business*in Japan and to improve the efficiency of the business structure.**
- Promoted efficiency by lowering overhead costs in the network products business, primarily in North America**

*Servers and storages business, as well as network products, excluding carrier-related products and enterprise PCs

18

© 2024 Fujitsu Limited

Next are our continuing initiatives in Hardware Solutions.

First, in April 2024, we launched Fsas Technologies, Inc., a dedicated company for servers and storage solutions in Japan.

It will integrate product development, manufacturing, sales, and maintenance functions to build an integrated entity, accelerating management decision-making and promoting thorough efficiencies to provide added-value total solutions with advanced technologies.

There is no direct impact on our consolidated results in fiscal 2023, but we expect to generate business efficiencies starting in fiscal 2024.

Second, we reformed the cost structure of our network products business in North America, such as by reducing overhead expenses. Because of this, we expect profitability improvements starting in fiscal 2024.

Ubiquitous Solutions



Exiting the Client Computing Devices business* in Europe because of severe competition and difficulty of maintaining profitability (completed in April 2024)

- One time loss of nearly 30.0 billion yen
(recorded as an adjusted item from GAAP operating profit)
- Approximate loss from this business in FY 2023 of 2.0 billion yen

*PCs and other devices

This page shows Ubiquitous Solutions.

As announced in the third quarter, the Client Computing Devices unit in Europe, which has faced severe competition and difficulties in maintaining profitability, will be shut down in April 2024.

As a result of exiting the business, we recorded a one-time loss of approximately 30.0 billion yen, recorded as an adjusted operating profit item.

The operating loss from this business in fiscal 2023 was roughly 2.0 billion yen, but as a result of exiting the business, we expect the losses to be eliminated starting in fiscal 2024.

Device Solutions



[Timely disclosure dated
December 12, 2023]

Conclusion of the agreement to sell shares in SHINKO ELECTRIC INDUSTRIES CO., LTD.

- Expectation of transferring the company's shares after various examinations and a tender offer (to take place during FY 2024)
- One-time gain of approximately 150.0 billion yen (expected to be a gain on discontinued operations in FY 2024)
- Revenue of 209.9 billion yen and operating profit of 24.9 billion yen in FY 2023 (of which 9.3 billion yen in net income attributable to Fujitsu)

Improved business structure in the components manufacturing business of network products

- One time loss of nearly 10.0 billion yen (recorded as an adjusted item from GAAP operating profit)
- Cost improvements starting in FY 2024

20

© 2024 Fujitsu Limited

Page 20 shows Device Solutions.

As mentioned in the third quarter, the first initiative concluded an agreement to sell shares of Shinko Electric Industries.

After concluding various investigations and a tender offer, we plan to sell the shares in fiscal 2024.

Due to this, the sale will not impact the consolidated results for fiscal 2023. Upon the completion of the sale, however, we anticipate that we will record a one-time profit of approximately 150.0 billion yen from the non-continuing operation.

In fiscal 2023, Shinko Electric recorded revenue of 209.9 billion yen and operating profit of 24.9 billion yen, of which 9.3 billion in profit for the year was attributable to Fujitsu as the parent company.

Second, in the network-related parts manufacturing business, we reviewed the cost structure by consolidating manufacturing functions and reducing fixed costs. Accordingly, we recorded a one-time loss of nearly 10 billion yen as an adjustment item for operating income. By improving business efficiency, we expect cost improvements in fiscal 24 and beyond.

Adjusted Items (One-Time Gains or Losses)

(Billions of yen)

	FY2023		
	Consolidated Results	Adjusted Consolidated Results	Adjusted Items
Revenue	3,756.0	3,756.0	-
Operating Profit	160.2	283.6	-123.4
Financial income (expenses), tax expense, etc.	94.2	-47.8	142.1
Profit for the year	254.4	235.8	18.6

Major breakdown of Adjusted items

- A one-time loss of over 30.0 billion yen from the sale of the private cloud business in Germany
- A one-time loss of over 30.0 billion yen from exiting low-profitability businesses in Europe and implementing a downsizing of corporate functions
- A one-time loss of nearly 30.0 billion yen from exiting client computing devices in Europe
- A one-time loss of nearly 10.0 billion yen on structural improvements to the component manufacturing business of network products
- Lower taxes of over 130.0 billion yen because of tax effects associated with the restructuring in Europe

As a result of the one-time loss associated with the business transformations I previously explained, there was an operating loss of 123.4 billion yen after adjusted items. Financial income(expenses), tax expenses, etc. also recorded an increase in 142.1 billion yen after adjusted items.

As a result, the total impact of adjusted items on the profit for the year was an increase of 18.6 billion yen.

We will continue to make steady progress in reviewing our portfolio and transforming our business structure to achieve sustainable growth in Fujitsu's corporate value.

Adjusted items and Profit for the year

FUJITSU

(Billions of yen)

	FY2023			Change	Change vs Jan Forecast
	Consolidated Results	Adjusted Consolidated Results	Adjusted Items	Consolidated Results	Consolidated Results
Revenue	3,756.0	3,756.0	-	42.2	-53.9
Operating Profit	160.2	283.6	-123.4	-175.3	-89.7
Financial income (expenses), tax expense, etc.	94.2	-47.8	142.1	214.6	136.2
Profit for the year	254.4	235.8	18.6	39.2	46.4

(Compared to January forecast)

Expanded structural reforms, primarily in Regions(International), and a one-time loss was recorded in Q4. In addition, tax expenses decreased with tax effects associated with the restructuring in Europe. As a result of these effects, profit for the year increased by 46.4 billion yen compared to forecast.

22

© 2024 Fujitsu Limited

This page again shows our consolidated results for fiscal 2023. Profit for the year, both before and after adjustment, exceeded our previous year's forecast and was our highest ever profit.



Cash Flows • Assets, Liabilities and Equity



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

Cash Flows (Consolidated)

(Billions of yen) **FUJITSU**

	FY2022	FY2023	Change
Core Free Cash Flow *	157.1	197.2	40.1

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

Major factors causing increases or decreases in core free cash flow

- (+) Increases in collections of accounts receivable, contraction of inventories that have increased in the prior year
- (-) Increase in corporate taxes and increase in capital expenditures in Device Solutions

I Cash flows from operating activities	220.3	309.2	88.8
II Cash flows from investing activities	-42.8	-157.2	-114.4
I + II Free Cash Flow	177.5	151.9	-25.5
III Cash flows from financing activities	-313.5	-181.4	132.0

Free cash flow: there was an increase in one-time outflows because of the loss on the sale of the German private cloud business and acquisition costs for GK software

Financing cash flow: fewer stock buybacks and one-time borrowing in Europe

24

© 2024 Fujitsu Limited

Excluding one-time gains, core free cash flow was 197.2 billion yen, up 40.1 billion yen from the previous year.

