2Q
FY2024

Consolidated Financial Results

October 31, 2024

Fujitsu Limited



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Financial Results for 1H FY2024

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FY 2024 1H Results: Overview

Service Solutions

(Billions of yen)

Revenue	1,017.5	vs LY	+3.4%
Adjusted Operating Profit	88.7	vs LY	+25.2
[%]	[8.7%]	vs LY	[+2.3%]

- Revenue up 3.4% from the previous year
  - Revenue up 7% in Japan, driven by DX and modernization deals
  - Revenue down 4% outside of Japan because of carve outs of low profitability businesses
- The profit margin improved by 2.3% because, in addition to the benefit of higher revenue, profitability also improved

Total

Revenue	1,696.6	vs LY	-0.9%
Adjusted Operating Profit	79.5	vs LY	+28.7
[%]	[4.7%]	vs LY	[+1.7%]

- Revenue increased in Service Solutions, and decreased in Hardware and Ubiquitous Solutions
- Profits increased by 28.7 billion yen (increased by 56.6% over the previous year)

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Business Segment Information

(Billions of yen)

		1H FY2023	1H FY2024	Change	(%)
Service Solutions	Revenue	**984.1**	**1,017.5**	**33.3**	**3.4**
	Adj. Operating Profit	**63.4**	**88.7**	**25.2**	**39.8**
	[%]	[6.4%]	[8.7%]	[2.3%]	
Hardware Solutions	Revenue	477.5	456.6	-20.9	-4.4
	Adj. Operating Profit	17.4	3.1	-14.3	-82.2
Ubiquitous Solutions	Revenue	130.7	108.6	-22.1	-16.9
	Adj. Operating Profit	9.0	11.3	2.3	26.2
Device Solutions	Revenue	142.6	147.4	4.7	3.3
	Adj. Operating Profit	9.3	13.4	4.1	44.1
Inter-segment Elim./Corporate	Revenue	-23.3	-33.6	-10.2	-
	Adj. Operating Profit	-48.5	-37.1	11.3	-
Total	Revenue	**1,711.8**	**1,696.6**	**-15.2**	**-0.9**
	Adj. Operating Profit*	**50.7**	**79.5**	**28.7**	**56.6**
	[%]	**[3.0%]**	**[4.7%]**	**[1.7%]**	

*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.

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Business Segment Information (Adjusted)

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Service Solutions

(Billions of yen)

	1H FY2023	1H FY2024	Change	(%)
Revenue	**984.1**	**1,017.5**	**33.3**	**3.4**
[Fujitsu Uvance]	[153.7]	[200.7]	[47.0]	[30.6]
Adjusted Operating Profit	**63.4**	**88.7**	**25.2**	**39.8**
[Adj. operating profit margin]	[6.4%]	[8.7%]	[2.3%]	

Revenue

- Revenue in Japan increased by 7%, with strong growth in DX and modernization deals
- Revenue outside of Japan decreased by 4% because of the impact of the carve out of the private cloud business in Germany

(Fujitsu Uvance revenues increased by 31% over the previous year)

Adjusted operating profit

- In addition to the benefit of higher revenue, there has also been steady progress in improving profitability

