# Annual Report

For the year ended March 31, 2011

FUJITSU TEN LIMITED

#### MESSAGE FROM THE PRESIDENT

Please accept our gratitude for your continued support. Enclosed, please find the report for FUJITSU TEN's 41st term (April 2010 to March 2011).

We at FUJITSU TEN express our heartfelt condolences to all victims of the Great East Japan Earthquake on 11 March, and we extend our deepest wishes for the early recovery of the disaster-stricken regions.



Takashi Shigematsu, President

#### (1) Economy for the current term

Although the economy for the current term began to rebound with improvements in business earnings and a pickup in equipment investments due to recovery in overseas economies, with a focus on China, and the effects of stimulus programs, the momentum of the recovery stalled in the second half of the year.

### (2) Current conditions of the automotive industry and areas of business at FUJITSU TEN

Due to expanded sales in China and developing markets and recovering demand in the North American market, globally the automotive industry has surpassed the level of sales that existed before the financial crisis since the fall of 2008. In Japan, with the end of the subsidy system for eco-cars, there was a dramatic reduction in automobile sales in the second half of the year. As a result, sales did not recover to the level that existed before the financial crisis since the fall of 2008. The domestic market experienced a significant shift in sales toward compact cars and eco-cars.

Our areas of business have experienced further price reductions. This has been caused by a transition toward less expensive products in mainstream sales such as for memory navigation, due to the maturation of the navigation products market, and companies relocating their product manufacturing operations to China to lower sales prices. Although smartphones and other general information terminals have been relatively unassociated with automobiles, the routing assistance services and automobile-related content provided for such devices has been enhanced, resulting in increasing market competition with navigation products. Further, existing on-board instrumentation businesses are moving away from the traditional model of the delivery of individual devices, and quickly toward the delivery of a complete system made up of a

combination of devices, such as a cockpit module that combines, for example, infotainment devices with the instrument panel.

#### (3) Approach for the current term

During the current term, we focused our approach on business and product innovations, the expansion of overseas business and innovations for related structural reorganization and corporate culture, and polices for the training of personnel. For business and product innovations, we integrated the FUJITSU Group's IT technology with our own on-board technology, and moved forward with activities with a specific "Linked" business. To expand overseas businesses, we introduced a system of executive directors for each region, strengthened our system in China with integrated regional functions for FUJITSU TEN TRADING (TIANJIN) LTD, and promoted the establishment of bases in Brazil and India.

Further, to strengthen business quality, we have shifted human resources to strategic areas such as sales departments and development departments.

#### (4) Effects of the Great East Japan Earthquake

Industries in Japan were inflicted with enormous direct and indirect damage as a result of the Great East Japan Earthquake on 11 March, and are now faced with major difficulties. Even the automotive industry was greatly affected, with domestic automotive manufacturers shutting down operations for an extended period of time.

FUJITSU TEN suffered no human injuries or serious equipment damage at any of our locations. However, our supply of parts was interrupted due to damage incurred by our suppliers, and as a result of domestic automotive manufacturers shutting down their operations we halted delivery of our products. Therefore, the situation left us with no choice but to shut down our operations or continue running only some lines. Overseas locations also halted the manufacture of products for the domestic market. As a result of these circumstances, consolidated sales and earnings fell short of initial expectations.

#### (5) Results for the current term

The results for the current term were affected by changes in the business environment and the Great East Japan Earthquake, as described above. In response to changes in the business environment, we focused our approach on reorganization of the business structure. However, these efforts are still ongoing, and have had limited effect during the current term. As a result, consolidated sales reached \(\frac{4}{2}69.0\) billion (a 7.7% drop compared to the previous term). Regarding profit and loss, we achieved an operating profit of \(\frac{4}{4}80\) million (down \(\frac{4}{5}.89\) billion from the previous term). However, currency exchange rates due to the strong yen resulted in an ordinary profit of \(-\frac{4}{1}.16\) billion (down \(\frac{4}{6}.58\) billion from the previous term). Since long-term effects are expected from the Great East Japan Earthquake, we are carefully considering possibility of deferred tax assets recovery. As a result of the reversal of deferred

tax assets at the end of the current term, net profit for the current term is -\frac{\pmaps}{9.83} billion (down \frac{\pmaps}{13.52} billion from the previous term). Non-consolidated sales reached \frac{\pmaps}{212.3} billion (a 9.6% drop compared to the previous term). Regarding profit and loss, operating profit was -\frac{\pmaps}{6.28} billion (down \frac{\pmaps}{5.56} billion from the previous term), ordinary profit was -\frac{\pmaps}{5.16} billion (down \frac{\pmaps}{8.09} billion from the previous term), and net profit for the current term was -\frac{\pmaps}{12.13} billion (down \frac{\pmaps}{16.08} billion from the previous term).

#### (6) Year-end dividends

Interim dividends were paid on 1 December 2010 at ¥85 per share. However, due to the results for the current term and consideration for the future, we have decided to forego paying year-end dividends. We deeply regret that we are unable to fulfill the expectations of our shareholders.

#### (7) Future business environment

Regarding the future business environment, continued economic growth is expected in China and emerging countries. However, there is also the risk of an economic downturn due to the high cost of resources such as oil.

The automotive industry, although sluggish in developed markets, continues to expand in developing markets, and its presence there is expected to grow stronger. Domestic markets are expected to continue experiencing the effects of the Great East Japan Earthquake for the foreseeable future, with no forecast for recovery at the present time.