In addition to an increase in revenue from trade receivables, we have made progress on shrinking inventory assets that increased the previous year, and have improved our working capital.

Free cash flow, the second table from the bottom, was 151.9 billion yen, up 25.5 billion yen from the previous year.

While core free cash flow is up from the previous year, free cash flow was down from the previous year. This is due to one-time outflows because of the loss on the sale of the German private cloud business and acquisition costs for GK software.

Core Free Cash Flow and Adjusted items

(Billions of yen)

	FY2022	FY2023	Change
Core Free Cash Flow	157.1	197.2	40.1
Adjusted items from GAAP Free Cash Flow	20.4	-45.2	-65.6
Business transfers	97.0	15.4	-81.5
Business model transformation expenditures	-64.2	-6.9	57.3
M&A related expenditures	-12.4	-53.8	-41.4
Free Cash Flow	177.5	151.9	-25.5

Adjusted items

■ Business transfers:	[FY 2022] (+) Transfer of PFU business and sale of shares in Socionext [FY 2023] (+) Sale of shares in Socionext (-) Loss on sale of German private cloud business
■ Business model transformation expenditures:	[FY 2022] (-) Expenses from DX-related human resource measures implemented in FY 2021
■ M&A-related expenditures :	[FY 2023] (-) Acquisition of GK Software

Page 25 shows Core Free Cash Flow and Adjusted Items.

The breakdown is as described, and the absolute amount is mainly related to M&A expenditures and the acquisition of GK software.

The breakdown is as shown on the page. We foresee that much of the effects from the one-time loss associated with the transformation I previously explained will take place during fiscal 2024.

Assets, Liabilities and Equity



	Year-end FY2022	Year-end FY2023	(Billions of yen) Change
Total Assets	3,265.5	3,514.8	249.2
Total Liabilities	1,528.7	1,595.9	67.2
Total Equity	1,736.8	1,918.8	182.0
Total Equity Attributable to Owners of the Parent	1,586.8	1,752.3	165.5
Reference: Financial Indices			
Interest-bearing Loans	211.1	245.6	34.5
(Net Interest-bearing Loans)	[-144.7]	[-96.4]	[48.2]

Page 26 shows the status of Assets, Liabilities and Equity. I will omit an explanation for this page.

This concludes the financial results for fiscal 2023.

Sales of service solutions increased significantly, mainly in Japan, on the back of strong demand from Fujitsu Uvance and modernization. Although we fell short of our ambitious goals, we will further accelerate this momentum toward fiscal 2024.

Sales orders and the expansion of the business negotiation pipeline continue to be strong in a wide range of industries, and we expect firm business growth in fiscal 2024 and beyond.

We are also advancing our transformation initiatives. In fiscal 2024 and beyond, we will not only reap the benefits, but we will continue to take decisive action to address our business issues.



Earnings Forecast for FY2024



Starting from the next page, I will explain our financial results forecast for fiscal 2024.

Financial Forecast



(Billions of yen)

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

Note: Forecast for FY 2024 includes the results of Shinko Electric industries, and excludes approximately 150.0 billion yen in one-time gains from the sale of shares.

28

© 2024 Fujitsu Limited

This is our financial forecast for fiscal 2024.

Revenue is forecast to be 3,760.0 billion yen, with adjusted operating profit forecasted to be 330.0 billion yen, and adjusted profit for the year for the year is forecasted to be 226.0 billion yen.

Next, I will explain our forecasts for each segment.

Business Segment Information



(Billions of yen)

