

*A Conference in Conjunction with the 25th Annual Meeting of
the Trilateral Patent Offices*

New Challenges For Trilateral Cooperation

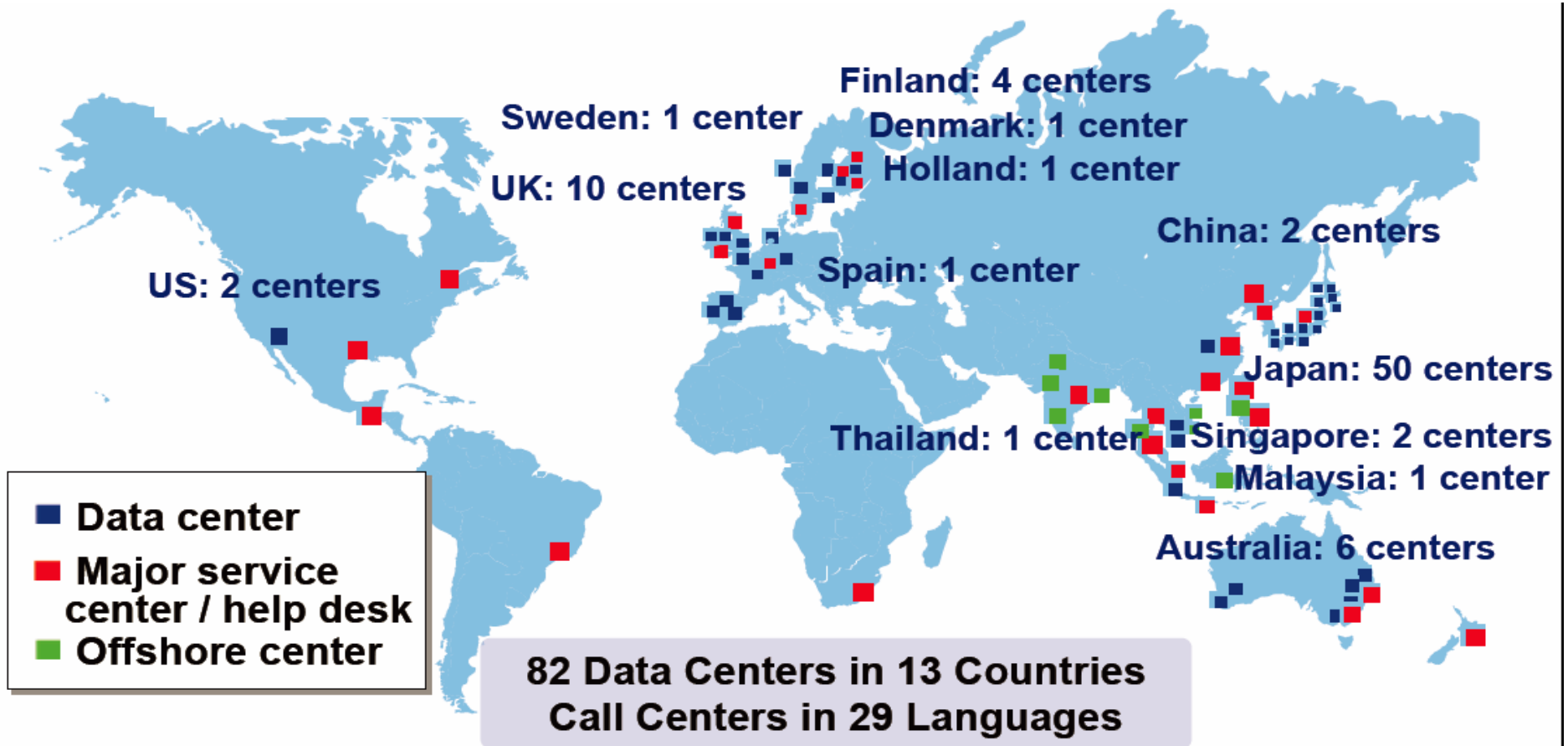
November 8, 2007
FUJITSU LIMITED
Masanobu Katoh

- **Global business activities of Fujitsu**
- **Activities of Trilateral Patent Offices**
- **New technologies and new business models**
- **Intellectual property issues in new business models**
- **Closing**

