

President's Remarks at Analyst Briefing

Date: May 12, 2008
Presenters: Hiroaki Kurokawa, President
Kuniaki Nozoe, Corporate Senior Executive Vice President

Hiroaki Kurokawa

First, I would like to apologize for delaying our earnings announcement until today. I believe we are at an important turning point in the future growth of Fujitsu, and because I felt it is essential that we prudently deal with our business in the UK and accurately report our deferred tax assets, I gave the order to delay our earnings announcement. I apologize for any concern and inconvenience this may have caused you.

Since 2003, thanks to your support and occasional admonishments, I have served as president. Thinking it was time for new leadership, I appointed Mr. Nozoe as my successor. Thank you again for the support you have given me. Now I would like to introduce Mr. Nozoe.

Kuniaki Nozoe

Thank you. Since it appears that my remarks at the press conference held on March 27, 2008 made their way into various articles, I will make my remarks today short.

Unlike Mr. Kurokawa, who was a systems engineer for his entire career before becoming president of Fujitsu, I have changed divisions every 5-6 years. I feel that people expect from me a new management style that leverages that experience and optimizes the allocation of Fujitsu's resources and technology. When Mr. Kurokawa became president in 2003, Fujitsu was facing a very severe situation. For the past five years, Mr. Kurokawa has managed the company based on four principles: a customer-centric perspective, a firsthand understanding, speed and agility, and timely delivery and quality. I believe the results of his leadership are evident in our fiscal 2007 results. As to how I will lead the company forward based on these results, last year Mr. Kurokawa announced a new medium-term plan, which contains very clear financial targets to meet by fiscal 2009. In addition to these financial targets, there are very specific measures that we must implement to meet those targets, and by implementing each of these one at a time, just as we have showed with our fiscal 2007 results, I believe we can fully meet the targets that have been set.

By managing from a customer-centric perspective, I want to make Fujitsu a strong company, one that is truly a partner to and even more trusted by its customers. A strong company is one that is trusted and valued by its customers as a partner, by its shareholders as a company whose growth they want to support, and by its employees as a company they are very proud to work for. My management efforts will be devoted to making Fujitsu that kind of company.

I look forward to your continued support and guidance.