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

29

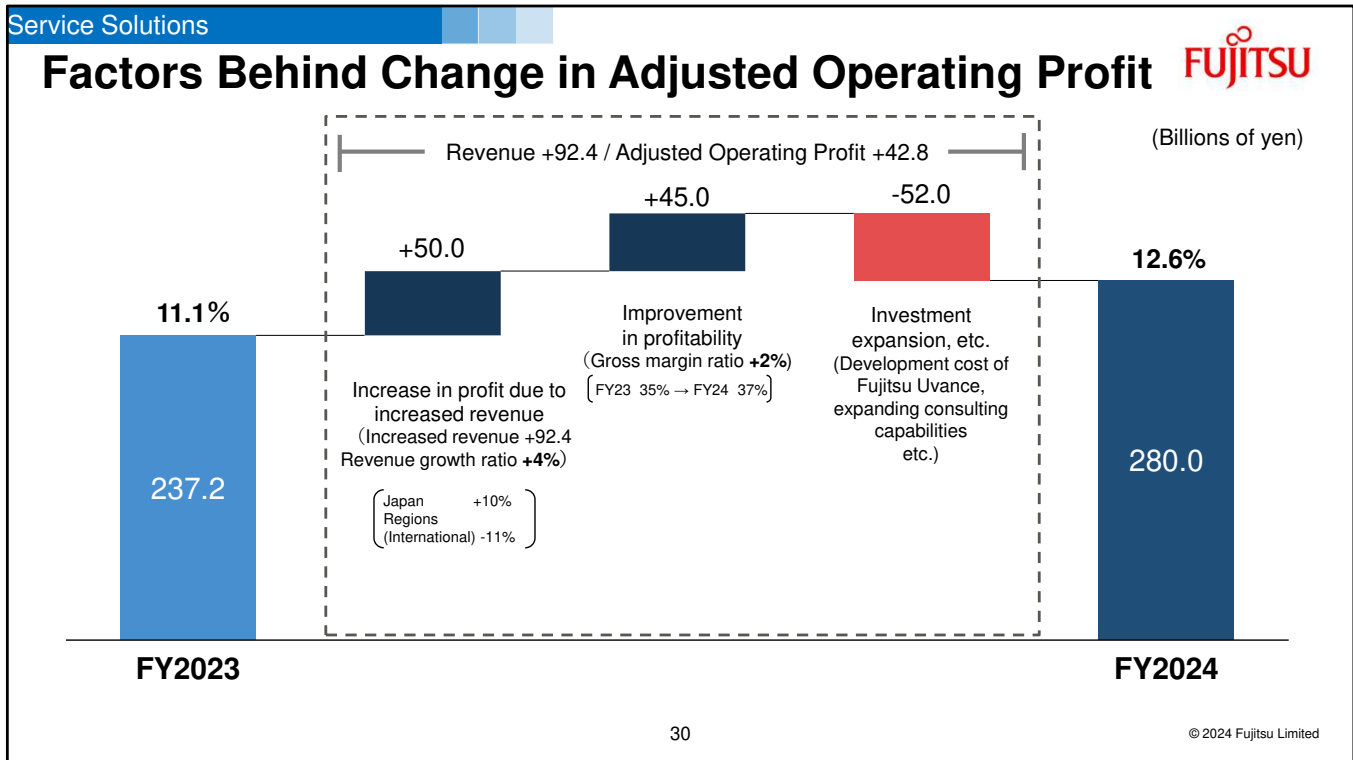
© 2024 Fujitsu Limited

First, I will start with the Service Solutions segment, our most important segment. We expect the steady increase in revenue and profit from fiscal 2023 to continue.

In Service Solutions, we project revenue of 2,230.0 billion yen, an increase of 4% from the previous year. In Japan, we project an increase of 10%. Regions (International) will be impacted by carve-outs, so we project that revenue will be down.

Our projected adjusted operating profit for Service Solutions is 280.0 billion yen, an increase of 42.8 billion yen from the previous year. We project operating profit for the segment will rise by 1.5%.

I will explain our forecast for Hardware and other business segments in next page.



Page 30, there is supplemental information regarding the factors behind the change in adjusted operating profit.

On the far left are the figures for fiscal 2023. Operating profit was 237.2 billion yen, with an operating profit margin of 11.1%. I will use this as the starting point to comment on the increases and decreases in profit from the previous fiscal year.

First, we project that operating profit will increase by 50.0 billion yen due to the impact of higher revenue, which is projected to rise by 92.4 billion yen. In Regions (International), we anticipate a temporary loss of revenue from carving out low-margin businesses, we project revenue in Japan will grow by 10%. We project this will lead to an overall growth in revenue of 4%.

We will continue to strive to expand our revenue and profit foundation.

Second, we project that profitability improvements will increase revenue by 45.0 billion yen. We will continue to implement the service delivery transformations we have advanced up until now, and will aim for a 2% improvement in gross margin. The effects of profitability improvements from our business transformations are included in this figure.

Third, we project that investments for growth will expand by 52.0 billion yen. In addition to developing Fujitsu Uvance, we anticipate that there will be a significant increase in investment to expand our consulting capabilities.

On the far right are our projected figures for fiscal 2024. We project the adjusted operating profit will be 280.0 billion yen and the operating profit margin will be 12.6%.

We will uniformly advance our efforts to expand our scale, improve profitability, and expand investments for growth. We are working to expand our Fujitsu Uvance business, consulting business, and modernization business.

Business Segment Information (Service Solutions)



(Billions of yen)

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

Global solutions

Higher revenue and profit, primarily from Fujitsu Uvance

Regions (Japan)

Higher revenue primarily from Fujitsu Uvance, consulting, and modernization projects

Even with aggressive investments to expand consulting capabilities, continued productivity improvements

Regions (International)

Achieving profitability improvements from our business transformation

I will give a simple supplementary explanation regarding our forecast for each of the Service Solutions sub-segments.

For Global Solutions, we project revenue of 530.0 billion yen, up 10% from the previous year. We anticipate double digit growth centered on expanding Fujitsu Uvance. We project adjusted operating profit of 20.0 billion yen, an increase of 6.2 billion yen from fiscal 2023.

We will also expand our profit margin through further promoting our Vertical offerings.

In Regions (Japan), we project revenue of 1,370.0 billion yen, up 9 percent from fiscal 2023. We will continue to bring in demand for Fujitsu Uvance and modernization and grow.

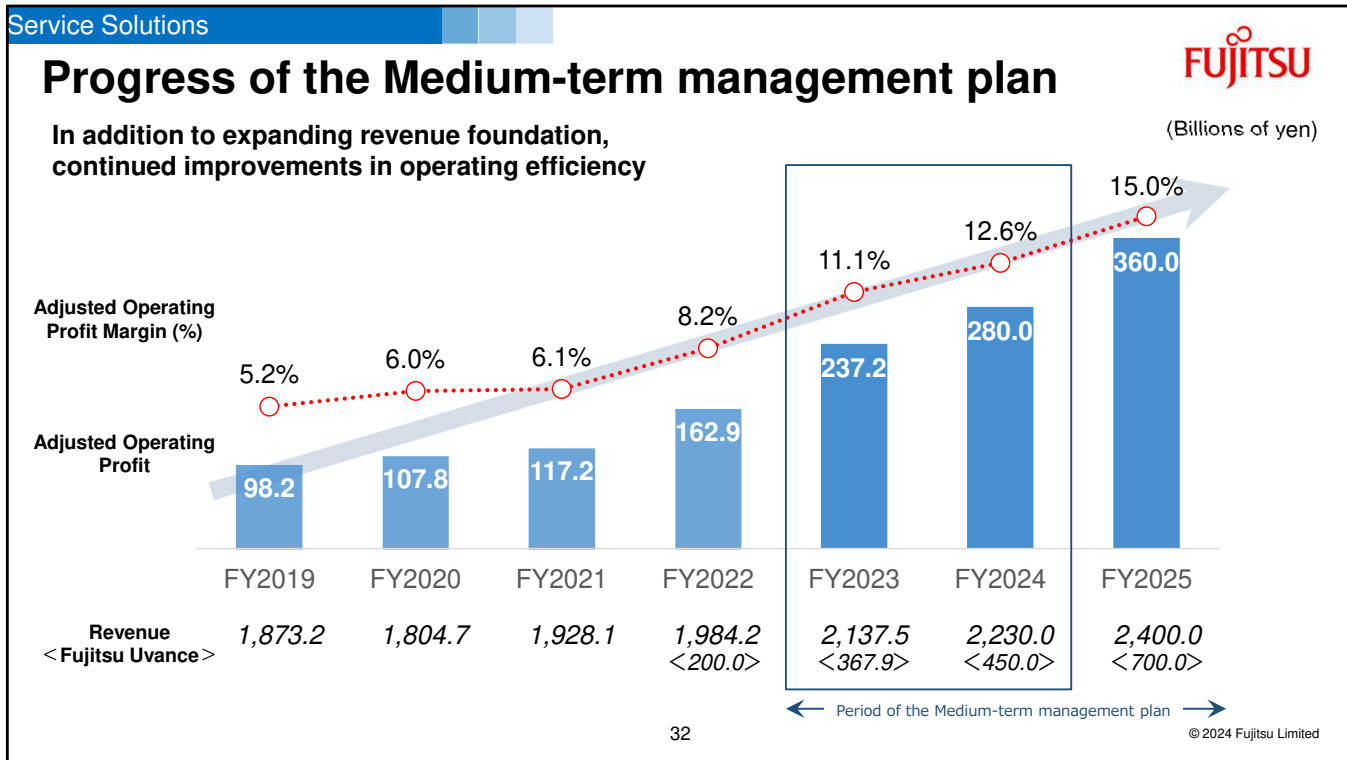
We project the sub-segment's adjusted operating profit will be 240.0 billion yen, an increase of 26.8 billion yen from fiscal 2023.