On-board instrumentation is expected to see further price reductions and increased competition from smartphones and similar devices. Further, the proliferation of network infrastructure between the interior and exterior of automobiles and the development of thin clients is expected to lead to the establishment of a "software business" business model.

#### (8) The challenges to overcome

#### **Recovery from the Great East Japan Earthquake**

We will make every effort to return production to normal levels as soon as possible. We are greatly concerned that the inevitable drop in sales due to reductions in production and delivery will result in a drop in profit for FY2011. Therefore, we will make every effort to cut costs further and strengthen business quality, and make use of every means available to overcome this crisis.

#### Medium- to long-term approach

As the business environment goes through a period of change, we are aiming for growth in new areas and reorganizing our business structure for the future. Existing areas of business are being reviewed from the perspective of restructuring, as we secure resources for entering new areas of business. We will take full advantage of the management resources of the FUJITSU Group to move aggressively into the new businesses.

#### 1. Business structure, product innovations

The maturation of markets is progressing, including rapid price reductions for the main navigation products. Within this environment, we are aiming to establish an operating base for on-board information services and systems. For example, we are expanding center-linked services and constructing automobile portal sites as "Linked" businesses.

In the field of AE/ITS, rather than stop with the development of traditional ECU and sensor units, our aim is to combine these components to provide a complete system to automotive manufacturers. We are working on the development of system products such as power train and other vehicle control systems, and safety systems that use millimeter wave radar and on-board cameras. Further, we are actively forming alliances with other companies to achieve these goals.

#### 2. Expansion of regions and customers

We are working toward business expansion in China and emerging countries, in order to respond to the transitions in growing markets. Specifically, we will strengthen our system centered on the Chinese market, while seeking links with local manufacturers to accelerate the development of business locally. Further, we will establish bases in Brazil and India to develop new businesses, and strengthen our activities in the ASEAN region.

#### 3. Reorganization of financial structure

In order to adapt to lower prices and strengthen our cost competitiveness, we will move forward with the development of platforms and standardized technologies to expand sales of commoditized products. Further, in addition to the continuation and strengthening of traditional activities such as thorough target costing and profit control, we will promote the creation of management control systems in each region.

#### (9) Corporate philosophy

Since its founding, the FUJITSU TEN Group has strived to develop products and provide services that go beyond our customers' expectations, as our main corporate philosophy is "MAKOTO ("sincerity" in Japanese)", that is, to make sincere contributions to both our customers and society.

Finally, we would like to express our sincere gratitude to all our shareholders and ask for your continuous guidance and support in years to come.

June 2011

#### **OUTLOOK FOR BUSINESS**

#### 1. General overview

#### Corporate governance

#### **Introduction of System of Corporate Executive Officers**

Last June, the management monitoring functions of the board of directors were separated, the board was reorganized, and a system of corporate executive officers was introduced. The primary goal of these changes was to strengthen corporate governance by focusing on management monitoring functions from the perspective of shareholders and the entire group. In addition, these changes will lead to faster decision making and more efficient business operations, by delegating decision-making authority to the corporate executive officers.

#### **Business strategy**

#### Connections with the Fujitsu Group

Since the previous term, we have utilized the management resources of automotive businesses in the Fujitsu Group to start activities to create new value in automobiles. The aim is to select, based on conditions, from a variety of communication methods that link the interior and exterior of a vehicle to provide accurate information. We are developing the component technologies and software services to achieve this goal. During the current term, we moved forward on planning and development with ITS (Intelligent Transport Systems), which coordinate infrastructure with the systems linked to it utilizing smartphones and peripheral monitoring technology such as "Mutli Angle Vision<sup>TM</sup>" and millimeter wave radar. In addition, we participated in smart grid validation testing in Japan. On 1 April 2011, we established a new Network Division to press forward with these activities.

#### Quality

## Winner of J.D. Power and Associates quality satisfaction survey over consecutive years

FUJITSU TEN CORP. OF AMERICA received the highest quality award in the AM/FM/Multi CD Changer/Satellite Radio category in the car audio quality satisfaction survey, for improvements in reception performance and CD insertion/ejection performance. The survey was implemented by J.D. Power and Associates for consumers who have purchased a new 2010 model car in North America. This is the second consecutive award received from this survey, following last year's award in the AM/FM/Single CD/Satellite Radio category. We believe that consecutive awards were possible because we collect customers opinions throughout the year based on a variety of indicators, and promptly return the results as continuous feedback to the design process.

#### **Global environment**

#### Implementation of Design for Environment (DfE)

FUJITSU TEN makes every effort starting at the planning stage to reduce the burden our products place on the environment (Design for Environment: DfE). We have developed an "LCA calculation system", an "environmental efficiency factor calculation system", and a "green evaluation system" to quantitatively assess DfE level. These systems allow us to develop environmentally friendly products, and greatly reduce the amount of time required for engineers to calculate environmental load. This major reduction in time and work for the calculation of environmental load won FUJITSU TEN the "Seventh LCA Japan Forum Incentive Award". In the future, we will streamline the framework for assessing the degree of DfE, and start operations across all products in FY2011.

