

# **FY 2019 Financial Results Announcement**

**May 14, 2020**

# **Toward the Creation of a Sustainable Society**

## **Takahito Tokita**

CEO & CDXO  
Fujitsu Limited

# 1. Response to COVID-19

# 1. (1)

# Fujitsu's Policy on the Response to COVID-19 FUJITSU

**We are working hard to fulfill our responsibilities to society and implement business continuity measures while also working to prevent the spread of the virus, prioritizing the safety of the lives of our stakeholders, including our customers, suppliers, employees and their families, and our local communities**

# 1. (2)

## Examples of Responses to COVID-19



### In Japan



CHORDSHIP AI chatbot provided to local governments and healthcare institutions



Free computer programming teaching materials for elementary schools



Free access to virtual desktop services (V-DaaS) for remote workers

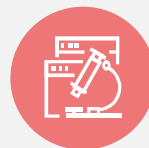


Free access to a database of scientific and technical papers for researchers

### Outside Japan



Deployed IT infrastructure for a temporary hospital in Spain

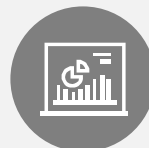


Initiated evaluation of a drug discovery platform in UK  
(Joint development with POLARISqb)

### Internal



Basic policy of working from home



Established a COVID-19 portal site



# 1. (3)

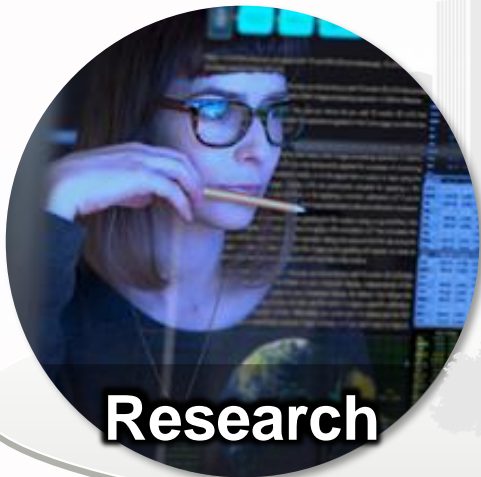
## Fujitsu's Role in the Changing Society After COVID-19

- As society moves increasingly online, Fujitsu is using its understanding of a wide range of industries and its digital technology to build new ways of living centered on people and data



# 1. (4)

## Examples of Utilizing Fujitsu's Digital Technology to Respond to Changes in Society



### Research



### Healthcare



### Public Sector

- Accelerating the drug discovery process with the Digital Annealer (Joint research with PeptiDream)
- Structural prediction using supercomputers

- Reducing the risk of infection in healthcare institutions (online healthcare, etc.)
- Increasing the efficiency of healthcare using AI

- Greater security and reliability through government systems using government cloud services
- Shifting to smart government services

## 2. FY 2019 Results and Ongoing Initiatives

## 2. (1) | Fujitsu's Future Direction



\* Digital transformation (DX): Utilizing digital technologies and data to deliver innovative services and transform business processes.



# Fujitsu's Purpose

**Our purpose is to build trust in all parts of society through innovation, and to create a sustainable world.**



## 2. (3) Steps to Achieve Our Purpose

- We will achieve our purpose by transforming ourselves and creating new value

While embracing diversity and empathizing with people's issues, we will further enhance our necessary technologies and capabilities.

### Internal Transformation



### Value Creation



With a focus on people, by bringing together data and things, we will generate innovation and create value for our customers and society.

### Building Trust in All Parts of Society

Making the World More Sustainable



## 2. (4) Financial Results



### ■ Increase in revenue and profit in Technology Solutions

(billions of yen)

	2018	2019	Variance
Revenue	3,952.4	3,857.7	△94.6
Operating Profit	130.2	211.4	+81.2
Operating Profit Margin	3.3%	5.5%	+2.2%
Profit for the Year	104.5	160.0	+55.4

### Technology Solutions\*

Revenue	3,123.7	3,163.2	+39.5
Operating Profit Margin	4.4%	5.9%	+1.5%

\*Operating profit margin of Technology Solutions plus Other/Elimination and Corporate

## ■ Major Achievements

### Business in Japan

- Expanded service business revenue in a wide range of industries, including manufacturing, distribution, and the public sector
- Improved profit margins with steady progress in major projects, primarily from government agencies and local governments

### Business Outside Japan

- Reformed hardware production structure, concentrating business to profitable entities
- Unified our global delivery structure

### Internal

- Enhanced talent management and hiring systems: started implementation of job-based HR system, hiring high-skilled personnel

## ■ Topics

- Demonstrated world-leading power conservation capabilities with the Fugaku supercomputer
- Launched Ridgelinez as the new company to drive Fujitsu's digital transformation business
- Collaboration Lab to be built to demonstrate 5G solutions



## 2. (6)

# Enhanced Issue Resolution Capabilities under the New Structure



- Contributing to the creation of a new society through new organizations responsible for analyzing trends in society and technology, researching cutting-edge technology, and promoting DX business



Driving Digital Transformation

### Ridgelinez

Supporting DX with the optimal technology for customers, working to truly and fundamentally resolve issues facing our customers, including management and business issues, from a customer centric perspective



Enhancing Think Tank Capabilities

### Fujitsu Future Studies Center

Supporting the formulation and implementation of medium-to-long term strategy for the Fujitsu Group by comprehensively investigating and analyzing trends in cutting-edge technology and international affairs



Contributing to the Resolution of Issues in Japanese Society

### New Dedicated Company for Japan

Strongly promoting the modernization and digital transformation of customer systems, while also contributing to the creation of a sustainable society through efforts to address increasingly complex social issues

## 2. (7) | Ongoing Initiatives

- Continuing our efforts toward internal transformation and creating value for customers



- We will refrain at this time from announcing our financial forecast for FY 2020 and our management direction progress review.
- Impact of COVID-19 to be announced as soon as we can make a reasonable estimate.
- We continue to make every effort towards achieving the growth measures in FY 2020 and beyond.



2. (9)

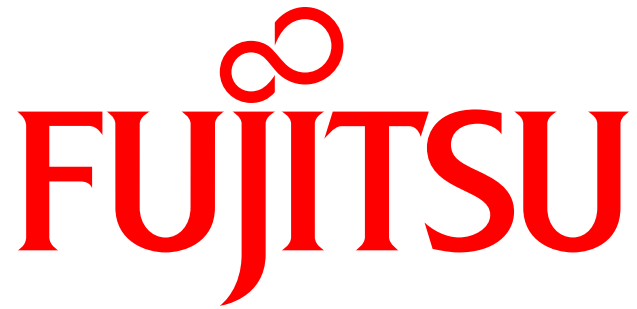
## Towards the Creation of a Sustainable Society

FUJITSU



**Build trust in all parts of society through innovation  
towards the creation of a more sustainable world**





shaping tomorrow with you