We are making aggressive investments in Fujitsu Uvance and modernization, as well as to increase our consulting capabilities. We will accelerate our productivity improvement initiatives to date and aim to improve our profitability even further.

In Regions (International), we project revenue of 540.0 billion yen. Due to carve-outs of low-margin businesses, we project that revenue will be down by 11%.

We project the sub-segment's adjusted operating profit will be 20.0 billion yen, an increase of 9.6 billion yen from fiscal 2023.

We anticipate that we will reap the benefits of the business transformations we worked on in fiscal 2023, and will strive to establish a health profit.



This page shows the trends and projects for Service Solutions’ business results.

In addition to expanding revenue, we have advanced business efficiency improvements, and are steadily improving the segment’s operating profit margin.

In fiscal 2024, we will continue to steadily work toward achieving the fiscal 2025 target, which is the final year of the current Medium-Term Management Plan, by further improving profits while expanding investments for further growth.

Business Segment Information (Hardware & Other Businesses)

(Billions of yen)

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

Hardware Solutions

Lower profits from a pull-back in large-scale server and storage deals and the end of adjustments for new bank notes

Ubiquitous Solutions

Lower revenue from exiting businesses in Europe

Device Solutions

Recovery in demand for semiconductor packages and higher capacity utilization

Inter-segment Elimination / Corporate

Continued aggressive investments in R&D, such as in AI and strengthening management foundation

I will now briefly comment on our forecast for the Hardware and other business segments.

First is Hardware Solutions.

We project revenue of 1,030.0 billion yen, down 7% from the previous year. We also project an adjusted operating profit of 70.0 billion yen, which, in line with the decrease in revenue, will result in an operating loss of 13.6 billion yen.

For system products, we anticipate a loss of revenue due to a pull-back from large-scale server and storage deals, as well as the end of adjustments for new bank notes.

We project that demand for network products will remain at the same level it was in fiscal 2023 into fiscal 2024.

We anticipate that after this there will be growth internationally and in open RAN.

In Ubiquitous Solutions, we project revenue of 220.0 billion yen. Due to the impact of exiting European businesses, we anticipate a 20% decrease in revenue.

We also project an adjusted operating profit of 20.0 billion yen, an operating loss of 4.2 billion yen compared to the previous year.

In Device Solutions, we project revenue of 335.0 billion yen, an increase of 17% from the previous year.

Low demand in semiconductor packages has continued from the second half of fiscal 2022, but we expect that demand will recover in fiscal 2024.

We also project an adjusted operating profit of 40.0 billion yen, an increase of 21.6 billion yen from fiscal 2023.

We also anticipate an improvement in capacity utilization as a result of an increase in product unit volumes.

In Inter-segment Elimination and Corporate, we forecast an adjusted operating loss of 80.0 billion yen. This is because we are planning to continue to aggressively invest in AI, cutting-edge R&D, and strengthening our management foundation through such things as One Fujitsu, at the same level as the previous fiscal year.

Cash Flows



(Billions of yen)

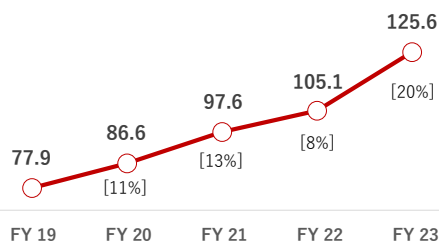
	FY2023 (Actual)	FY2024 (Forecast)	Change
Core Free Cash Flow	197.2	220.0	22.7
Free Cash Flow	151.9	220.0	68.0

We project that core free cash flow will be 220.0 billion yen, up 22.7 billion yen from fiscal 2023.

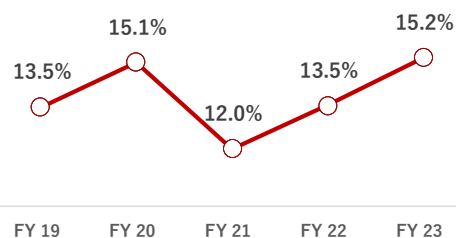
Trend of Financial Indicators

Reflects the stock split implemented as of April 1, 2024

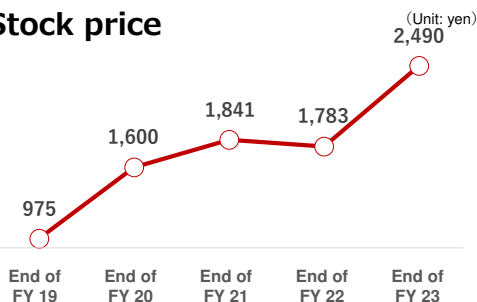
Adjusted EPS [Growth over prior year] (Unit: yen)



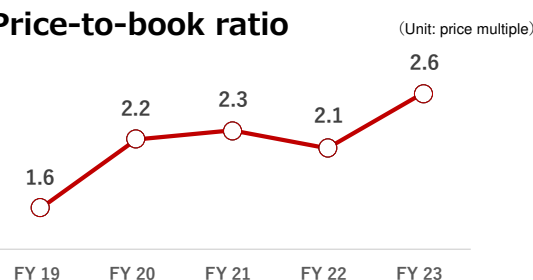
ROE



Stock price (Unit: yen)



Price-to-book ratio (Unit: price multiple)



35

© 2024 Fujitsu Limited

This page shows the trend of financial indicators for last 5 years.