#### Primary activities of group companies

#### Acquisition of Technosepta Co., Ltd.

On 1 July of last year, FUJITSU TEN acquired 60% of outstanding shares in Technosepta Co., Ltd., a supplier of resin molded parts. The acquisition of this subsidiary allows FUJITSU TEN to strengthen our technologies regarding resin molded parts, and improve the saleability and quality of our products. The company name has been changed to "FUJITSU TEN TECHNOSEPTA LIMITED".



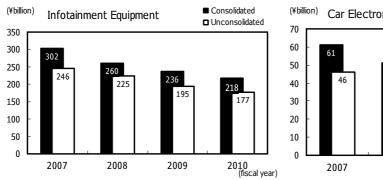
**Headquarters Building** 

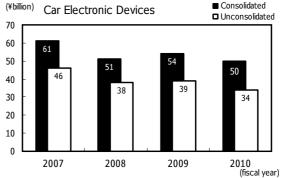
#### FTTL acquires CSR activity certification from the government of Thailand

In January, FUJITSU TEN (THAILAND) COMPANY LIMITED acquired CSR-DIW (CSR activity certification issued by the Thailand Department of Industrial Works (DIW)). This is in recognition of the contributions FTTL has made to the regional community through CSR activities such as the planting of trees in areas adjacent to factories, donation of books to local schools, and education regarding illnesses and health.

#### 2. An overview of each segment

Consolidated sales for car electronic devices were \\ \pm 50.6 \) billion (a 7.5% drop compared to the previous term). Non-consolidated sales were \\ \pm 34.8 \) billion (an 11.2% drop compared to the previous term).





#### (1) Infotainment Equipment

#### < OEM Products >

#### For Toyota Motor Corporation

Beginning in May of last year, FUJITSU TEN released two new models of car navigation systems as dealer options for Toyota vehicles sold in Japan. The smart SD navigation model is the first next-generation full-seg SD navigation device with Map on Demand and CD recording functions.

#### For Fuji Heavy Industries Ltd. (SUBARU)

In June of last year, FUJITSU TEN began delivering an HDD navigation system for the Impreza to Fuji Heavy Industries. This product features Map on Demand, wireless portable audio playback via built-in Bluetooth®<sup>(\*1)</sup>, and built-in full-seg digital TV tuner. This is the first time for a FUJITSU TEN car navigation product to be provided as a manufacturer's option for Fuji Heavy Industries.

#### Development of the "Multi-Angle Vision TM" peripheral monitor

"Multi-Angle Vision<sup>TM</sup>", developed jointly with FUJITSU LABORATORIES LTD., and FUJITSU SEMICONDUCTOR LIMITED., provides support for safe driving with 3D overhead images of the periphery of the vehicle from a variety of perspectives. This product performs high-speed processing of images provided by four cameras on the front, rear, and left and right mirrors to create a composite image of the periphery of the vehicle when viewed from above. This technology is the first in the world to produce not only images of the area immediately around the vehicle, but also the surrounding area in a 3D overhead image, and to allow changes of perspective. In May of last year, this product was released along with Toyota Motor Corporation as the "Multi-Angle full-perimeter Monitor", and provided as a dealer option for Toyota vehicles. This product received a technological development award at the 2011 Toyota Global Buyers Convention.







<Before Composite>

<After Composite>

Entire peripheral image for confirmation

Composite Image

#### Development of real-time simulator for confirmation of virtual camera images

This camera image simulator, developed jointly with FUJITSU LABORATORIES LTD., allows the confirmation of camera images in real-time by mounting a virtual camera on a 3D design model using the 3D simulation system VPS (Virtual Product Simulator). This product is compatible with a variety of cameras, such as fish-eye lenses that greatly distort images. Use of this simulator allows the user to view the areas around what is actually shown in an image, without operating the camera. This makes a variety of technological considerations possible at the design stage, such as lens specifications and optimum camera position. We are currently considering the use of this product in FUJITSU TEN for the development of future products, as well as in the Fujitsu Group.

#### < Commercial Products >

#### "Map on Demand" car navigation map update service

FUJITSU TEN's "AVN7500" car navigation system uses "Map on Demand", a map update service provided by Toyota Motor Corporation's "G-Book" telematics service. Updated map information can be downloaded from the Toyota website onto an SD card, and then inserted into the car navigation system. This improves convenience, allowing users to easily update maps from their computers at home. Previously, this service was available only on Toyota and Daihatsu car navigation systems. However, the Eclipse "AVN7500" is now the first product on the market to also provide this service.

#### Total shipments of AVN Lite one-seg models surpass 200,000 units

In June of last year, total shipments of the "AVN119M" and "AVN118M" one-seg models of the "AVN Lite" memory navigation systems surpassed 200,000 units, approximately twice the initial sales target after 20 months on the market. This is FUJITSU TEN's first car navigation system to surpass 200,000 shipments with a single model<sup>(\*3)</sup>. Cost was controlled by narrowing functionality down to basic car navigation tasks, such as route guidance and AV functions, a concept that we are proud to say has been evaluated highly.

#### **Eclipse Lite Series**

The autumn 2010 model of the "Eclipse" car AV and navigation system was released as the "Eclipse Lite Series", with four models featuring portable navigation, AVN Lite, and a back eye camera pack for each model. The "EP001" portable navigation system features the same simple design as AVN-Lite, for easy operation right out of the box. This is the industry's first product to utilize a back eye camera pack, in response to requests from a great number of our customers.