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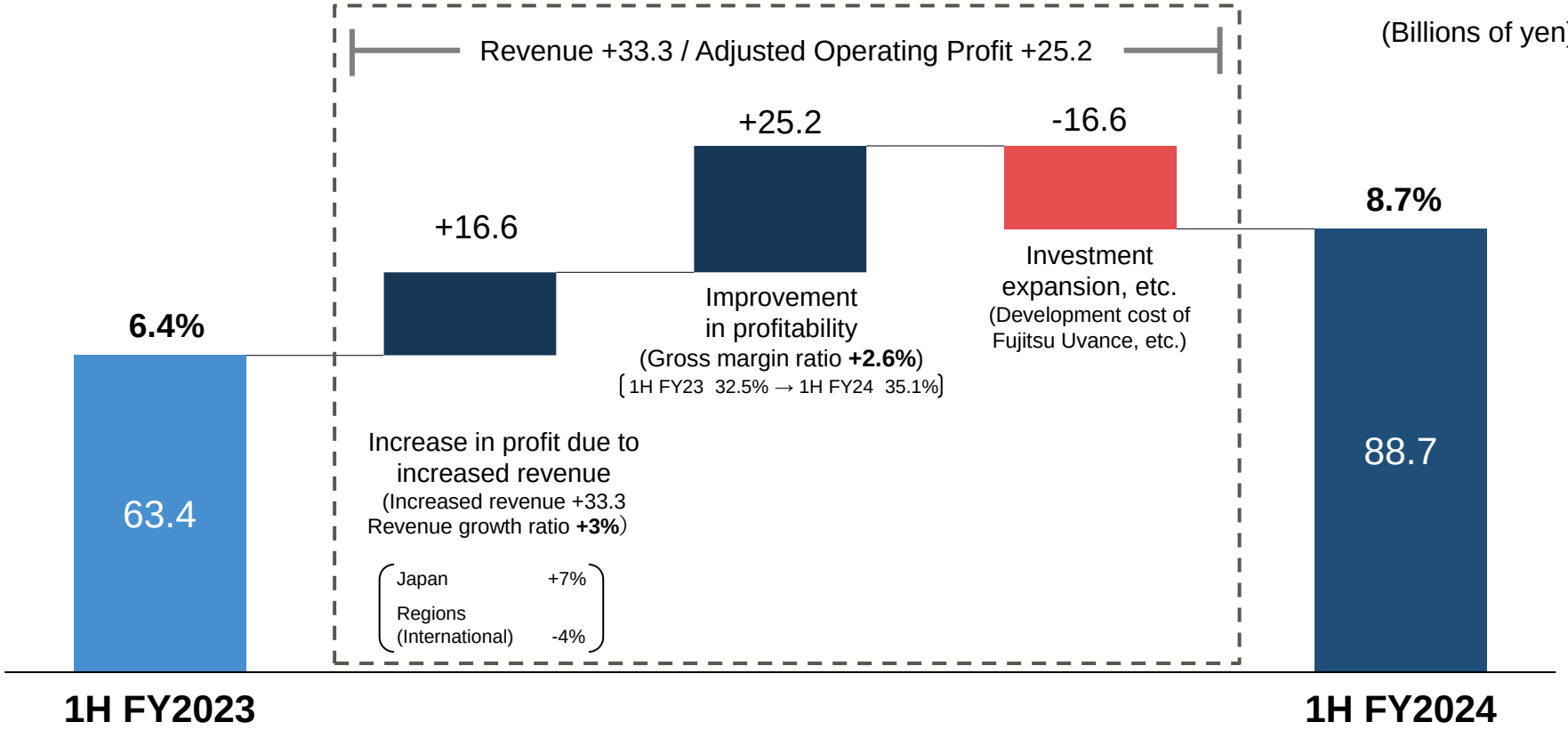
Factors Behind Change in Adjusted Operating Profit



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Orders in Japan

Continued expansion in DX and modernization deals
There was a pullback in public orders compared to the several large-scale multi-year deals won in the previous year

	FY2023				FY2024		
	1Q	2Q	3Q	4Q	1Q	2Q	1H
Japan	118%	118%	115%	116%	**97%**	**101%**	**99%**
Private Enterprise Business [Manufacturing & Distribution & Retail]	107%	115%	102%	106%	**106%**	**99%**	**103%**
Finance Business [Finance & Insurance]	124%	123%	117%	104%	**100%**	**117%**	**109%**
Public & Healthcare [Government & Local Government & Healthcare]	134%	105%	130%	103%	**85%**	**97%**	**90%**
Mission Critical and Others [Mission Critical & National Security & Others]	92%	135%	123%	149%	**131%**	**98%**	**111%**

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Orders in Regions (International)

Europe and Americas : Pullback from large-scale multi-year deals in the first half of the previous year
Asia Pacific: Renewal of multi-year services deals in Oceania with finance and retail customers

	FY2023				FY2024		
	1Q	2Q	3Q	4Q	1Q	2Q	1H
Europe	104%	61%	164%	74%	**86%**	**84%**	**85%**
Americas	137%	247%	66%	103%	**104%**	**50%**	**75%**
Asia Pacific	117%	84%	47%	80%	**114%**	**138%**	**125%**

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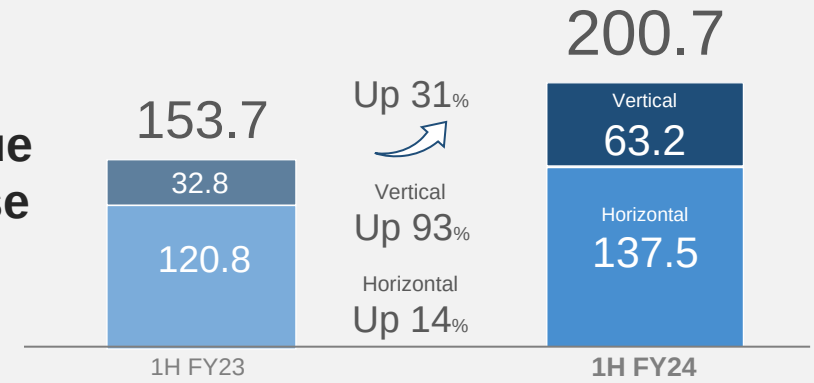
Fujitsu Uvance

(Billions of yen)

