

**3Q**  
**FY2016**

January 31, 2017



shaping tomorrow with you

# **Consolidated Financial Results**

## **Fujitsu Limited**

# Contents

---



## **1. Financial Results for 3Q FY2016**

- (1) Financial Results / Business Segment Information
- (2) Cash Flows
- (3) Assets, Liabilities and Equity

## **2. Earnings Forecast for FY2016**

- (1) Financial Forecast / Business Segment Information

## **(Reference)**

- (1) Supplementary Information for FY2016 Forecasts
- (2) Business Segment Information [Quarterly Breakdown of Results]
- (3) Business Segment Information [9 Months]
- (4) Financial Results of Consolidated Subsidiaries Outside Japan

# Contents

---



## **1. Financial Results for 3Q FY2016**

- (1) Financial Results / Business Segment Information
- (2) Cash Flows
- (3) Assets, Liabilities and Equity

## **2. Earnings Forecast for FY2016**

- (1) Financial Forecast / Business Segment Information

## **(Reference)**

- (1) Supplementary Information for FY2016 Forecasts
- (2) Business Segment Information [Quarterly Breakdown of Results]
- (3) Business Segment Information [9 Months]
- (4) Financial Results of Consolidated Subsidiaries Outside Japan



# Financial Results [9 Months]



(Billions of yen)

	9 Months FY2015 (Actual)	9 Months FY2016 (Actual)	Change	
				(%)
Revenue	3,408.2	3,200.5	-207.6	-6.1
Operating Profit	1.6	63.2	61.6	-
[Business Model Transformation Expenses]	[-21.9]	※ [-7.4]	[14.4]	-
[Operating Profit Margin]	[0.0%]	[2.0%]	[2.0%]	
Profit for the Period Before Income Taxes	16.8	68.1	51.3	305.2
Profit for the Period Attributable to Owners of the Parent	-10.6	32.2	42.9	-

※ Business outside Japan for EMEIA -7.4

## Exchange Rate

U.S. dollar / Yen	122	107	-15	-12.3
Euro / Yen	134	118	-16	-11.9
British pound / Yen	187	142	-45	-24.1
Euro / U.S. dollar	1.10	1.11	0.01	0.9

Ratio of Revenue Outside Japan                      42.0%                      37.8%                      -4.2%

# Business Segment Information [3Q]

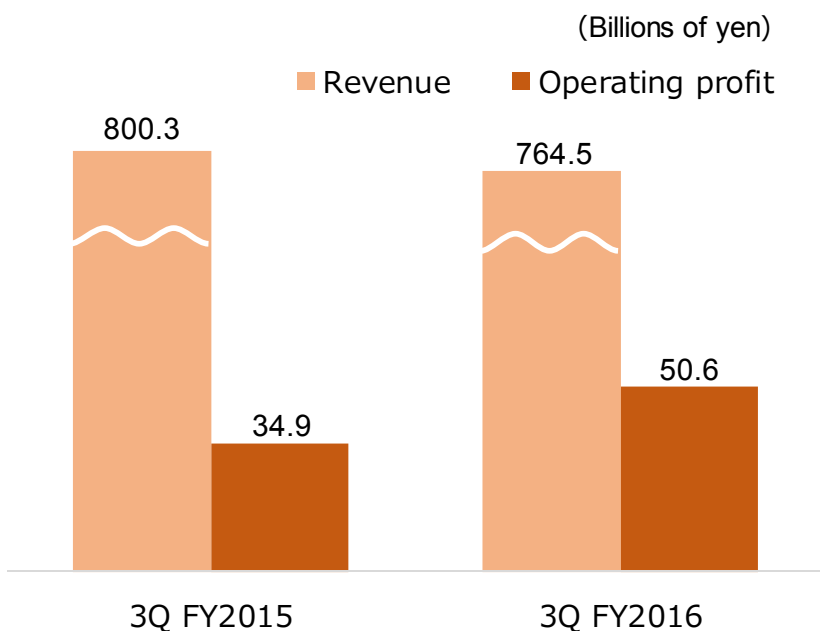


(Billions of yen)

		3Q FY2015 (Actual)	Business Model Transformation Expenses	3Q FY2016 (Actual)	Business Model Transformation Expenses	Change	Business Model Transformation Expenses	(%)	Change(%) Constant Currency
Revenue	Technology Solutions	800.3	-	764.5	-	-35.7	-	-4.5	1
	Services	681.6	-	639.3	-	-42.3	-	-6.2	-0
	System Platforms	118.6	-	125.2	-	6.5	-	5.5	8
	Ubiquitous Solutions	259.2	-	259.6	-	0.3	-	0.1	3
	Device Solutions	151.6	-	137.0	-	-14.6	-	-9.6	-4
	Other/Elimination and Corporate	-44.3	-	-45.7	-	-1.4	-	-	-
	<b>Total</b>	<b>1,166.9</b>	<b>-</b>	<b>1,115.4</b>	<b>-</b>	<b>-51.4</b>	<b>-</b>	<b>-4.4</b>	<b>1</b>
OPPL	Technology Solutions	34.9	-15.9	50.6	-6.4	15.6	9.5	44.8	
	Services	40.2	-4.3	35.0	-5.8	-5.2	-1.5	-13.0	
	System Platforms	-5.2	-11.5	15.6	-0.5	20.9	11.0	-	
	Ubiquitous Solutions	-1.0	-1.6	9.6	-1.0	10.7	0.6	-	
	Device Solutions	5.7	-	4.3	-	-1.4	-	-24.4	
	Other/Elimination and Corporate	-25.6	-	-27.3	-	-1.7	-	-	
	<b>Total</b>	<b>14.0</b>	<b>-17.6</b>	<b>37.3</b>	<b>-7.4</b>	<b>23.2</b>	<b>10.1</b>	<b>165.8</b>	