On the upper left is adjusted EPS. In addition to steadily realizing profit growth on a core business basis, we are also improving capital efficiency through the acquisition of treasury stock, and adjusted EPS is steadily increasing.

Located on the upper right, ROE was 15.2% in fiscal 2023. We operate our business with a focus on balancing profit growth and capital efficiency.

The share price and PBR in the lower part of the page are the results of the evaluation by the capital market. The share price has increased by 2.5 times in the past 5 years, and the PBR has increased by 2.6 times at the end of fiscal 2023.

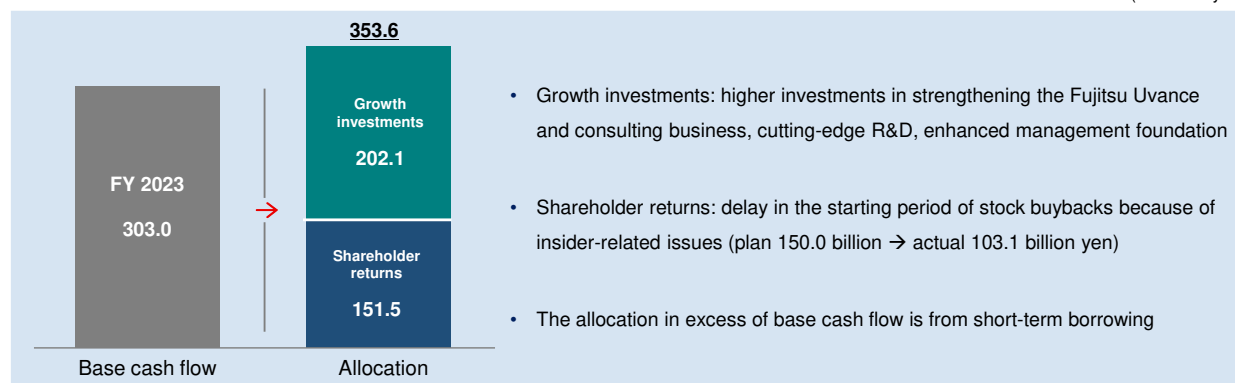


Capital allocation ▪ Return to shareholders

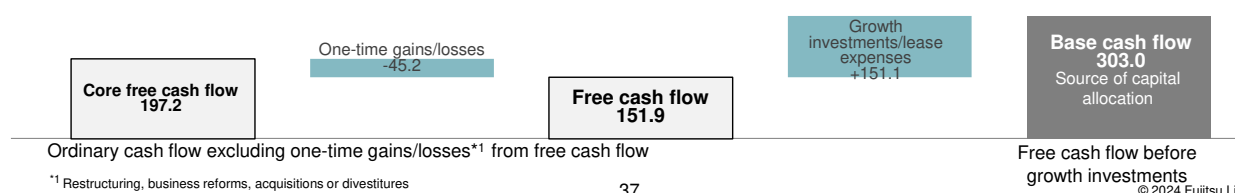


Starting from the next page, I will explain our capital allocation and shareholder returns.

Progress on Capital Allocation (FY 2023)



- Growth investments: higher investments in strengthening the Fujitsu Uvance and consulting business, cutting-edge R&D, enhanced management foundation
- Shareholder returns: delay in the starting period of stock buybacks because of insider-related issues (plan 150.0 billion → actual 103.1 billion yen)
- The allocation in excess of base cash flow is from short-term borrowing



37

© 2024 Fujitsu Limited

This is the status of capital allocations in fiscal 2023.

Base cash flows for fiscal 2023 were 303 billion.

The relationship between cash flows is briefly described at the bottom of the page. Base cash flows are pre-growth FCF plus lease payments to fund capital allocations.

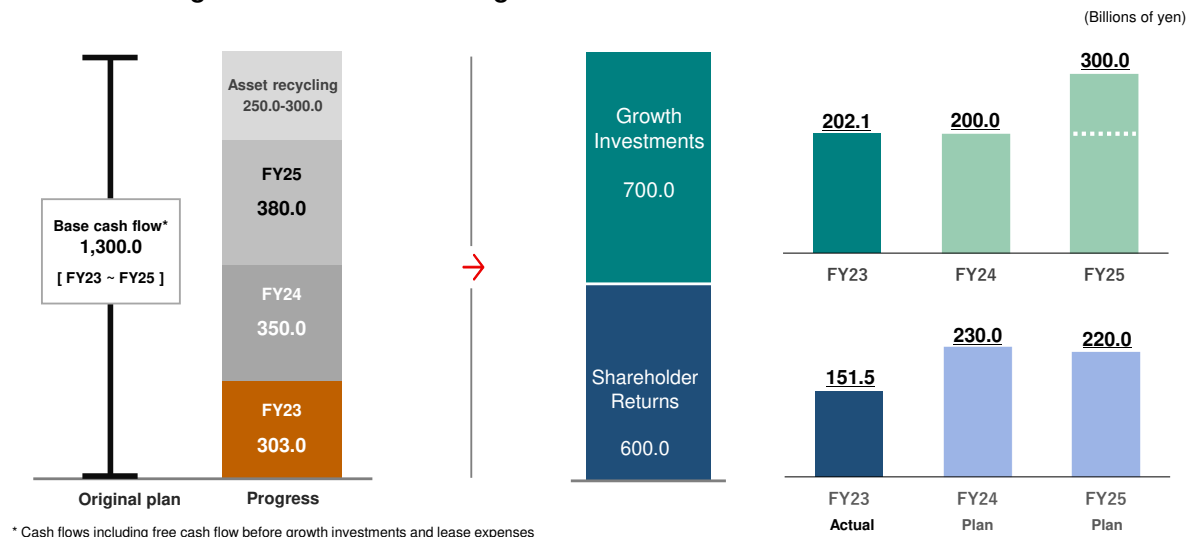
In FY 2023, we allocated approximately 200 billion to business growth investments and 150 billion to shareholder returns, mainly funded by 303 billion base cash flows.