Eclipse Lite Series <EP001>

#### Memory car navigation system for the Chinese market

In July of last year, the "AVN726EC" 2DIN car navigation system was released from "Eclipse (凌駕 in Chinese)" for the Chinese market. This product allows map updates via SD card, and features Bluetooth®<sup>(\*1)</sup> and hands-free audio streaming functionality. In the future, we will continue to plan and develop car navigation systems according to local needs in order to expand our business in China.

#### Two drive recorder models from Eclipse

In October of last year, we released the "DREC100" (unit with built-in camera) and "DREC3500" (unit with separate camera) driver recorders for the general car market under the Eclipse brand. The DREC100 features a continuous recording function (up to 6 hours) that begins recording when the engine is turned on. The cost of this new model was controlled by building the camera into the main unit. This product was awarded the "2010 Good Design Award" by the Japan Institute of Design Promotion.

#### 2010 digital wireless taxi dispatch system

In April of last year, we released the "Type-A" (for large- and medium-scale businesses) and "Type-S" (for small-scale businesses) models of the 2010 digital wireless taxi dispatch system. "Type-A" is the first system in the industry that allows multiple taxi companies to share the same wireless base station and sensor servers. This product also provides investment in equipment, such as strengthening the functionality of IVR dispatch systems (automated audio response system) and setting new options for simple IVR dispatch systems, and improves service for taxi passengers by keeping fares low. FUJITSU TEN captured  $60\%^{(*4)}$  share of the mobile station market for digital wireless taxi systems in FY2009 (April 2009 through March 2010). We will continue to develop and provide superior products and services in response to the various requests we receive from taxi companies, such as improved efficiency and the sharing of wireless equipment.

#### (2) Car Electronic Devices

# Development of Vehicle-Mounted 76-GHz Millimeter Wave Radar: compact, low-priced and improved functions

The safety features found in luxury cars should also be proliferated in compact cars and trucks. This is why FUJITSU TEN developed a Vehicle-Mounted 76-GHz millimeter Wave Radar that provides improved functions in a more compact size and a lower cost. The electronic scan method and construction of this product were revised to make it half the size of similar products from the FUJITSU TEN Group, and costs were also controlled. Further, the use of a new high-resolution directional detection method allows both a detection angle two times wider than similar products from the FUJITSU TEN Group, and an expanded detection angle range as well as high horizontal separation capability<sup>(\*5)</sup>. Use of the AUTOSAR<sup>(\*6)</sup> platform allows easy control of the radar and access to warning system applications, to conserve space and reduce cost. In addition to the various improvements, FUJITSU TEN aims to start supplying the unit to automobile manufacturers at the beginning of 2013.



Vehicle-Mounted 76-GHz Millimeter Wave Rader

\*

<sup>\*1:</sup> Bluetooth® is a trademark owned by Bluetooth SIG, Inc. of the United States of America.

<sup>\*2 :</sup> G-BOOK is a trademark owned by Toyota Motor Corporation.

<sup>\*3: &</sup>quot;AVN118M" was released on October 1, 2008. "AVN119M" was released on June 1, 2009 with updated map data. Other than the map data, both products are the exact same model.

<sup>\*4 :</sup> Estimated by FUJITSU TEN from on hearing surveys performed by automotive wireless associations throughout Japan (number of 400 MHz band digital mobile units)

<sup>\*5:</sup> This refers to the capability to identify vehicles travelling ahead of one's own vehicle within the same lane as well as vehicles in lanes to the left and right.

<sup>\*6 :</sup> AUTOSAR: Automotive Open System Architectures. Consortium for the standardization of on-board electronic instruments and software

#### BRIEF DESCRIPTION OF OPERATIONS DURING THE FISCAL YEAR OF 2010

#### (1) Consolidated Business Results of the Past 4 Fiscal Years

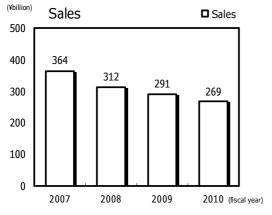
U.S.dollars (thousand)

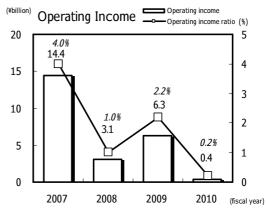
		except per share data]			
	2007	2008	2009	2010	2010
Sales				<breakdown %=""></breakdown>	
Infotainment Equipment	302,223	260,599	236,864	218,365 <81.2>	2,626,166
Car Electronic Devices	61,881	51,963	54,762	50,647 <18.8>	609,104
Total	364,105	312,563	291,626	269,012 <100>	3,235,271
<overseas sales=""></overseas>	<125,808>	<85,507>	<91,129>	<89,400> <33.2>	<1,075,173>
Operating income	14,429	3,114	6,375	482	5,804
Ordinary income(loss)	11,914	2,142	5,416	(1,168)	(14,053)
Net income(loss)	7,126	1,431	3,689	(9,830)	(118,226)
Net income per share(loss)	¥ 1,549	¥ 311	¥ 802	¥ (2,137)	US\$ (25)
Total assets	170,396	128,536	155,482	123,914	1,490,251
Net assets	67,443	63,512	66,833	53,283	640,811

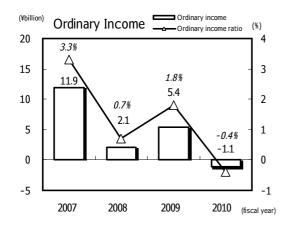
Note: ①Net assets include shares held by minority shareholders.