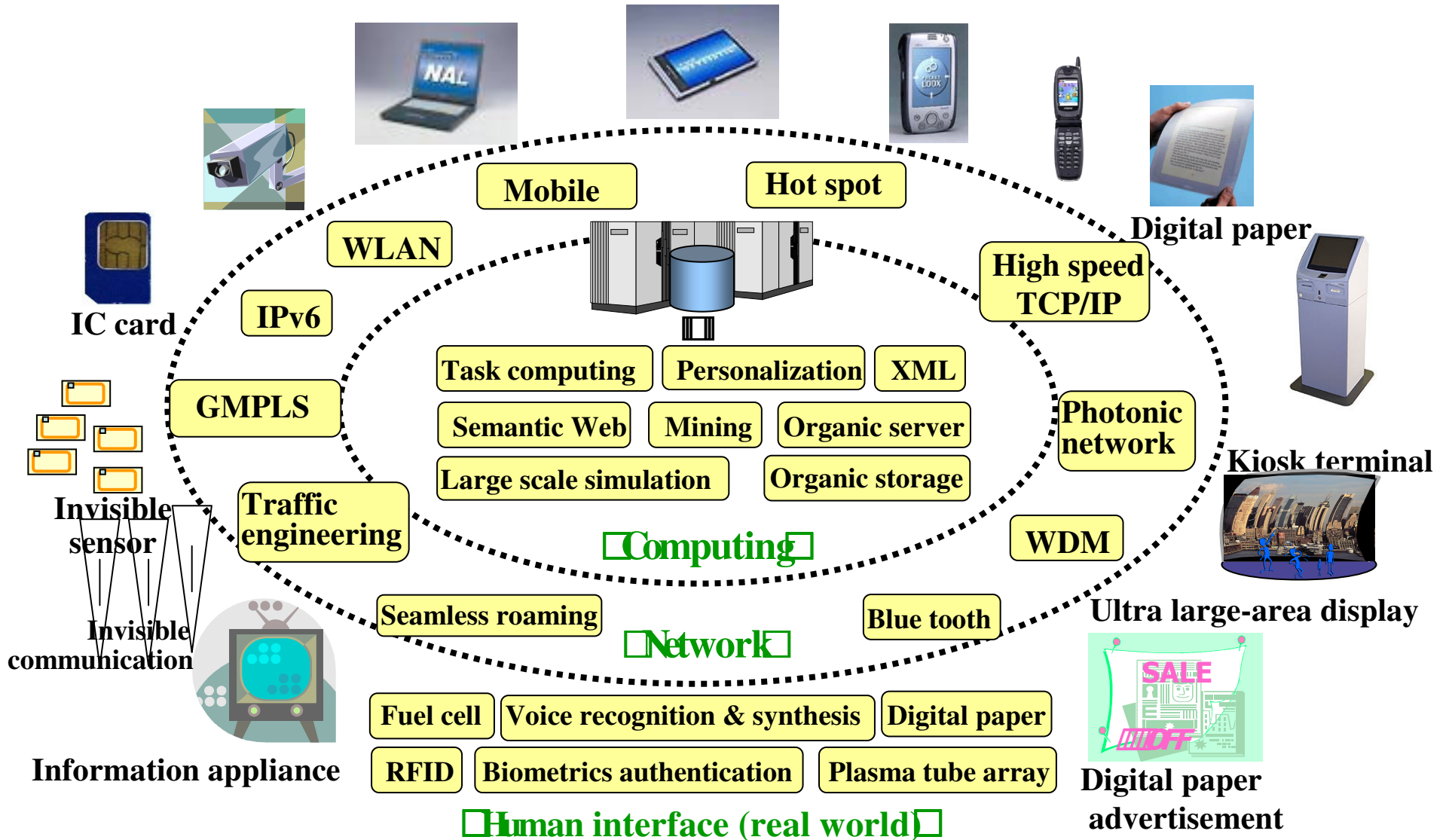


- **The Fujitsu Group covers the globe**
 - 161,000 employees worldwide (62,000 outside Japan)
 - Sales and service operations in more than 70 countries
 - Globally integrated product development operations
 - Platform solution centers in eight countries for customer system
 - Manufacturing in Japan, Asia, Europe and North America