## Technology Solutions

### [ Revenue and Operating Profit ]



(Billions of yen)

Technology Solutions	3Q FY2015 (Actual)	3Q FY2016 (Actual)	Change	
				(%)
Revenue	800.3	764.5	-35.7	-4.5
Services	681.6	639.3	-42.3	-6.2
System Platforms	118.6	125.2	6.5	5.5
Operating profit	34.9	50.6	15.6	44.8
[Business Model Transformation Expenses]	[-15.9]	[-6.4]	[9.5]	-
[Operating profit margin]	[4.4%]	[6.6%]	[2.2%]	

### Revenue (breakdown)

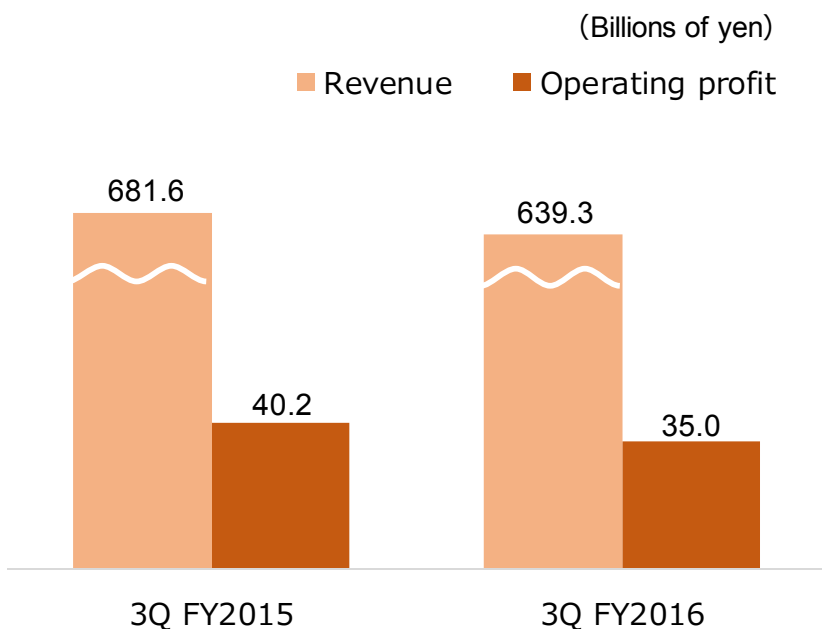
Japan	472.7	503.4	30.7	6.5
Outside Japan	327.6	261.1	-66.4	-20.3

**[Revenue]** Revenue increased in Japan, primarily in Services and network products. Outside Japan, revenue fell due to poor sales, particularly in Europe, in addition to the effects of the strong yen.

**[Operating Profit]** Operating profit rose in Services in Japan, and System Platforms improved significantly, particularly in network products.

## Technology Solutions (Services)

### [ Revenue and Operating Profit ]



(Billions of yen)

Services	3Q FY2015 (Actual)	3Q FY2016 (Actual)	Change	
				(%)
Revenue	681.6	639.3	-42.3	-6.2
Solutions/SI	237.1	250.7	13.5	5.7
Infrastructure Services	444.5	388.6	-55.9	-12.6
Operating profit	40.2	35.0	-5.2	-13.0
[Business Model Transformation Expenses]	[-4.3]	[-5.8]	[-1.5]	-
[Operating profit margin]	[5.9%]	[5.5%]	[-0.4%]	

### Revenue (breakdown)

Japan	393.2	410.9	17.7	4.5
Outside Japan	288.4	228.4	-60.0	-20.8

**[Revenue]** Revenue from system integration services continued to rise, exceeding that of the same period the previous year, which already was at a high level. Revenue fell for infrastructure services due to the significant impact of the strong yen outside Japan, in addition to weak sales, especially in Europe.

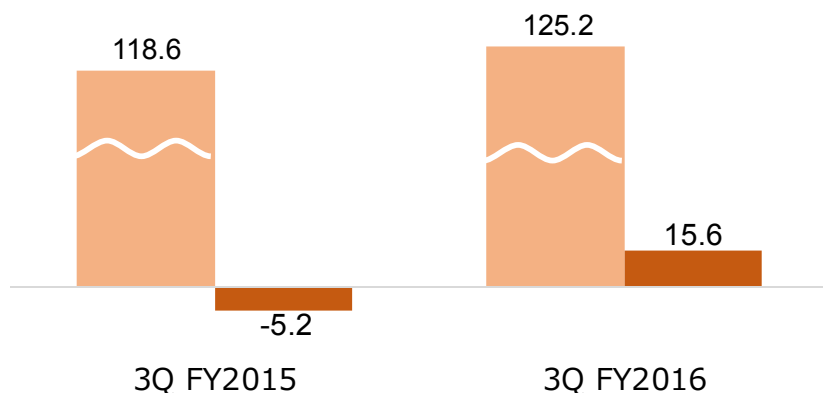
**[Operating Profit]** Operating profit fell because of weak sales in the Services sub-segment outside Japan, particularly in Europe, and because of increased business model transformation expenses compared to the same period in fiscal 2015.