Although the total allocation exceeds the base CF in a single year, the allocation is based on the assumption that cash can be earned during the current Medium-Term Management Plan.

Of the shareholder returns, we initially planned to acquire 150 billion yen of treasury stock, but due to insider information and other factors, the acquisition date was delayed, resulting in 103.1 billion yen in fiscal 2023.

Progress on Capital Allocation

Base cash flow is 1,300.0 billion yen, in line with Medium-Term Management Plan and there are no changes in the allocations of growth investments and shareholder returns



38

© 2024 Fujitsu Limited

Page 38 shows the progress on capital allocation made during the current Medium-Term Management Plan.

The graph on the left hand side is the base cash flow. We will achieve a base cash flow of 1,300.0 billion yen during the next three years.

The graph to the right of this shows our allocation. We plan to make growth investments of 700.0 billion yen and generate shareholder returns of 600.0 billion yen, in line with our Medium-Term Management Plan.

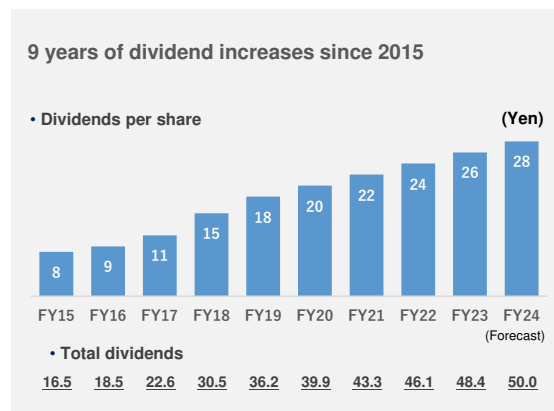
We returned approximately 150 billion yen to shareholders in 2023, but based on our 3 year return plan, we plan to increase the amount of our own shares acquired and return 230 billion yen in FY2024.

Shareholder Returns

Dividends: stable and steady increases

Per share	FY 2023 (Actual)	FY 2024 (Forecast)
Interim	13 yen	14 yen
Year-end	13 yen	14 yen
Annualized	26 yen	28 yen
<hr/>		
Total dividends	48.4 billion yen	50.0 billion yen

As of April 1, 2024, a stock split was implemented in which each share was converted into 10 shares. Dividends per share have been recalculated in accordance with the stock split.



Page 39 shows shareholder returns. I will start with dividends.

Fujitsu is stably and steadily increasing our dividends, and we plan to increase dividends by 2 yen in fiscal 2024 as well. This will be the ninth consecutive dividend increase.

Shareholder Returns

Stock buyback: increased to 180.0 billion yen

	FY 2023 (Actual)	FY 2024 (Forecast)
Buyback amount	103.1 billion yen	180.0 billion yen

- FY 2023 : plan 150.0 billion yen → actual 103.1 billion yen

Delay in the starting period of stock buybacks because of insider-related issues

There is a potential for buybacks to be partially or completely eliminated because of sudden changes in our operating environment, much higher demand for funds, insider restrictions.

Total shareholder returns

	FY 2023 (Actual)	FY 2024 (Forecast)	FY 2025 (Plan)
Dividends	48.4	50.0	(50.0)
Stock buybacks	103.1	180.0	(170.0)
Total amounts	151.5	230.0	(220.0)
Total return ratio	60%	102%	-

3-year total: 600.0 billion yen

Page 40 shows stock buybacks.

In fiscal 2023, there was a delay in the starting period of stock buybacks due to insider trading regulations. This led to lower shareholder returns than initially planned.

In fiscal 2024, we plan to expand the total amount of stock buybacks, which will include making up for the difference in fiscal 2023.

We project stock buybacks of 180.0 billion yen.

We anticipate the combined amount to total 230.0 billion yen in fiscal 2024.

There are no changes to our three-year shareholder return plan of 600.0 billion yen.

By expanding cash flow and appropriately allocating it to investments that contribute to business growth and shareholder returns, we will lead to a sustainable increase in corporate value. This concludes my presentation on our consolidated financial results for fiscal 2023 and financial forecast for fiscal 2024.

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



Consolidated PL (Year total)

Adjusted Consolidated Results

	(Billions of yen)				
	FY2022	FY2023	Change	(%)	Change vs Jan Forecast
Revenue	3,713.7	3,756.0	42.2	1.1	-53.9
Excl. Impact of restructuring	3,675.0	3,756.0	80.9	2.2	-53.9
Impact of restructuring	38.6	-	-38.6	-	-
Adjusted Operating Profit	320.8	283.6	-37.1	-11.6	-36.3
[Adjusted Operating Profit Margin]	[8.6%]	[7.6%]	[-1.0%]		[-0.8%]
Financial income (expenses), etc.	36.2	17.9	-18.3	-50.6	
Adjusted Profit for the year	204.1	235.8	31.6	15.5	27.8

Consolidated Results

Revenue	3,713.7	3,756.0	42.2	1.1	-53.9
Operating Profit	335.6	160.2	-175.3	-52.2	-89.7
Adjusted items from GAAP Operating Profit	14.7	-123.4	-138.1	-	-53.4
Profit for the year	215.1	254.4	39.2	18.3	46.4

Consolidated PL by quarter

Adjusted Consolidated Results

(Billions of yen)

	FY2022					FY2023				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Revenue	818.8	886.4	931.4	1,077.0	3,713.7	799.6	912.2	930.8	1,113.3	3,756.0
Excl. Impact of restructuring	795.6	871.0	931.4	1,077.0	3,675.0	799.6	912.2	930.8	1,113.3	3,756.0
Impact of restructuring	23.2	15.4	-	-	38.6	-	-	-	-	-
Adjusted Operating Profit	28.0	46.7	76.9	169.0	320.8	2.6	48.1	68.0	164.8	283.6
[Adjusted Operating Profit Margin]	[3.4%]	[5.3%]	[8.3%]	[15.7%]	[8.6%]	[0.3%]	[5.3%]	[7.3%]	[14.8%]	[7.6%]
Financial income (expenses), etc.	12.7	16.9	1.6	4.9	36.2	10.2	5.1	-2.5	5.0	17.9
Adjusted Profit for the period	19.0	34.6	43.7	106.6	204.1	7.4	34.7	50.4	143.1	235.8