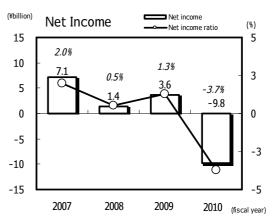
②Regarding the 41st term, ¥174 million has been earmarked as "extraordinary loss" for loss due to disaster (Great East Japan Earthquake). Further, after serious consideration, deferred tax assets were reversed, and ¥6.539 billion has been earmarked as "income taxes deferred"

#### (2) Consolidated Figures









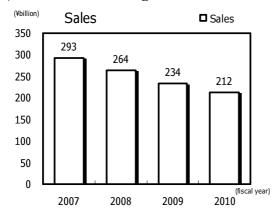
#### (3) Unconsolidated Business Results of the Past 4 Fiscal Years

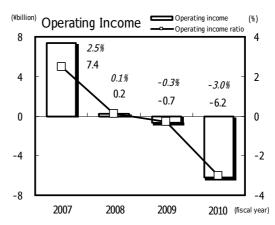
U.S.dollars (thousand)

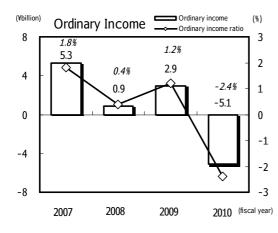
	[except per share data]				
	2007	2008	2009	2010	2010
Sales				<breakdown %<="" td=""><td>&gt;</td></breakdown>	>
Infotainment Equipment	246,901	225,916	195,683	177,493 <83.6	2,134,618
Car Electronic Devices	46,911	38,191	39,296	34,856 <16.4>	419,200
Total	293,812	264,108	234,980	212,350 <100	2,553,819
<export sales=""></export>	<61,723>	<42,722>	<40,382>	<39,585> <18.62	476,073
Operating income(loss)	7,422	205	(714)	(6,281)	(75,545)
Ordinary income(loss)	5,317	962	2,935	(5,163)	(62,097)
Net income(loss)	3,448	(999)	3,954	(12,134)	(145,939)
Net income per share(loss)	¥ 749	¥ (217)	¥ 859	¥ (2,638)	US\$ (31)
Total assets	131,494	97,314	123,844	94,628	1,138,043
Net assets	48,162	44,348	48,454	34,721	417,577

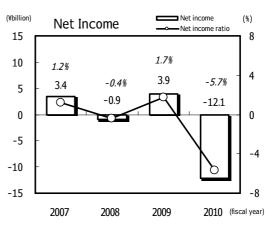
Note: Regarding the 41st term, ¥283 million has been earmarked as "extraordinary loss" for appraised loss for affiliate/loss due to disaster (Great East Japan Earthquake). Further, after serious consideration, deferred tax assets were reversed, and ¥6.539 billion has been earmarked as "income taxes deferred"

#### (4) Unconsolidated Figures









#### FINANCIAL STATEMENTS

The financial statements presented herein have been prepared in conformity with Companies Act of Japan. FUJITSU TEN maintains its accounts in Japanese Yen. Solely for the convenience of the reader, the financial statements have also been expressed in US dollars, by converting all Japanese Yen amounts at the rate of \\$83.15=US\\$1, the mid rate of TTS and TTB rates prevailing at March 31, 2011. This, however, should not be construed as a representation that all the amounts could be converted into U.S. dollars.

#### (1) Consolidated Balance Sheet (As of March 31, 2011)

Item	Yen	US\$	Item	Yen	US\$
Item	(Million)	(Thousand)	Item	(Million)	(Thousand)
<u>ASSETS</u>			<u>LIABILITIES</u>		
Current Assets	82,344	990,310	Current Liabilities	62,361	749,982
Cash and Cash equivalents	16,053	193,062	Accounts payable	36,937	444,232
Accounts receivable	35,118	422,347	Short-term loans	3,408	40,990
Inventories	26,501	318,718	Other current liabilities	22,014	264,759
Deferred tax assets	370	4,456			
Other current assets	4,300	51,725	Fixed Liabilities	8,269	99,458
			Reserve for employee's		
Fixed Assets	41,570	499,941	retirement allowance	6,114	73,530
Tangible Assets	34,162	410,854	Long-term borrowing	183	2,204
Intangible Assets	4,042	48,614	Other fixed liabilities	1,972	23,723
<u>Investment</u>	3,365	40,471	TOTAL LIABILITIES	70,630	849,440
Deferred tax asset	301	3,622	NET ASSETS		
Others	3,064	36,849	Stockholder's Equity	51,865	623,752
			Capital Stock	5,300	63,740
			Other Equity	46,565	560,012
			Valuation and Translation		
			<u>Adjustments</u>	(2,967)	(35,688)
			Minority Interests	4,385	52,747
			TOTAL NET ASSETS	53,283	640,811
TOTAL ASSETS	123,914	1,490,251	TOTAL LIABILITIES & NET ASSETS	123,914	1,490,251