## Technology Solutions (System Platforms)

### [ Revenue and Operating Profit ]

(Billions of yen)  
■ Revenue ■ Operating profit



(Billions of yen)

System Platforms	3Q FY2015 (Actual)	3Q FY2016 (Actual)	Change	
				(%)
Revenue	118.6	125.2	6.5	5.5
System Products	56.8	54.7	-2.0	-3.7
Network Products	61.8	70.4	8.6	14.0
Operating profit	-5.2	15.6	20.9	-
[Business Model Transformation Expenses]	[-11.5]	[-0.5]	[11.0]	-
[Operating profit margin]	[-4.4%]	[12.5%]	[16.9%]	

### Revenue (breakdown)

Japan	79.5	92.5	13.0	16.4
Outside Japan	39.1	32.7	-6.4	-16.5

**[Revenue]** Revenue rose in network products due to higher demand for mobile phone base stations from telecommunications carriers in Japan.

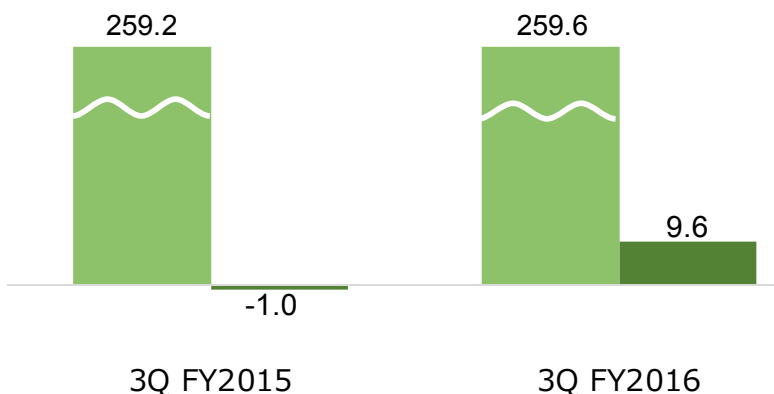
**[Operating Profit]** Operating profit improved due to higher revenue from network products, in addition to the impact of reduced business model transformation expenses compared to the same period in fiscal 2015.

## Ubiquitous Solutions

### [ Revenue and Operating Profit ]

(Billions of yen)

■ Revenue ■ Operating profit



(Billions of yen)

Ubiquitous Solutions	3Q FY2015 (Actual)	3Q FY2016 (Actual)	Change	
				(%)
Revenue	259.2	259.6	0.3	0.1
PCs/ Mobile Phones	162.8	155.4	-7.3	-4.5
Mobilewear	96.4	104.1	7.7	8.1
Operating profit	-1.0	9.6	10.7	-
[Business Model Transformation Expenses]	[-1.6]	[-1.0]	[0.6]	-
[Operating profit margin]	[-0.4%]	[3.7%]	[4.1%]	

### Revenue (breakdown)

Japan	164.7	171.9	7.1	4.3
Outside Japan	94.4	87.6	-6.7	-7.2

**[Revenue]** Revenue from mobile phones fell due to the impact of the slowdown in the growth of the smartphone market. Revenue rose for Mobilewear, particularly in Japan.

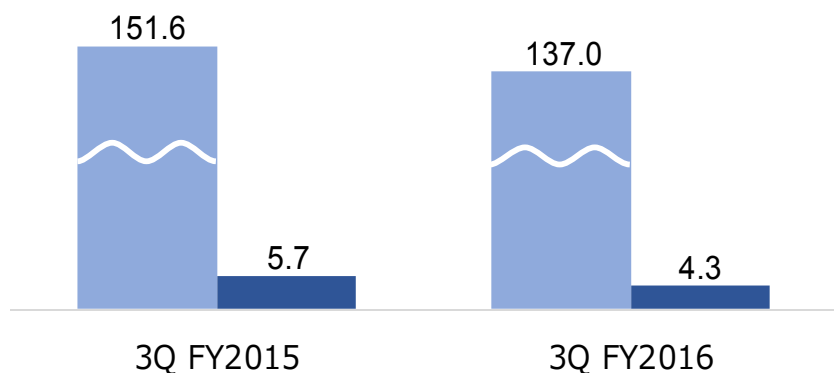
**[Operating Profit]** Operating profit improved because of continuing cost efficiencies, in addition to the impact of lower costs for dollar-denominated components as a result of the strong yen.

## Device Solutions

### [ Revenue and Operating Profit ]

(Billions of yen)

■ Revenue ■ Operating profit



(Billions of yen)

Device Solutions	3Q FY2015 (Actual)	3Q FY2016 (Actual)	Change	
				(%)
Revenue	151.6	137.0	-14.6	-9.6
LSI	78.2	68.1	-10.1	-13.0
Electronic Components	73.7	69.2	-4.4	-6.1
Operating profit	5.7	4.3	-1.4	-24.4
[Operating profit margin]	[3.8%]	[3.2%]	[-0.6%]	

### Revenue (breakdown)

Japan	73.5	62.1	-11.4	-15.6
Outside Japan	78.0	74.9	-3.1	-4.0

**[Revenue]** Revenue fell because of the impact of lower demand for LSI devices, as well as the strong yen.

**[Operating Profit]** Operating profit fell on lower revenue from LSI devices and an adverse impact from foreign exchange movements.

