

Fujitsu Strengthens Management Team for Future Market Dynamics

New business units designed to drive growth and profitability

Munich, February 28, 2011 – Fujitsu Technology Solutions today announces that it is strengthening its management team, and creating three new business units. The moves are designed to ensure that the leading European IT infrastructure provider's offerings continue to be fully aligned with future market dynamics.

Rolf Schwirz marks his fifth month as Chief Executive Officer of Fujitsu Technology Solutions by bolstering his management team. At his side, Thomas Hetmann joins Fujitsu in the role of Chief Financial Officer. Previously, Hetmann was CFO and member of the Board at INA – Holding Schaeffler KG. Former CFO Ralf Russ has decided to leave the company.

To shape all aspects of the company's strategic marketing direction, Claus-Peter Unterberger is appointed as Chief Marketing Officer. After management roles at Apple, Olivetti and Siemens Nixdorf, he joined Oracle in 1998 and served in a variety of positions, most recently that of Senior Vice President Marketing for Europe, Middle East and Africa.

To further support business process alignment and the transformation process, Elke Müller has joined Fujitsu as Head of Business Operations. Elke spent 12 years at Oracle, where last she held the position of Vice President Business Operations.

The creation of three dedicated business units – Services, Maintenance, and Products – ensures that Fujitsu is best aligned to meet the needs of its customers both today and in the future, addressing the evolving IT infrastructure and support needs from large enterprises through to small and mid-size businesses.

A new Service Business unit, headed by Juan Maria Porcar, is formed with a focus on developing both Fujitsu's market share and the the company's growing services offerings portfolio. Currently Managing Director in Spain, Porcar has a strong background in sales, marketing and IT engineering, and will transfer his successful development of the services business in Spain to the entire Central Europe, Middle East, Africa and India (CEMEA&I) region. Benno Zollner, former head of the company's Service Business operations, will take on the role of CIO.

Underlining the increasing relevance of maintaining complex IT infrastructures, Fujitsu is creating a dedicated new Maintenance Business unit, led by Rajat Kakar, who draws on extensive experience in operations, products, purchasing, and engineering, and previously led the company's Workplace Systems unit.

Concentrating on future innovation and changing market opportunities, the new Products Business unit places a strong focus on research and development, in order to ensure that Fujitsu products and solutions are innovative and relevant to market needs. Jens-Peter Seick, who is Senior Vice-President Datacenter Systems, is temporary Head of the Product Business Group and will concentrate on realigning the business while the search for a permanent head is underway.

Fujitsu is also establishing a new sales cluster structure for the CEMEA&I region, based upon sales specialization and dedicated account management requirements. Western Europe is headed by Pierfilippo Roggero, while Niamh Spelman leads the Eastern Europe, Middle East, Africa and India region.

In addition, Fujitsu is creating a new team to meet today's changing IT buying patterns. A central part of the company's sales model is to open up new channels such as online and mobile for enterprise and SMB customer. A professional Online Store will be established and managed by Kai Nikolaizig, who joins the company as Head of Online Business.

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About Fujitsu

Fujitsu is a leading provider of ICT-based business solutions for the global marketplace. With approximately 170,000 employees supporting customers in 70 countries, Fujitsu combines a worldwide corps of systems and services experts with highly reliable computing and communications products and advanced microelectronics to deliver added value to customers. Headquartered in Tokyo, Fujitsu Limited (TSE:6702) reported consolidated revenues of 4.6 trillion yen (US\$50 billion) for the fiscal year ended March 31, 2010. For more information, please see: www.fujitsu.com

About Fujitsu Technology Solutions

Fujitsu Technology Solutions is the leading European IT infrastructure provider with a presence in all key markets in Europe, the Middle East and Africa, plus India, serving large-, medium- and small-sized companies as well as consumers. With its Dynamic Infrastructures approach, the company offers a full portfolio of IT products, solutions and services, ranging from clients to datacenter solutions, Managed Infrastructure and Infrastructure-as-a-Service. Fujitsu Technology Solutions employs more than 13,000 people and is part of the global Fujitsu Group. For more information, please see: ts.fujitsu.com/aboutus.

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