

Fujitsu Frontech North America, Inc.

June 3, 2020

Fujitsu Frontech North America, Inc. takes U-Scan Self-Checkout for retail customers in North America in an exciting new direction

Foothill Ranch, Ca, June 3, 2020 — [Fujitsu Frontech North America, Inc.](#), has consolidated the U-Scan® self-checkout and a variety of self-service solutions under one roof dedicated to furthering store digital transformation and automation in the retail industry.

Effective June 1, 2020, Fujitsu Frontech North America, Inc. (FFNA), which specializes in self-service and cash management solution delivery, in agreement with Fujitsu America, Inc (FAI), has consolidated control of U-Scan hardware, software, assets and capabilities to FFNA. FFNA has acquired assets, people, and customer contracts in this strategic reorganization of the division allowing major growth opportunities for business through a dynamic solution portfolio offering to customers. Operating as “One Fujitsu”, this agreement between FAI and FFNA allows FAI to focus exclusively on a broader set of high-demand enterprise optimization and integrated commerce solutions, as FFNA streamlines the design, development, manufacturing and delivery of its retail self-service solutions to customers. FFNA will also be responsible for sales and marketing for self check out automation business effective June 1 by leveraging retail sales force to be transferred from FAI. Current customers will experience no change with this strategic reorganization as the core of the team is also shifting under FFNA leadership.

FFNA in turn also expanded its leadership team in response to unprecedented market growth. Bob Brower, appointed as Senior Vice President of Sales and Marketing, plans to fully capitalize on the record demand for solutions from FFNA. Bob’s diversified technology background and extensive retail experience, combined with his proven track record, allows him to utilize his leadership capabilities at FFNA to develop effective and competitive strategies as the company drives its portfolio of offerings in a digital transformative direction.

Michi Sugawara, president and CEO of Fujitsu Frontech North America, Inc., said: “With more solutions being added and business booming, we are excited to be able to deliver and transform the retail industry by providing a wide range of store automation solutions including self-checkout, RFID solutions, cash automation, and biometric authentication solutions, to markets in the US, Canada, and globally.”

Bob Brower, SVP Sales and Marketing, said: “I am honored to join the Fujitsu Frontech North America, Inc. team and help to build on the solid foundation developed over the last decade. FFNA is perfectly positioned to help its clients transform their business and compete in the modern marketplace,”

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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 130,000 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 3.9 trillion yen (US\$35 billion) for the fiscal year ended March 31, 2020. For more information, please see www.fujitsu.com.

About Fujitsu Frontech Limited

As part of the Fujitsu Group, Fujitsu Frontech Limited (FTEC) ties people and ICT together through the development, manufacture, and sales of front-end technologies such as ATMs, banking terminals, palm vein authentication system, RFID, totalizer terminals, and public display devices. FTEC also offers related software, system integration and services as part of its total solutions. FTEC (TYO: 6945) reported consolidated revenues of 91 billion yen (US \$835 million) for the fiscal year ended March 31, 2020. For more information, please see fujitsu.com/jp/group/frontech/en.

About Fujitsu Frontech North America, Inc.

Fujitsu Frontech North America, Inc. (FFNA), a subsidiary of Fujitsu Frontech, provides market-focused IT solutions that enable customers to achieve their business objectives through integrated offerings for self-checkout and currency management solutions, kiosks, mobile, RFID, and biometric authentication technology. FFNA delivers industry-specific solutions for the manufacturing, retail, healthcare, government, education, financial services, and enterprise and communications sectors throughout North America. FFNA is headquartered with operations and product development at 27121 Towne Centre Drive, Foothill Ranch, CA 92610.

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