## Cash Flows

(Billions of yen)

	9 Months FY2015 (Actual)	9 Months FY2016 (Actual)	Change
<b>I Cash flows from operating activities</b>	33.0	94.2	61.1
<b>II Cash flows from investing activities</b>	-116.6	-130.9	-14.3
<b>I + II Free Cash Flow</b>	-83.6	-36.7	46.8
<b>III Cash flows from financing activities</b>	84.9	38.9	-46.0
<b>IV Cash and Cash Equivalents at End of Period</b>	364.4	380.9	16.4

# Assets, Liabilities and Equity

(Billions of yen)

	Year-end FY2015	End of 3Q FY2016	Change
<b>Total Assets</b>	3,226.3	3,161.3	-64.9
<b>Total Liabilities</b>	2,300.0	2,215.1	-84.9
<b>Total Equity</b>	926.2	946.2	19.9
<b>Total Equity Attributable to Owners of the Parent</b>	782.7	809.5	26.8

## Reference: Financial Indices

<b>Interest-bearing Loans</b>	534.9	612.8	77.9
<b>Net Interest-bearing Loans</b>	154.1	231.9	77.8
<b>D/E Ratio (Times)</b>	0.68	0.76	0.08
<b>Net D/E Ratio (Times)</b>	0.20	0.29	0.09
<b>Equity Attributable to Owners of the Parent Ratio (%)</b>	24.3	25.6	1.3

# Contents

---



## 1. Financial Results for 3Q FY2016

- (1) Financial Results / Business Segment Information
- (2) Cash Flows
- (3) Assets, Liabilities and Equity

## 2. Earnings Forecast for FY2016

- (1) Financial Forecast / Business Segment Information

## (Reference)

- (1) Supplementary Information for FY2016 Forecasts
- (2) Business Segment Information [Quarterly Breakdown of Results]
- (3) Business Segment Information [9 Months]
- (4) Financial Results of Consolidated Subsidiaries Outside Japan

# Financial Forecast



(Billions of yen)

	FY2015 (Actual)	FY2016(Forecast)		Change	(%)
		Current Forecast	Change vs. Previous Forecast		
<b>Revenue</b>	4,739.2	4,500.0	-	-239.2	-5.0
<b>Operating Profit</b>	120.6	120.0	-	-0.6	-0.5
<b>[Business Model Transformation Expenses]</b>	[-41.5]	[-45.0]	[ - ]	[-3.4]	-
<b>[Operating Profit Margin]</b>	[2.5%]	[2.7%]	[-%]	[0.2%]	
<b>Profit for the Year Attributable to Owners of the Parent</b>	86.7	85.0	-	-1.7	-2.0

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

<b>U.S. dollar / Yen</b>	120	* 105	-	-15	-12.5
<b>Euro / Yen</b>	133	* 115	-	-18	-13.5
<b>British pound / Yen</b>	181	* 140	-	-41	-22.7
<b>Euro / U.S. dollar</b>	1.11	* 1.05	-0.10	-0.06	-5.4

**Ratio of Revenue Outside Japan**                      40.0%                      38.2%                      -0.8%                      -1.8%

Earnings Forecast  
for FY2016

# Financial Forecast



(Billions of yen)

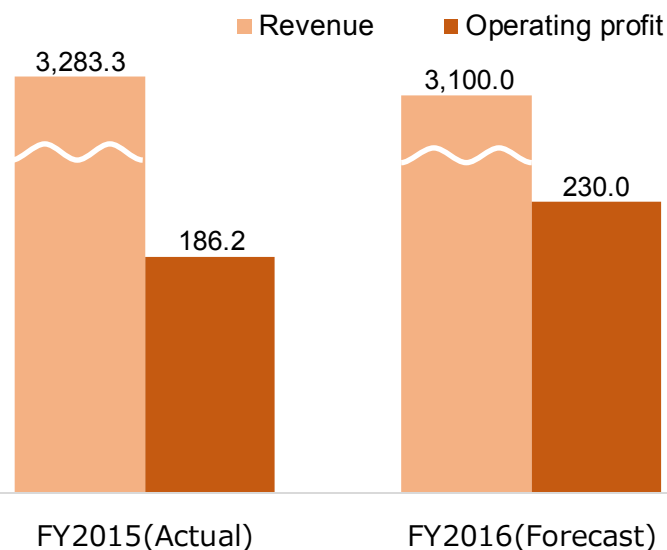
		FY2015 (Actual)	FY2016 (Forecast)						Change	Business Model Transformation Expenses
			Business Model Transformation Expenses	Current Forecast	Business Model Transformation Expenses	Change vs. Previous Forecast	Business Model Transformation Expenses	Business Model Transformation Expenses		
Revenue	Technology Solutions	3,283.3	-	3,100.0	-	-40.0	-	-183.3	-	
	Services	2,765.1	-	2,590.0	-	-40.0	-	-175.1	-	
	System Platforms	518.1	-	510.0	-	-	-	-8.1	-	
	Ubiquitous Solutions	1,040.9	-	1,015.0	-	30.0	-	-25.9	-	
	Device Solutions	603.9	-	550.0	-	-	-	-53.9	-	
	Other/Elimination and Corporate	-188.8	-	-165.0	-	10.0	-	23.8	-	
	<b>Total</b>	<b>4,739.2</b>	<b>-</b>	<b>4,500.0</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-239.2</b>	<b>-</b>	
OPPL	Technology Solutions	186.2	-35.9	230.0	-6.0	-15.0	-6.0	43.7	29.9	
	Services	163.9	-19.1	182.0	-6.0	-13.0	-6.0	18.0	13.1	
	System Platforms	22.3	-16.7	48.0	-	-2.0	-	25.6	16.7	
	Ubiquitous Solutions	-7.6	-5.6	21.0	-1.0	-	-1.0	28.6	4.6	
	Device Solutions	30.3	-	6.0	-	7.0	-	-24.3	-	
	Other/Elimination and Corporate	-88.3	-	-137.0	-38.0	8.0	7.0	-48.6	-38.0	
	<b>Total</b>	<b>120.6</b>	<b>-41.5</b>	<b>120.0</b>	<b>-45.0</b>	<b>-</b>	<b>-</b>	<b>-0.6</b>	<b>-3.4</b>	