Orders increase



Revenue increase

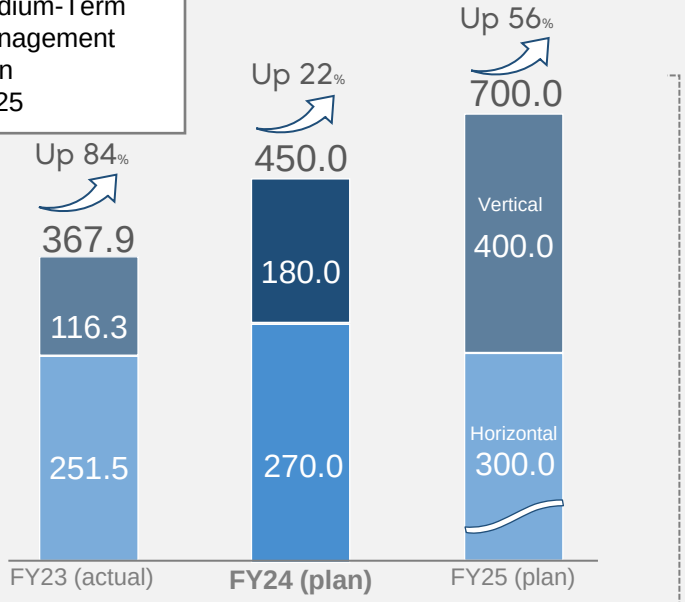


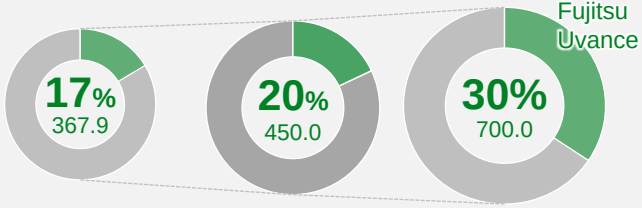
Percentage of total revenue



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

Period of the Medium-Term Management Plan FY25





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Status of Modernization

*Excludes Fujitsu Uvance

- **Expansion of demand in modernization business driven by DX and cloud conversions**
- **Progress in the strategic shift to DX from legacy assets and creation of new markets and a broadening of sales**

(Billions of yen)

	1H FY2024	Change	(%)	FY2024 (Forecast)	Change	(%)
Revenue	82.8	33.8	69.0	200.0	81.5	68.8

Definition of Fujitsu's Modernization Business

Application Assets

COBOL, PL/I, etc. → Java, .Net, etc.

Middleware Assets

End of support middleware products → Modernized middleware

Infrastructure Assets

Mainframe UNIX Server/Office Computer → Cloud & latest on-prem infrastructure

Use of AI　Cloud native　Multi-cloud

Implementation of new technology infrastructure

Simple infrastructure renewal　Migration

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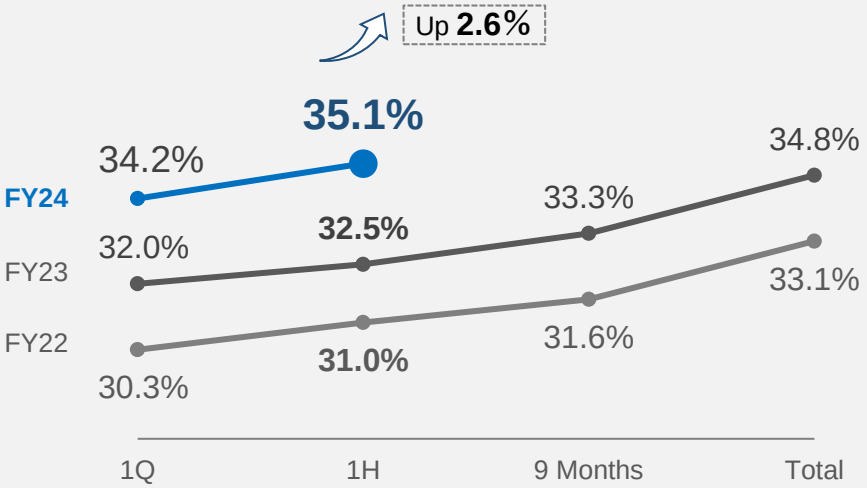
Improvement in Profitability and Growth Investments

Improvement in profitability: +25.2 billion yen

Trends in gross margin



- In addition to progress in the standardization of development work and automation, enhanced management of profitability when orders are received

Investment expansion: -16.6 billion yen

- Aggressive investments for growth

Development of offerings
Aggregation of modernization knowledge

Uvance

Development and recruitment of human resources
Reskilling

Modernization

Consulting

Strengthening security and IT infrastructure

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Breakdown by Sub-Segment

(Billions of yen)