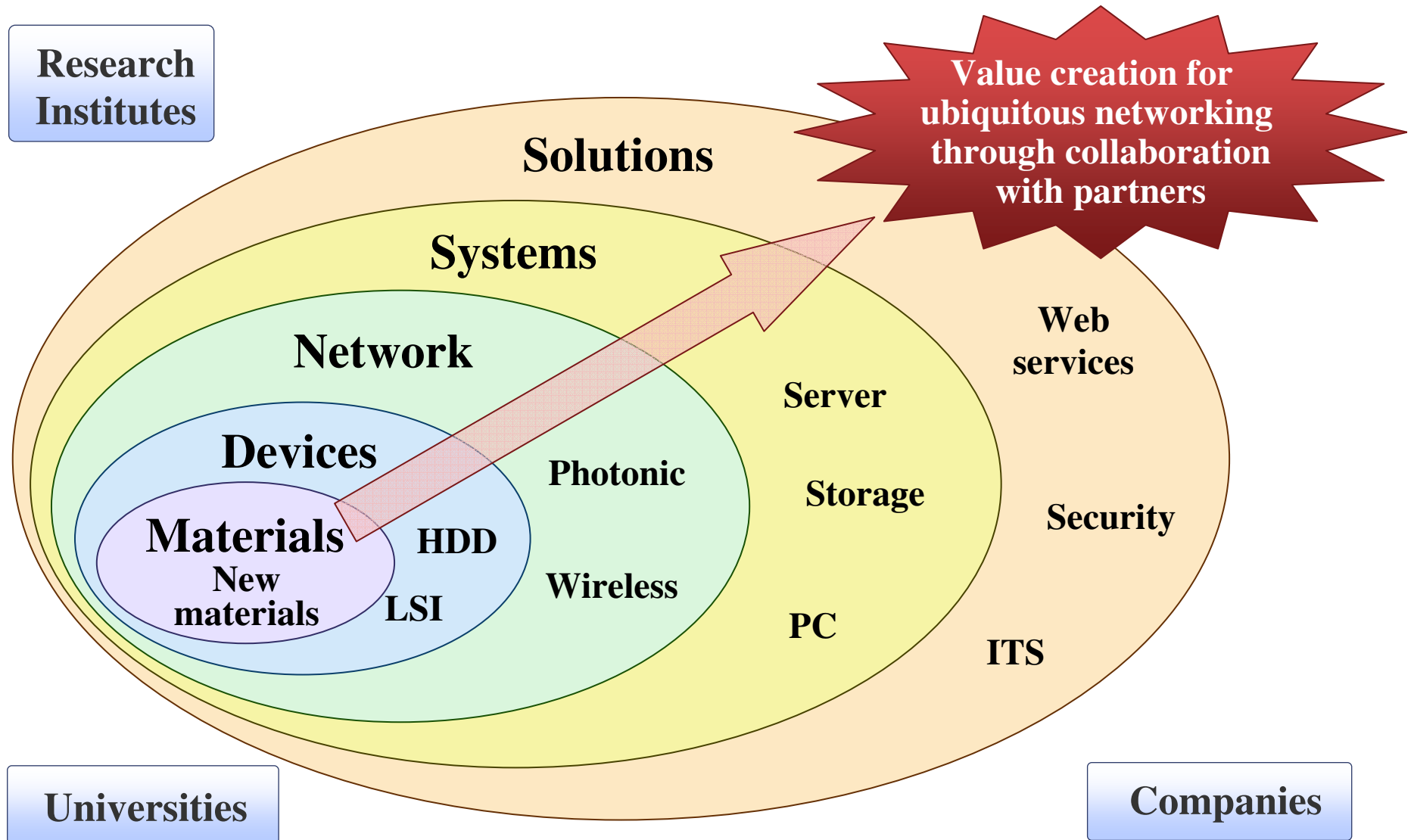
Increasing our capability to provide global services