## Technology Solutions

### [ Revenue and Operating Profit ]

(Billions of yen)



(Billions of yen)

Technology Solutions	FY2015 (Actual)	FY2016 (Forecast)		Change	Change (%)
		Current Forecast	Change vs. Previous Forecast		
Revenue	3,283.3	3,100.0	-40.0	-183.3	-5.6
Services	2,765.1	2,590.0	-40.0	-175.1	-6.3
System Platforms	518.1	510.0	-	-8.1	-1.6
Operating profit	186.2	230.0	-15.0	43.7	23.5
[Business Model Transformation Expenses]	[-35.9]	[-6.0]	[-6.0]	[29.9]	-
[Operating profit margin]	[5.7%]	[7.4%]	[-0.4%]	[1.7%]	

### Revenue (breakdown)

Japan	2,052.1	2,050.0	10.0	-2.1	-0.1
Outside Japan	1,231.2	1,050.0	-50.0	-181.2	-14.7

**[Revenue]** The forecast for revenue from the Services sub-segment in Europe was revised downward by 40.0 billion yen.  
**[Operating Profit]** The overall operating profit forecast for the segment was revised downward by 15.0 billion yen, including 6.0 billion in reclassified business model transformation expenses and 9.0 billion yen for the combined impact of lower sales and higher component procurement costs due to foreign exchange movements.

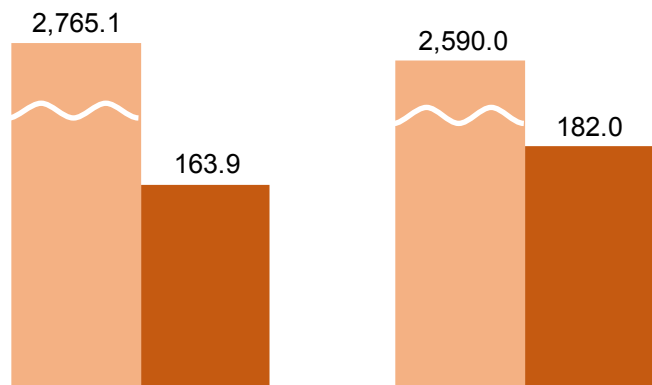
## Technology Solutions (Services)

(Billions of yen)

### [ Revenue and Operating Profit ]

(Billions of yen)

■ Revenue ■ Operating profit



Services	FY2015 (Actual)	FY2016 (Forecast)		Change	Change (%)
		Current Forecast	Change vs. Previous Forecast		
Revenue	2,765.1	2,590.0	-40.0	-175.1	-6.3
Solutions/SI	1,010.9	1,000.0	-	-10.9	-1.1
Infrastructure Services	1,754.2	1,590.0	-40.0	-164.2	-9.4
Operating profit	163.9	182.0	-13.0	18.0	11.0
[Business Model Transformation Expenses]	[-19.1]	[-6.0]	[-6.0]	[13.1]	-
[Operating profit margin]	[5.9%]	[7.0%]	[-0.4%]	[1.1%]	

**[Revenue]** The forecast for revenue from the Services sub-segment in Europe was revised downward by 40.0 billion yen.

**[Operating Profit]** The forecast for operating profit for Services as a whole was revised downward by 13.0 billion yen, including 6.0 billion in reclassified business model transformation expenses and 7.0 billion yen due to the impact of lower revenue and foreign exchange movements.