		1H FY2023	1H FY2024	Change	(%)
Service Solutions	Revenue	984.1	1,017.5	33.3	3.4
	Adjusted Operating Profit	63.4	88.7	25.2	39.8
	[%]	[6.4%]	[8.7%]	[2.3%]	
Global Solutions	Revenue	217.7	246.7	28.9	13.3
	Adjusted Operating Profit	-2.6	-6.0	-3.4	-
	[%]	[-1.2%]	[-2.4%]	[-1.2%]	
Regions (Japan)	Revenue	571.1	583.3	12.1	2.1
	Adjusted Operating Profit	72.2	91.4	19.2	26.6
	[%]	[12.7%]	[15.7%]	[3.0%]	
Regions (International)	Revenue	288.4	275.6	-12.7	-4.4
	Adjusted Operating Profit	-6.2	3.2	9.4	-
	[%]	[-2.2%]	[1.2%]	[3.4%]	
Intra-seg. Elim	Revenue	-93.2	-88.1	5.0	-

Global Solutions

Higher revenue, primarily from Fujitsu Uvance

Continued investment in the development of offerings and standardization in global delivery, including the Modernization Knowledge Center

Regions (Japan)

Increase in DX and modernization projects

Continued improvement in profitability in addition to the benefits of higher revenue

Regions (International)

Lower revenue due to the carve out of the German private cloud business

Reduced losses because of the impacts of the transformation of our business portfolio

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Hardware Solutions

(Billions of yen)

	1H FY2023	1H FY2024	Change	(%)
Revenue	477.5	456.6	-20.9	-4.4
System Products	404.5	383.3	-21.2	-5.2
Network Products	73.0	73.3	0.2	0.4
Adjusted Operating Profit	17.4	3.1	-14.3	-82.2
[Adj. operating profit margin]	[3.7%]	[0.7%]	[-3.0%]	

- System Products
  - Lower revenue because of pullback from the previous year when there were major server and storage deals in Japan (from public sector customers)
  - Higher component procurement costs because of the weak yen, in addition to the impact of lower revenue
- Network Products
  - Continued high development spending, on par with the previous year, in preparation for the next growth cycle

Ubiquitous Solutions

(Billions of yen)

	1H FY2023	1H FY2024	Change	(%)
Revenue	130.7	108.6	-22.1	-16.9
Adjusted Operating Profit	9.0	11.3	2.3	26.2
[Adj. operating profit margin]	[6.9%]	[10.5%]	[3.6%]	

- Exited from European business as of April 2024 (now business is concentrated in Japan)
- Profitability improvements from the concentration of business in Japan

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Device Solutions

(Billions of yen)

	1H FY2023	1H FY2024	Change	(%)
Revenue	142.6	147.4	4.7	3.3
Adjusted Operating Profit	9.3	13.4	4.1	44.1
[Adj. operating profit margin]	[6.6%]	[9.1%]	[2.5%]	

- Improvement in factors, including positive foreign exchange movements

Inter-Segment Elim./ Corporate

(Billions of yen)

	1H FY2023	1H FY2024	Change
Adjusted Operating Profit	-48.5	-37.1	11.3

- Improved business efficiency
- Continued implementation of planned business growth investments for the medium- and long-term (advanced cutting-edge research and enhancing our management foundation)

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Trend of Adjusted Operating Profit

(Billions of yen)

		FY2023			FY2024			Change	
		1H (Actual)	2H (Actual)	Total (Actual)	1H (Actual)	2H (Forecast)	Total (Forecast)	1H	2H
Total	Adjusted Operating Profit	50.7	232.9	283.6	79.5	250.4	330.0	28.7	17.5
	[%]	[3.0%]	[11.4%]	[7.6%]	[4.7%]	[12.1%]	[8.8%]	[1.7%]	[0.7%]
	Ratio of Annual Total	*17.9%*	*82.1%*	*100.0%*	*24.1%*	*75.9%*	*100.0%*	*6.2%*	*-6.2%*
Service Solutions	Adjusted Operating Profit	63.4	173.7	237.2	88.7	191.2	280.0	25.2	17.5
	[%]	[6.4%]	[15.1%]	[11.1%]	[8.7%]	[15.8%]	[12.6%]	[2.3%]	[0.7%]
	Ratio of Annual Total	*26.7%*	*73.3%*	*100.0%*	*31.7%*	*68.3%*	*100.0%*	*5.0%*	*-5.0%*

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Adjusted Consolidated Results and Adjusted items

Approximately 20 billion yen to expand the Self-Produce Support System for transforming the human resource portfolio

Implemented a time-limited expansion of the Self-Produce Support System for manager-level employees without direct customer responsibilities. Accelerated optimal human resource allocation and productivity improvement through postings, reskilling, and the pursuit of new opportunities outside the Fujitsu Group

(Billions of yen)

	1H FY2024			Change		
	Adjusted Consolidated Results	Adjusted Items	Consolidated Results	Adjusted Consolidated Results	Adjusted Items	Consolidated Results
Revenue	1,696.6	-	1,696.6	-15.2	-	-15.2
Operating Profit	**79.5**	**-23.1**	**56.3**	**28.7**	**-16.2**	**12.4**
[%]	[4.7%]		[3.3%]	[1.7%]		[0.7%]