Consolidated Results

Revenue	818.8	886.4	931.4	1,077.0	3,713.7	799.6	912.2	930.8	1,113.3	3,756.0
Operating Profit	25.6	75.3	72.3	162.3	335.6	-1.6	46.4	3.3	112.1	160.2
Adjusted items from GAAP Operating Profit	-2.4	28.5	-4.6	-6.7	14.7	-4.2	-1.7	-64.7	-52.6	-123.4
Profit for the period	17.2	54.6	40.7	102.4	215.1	4.3	33.4	-11.7	228.3	254.4

Business Segment Information (Year total)



		(Billions of yen)				Change vs Jan Forecast
		FY2022	FY2023	Change	(%)	
Service Solutions	Revenue	1,984.2	2,137.5	153.3	7.7	-32.4
	Excl. Impact of restructuring	1,945.5	2,137.5	192.0	9.9	-32.4
	Impact of restructuring	38.6	-	-38.6	-	-
	Adj. Operating Profit	162.9	237.2	74.2	45.5	-17.8
Hardware Solutions	Revenue	1,132.3	1,108.0	-24.3	-2.2	48.0
	Adj. Operating Profit	112.6	83.6	-28.9	-25.7	-8.3
Ubiquitous Solutions	Revenue	286.0	273.3	-12.6	-4.4	-36.6
	Adj. Operating Profit	8.6	24.2	15.5	178.4	9.2
Device Solutions	Revenue	382.6	286.3	-96.3	-25.2	-38.6
	Adj. Operating Profit	77.4	18.3	-59.0	-76.3	-13.6
Inter-segment Elim./Corporate	Revenue	-71.5	-49.1	22.3	-	5.8
	Adj. Operating Profit	-40.9	-79.7	-38.8	-	-5.7
Total	Revenue	3,713.7	3,756.0	42.2	1.1	-53.9
	Adj. Operating Profit	320.8	283.6	-37.1	-11.6	-36.3
	[%]	[8.6%]	[7.6%]	[-1.0%]		[-0.8%]

Business Segment Information by quarter

FUJITSU

(Billions of yen)

		FY2022					FY2023				
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Service Solutions	Revenue	445.6	459.5	481.4	597.6	1,984.2	465.4	518.7	537.8	615.5	2,137.5
	Adj. Operating Profit	9.0	10.0	35.4	108.5	162.9	20.9	42.5	52.8	120.8	237.2
Global Solutions	Revenue	93.8	90.3	95.6	127.4	407.2	104.2	113.4	113.7	148.8	480.3
	Adj. Operating Profit	-8.2	-5.1	-	18.5	5.0	-1.2	-1.3	-0.7	17.0	13.7
Regions (Japan)	Revenue	265.4	283.5	280.0	365.6	1,194.6	262.0	309.1	315.1	375.7	1,262.1
	Adj. Operating Profit	19.1	16.6	37.5	74.4	147.7	25.8	46.4	50.6	90.2	213.1
Regions (International)	Revenue	130.0	133.5	150.9	167.1	581.7	141.0	147.4	157.1	158.5	604.1
	Adj. Operating Profit	-1.8	-1.4	-2.0	15.6	10.3	-3.6	-2.5	3.0	13.5	10.3
Intra-seg. Elim	Revenue	-43.7	-47.8	-45.2	-62.5	-199.3	-41.9	-51.2	-48.3	-67.5	-209.1
System Products	Revenue	178.5	205.0	228.1	250.9	862.6	185.2	219.2	224.5	295.8	925.0
Network Products	Revenue	45.6	66.8	71.7	85.4	269.7	31.6	41.4	45.8	64.0	183.0
Hardware Solutions	Revenue	224.2	271.8	299.8	336.4	1,132.3	216.8	260.7	270.4	359.9	1,108.0
	Adj. Operating Profit	5.0	16.0	35.8	55.6	112.6	2.6	14.8	19.6	46.5	83.6
Ubiquitous Solutions	Revenue	61.7	71.4	70.7	81.9	286.0	59.8	70.9	66.8	75.7	273.3
	Adj. Operating Profit	0.9	3.4	1.4	2.8	8.6	4.5	4.4	7.7	7.4	24.2
Device Solutions	Revenue	104.1	103.4	96.6	78.3	382.6	67.4	75.2	69.7	73.8	286.3
	Adj. Operating Profit	26.4	24.7	19.7	6.4	77.4	2.2	7.0	3.3	5.5	18.3
Inter-segment Elim./ Corporate	Revenue	-16.9	-19.8	-17.3	-17.2	-71.5	-9.9	-13.4	-14.0	-11.7	-49.1
	Adj. Operating Profit	-13.3	-7.4	-15.5	-4.4	-40.9	-27.8	-20.7	-15.5	-15.6	-79.7
Total	Revenue	818.8	886.4	931.4	1,077.0	3,713.7	799.6	912.2	930.8	1,113.3	3,756.0
	Adj. Operating Profit	28.0	46.7	76.9	169.0	320.8	2.6	48.1	68.0	164.8	283.6

Fujitsu Uvance



(Billions of yen)

		FY2023					Change					FY2024 (Forecast)
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Orders	Vertical	13.2	24.0	30.6	56.4	124.4	7.1	18.4	23.2	45.6	94.4	200.0
	Horizontal	59.7	74.1	93.8	97.2	324.9	11.4	33.6	37.1	22.8	104.9	310.0
	(%)	134%	213%	194%	180%	180%						114%
	Total	72.9	98.1	124.5	153.7	449.3	18.5	52.0	60.3	68.5	199.3	510.0
	[Japan*]	[43.3]	[58.9]	[49.1]	[79.3]	[230.7]	[13.5]	[35.7]	[15.6]	[45.8]	[110.7]	[290.0]
	[Outside Japan*]	[29.6]	[39.2]	[75.3]	[74.3]	[218.5]	[5.0]	[16.2]	[44.6]	[22.6]	[88.5]	[220.0]
Revenue	Vertical	10.3	22.5	31.5	51.9	116.3	7.1	19.1	27.6	47.5	101.3	180.0
	Horizontal	60.1	60.7	62.0	68.6	251.5	17.4	16.0	12.1	21.0	66.5	270.0
	(%)	153%	173%	174%	231%	184%						122%
	Total	70.4	83.3	93.6	120.6	367.9	24.5	35.2	39.7	68.5	167.9	450.0
	[Japan*]	[35.0]	[43.3]	[46.8]	[58.1]	[183.2]	[12.9]	[21.8]	[24.9]	[33.6]	[93.2]	[240.0]
	[Outside Japan*]	[35.4]	[39.9]	[46.7]	[62.4]	[184.6]	[11.6]	[13.3]	[14.8]	[34.8]	[74.6]	[210.0]