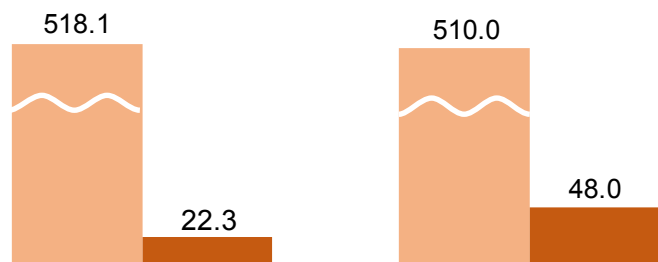
## Technology Solutions (System Platforms)

(Billions of yen)

### [ Revenue and Operating Profit ]

(Billions of yen)

■ Revenue ■ Operating profit



FY2015 (Actual)

FY2016 (Forecast)

System Platforms	FY2015 (Actual)	FY2016 (Forecast)		Change	Change (%)
		Current Forecast	Change vs. Previous Forecast		
Revenue	518.1	510.0	-	-8.1	-1.6
System Products	262.0	255.0	-	-7.0	-2.7
Network Products	256.0	255.0	-	-1.0	-0.4
Operating profit	22.3	48.0	-2.0	25.6	115.2
[Business Model Transformation Expenses]	[-16.7]	[ - ]	[ - ]	[16.7]	-
[Operating profit margin]	[4.3%]	[9.4%]	[-0.4%]	[5.1%]	

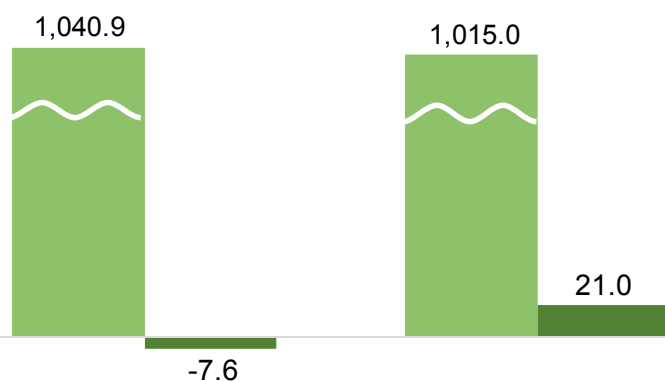
**[Operating Profit]** The forecast for operating profit was revised downward by 2.0 billion yen due to higher component procurement costs because of the impact of foreign exchange movements.

## Ubiquitous Solutions

### [ Revenue and Operating Profit ]

(Billions of yen)

■ Revenue ■ Operating profit



FY2015 (Actual)

FY2016 (Forecast)

(Billions of yen)

Ubiquitous Solutions	FY2015 (Actual)	FY2016 (Forecast)		Change	Change (%)
		Current Forecast	Change vs. Previous Forecast		
Revenue	1,040.9	1,015.0	30.0	-25.9	-2.5
PCs/ Mobile Phones	651.3	610.0	5.0	-41.3	-6.4
Mobilewear	389.5	405.0	25.0	15.4	4.0
Operating profit	-7.6	21.0	-	28.6	-
[Business Model Transformation Expenses]	[-5.6]	[-1.0]	[-1.0]	[4.6]	-
[Operating profit margin]	[-0.7%]	[2.1%]	[-%]	[2.8%]	

### Revenue (breakdown)

Japan	678.3	670.0	20.0	-8.3	-1.2
Outside Japan	362.5	345.0	10.0	-17.5	-4.8

**[Revenue]** Reflecting strong demand, the forecast for Mobilewear has been increased by 25.0 billion yen. The forecast for mobile phones (smartphones) has been increased by 5.0 billion yen.

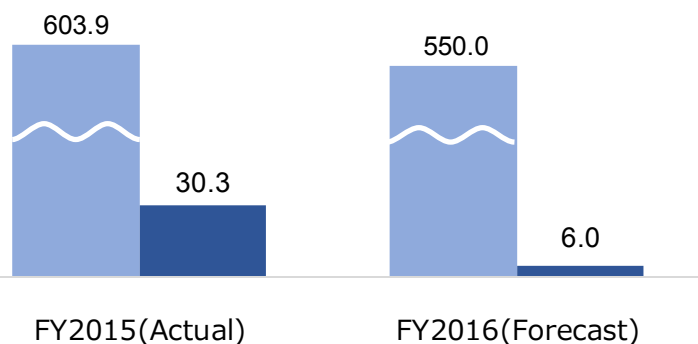
**[Operating Profit]** There has been no change to the forecast for Ubiquitous Solutions as a whole, because the impact of reclassified business model transformation expenses, as well as the impact of foreign exchange movements, will be covered by the effects of higher revenue and further cost efficiencies.

## Device Solutions

### [ Revenue and Operating Profit ]

(Billions of yen)

■ Revenue ■ Operating profit



(Billions of yen)

Device Solutions	FY2015 (Actual)	FY2016 (Forecast)		Change	Change (%)
		Current Forecast	Change vs. Previous Forecast		
Revenue	603.9	550.0	-	-53.9	-8.9
LSI	314.6	265.0	-	-49.6	-15.8
Electronic Components	290.7	285.0	-	-5.7	-2.0
Operating profit	30.3	6.0	7.0	-24.3	-80.3
[Operating profit margin]	[5.0%]	[1.1%]	[1.3%]	[-3.9%]	
<b>Revenue (breakdown)</b>					
Japan	289.7	245.0	-	-44.7	-15.4
Outside Japan	314.2	305.0	-	-9.2	-2.9

**[Operating Profit]** The forecast has been revised upwards by 7.0 billion yen because the fall in demand has bottomed out, and an underlying recovery can be seen, in addition to the impact of foreign exchange movements in the third quarter.