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Cash Flows, Assets, Liabilities and Equity

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Cash Flows (Consolidated)

(Billions of yen)

	1H FY2023	1H FY2024	Change
Core Free Cash Flow *	91.1	93.7	2.6

* 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 page36)

Ⅰ	Cash flows from operating activities	136.4	136.0	-0.3
Ⅱ	Cash flows from investing activities	-101.8	-87.8	13.9
Ⅰ + Ⅱ	Free Cash Flow	34.6	48.2	13.5
Ⅲ	Cash flows from financing activities	-43.2	-26.3	16.9

- Major factors causing increases or decreases

Cash flows from investing activities: pullback in outflows from one-time events in the previous year, such as the acquisition of GK software

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Assets, Liabilities and Equity (Consolidated)

(Billions of yen)

	Year-end FY2023	End of 1H FY2024	Change
Total Assets	3,514.8	3,382.1	-132.6
Total Liabilities	1,595.9	1,481.4	-114.5
Total Equity	1,918.8	1,900.7	-18.0
Total Equity Attributable to Owners of the Parent	1,752.3	1,731.3	-21.0
Reference: Financial Indices			
Interest-bearing Loans	245.6	285.9	40.2
(Net Interest-bearing Loans)	[-96.4]	[-70.7]	[25.7]

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Earnings Forecast for FY2024

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Financial Forecast

(Billions of yen)

	FY2023 (Actual)	FY2024 (Forecast)		Change	(%)
		Current Forecast	Change vs. Previous Forecast		
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

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Business Segment Information

(Billions of yen)

		FY2023 (Actual)	FY2024 (Forecast) Current Forecast	FY2024 (Forecast) Change vs. Previous 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	-

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Business Segment Information(2H)

(Billions of yen)

		FY2024			Change		
		1H (Actual)	2H (Forecast)	Total (Forecast)	1H	2H	Total
Service Solutions	Revenue	**1,017.5**	**1,212.4**	**2,230.0**	**33.3**	**59.0**	**92.4**
	Adj. Operating Profit	**88.7**	**191.2**	**280.0**	**25.2**	**17.5**	**42.8**
Hardware Solutions	Revenue	456.6	573.3	1,030.0	-20.9	-57.0	-78.0
	Adj. Operating Profit	3.1	66.8	70.0	-14.3	0.6	-13.6
Ubiquitous Solutions	Revenue	108.6	111.3	220.0	-22.1	-31.2	-53.3
	Adj. Operating Profit	11.3	8.6	20.0	2.3	-6.5	-4.2
Device Solutions	Revenue	147.4	187.5	335.0	4.7	43.9	48.6
	Adj. Operating Profit	13.4	26.5	40.0	4.1	17.5	21.6
Inter-segment Elim./ Corporate	Revenue	-33.6	-21.3	-55.0	-10.2	4.4	-5.8
	Adj. Operating Profit	-37.1	-42.8	-80.0	11.3	-11.6	-0.2
Total	Revenue	**1,696.6**	**2,063.3**	**3,760.0**	**-15.2**	**19.1**	**3.9**
	Adj. Operating Profit	**79.5**	**250.4**	**330.0**	**28.7**	**17.5**	**46.3**
	[%]	**[4.7%]**	**[12.1%]**	**[8.8%]**	**[1.7%]**	**[0.7%]**	**[1.2%]**
	Ratio of Annual Total	*24.1%*	*75.9%*	*100.0%*	*6.2%*	*−6.2%*	*−%*

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Financial Forecast: Adjusted Consolidated Results and Adjusted Items

A reduction of approximately 20 billion yen by including adjustments to operating profit from 1H FY2024

- Adjustment items:
  Implemented a time-limited expansion of the Self-Produce Support System for manager-level employees without direct customer responsibilities. Accelerated optimal human resource allocation and productivity improvement through postings, reskilling, and the pursuit of new opportunities outside the Fujitsu Group

(Billions of yen)

	FY2024 (Forecast)			Change vs. Previous Forecast		
	Adjusted Consolidated Results	Adjusted Items	Consolidated Results	Adjusted Consolidated Results	Adjusted Items	Consolidated Results
Revenue	3,760.0	-	3,760.0	-	-	-
Operating Profit	**330.0**	**-20.0**	**310.0**	**-**	**-20.0**	**-20.0**
[%]	[8.8%]		[8.2%]	[-%]		[-0.6%]
Financial income (expenses), tax expense, etc.	-104.0	6.0	-98.0	-	6.0	6.0
Profit for the year	**226.0**	**-14.0**	**212.0**	**-**	**-14.0**	**-14.0**

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Cash Flows

(Billions of yen)

