Overview of Environmental Solutions Segment

August 18, 2010
Fuji Electric Holdings Co., Ltd.
Based on power electronics technology, globally develop solutions businesses in the field of “energy and the environment” that emphasize technology.

- **Energy solutions**
  - Energy creation (supply side)
    - Renewable energy
    - Smart grid

- **Environmental solutions**
  - Energy saving (demand side)
    - Industrial / Social infrastructure
    - Transportation systems

- **Technological innovation**

- **Energy-creation technology platform**
- **Energy-saving technology platform**
- **Core technology platform**
  - Power electronics
    - Circuits
    - Power semiconductors
    - Control systems
Targeting the realization of a low-carbon society and enhanced customer satisfaction, the segment will provide support for energy-saving initiatives in energy consumption fields through the integration of strong products, engineering, control technologies and services.

### Market

<table>
<thead>
<tr>
<th>Industry</th>
<th>Social infrastructure</th>
<th>Transportation</th>
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</thead>
<tbody>
<tr>
<td>• Plant facilities (steel, chemicals, machinery, etc.)</td>
<td>• Data centers</td>
<td>• Railroads / automobiles / shipping (loading equipment, land-based facilities)</td>
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<tr>
<td></td>
<td>• Stores / buildings / retail distribution</td>
<td>• Machinery / system integration</td>
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<td>• Municipalities / hospitals</td>
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<td>• All types of water processing facilities</td>
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### Environmental Solutions

#### Industrial Solutions Business
- Develop energy-saving business in China and other parts of Asia, focusing on reduced CO₂ emissions at plants, etc.

#### Social Solutions Business
- Develop energy-saving business, such as for data centers and stores, in Asian markets

#### Transportation Solutions Business
- In China, focus on products for environmentally friendly vehicles and railcars
Environmental Solutions Business: Results and Targets

(Net Sales: ¥ billion)

- FY2009 Actual: 288.8
- FY2010 Forecast: 300.0
- FY2011 Mid-term Management plan: 315.0

< Ratio of Operating Income to Net Sales >

- FY2009: 3%
- FY2010: 3%
- FY2011: 6%