# Contents

---



## 1. Financial Results for 3Q FY2016

- (1) Financial Results / Business Segment Information
- (2) Cash Flows
- (3) Assets, Liabilities and Equity

## 2. Earnings Forecast for FY2016

- (1) Financial Forecast / Business Segment Information

## **(Reference)**

- (1) Supplementary Information for FY2016 Forecasts
- (2) Business Segment Information [Quarterly Breakdown of Results]
- (3) Business Segment Information [9 Months]
- (4) Financial Results of Consolidated Subsidiaries Outside Japan

(Reference) **Supplementary Information for FY2016 Forecasts**



1. Exchange Rates (Average) and Impact of Fluctuation

	FY2015 (Actual)	FY2016			Impact of Exchange Rate Fluctuation 4Q(Forecast)*
		9 Months (Actual)	4Q (Forecast)	Change vs. Previous Forecast	
U.S. dollar / Yen	120	107	105	-	-0.1 Billion yen
Euro / Yen	133	118	115	-	0.0 Billion yen
British pound / Yen	181	142	140	-	0.0 Billion yen
Euro / U.S. dollar	1.11	1.11	1.05	-0.10	-0.5 Billion yen

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

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

# (Reference) Supplementary Information for FY2016 Forecasts



## 2. Cash Flows

(Billions of yen)

	9 Months		Full year		Change vs. Previous Forecast
	FY2015(Actual)	FY2016(Actual)	FY2015(Actual)	FY2016(Forecast)	
(A) CF from Operating Activities	33.0	94.2	253.0	250.0	-
(B) CF from Investing Activities	-116.6	-130.9	-164.3	-190.0	-
(A)+(B) Free Cash Flows	-83.6	-36.7	88.7	60.0	-

## 3. Capital Expenditures and Depreciation (Property, Plant and Equipment)

(Billions of yen)

	9 Months		Full year		Change vs. Previous Forecast
	FY2015(Actual)	FY2016(Actual)	FY2015(Actual)	FY2016(Forecast)	
Technology Solutions	52.5	43.0	80.8	85.0	-
Ubiquitous Solutions	6.7	8.2	9.5	13.0	-
Device Solutions	36.2	34.7	55.6	45.0	-
Other / Corporate	5.5	5.9	10.0	12.0	-
Capital Expenditures	101.1	91.9	156.0	155.0	-
Depreciation	88.9	84.9	119.8	120.0	-



(Reference) **Supplementary Information for FY2016 Forecasts**



4. R&D Expenses

(Billions of yen)

	9 Months		Full year		Change vs. Previous Forecast
	FY2015 (Actual)	FY2016 (Actual)	FY2015 (Actual)	FY2016 (Forecast)	
R&D Expenses	133.6	125.0	179.8	180.0	-
As % of Revenue	[3.9%]	[3.9%]	[3.8%]	[4.0%]	[-%]

5. Shipments

(Millions of units)

	Full year		Change vs. Previous Forecast
	FY2015 (Actual)	FY2016 (Forecast)	
PC	4.0	4.0	-
Mobile Phone	3.6	3.2	0.1

(Reference)

# Business Segment Information

## [Quarterly Breakdown of Results]



(Billions of yen)

		FY2015 (Actual)				FY2016 (Actual)		
		1Q	2Q	3Q	4Q	1Q	2Q	3Q
<b>Technology Solutions</b>	Revenue	718.8	799.3	800.3	964.7	672.7	746.3	764.5
	Operating Profit	-4.0	36.3	34.9	118.9	7.1	46.2	50.6
<b>Services</b>	Revenue	611.2	679.8	681.6	792.4	578.3	627.9	639.3
	Operating Profit	9.9	34.4	40.2	79.3	15.0	32.4	35.0
<b>System Platforms</b>	Revenue	107.6	119.5	118.6	172.3	94.4	118.4	125.2
	Operating Profit	-13.9	1.8	-5.2	39.6	-7.8	13.7	15.6
<b>Ubiquitous Solutions</b>	Revenue	243.2	261.8	259.2	276.5	219.8	263.7	259.6
	Operating Profit	-7.6	-4.6	-1.0	5.6	4.6	14.1	9.6
<b>Device Solutions</b>	Revenue	149.9	162.1	151.6	140.1	130.0	139.4	137.0
	Operating Profit	10.7	7.8	5.7	6.0	-1.1	1.4	4.3
<b>Other/Elimination and Corporate</b>	Revenue	-46.9	-47.1	-44.3	-50.4	-36.1	-51.0	-45.7
	Operating Profit	-26.3	-24.7	-25.6	-11.6	-21.7	-24.6	-27.3
<b>Total</b>	Revenue	1,065.0	1,176.2	1,166.9	1,331.0	986.5	1,098.5	1,115.4
	Operating Profit	-27.3	14.8	14.0	118.9	-11.2	37.1	37.3

(Reference)

# Business Segment Information [9 Months]



(Billions of yen)