	FY2023 (Actual)	FY2024 (Forecast)		Change
		Current Forecast	Change vs. Previous Forecast	
Core Free Cash Flow	197.2	220.0	-	22.7
Free Cash Flow	151.9	220.0	-	68.0

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Thank you



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Cautionary Statement

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

- General economic and market conditions in key markets (particularly in Japan, Europe, North America, 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

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Supplementary

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Consolidated PL (1H)

Adjusted Consolidated Results

(Billions of yen)

	FY2024			Change		
	1Q	2Q	1H	1Q	2Q	1H
Revenue	830.0	866.6	1,696.6	30.3	-45.6	-15.2
Adjusted Operating Profit	23.6	55.8	79.5	21.0	7.7	28.7
[Adjusted Operating Profit Margin]	[2.8%]	[6.4%]	[4.7%]	[2.5%]	[1.1%]	[1.7%]
Financial income (expenses), tax expense, etc.	-8.4	-22.5	-31.0	-13.3	-9.1	-22.4
Adjusted Profit for the period	**15.1**	**33.2**	**48.4**	**7.6**	**-1.4**	**6.2**

Consolidated Results

Revenue	830.0	866.6	1,696.6	30.3	-45.6	-15.2
Operating Profit	21.3	35.0	56.3	23.2	-10.7	12.4
Financial income (expenses), tax expense, etc.	-4.5	-16.2	-20.7	-10.6	-3.5	-14.2
Profit for the period	16.8	18.7	35.6	12.6	-14.3	-1.7

(Note) Provisional accounting treatments for a business combination were finalized in the fourth quarter of FY2023, and figures in the quarterly information for the first half of FY2023 have been adjusted to reflect this finalization.

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Consolidated PL by quarter

Adjusted Consolidated Results

(Billions of yen)

	FY2023					FY2024	
	1Q	2Q	3Q	4Q	Total	1Q	2Q
Revenue	799.6	912.2	930.8	1,113.3	3,756.0	830.0	866.6
Adjusted Operating Profit	2.6	48.1	68.0	164.8	283.6	23.6	55.8
[Adjusted Operating Profit Margin]	[0.3%]	[5.3%]	[7.3%]	[14.8%]	[7.6%]	[2.8%]	[6.4%]
Financial income (expenses), tax expense, etc.	4.8	-13.4	-17.6	-21.6	-47.8	-8.4	-22.5
Adjusted Profit for the period	**7.4**	**34.7**	**50.4**	**143.1**	**235.8**	**15.1**	**33.2**

Consolidated Results

Revenue	799.6	912.2	930.8	1,113.3	3,756.0	830.0	866.6
Operating Profit	-1.8	45.7	2.6	113.7	160.2	21.3	35.0
Financial income (expenses), tax expense, etc.	6.1	-12.6	-14.7	115.4	94.2	-4.5	-16.2
Profit for the period	**4.2**	**33.1**	**-12.0**	**229.1**	**254.4**	**16.8**	**18.7**

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Adjusted items by quarter

(Billions of yen)

	FY2023					FY2024	
	1Q	2Q	3Q	4Q	Total	1Q	2Q
Adjusted Operating Profit	2.6	48.1	68.0	164.8	283.6	23.6	55.8
Adjusted items from GAAP Operating Profit	-4.4	-2.3	-65.4	-51.1	-123.4	-2.2	-20.8
One-time Profit/Loss from business transfers	-	-	-32.8	-2.2	-35.0	-	-
Business model transformation cost	-1.3	-0.6	-30.7	-46.9	-79.6	-0.4	-19.3
M&A related expenses	-3.0	-1.7	-1.9	-1.9	-8.7	-1.8	-1.4
Operating Profit	-1.8	45.7	2.6	113.7	160.2	21.3	35.0
Adjusted Profit for the period	7.4	34.7	50.4	143.1	235.8	15.1	33.2
Adjusted items from GAAP Profit for the period	-3.2	-1.6	-62.5	86.0	18.6	1.7	-14.5
Profit for the period	4.2	33.1	-12.0	229.1	254.4	16.8	18.7

- Adjusted items from GAAP Profit for the period：Lower taxes of 140.5 billion yen because of tax effects associated with restructuring in Europe for 4Q FY2023

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Business Segment Information by quarter

(Billions of yen)