#### (2) Consolidated Income Statement (April 1, 2010 through March 31, 2011)

Item	Yen (Million)	US\$ (Thousand)
Sales	269,012	3,235,271
Operating Costs and Expenses Cost of goods sold	234,302	2,817,824
Selling, general and administrative expenses	34,228	411,642
Operating Income	482	5,804
Non-operating revenue	876	10,538
Non-operating expense	2,527	30,396
Ordinary Income(loss)	(1,168)	(14,053)
Extraordinary income	_	_
Extraordinary expense	174	2,096
Income(loss) before Income Taxes	(1,342)	(16,149)
Corporation Tax, Inhabitant Tax and Business Tax	8,487	102,076
Net Income(loss)	(9,830)	(118,226)

(3) Unconsolidated Balance Sheet (As of March 31, 2011)

(3) Unconsolidated Balar	Yen	US\$	1011 31, 2011)	Yen	US\$
	(Million)	(Thousand)		(Million)	(Thousand)
	(IVIIIIOII)	(TIOGSTRI)		(ivillion)	(TROUSERIA)
<u>ASSETS</u>			<u>LIABILITIES</u>		
Current Assets			Current Liabilities		
Cash and Cash equivalents	5,771	69,406	Notes payable	141	1,700
Notes receivable	173	2,085	Accounts payable	33,662	404,838
Accounts receivable	33,114	398,244	Short-term loans	3,246	39,047
Merchandise and finished goods	4,470	53,760	Lease liability	497	5,985
Work in progress	2,982	35,867	Other accounts payable	11,257	135,386
Raw materials and supplies	4,407	53,009	Income tax payable	39	470
Short-term loans	1,285	15,463	Advance received	0	0
Accounts receivable-nontrade	8,530	102,595	Deposits received	307	3,701
Other current assets	612	7,371	Provision for product warranties	3,229	38,844
			Allowance for directors' bonus	71	855
Total Current Assets	61,348	737,804	Disaster loss reserve	3	43
			Other current liabilities	309	3,723
			Total Current Liabilities	52,766	634,598
Fixed Assets			Fixed Liabilities		
Tangible Assets			Lease liability	722	8,692
Buildings (net)	5,622	67,619	Reserve for employee's		
Structures (net)	121	1,457	retirement allowance	5,525	66,449
Machinery and Equipment (net)	1,919	23,087	Reserve for retirement benefits		
Car and Industrial vehicle (net)	145	1,751	for directors and corporate auditors	381	4,587
Tools, furniture and fixtures (net)	3,835	46,129	Deferred tax liability	451	5,432
Land	4,091	49,208	Asset retirement obligation	58	705
Construction in progress	248	2,989	Total Fixed Liabilities	7,139	85,868
Total Tangible Assets	15,984	192,242	TOTAL LIABILITIES	59,906	720,466
			NET ASSETS		
			Stockholder's Equity		
Intangible Assets			Capital stock	5,300	63,740
Software	2,920	35,123	Capital surplus		
Other intangible assets	690	8,301	Capital reserves	5,653	67,989
Total Intangible Assets	3,610	43,425	Total Capital surplus	5,653	67,989
			Retained earnings		
			Legal earned reserved	1,325	15,935
Investment and Other assets			Other accumulated earnings	21,792	262,089
Investment in securities	1,581	19,024	General reserve	32,475	390,559
Investment in affiliates stock	7,310	87,920	Unappropriated		
Investment in affiliates capital	3,227	38,812	retained earnings	(10,682)	(128,469)
Long-term loans receivable	976	11,741	Total Retained earnings	23,117	278,024
Other investments	629	7,572	Total Stockholder's Equity	34,071	409,754
Allowance for doubtful accounts	(41)	(499)			
Total Investment and			<u>Valuation and Translation</u>		
Other assets	13,684	164,570	Adjustments		
			Net unrealized gains on securities		
			available for sale	650	7,823
			Total Valuation and		
Total Fixed Assets	33,279	400,239	Translation Adjustments	650	7,823
			TOTAL NET ASSETS	34,721	417,577
TOTAL ASSETS	94,628	1,138,043	TOTAL LIABILITIES &	94,628	1,138,043
101111111111111111111111111111111111111	> 1,020	1,100,040	NET ASSETS	J-19020	1,150,075

### (4) Unconsolidated Income Statement (April 1, 2010 through March 31, 2011)

Item	Yen (Million)	US\$ (Thousand)
Sales	212,350	2,553,819
Cost of goods sold	195,752	2,354,210
Gross profit on sales	16,597	199,608
Selling, general and administrative expenses	22,879	275,154
Operating Income(loss)	(6,281)	(75,545)
Non-operating Income		
Interest and dividends income	2,881	34,651
Miscellaneous income	366	4,402
Total Non-operating Income	3,247	39,053
Non-operating Expenses		
Interest expenses paid	69	835
Miscellaneous expenses	2,059	24,770
Total Non-operating Expenses	2,129	25,605
Ordinary Income(loss)	(5,163)	(62,097)
Extraordinary loss		
Impairment loss	4	57
Asset retirement obligation	38	461
Disaster loss reserve	56	679
Appraised loss for affiliate	183	2,206
Total Extraordinary loss	283	3,404
Income(loss) before Income Taxes	(5,446)	(65,502)
Corporation Tax, Inhabitant Tax and Business Tax	95	1,146
Adjustments of income tax and other tax expenses	6,593	79,290
<u>Total income taxes</u>	6,688	80,437
Net Income(loss)	(12,134)	(145,939)