		9 Months FY2015 (Actual)	Business Model Transformation Expenses	9 Months FY2016 (Actual)	Business Model Transformation Expenses	Change	Business Model Transformation Expenses	(%)	Change(%) Constant Currency
Revenue	Technology Solutions	2,318.6	-	2,183.7	-	-134.8	-	-5.8	-0
	Services	1,972.7	-	1,845.5	-	-127.1	-	-6.4	-1
	System Platforms	345.8	-	338.1	-	-7.6	-	-2.2	1
	Ubiquitous Solutions	764.3	-	743.2	-	-21.0	-	-2.8	1
	Device Solutions	463.7	-	406.5	-	-57.2	-	-12.3	-5
	Other/Elimination and Corporate	-138.4	-	-133.0	-	5.4	-	-	-
	<b>Total</b>	<b>3,408.2</b>	<b>-</b>	<b>3,200.5</b>	<b>-</b>	<b>-207.6</b>	<b>-</b>	<b>-6.1</b>	<b>-1</b>
OPPL	Technology Solutions	67.2	-20.2	103.9	-6.4	36.6	13.7	54.5	
	Services	84.6	-4.3	82.4	-5.8	-2.1	-1.5	-2.5	
	System Platforms	-17.3	-15.8	21.5	-0.5	38.8	15.3	-	
	Ubiquitous Solutions	-13.3	-1.6	28.4	-1.0	41.7	0.6	-	
	Device Solutions	24.3	-	4.6	-	-19.7	-	-81.1	
	Other/Elimination and Corporate	-76.6	-	-73.7	-	2.9	-	-	
	<b>Total</b>	<b>1.6</b>	<b>-21.9</b>	<b>63.2</b>	<b>-7.4</b>	<b>61.6</b>	<b>14.4</b>	<b>-</b>	

# Financial Results of Consolidated Subsidiaries

## Outside Japan[3Q]

(Reference)

(Billions of yen)

		3Q (Actual)					
		FY2015	Expenses to transform business model	FY2016	Expenses to transform business model	Change	Expenses to transform business model
<b>Outside Japan</b>	Revenue	513.2	-	423.4	-	-89.8	-
	Operating Profit	-1.7	-17.6	2.7	-7.4	4.5	10.1
<b>EMEIA</b>	Revenue	262.7	-	204.8	-	-57.9	-
	Operating Profit	-8.2	-17.6	-2.0	-7.4	6.1	10.1
<b>Americas</b>	Revenue	105.8	-	93.2	-	-12.6	-
	Operating Profit	2.4	-	1.8	-	-0.6	-
<b>Asia</b>	Revenue	119.5	-	101.6	-	-17.8	-
	Operating Profit	3.1	-	2.0	-	-1.1	-
<b>Oceania</b>	Revenue	25.1	-	23.6	-	-1.4	-
	Operating Profit	0.8	-	0.9	-	0.0	-

Note: 1.Revenue and operating profit are stated to reflect region of consolidated subsidiaries.

EMEIA・・・Europe, Middle East, India and Africa

2.Revenue includes Inter-region revenue.

# Financial Results of Consolidated Subsidiaries

## Outside Japan[9 Months]

(Reference)

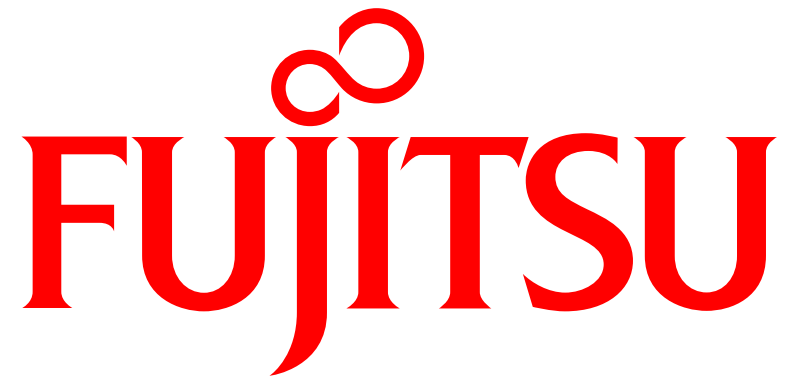
(Billions of yen)

		9 Months (Actual)					
		FY2015	Expenses to transform business model	FY2016	Expenses to transform business model	Change	Expenses to transform business model
<b>Outside Japan</b>	Revenue	1,479.5	-	1,225.9	-	-253.6	-
	Operating Profit	6.2	-17.6	8.8	-7.4	2.6	10.1
<b>EMEIA</b>	Revenue	722.7	-	577.3	-	-145.3	-
	Operating Profit	-9.6	-17.6	1.4	-7.4	11.1	10.1
<b>Americas</b>	Revenue	320.8	-	279.6	-	-41.1	-
	Operating Profit	7.1	-	1.8	-	-5.2	-
<b>Asia</b>	Revenue	355.8	-	296.6	-	-59.1	-
	Operating Profit	7.7	-	4.2	-	-3.4	-
<b>Oceania</b>	Revenue	80.2	-	72.2	-	-7.9	-
	Operating Profit	1.0	-	1.2	-	0.2	-

Note: 1.Revenue and operating profit are stated to reflect region of consolidated subsidiaries.

EMEIA・・・Europe, Middle East, India and Africa

2.Revenue includes Inter-region revenue.



shaping tomorrow with 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, and Asia, including China)
- Rapid changes in the high-technology market (particularly semiconductors, PCs, etc.)
- Fluctuations in exchange rates or interest rates
- Fluctuations in capital markets
- Intensifying price competition
- Changes in market positioning due to competition in R&D
- Changes in the environment for the procurement of parts and components
- Changes in competitive relationships relating to collaborations, alliances and technical provisions
- Risks related to public regulations, public policy and tax matters
- Risks related to product or services defects
- Potential emergence of unprofitable projects
- Risks related to R&D investments, capital expenditures, business acquisitions, business restructuring, etc.
- Risks related to natural disasters and unforeseen events
- Changes in accounting policies