		FY2023					FY2024	
		1Q	2Q	3Q	4Q	Total	1Q	2Q
Service Solutions	Revenue	465.4	518.7	537.8	615.5	2,137.5	501.6	515.9
	Adj. Operating Profit	20.9	42.5	52.8	120.8	237.2	34.9	53.7
Global Solutions	Revenue	104.2	113.4	113.7	148.8	480.3	129.0	117.6
	Adj. Operating Profit	-1.2	-1.3	-0.7	17.0	13.7	-2.3	-3.6
Regions (Japan)	Revenue	262.0	309.1	315.1	375.7	1,262.1	272.6	310.6
	Adj. Operating Profit	25.8	46.4	50.6	90.2	213.1	37.9	53.5
Regions (International)	Revenue	141.0	147.4	157.1	158.5	604.1	142.2	133.4
	Adj. Operating Profit	-3.6	-2.5	3.0	13.5	10.3	-0.5	3.8
Intra-seg. Elim	Revenue	-41.9	-51.2	-48.3	-67.5	-209.1	-42.3	-45.8
System Products	Revenue	185.2	219.2	224.5	295.8	925.0	194.8	188.4
Network Products	Revenue	31.6	41.4	45.8	64.0	183.0	33.6	39.6
Hardware Solutions	Revenue	216.8	260.7	270.4	359.9	1,108.0	228.5	228.1
	Adj. Operating Profit	2.6	14.8	19.6	46.5	83.6	-3.6	6.8
Ubiquitous Solutions	Revenue	59.8	70.9	66.8	75.7	273.3	48.7	59.9
	Adj. Operating Profit	4.5	4.4	7.7	7.4	24.2	4.4	6.8
Device Solutions	Revenue	67.4	75.2	69.7	73.8	286.3	71.6	75.7
	Adj. Operating Profit	2.2	7.0	3.3	5.5	18.3	7.0	6.4
Inter-segment Elim./ Corporate	Revenue	-9.9	-13.4	-14.0	-11.7	-49.1	-20.5	-13.0
	Adj. Operating Profit	-27.8	-20.7	-15.5	-15.6	-79.7	-19.1	-18.0
Total	Revenue	799.6	912.2	930.8	1,113.3	3,756.0	830.0	866.6
	Adj. Operating Profit	2.6	48.1	68.0	164.8	283.6	23.6	55.8

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(Billions of yen)

		FY2024			Change			FY2024 (Forecast)
		1Q	2Q	1H	1Q	2Q	1H	
Orders	Vertical	33.4	45.7	79.2	20.2	21.6	41.9	200.0
	Horizontal	75.7	68.1	143.9	16.0	-5.9	10.1	310.0
	(%)	150%	116%	130%				114%
	Total	109.2	113.8	223.1	36.3	15.7	52.0	510.0
	[Japan*]	[68.7]	[79.0]	[147.7]	[25.4]	[20.0]	[45.5]	[290.0]
	[Outside Japan*]	[40.5]	[34.8]	[75.3]	[10.9]	[-4.3]	[6.5]	[220.0]
Revenue	Vertical	29.4	33.8	63.2	19.1	11.2	30.4	180.0
	Horizontal	67.1	70.3	137.5	7.0	9.6	16.6	270.0
	(%)	137%	125%	131%				122%
	Total	96.5	104.2	200.7	26.1	20.9	47.0	450.0
	[Japan*]	[47.3]	[55.8]	[103.2]	[12.4]	[12.5]	[24.9]	[240.0]
	[Outside Japan*]	[49.1]	[48.3]	[97.5]	[13.7]	[8.3]	[22.1]	[210.0]

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

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

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Breakdown of Regions (International)

(Billions of yen)

		FY2023					FY2024	
		1Q	2Q	3Q	4Q	Total	1Q	2Q
Regions (International)	Revenue	141.0	147.4	157.1	158.5	604.1	142.2	133.4
	Adj. Operating Profit	-3.6	-2.5	3.0	13.5	10.3	-0.5	3.8
Europe	Revenue	96.8	102.1	109.8	110.3	419.1	92.8	90.4
	Adj. Operating Profit	-4.0	-3.2	0.8	8.8	2.3	-0.8	2.1
Americas	Revenue	12.7	13.7	13.1	14.4	54.1	13.9	13.8
	Adj. Operating Profit	0.1	0.4	0.4	2.4	3.4	0.2	1.2
Asia Pacific	Revenue	25.6	25.3	25.4	25.9	102.4	27.4	25.7
	Adj. Operating Profit	-0.1	0.1	1.7	1.8	3.5	-	-
East Asia	Revenue	7.7	9.4	11.2	10.5	39.0	8.3	9.3
	Adj. Operating Profit	0.4	-	0.1	0.6	1.2	-	0.3
Others/ Eliminations	Revenue	-1.9	-3.3	-2.5	-2.7	-10.5	-0.3	-6.0
	Adj. Operating Profit	-	-	-0.1	-0.1	-0.2	-	-

Note: Revenue includes Inter-region revenue.