# (5) Unconsolidated Statements of Changes in Stockholders' Equity (April 1, 2010 through March 31, 2011)

	Stockholders' Equity							and 1 nts		
	Cap		Capital surplus			earnings			Valuation and translation Adjustments	
						etained		ity	Valuation a translation Adjustmen	
			ns	ve	earn	ings	ings	, edu		
	Capital stock	Capital reserve	Total capital surplus	Legal earned reserve	General reserve	Unappropriated retained earnings	Total retained earnings	Total stockholders' equity	Net unrealized gains on securities available for sale	Total net assets
Balance at end of	5,300	5,653	5,653	1,325	31,475	3,970	36,770	47,723	730	48,454
previous period	63,740	67,989	67,989	15,935	378,532	47,753	442,220	573,950	8,784	582,734
Changes during the current period										
Payment of dividends	-	-	_	_	_	(1,518) (18,256)	(1,518) (18,256)	(1,518) (18,256)	_	(1,518) (18,256)
Accumulated general reserve	_	_	_	_	1,000	(1,000) (12,026)	_	_	_	_
N. d. L. a. a. a. (L. a.)						(12,134)	(12,134)	(12,134)		(12,134)
Net Income(loss)	_	_	_	_	_	(145,939)	(145,939)	(145,939)	_	(145,939)
Changes(net amount) of items other than									(79)	(79)
stockholders' equity during the current period	_	_	_	_	_	_	_	_	(960)	(960)
Total changes during					1,000	(14,652)	(13,652)	(13,652)	(79)	(13,732)
the current period					12,026	(176,222)	(164,196)	(164,196)	(960)	(165,157)
Balance at end of current	5,300	5,653	5,653	1,325	32,475	(10,682)	23,117	34,071	650	34,721
period	63,740	67,989	67,989	15,935	390,559	(128,469)	278,024	409,754	7,823	417,577

Upper column : Yen (Million) / Lower column : U.S. Dollars (Thousand)

#### **COMPANY OUTLINE**

#### (1)Profile

1.Company name: FUJITSU TEN LIMITED

2.Head office address: 2-28, Gosho-dori 1-chome, Hyogo-ku, Kobe 652-8510, Japan

 Phone:
 +81-78-671-5081

 Facsimile:
 +81-78-671-5325

 3.Established:
 October 25, 1972

**4.Number of employee:** 4,075 (As of March 31, 2011)

**5.**Business description

FUJITSU TEN manufactures and sells mainly automobile-related equipments.

The principal products are described below.

	Product Line		Description			
Infotainment Equipment	Audio and Car Navigation Equipment	For automobiles	Individual units and combined products (integrated units) of: Audio products Radio Digital radio CD player / CD auto changer MD player / MD auto changer HDD music jukebox Power amp Audio-visual products Display product DVD player Terrestrial digital TV tuner Navigation systems* HDD navigation system DVD-ROM navigation system Flash-memory navigation system Portable navigation system in dashboard Back guide monitor Back eye camera Front eye camera (Blind corner monitor) Multi-Angle Vision TM*  Deck Mechanism DVD/CD/MD/cassette deck mechanism CD changer deck mechanism Speaker/Antenna			
		For home use	Time Domain audio system Speaker Power amp			

	Product Line	Description
Infotainment Equipment  Mobile Communications  Radios		Information-communication-applied systems* Taxi radio dispatch control system  Information-communication-applied equipment* Car-mounted unit for vehicle operation management system Business-use navigation equipment Business-use radio communication equipment Drive recorder equipment
Ca	nr Electronic Devices	Electronic Control Units (ECU) and sensors used for; Engine control Hybrid system control Gear control Cruise control Emission control Diesel glow timer Vehicle Security System (VSS) Air Bag Multiplexing body control Relay integration Heat seat module Electric Power Steering (EPS) Remote Engine Starters Intrusion Sensors (24GHz band) Millimeter-wave radar units*(76GHz band) Computer Aided Multi-Analysis System ("CRAMAS")

Note: Products indicated with an asterisk(\*) are ITS-related products.

#### (2) Capital Situation (As of March 31, 2011)

1.Capital stock ¥5,300 Million

2.Shares

Number of authorized shares	10,400,000 shares
Number of shares issued	4,600,000 shares
Number of shareholders	3

#### 3. Shareholders

FUJITSU LIMITED	2,530,000 shares (55%)
TOYOTA MOTOR CORPORATION	1,610,000 shares (35%)
DENSO CORPORATION	460,000 shares (10%)

19

#### (3) Business Components

#### 1. Relationship to Parent Company

The parent company of FUJITSU TEN is FUJITSU LIMITED that holds 55% of shares issued.

2. Subsidiaries (As of March 31, 2011)

#### Domestic

#### Manufacture

- · TOCHIGI FUJITSU TEN LIMITED
- FUJITSU TEN

TECHNOSEPTA LIMITED

#### Sales

• FUJITSU TEN

EAST JAPAN SALES LIMITED

• FUJITSU TEN

CHUBU SALES LIMITED

• FUJITSU TEN

WEST JAPAN SALES LIMITED

#### **Others**

- •FUJITSU TEN ACTY LIMITED
- •FUJITSU TEN RESEARCH LIMITED
- •FUJITSU TEN STAFF LIMITED
- •FUJITSU TEN

TECHNOLOGY LIMITED

•FUJITSU TEN SERVICE LIMITED

#### **Overseas**

#### Manufacture

- FUJITSU TEN CORP. OF AMERICA
- FUJITSU TEN de MEXICO, S.A. de C.V.
- FUJITSU TEN ESPAÑA, S.A.
- FUJITSU TEN (THAILAND) COMPANY LIMITED
- TIANJIN FUJITSU TEN ELECTRONICS CO., LTD.
- FUJITSU TEN ELECTRONICS (WUXI) LTD.
- TIANJIN RIJI PRECISION ELECTRONIC CO., LTD. (\*3)
- FUJITSU TEN CORPORATION OF

THE PHILIPPINES

• INMOTION AUDIO(AUSTRALIA)PTY. LTD.