Breadth of technologies



Technology value chain

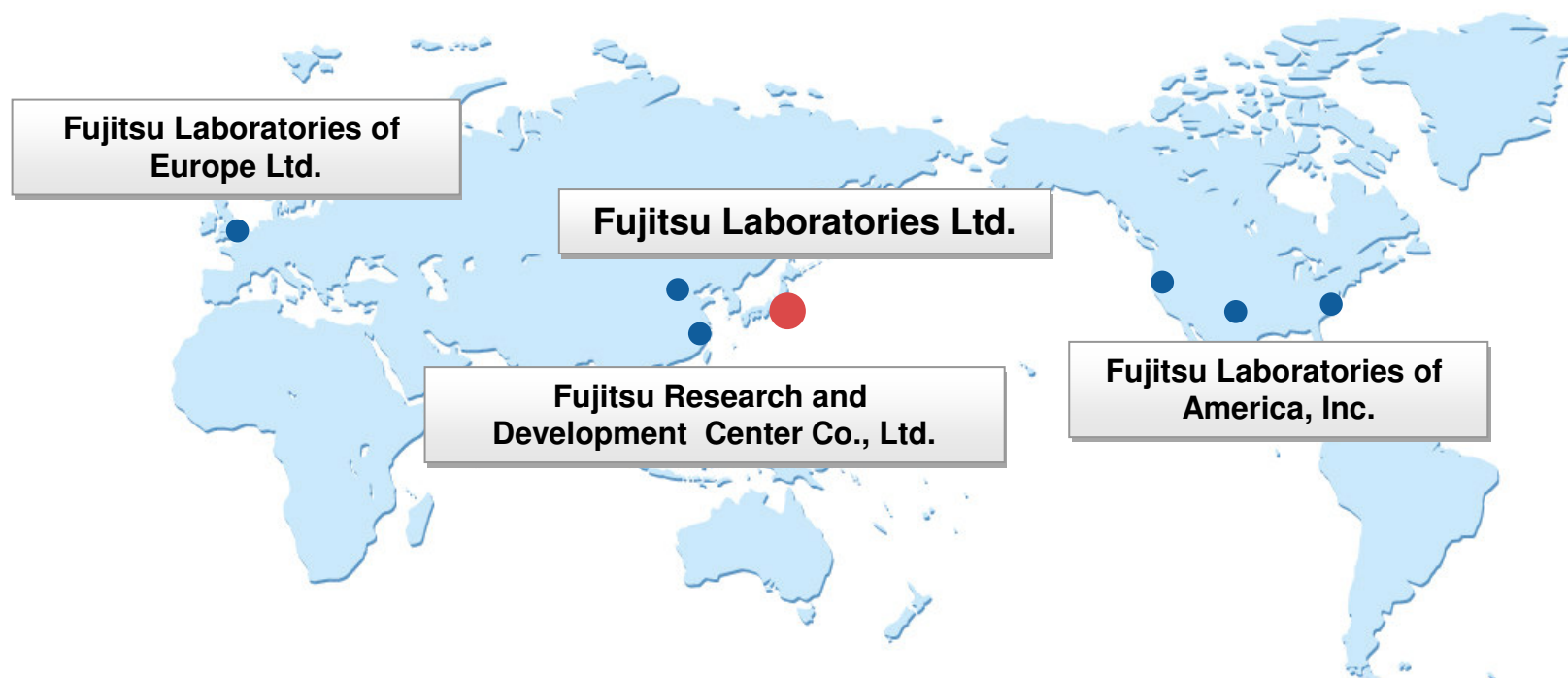


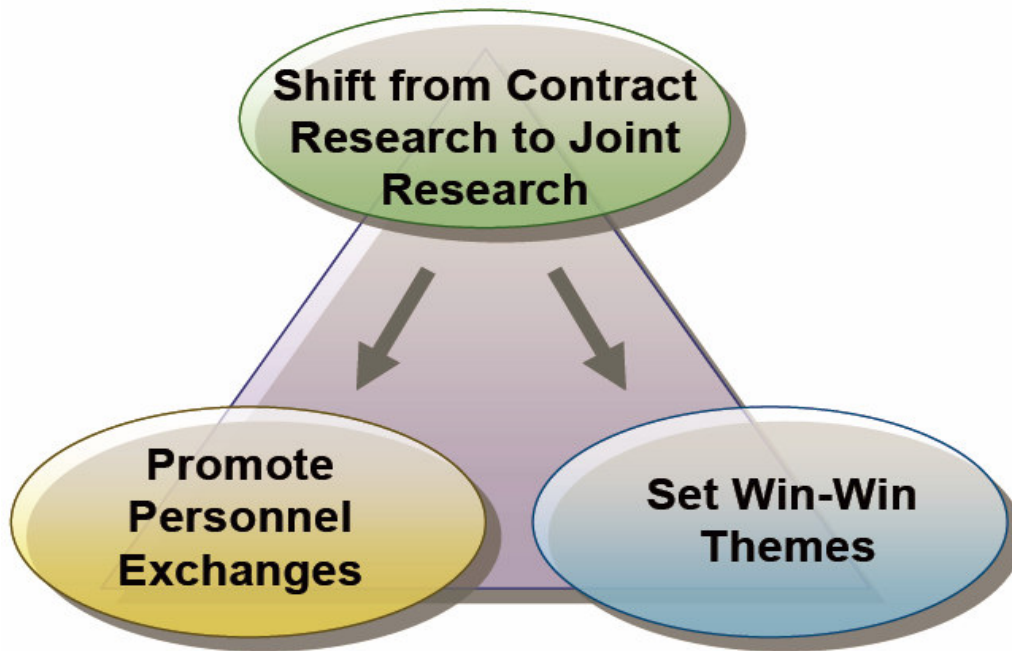
Fujitsu's Global R&D for Core Technologies



Our global R&D organization integrates Fujitsu Laboratories' cutting-edge research with applied technology and product development across the Group.

- Over 1,500 basic technology researchers in Fujitsu Labs in Japan, US, UK and China
- Integrated development with Group companies around the globe