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Adjusted items from GAAP Free Cash Flow by quarter

(Billions of yen)

	FY2023					FY2024	
	1Q	2Q	3Q	4Q	Total	1Q	2Q
Core Free Cash Flow	182.8	-91.7	-16.0	122.1	197.2	167.7	-74.0
Adjusted items from GAAP Free Cash Flow	-57.2	0.7	50.9	-39.7	-45.2	-37.2	-8.2
Business transfers	-18.8	11.9	56.5	-34.1	15.4	-19.3	-
Business model transformation expenditures	-	-1.1	-2.7	-3.0	-6.9	-10.0	-7.1
M&A related expenditures	-38.4	-10.1	-2.8	-2.5	-53.8	-7.9	-1.1
Free Cash Flow	125.6	-91.0	34.9	82.4	151.9	130.4	-82.2

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Consolidated PL (Current Forecast)

Adjusted Consolidated Results

(Billions of yen)

	FY2023 (Actual)	FY2024 (Forecast)		Change
		Current Forecast	Change vs. Previous Forecast	
Revenue	3,756.0	3,760.0	-	3.9
Adjusted Operating Profit	283.6	330.0	-	46.3
[Adjusted Operating Profit Margin]	[7.6%]	[8.8%]	[-%]	[1.2%]
Financial income (expenses), tax expense, etc.	-47.8	-104.0	-	-56.1
Adjusted Profit for the year	**235.8**	**226.0**	**-**	**-9.8**

Consolidated Results

Revenue	3,756.0	3,760.0	-	3.9
Operating Profit	160.2	310.0	-20.0	149.7
Financial income (expenses), tax expense, etc.	94.2	-98.0	6.0	-192.2
Profit for the year	254.4	212.0	-14.0	-42.4

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Business Segment Information (Service Solutions)

(Billions of yen)

		FY2023 (Actual)	FY2024 (Forecast)		Change	(%)
			Current Forecast	Change vs. Previous Forecast		
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	-

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Trend of Adjusted Operating Profit (Service Solutions)

(Billions of yen)

		1Q	2Q	1H	2H	Total
FY2022	Adjusted Operating Profit	9.0	10.0	19.0	143.9	162.9
	[Adj. Operating profit margin]	[2.0%]	[2.2%]	[2.1%]	[13.3%]	[8.2%]
	Ratio of Annual Total	*5.5%*	*6.1%*	*11.7%*	*88.3%*	*100.0%*
FY2023	Adjusted Operating Profit	20.9	42.5	63.4	173.7	237.2
	[Adj. Operating profit margin]	[4.5%]	[8.2%]	[6.4%]	[15.1%]	[11.1%]
	Ratio of Annual Total	*8.8%*	*17.9%*	*26.7%*	*73.3%*	*100.0%*
FY2024	Adjusted Operating Profit	34.9	53.7	88.7	191.2	280.0
	[Adj. Operating profit margin]	[7.0%]	[10.4%]	[8.7%]	[15.8%]	[12.6%]
	Ratio of Annual Total	*12.5%*	*19.2%*	*31.7%*	*68.3%*	*100.0%*
Change	Adjusted Operating Profit	14.0	11.2	25.2	17.5	42.8
	[Adj. Operating profit margin]	[2.5%]	[2.2%]	[2.3%]	[0.7%]	[1.5%]
	Ratio of Annual Total	*3.7%*	*1.3%*	*5.0%*	*-5.0%*	-

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Assumption used for FY2024 Forecasts

1. Exchange Rates（Average）and Impact of Fluctuation

	FY2023 (Actual)	FY2024			Impact of Exchange Rate Fluctuation 2H (Forecast)*
		1H (Actual)	2H (Forecast)	Change vs. Previous Forecast	
U.S. dollar / Yen	145	153	140	-	-0.4 Billion yen
Euro / Yen	157	166	150	-	-0.1 Billion yen
British pound / Yen	182	195	180	-	0.0 Billion yen

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

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Assumption used for FY2024 Forecasts

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

(Billions of yen)

	1H		Full year		Change vs. Previous Forecast
	FY2023 (Actual)	FY2024 (Actual)	FY2023 (Actual)	FY2024 (Forecast)	
Service Solutions	13.5	11.2	31.5	35.0	-
Hardware Solutions	5.0	4.8	10.9	12.0	-
Ubiquitous Solutions	-	-	-	-	-
Device Solutions	42.0	25.8	78.5	40.0	-20.0
Inter-segment Elim./ Corporate	6.4	5.7	8.7	13.0	-
Capital Expenditures	67.1	47.7	129.7	100.0	-20.0
Depreciation	40.4	37.5	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	61.5	56.4	123.3	120.0	-
[As % of Revenue]	[3.6%]	[3.3%]	[3.3%]	[3.2%]	[-%]

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Notice of Information Disclosure

Integrated Report 2024

The Fujitsu Integrated Report introduces the Fujitsu Group’s initiatives for business activities and value creation comprehensively.

Sustainability Data Book 2024

Group Sustainability Data Book summarizes the Fujitsu Group's social, environmental, and governance policies, organizational structures, internal and external initiatives, and activity targets and results, in accordance with domestic and international information disclosure standards.

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