#### **Sales**

- FUJITSU TEN CANADA INC.
- · ECLIPSE TD (UK) LIMITED
- FUJITSU TEN (EUROPE) GmbH
- FUJITSU TEN KOREA LIMITED
- FUJITSU TEN TRADING (TIANJIN) LTD.
- FUJITSU TEN (AUSTRALIA) PTY. LTD.

#### **Others**

- FUJITSU TEN (SINGAPORE) PTE. LTD.
- · FUJITSU TEN RESEARCH

& DEVELOPMENT (TIANJIN) LTD.

- DIEZ CORPORATION (\*4)
- FUJITSU TEN SOLUTIONS PHILIPPINES, INC.

Note: (1)Ratios marked with an asterisk include investment from subsidiaries.

- (2) FUJITSU TEN TECHNOSEPTA LIMITED. and its subsidiary Tianjin Riji Precision Electronic Co., Ltd. are nonconsolidated subsidiaries.
- (3) Indirect ownership (100% controlling share) via FUJITSU TEN TECHNOSEPTA LIMITED.
- (4) The controlling shares for the pay-out base is 92%.
- (5) On 1 April 2010, FUJITSU TEN fully funded the establishment of FUJITSU TEN SERVICE LIMITED.
- (6) As of 1 April 2010, FUJITSU TEN CORP. OF AMERICA acquired FUJITSU TEN TECHNICAL CENTER, USA, INC. through merger.
- (7) As of 1 July 2010, FUJITSU TEN acquired 60% of outstanding shares in Technosepta Co., Ltd., and the new subsidiary's name was changed to "FUJITSU TEN TECHNOSEPTA LIMITED."
- (8) As of 1 December 2010, all operations of INMOTION AUDIO (AUSTRALIA) PTY. LTD. have been transferred to FUJITSU TEN (AUSTRALIA) PTY. LTD. On 19 April 2011, INMOTION AUDIO was filed for liquidation.

#### (4) Main Business Locations (As of March 31, 2011)

Head Office and Plant: 2-28, Gosho-dori 1-chome, Hyogo-ku, Kobe 652-8510, Japan

Phone +81-78-671-5081 Fax +81-78-671-5325

Nakatsugawa Plant: 2110, Naegi, Nakatsugawa, Gifu 508-0101, Japan

Phone +81-573-66-5121 Fax +81-573-66-5126

Nakatsugawa Technical Center: 1683-1963, Nasubigawa Aza, Nakatsugawa, Gifu 509-9132, Japan

Phone +81-573-68-7002 Fax +81-573-68-7003

Tokyo Sales Office: Nishi-Shinjuku KF Bldg.,14-24, Nishi-Shinjuku 8-chome,

Shinjuku-ku, Tokyo 160-0023, Japan

Phone +81-3-5330-6244 Fax +81-3-5330-6245

Toyota Branch Office: Fujitsu Ten Toyota Bldg., 11, Motoshiro-cho 1-chome, Toyota 471-0024, Japan

Phone +81-565-32-2501 Fax +81-565-32-2310

Beijing Office: Room 2710-2711, Building1, China World Trade Centre, No.1, Jian Guo Men Wai

Avenue, Chao Yang Distric, Beijing, China 100004 Phone +86-10-6505-3535 Fax +86-10-6505-3534

### Management

(As of March 31, 2011)

BOARD OF	F DIRECTORS	CORPORATE EXECUTIVE OFFICERS				
Chairman and Representative Director	Keijiro Katsumaru					
President and Representative Director	Takashi Shigematsu	President	Takashi Shigematsu			
Directors	Takao Akatsuka	Executive Managing Officers	Takao Akatsuka			
	Yasuhiko Kotsuji		Yasuhiko Kotsuji			
	Michitaka Ogura		Michitaka Ogura			
	Takashi Nagamitsu		Takashi Nagamitsu			
	Koichi Ueda		Koichi Ueda			
	Tohru Ogawa	Senior Managing Officers	Tohru Ogawa			
	Takashi Kondo		Takashi Kondo			
	Yoshiyuki Tanakura		Yasuyuki Kawanishi			
	Hiroshi Miyata		Noriaki Yagishi			
		Managing Officers	Keiji Suzuki			
AUI	OITORS		Hiroshi Ogawa			
Standing Auditor	Masahiro Morikaku		Kiyoshi Yagi			
Auditors	Masamichi Ogura		Shoji Kawamura			
	Kazuhiro Miyauchi		Satoshi Matsui			
			Ryoji Otowa			
			Takao Yamaguchi			
			Takao Tomimori			

### FUJITSU TEN LIMITED

2-28,Gosho-dori 1-chome Hyogo-ku, Kobe 652-8510, Japan