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

Vertical: 4 cross-industry areas that solve societal issues
 Horizontal: 3 technical areas that support cross-industry

Breakdown of Regions (International)



		(Billions of yen)		
		FY2022	FY2023	Change
Regions (International)	Revenue	581.7	604.1	22.4
	Adj. Operating Profit	10.3	10.3	-
Europe	Revenue	396.4	419.1	22.6
	Adj. Operating Profit	1.1	2.3	1.2
Americas	Revenue	52.6	54.1	1.5
	Adj. Operating Profit	2.9	3.4	0.4
Asia Pacific	Revenue	95.4	102.4	6.9
	Adj. Operating Profit	4.6	3.5	-1.0
East Asia	Revenue	44.8	39.0	-5.8
	Adj. Operating Profit	1.5	1.2	-0.3
Others/ Eliminations	Revenue	-7.7	-10.5	-2.8
	Adj. Operating Profit	-	-0.2	-0.2

Note: Revenue includes Inter-region revenue.

Adjusted items from GAAP Operating Profit

(Billions of yen)

	FY2022					FY2023				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Adjusted Operating Profit	28.0	46.7	76.9	169.0	320.8	2.6	48.1	68.0	164.8	283.6
Adjusted items from GAAP Operating Profit	-2.4	28.5	-4.6	-6.7	14.7	-4.2	-1.7	-64.7	-52.6	-123.4
One-time Profit/Loss from business transfers	-	32.2	0.3	-	32.6	-	-	-32.8	-2.2	-35.0
Business model transformation cost	-0.6	-1.3	-3.0	-2.9	-8.0	-1.3	-0.6	-30.7	-46.9	-79.6
M&A related expenses	-1.7	-2.3	-1.9	-3.7	-9.8	-2.8	-1.1	-1.2	-3.4	-8.7
Operating Profit	25.6	75.3	72.3	162.3	335.6	-1.6	46.4	3.3	112.1	160.2

Adjusted items from GAAP Free Cash Flow

(Billions of yen)

	FY2022					FY2023				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Core Free Cash Flow	127.1	-63.5	-27.7	121.2	157.1	182.8	-91.7	-16.0	122.1	197.2
Adjusted items from GAAP Free Cash Flow	-61.0	44.6	30.1	6.5	20.4	-57.2	0.7	50.9	-39.7	-45.2
Business transfers	1.4	56.6	32.5	6.5	97.0	-18.8	11.9	56.5	-34.1	15.4
Business model transformation expenditures	-62.4	-1.6	-0.2	-	-64.2	-	-1.1	-2.7	-3.0	-6.9
M&A related expenditures	-	-10.3	-2.1	-	-12.4	-38.4	-10.1	-2.8	-2.5	-53.8
Free Cash Flow	66.1	-18.8	2.3	127.8	177.5	125.6	-91.0	34.9	82.4	151.9

Change vs Jan Forecast (Unadjusted)

(Millions of yen)

	Jan Forecast	FY2023	Change vs Jan Forecast		(Reference) FY2022
				%	
Revenue	3,810,000	3,756,059	-53,941	-1.4	3,713,767
Operating Profit	250,000	160,260	-89,740	-35.9	335,614
Financial income (expenses), tax expense, etc.	-42,000	94,218	136,218	—	-120,432
Profit for the year	208,000	254,478	46,478	22.3	215,182
Basic earnings per share(Yen)	110.40	135.59	—	—	110.76

(Note) On April 1, 2024, Fujitsu implemented a stock split, in which each share was converted into ten shares. Basic earnings per share has been calculated on the basis that the stock split had been conducted at the beginning of the previous consolidated fiscal year.

(Change vs Jan Forecast)

Compared with the previous forecast in January, operating profit deteriorated by 89,740 million yen mainly due to the recording of costs associated with the expansion of structural reforms mainly in Regions(International). However, due to the recording of tax effects associated with the restructuring of the corporate structure in Europe, profit for the year attributable to owners of the parent improved by 46,478 million yen.

Financial Forecast -Adjusted Consolidated Results and Adjusted items

(Billions of yen)

	FY2023(Actual)			FY2024(Forecast)			Change		
	Consolidated Results	Adjusted Consolidated Results	Adjusted Items	Consolidated Results	Adjusted Consolidated Results	Adjusted Items	Consolidated Results	Adjusted Consolidated Results	Adjusted Items
Revenue	3,756.0	3,756.0	-	3,760.0	3,760.0	-	3.9	3.9	-
Operating Profit	160.2	283.6	-123.4	330.0	330.0	-	169.7	46.3	123.4
Financial income (expenses), tax expense, etc.	94.2	-47.8	142.1	-104.0	-104.0	-	-198.2	-56.1	-142.1
Profit for the year	254.4	235.8	18.6	226.0	226.0	-	-28.4	-9.8	-18.6

Assumption used for FY2024 Forecasts

1. Exchange Rates (Average) and Impact of Fluctuation

	FY2022 (Actual)	FY2023 (Actual)	FY2024 (Forecast)	Impact of Exchange Rate Fluctuation FY2024 (Forecast)*
U.S. dollar / Yen	135	145	140	-0.6 Billion yen
Euro / Yen	141	157	150	-0.2 Billion yen
British pound / Yen	163	182	180	0.0 Billion yen

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

Assumption used for FY2024 Forecasts

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

	FY2022 (Actual)	FY2023 (Actual)	(Billions of yen) FY2024 (Forecast)
Service Solutions	27.8	31.5	35.0
Hardware Solutions	9.0	10.9	12.0
Ubiquitous Solutions	-	-	-
Device Solutions	72.3	78.5	60.0
Inter-segment Elim./ Corporate	11.7	8.7	13.0
Capital Expenditures	121.0	129.7	120.0
Depreciation	89.6	83.3	80.0

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

3. R&D Expenses

R&D Expenses	109.5	123.3	120.0
[As % of Revenue]	[3.0%]	[3.3%]	[3.2%]