

Michael Warren Appointed as Fujitsu Malaysia's New Country President

KUALA LUMPUR, 29 August 2013 – Fujitsu, a leading provider of ICT solutions and services, today announces the appointment of Michael Warren as the new Country President for Fujitsu Malaysia effective 1st September 2013.

With this new appointment, Warren will helm the local Fujitsu entity and drive overall business growth and profitability as the organisation seeks to increase its market share in IT products, solutions and services in Malaysia.

Warren will be responsible for Fujitsu Malaysia's business planning and overall strategic direction, sales, marketing, and support operations. He will also play a key role in increasing customer satisfaction, working alongside the Company's network of strategic alliances and channel partners.

Warren brings with him 25 years of leadership experiences gained from a range of multinationals and government-linked companies across Asia Pacific, as well as an extensive network of commercial and government relationships. His strengths lie in his ability to quickly identify corporate issues and corresponding business opportunities, formulate and execute business strategies, and manage people relationships towards strong organizational performance.

Within the local ICT business landscape, Warren is recognized for his strong people skills and the ability to deliver large, strategic wins across multiple business domains. As a results-oriented manager, Warren has a track record of driving organizational standards and systems in order to realize strategic advantage in the marketplace.

According to Regional Chief Executive Officer of Fujitsu Asia Gavin Selkirk, "Michael's strong business development track record and extensive leadership management experience will be a great asset to Fujitsu. Under his stewardship, we look forward to seeing further acceleration of the Fujitsu business in Malaysia."

Established in 1997, Fujitsu Malaysia's core competency lies in its flagship enterprise platform products (PRIMERGY servers, ETERNUS storage) and infrastructure integration services. Warren's appointment will provide strong leadership to the local teams seeking to expand the other lines of businesses such as Applications Services, Managed Services, and growth in the consulting and maintenance business within the Infrastructure Services & Solutions business; especially as Fujitsu Malaysia aggressively expands to other regions such as Penang and Johor.

Selkirk adds, "With Michael's substantial experience in leading the Shared Services and Outsourcing (SSO) cluster of the Multimedia Super Corridor (MSC Malaysia) project under government-linked Multimedia Development Corporation (MDeC) Malaysia, we are confident that Michael will be able to expand the Fujitsu Cloud strategy and Managed Services business in Malaysia."

Background Credentials

Prior to Fujitsu, Warren was the Vice President of MDeC driving the Malaysia's National ICT initiatives and the MSC Malaysia for a period of two years.

He started his career as an analyst/programmer with DEC and eventually led the IS & Technology consulting groups for New Zealand and Malaysia. Moving on to start-up the Malaysian business for 3Com, he built the business from circa \$2m to \$22m over a three year period. The next seven years, Mr. Warren held both country and regional leadership positions at Getronics, Keppel Group and the Sampoerna Group before joining Logica as the APAC head from 2005 to 2008 managing 10 countries of about 500 staff and a USD 200 million top line.

Warren holds a Bachelor of Social Science, Computer Science/management Studies from University of Waikato in New Zealand. He has received strings of recognitions and the most recent of which was an award from the Stanford Who's Who 2012.

Warren says, "I look forward to working with the team and deliver the high-level commitments of Fujitsu to customers through Fujitsu's offerings that meet the market's business needs. Through Fujitsu's constant pursuit of innovation, I hope to be able to help Fujitsu customers address their IT challenges and improve their daily business operations and quality of services."

"In the aspects of business, I will relentlessly pursue new growth opportunities, and improve our technologies and the competitiveness of our offerings in the areas of services, software, and hardware as Fujitsu seeks to enhance its

profitability by further transforming and improving its operations throughout the organization.”

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About Fujitsu

Fujitsu is the leading Japanese information and communication technology (ICT) company offering a full range of technology products, solutions and services. Approximately 170,000 Fujitsu people support customers in more than 100 countries. We use our experience and the power of ICT to shape the future of society with our customers. Fujitsu Limited (TSE: 6702) reported consolidated revenues of 4.4 trillion yen (US\$47 billion) for the fiscal year ended March 31, 2013. For more information, please see <http://www.fujitsu.com>.

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