Research Institutes

- PARC (Palo Alto Research Center)
- France Telecom
- Fraunhofer Institutes

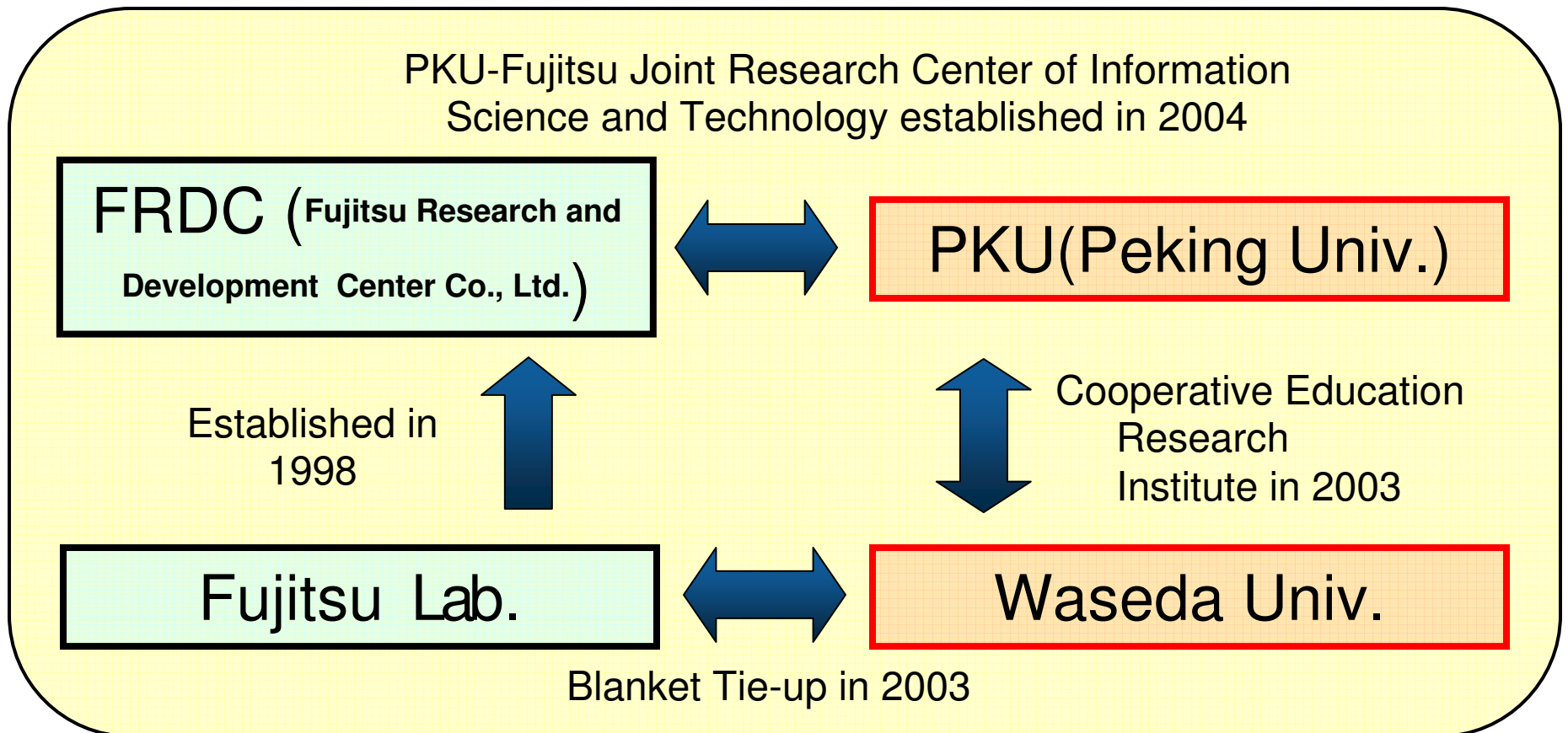
etc.

Universities

- Japan
 - University of Tokyo
 - Tokyo institute of Technology
 - Waseda University
- US
 - University of Maryland
 - MIT □ Massachusetts Institute of Technology □
 - University of California
 - Carnegie Mellon University
- Europe
 - Munich University of Technology
 - University of Cambridge
- China
 - Peking (Beijing) University
 - Shanghai Jiao Tong University

Example of open innovation

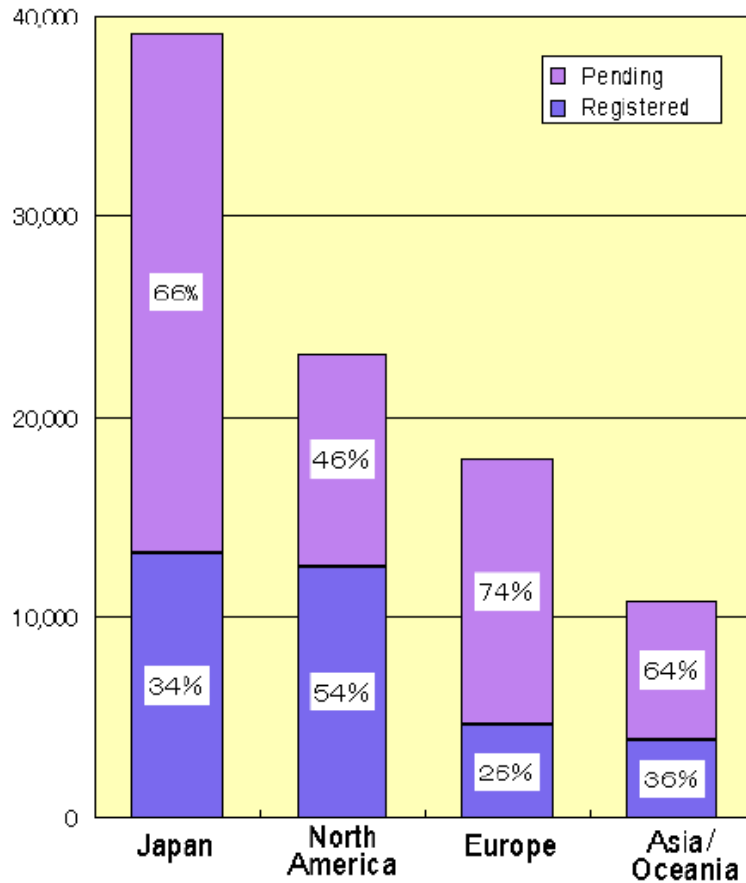
- Four party joint research for Chinese learning assistance system with Waseda Univ. & Peking (Beijing) Univ.



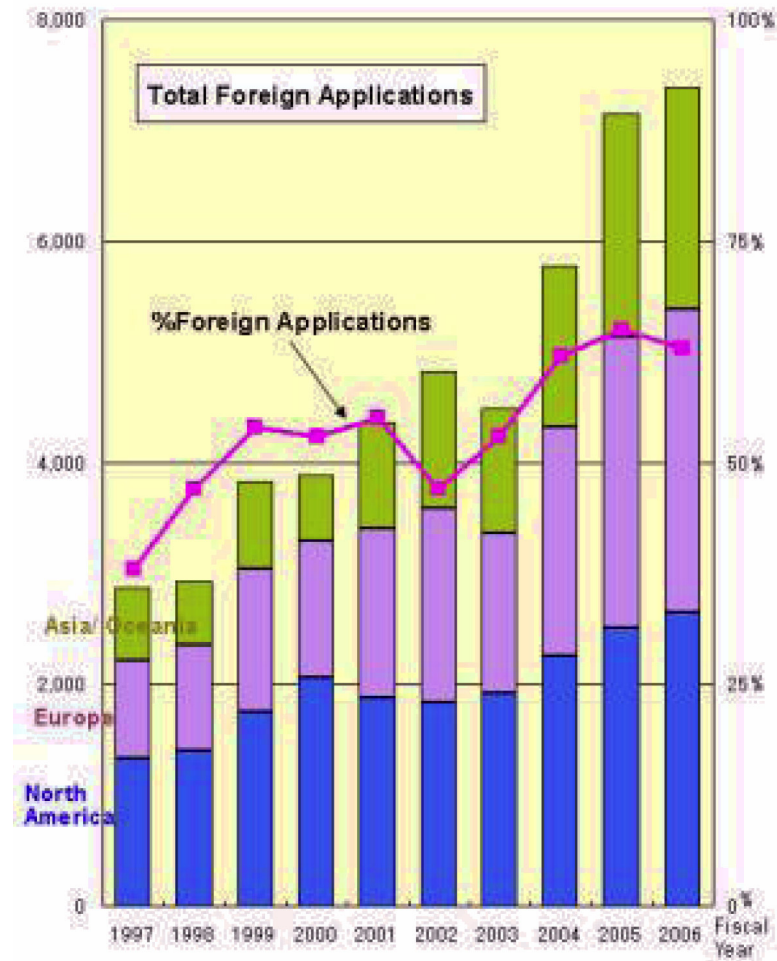
Fujitsu's Global Patent Applications



Registered Patents & Pending Applications by Region



As of March 31, 2007



From Fujitsu Limited's 2007 Intellectual Property Report

FUJITSU strongly supports harmonizing activities of Trilateral Patent Offices.

- **Standardization of patent application forms**
- **Sharing of search and examination results**
- **Patent prosecution highway**
- **Harmonization of patent laws and procedures**

Emerging Technologies

- MashUp of Web Services

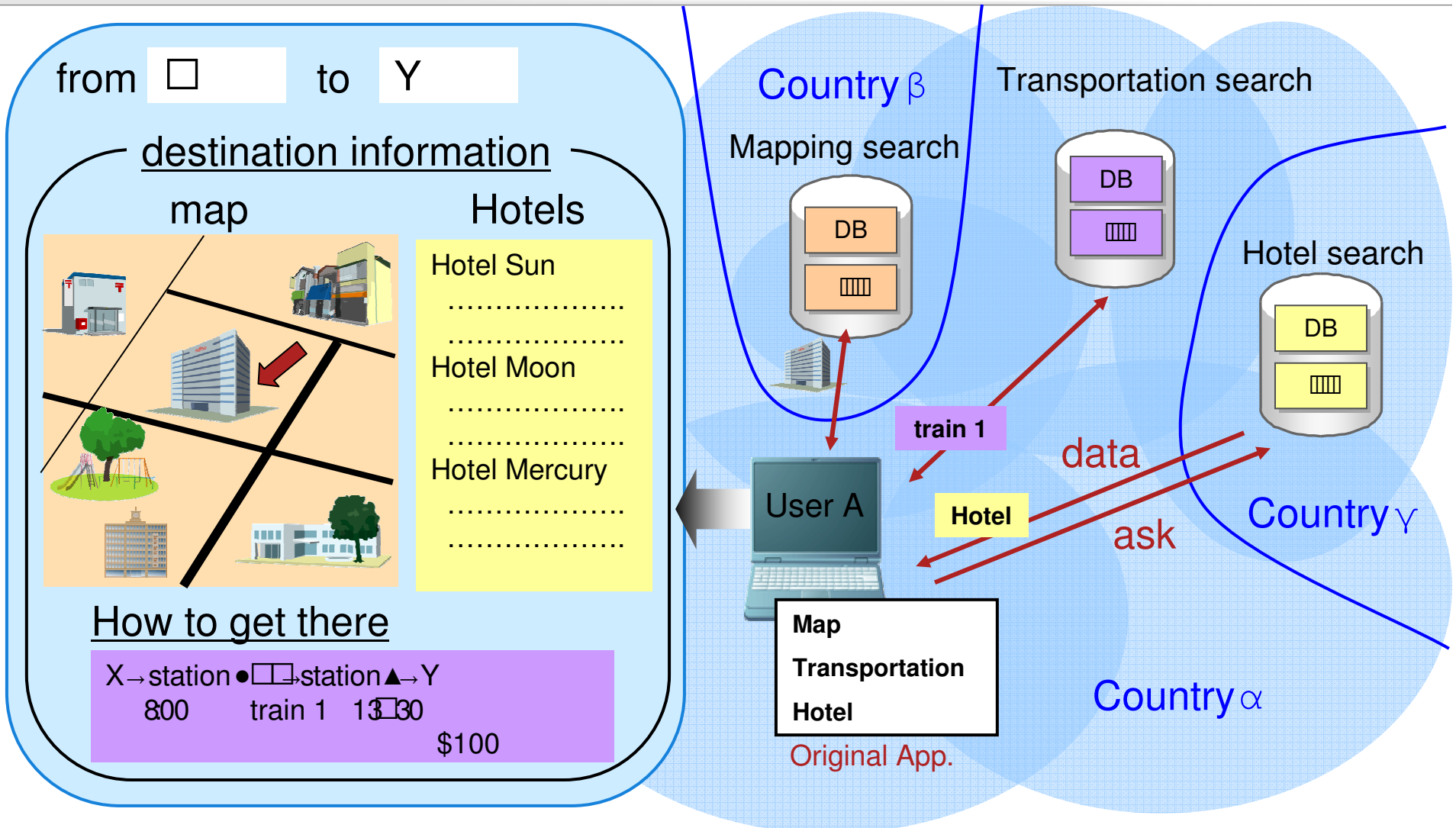
Anyone can create a new web service by combining (mashing up) data and applications from outside web services.

MashUps have had positive results in commercial contexts, such as in SaaS (Software as a Service).

Wisdom of Crowds

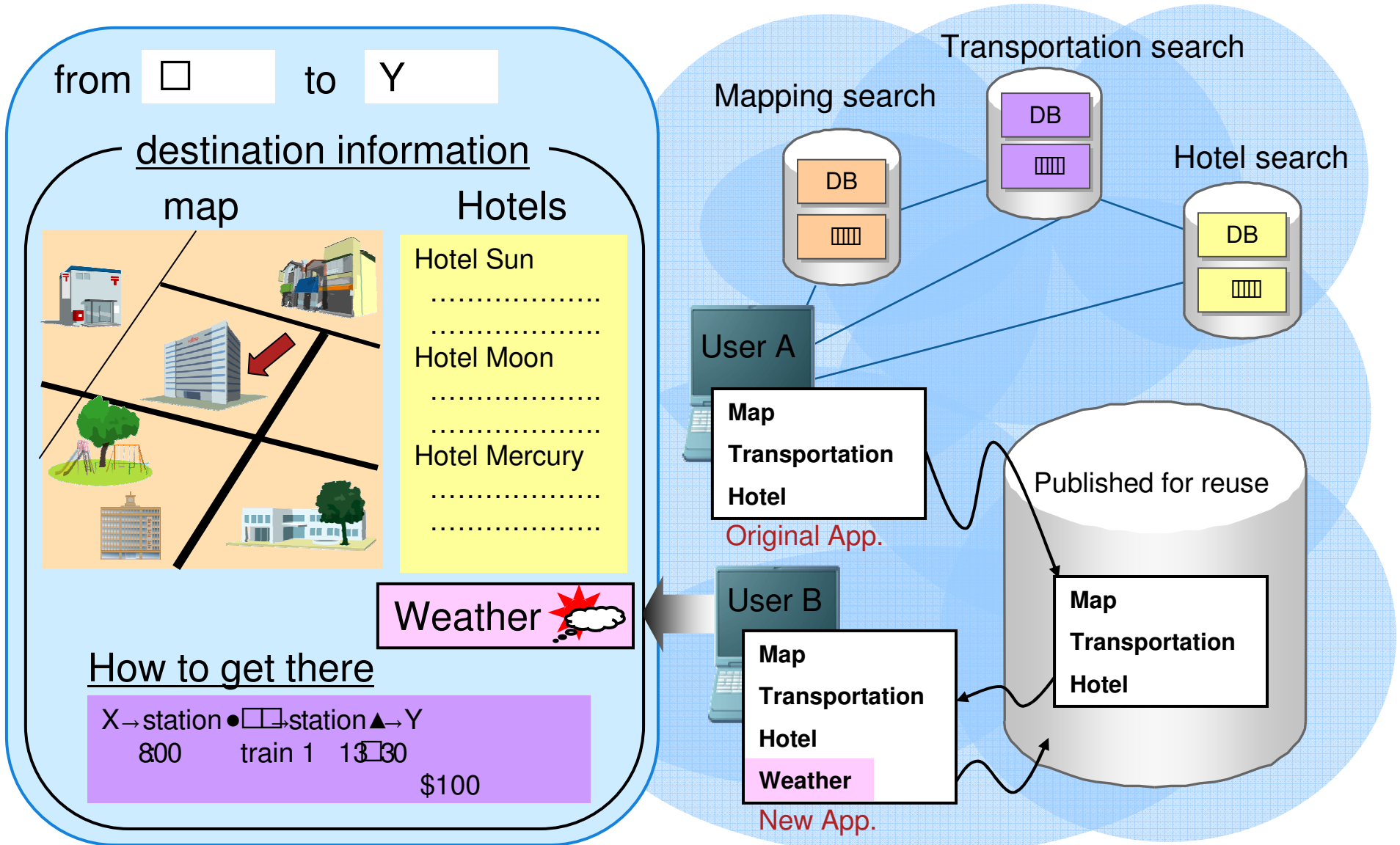
- Aggregation of information in a group of independent people leads to better results.

MashUp of Web Services



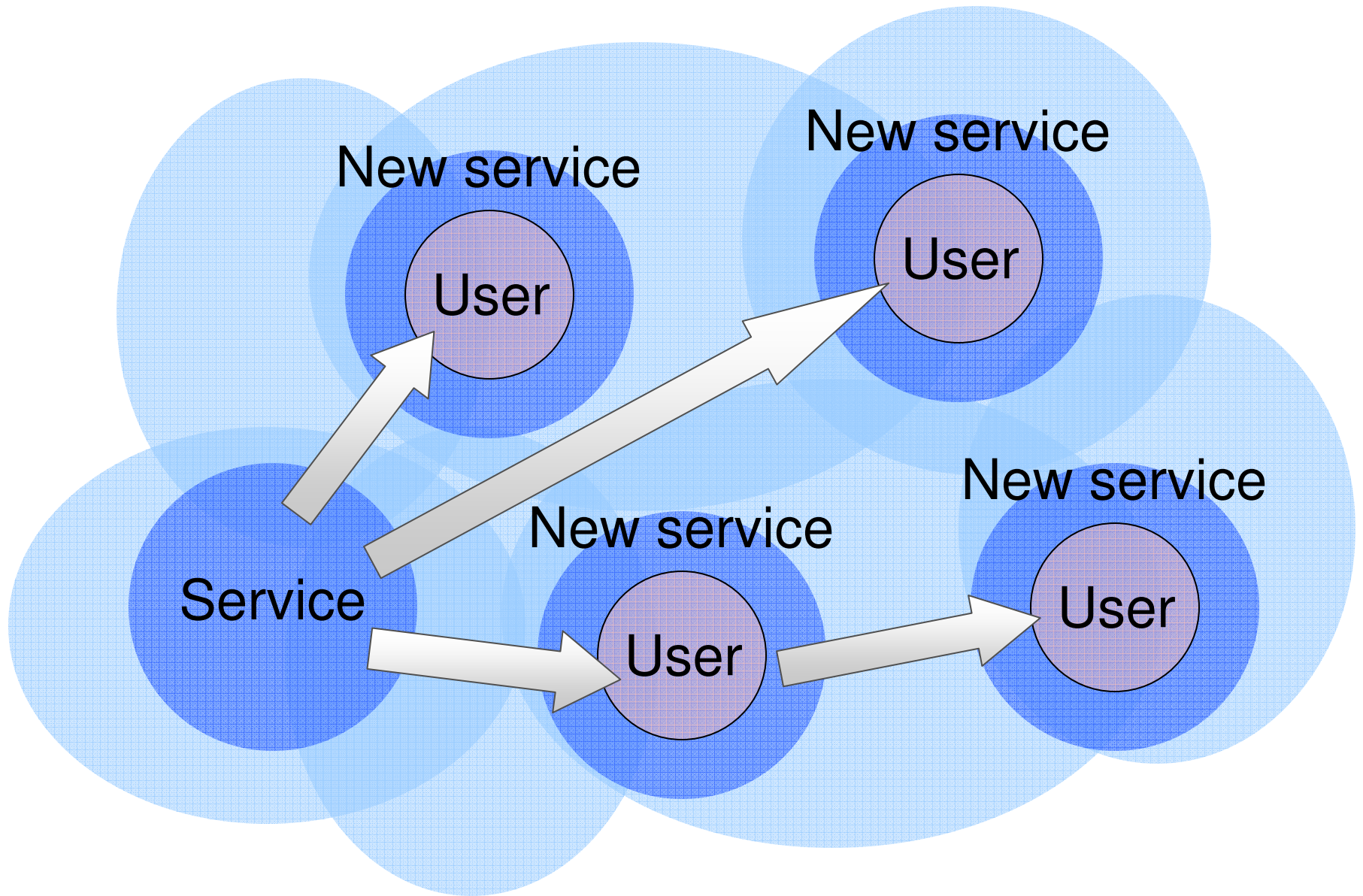
- Users are not required to make all applications or databases.
- Users ask appropriate web services to search data or to provide functions.

MashUp Published for Reuse

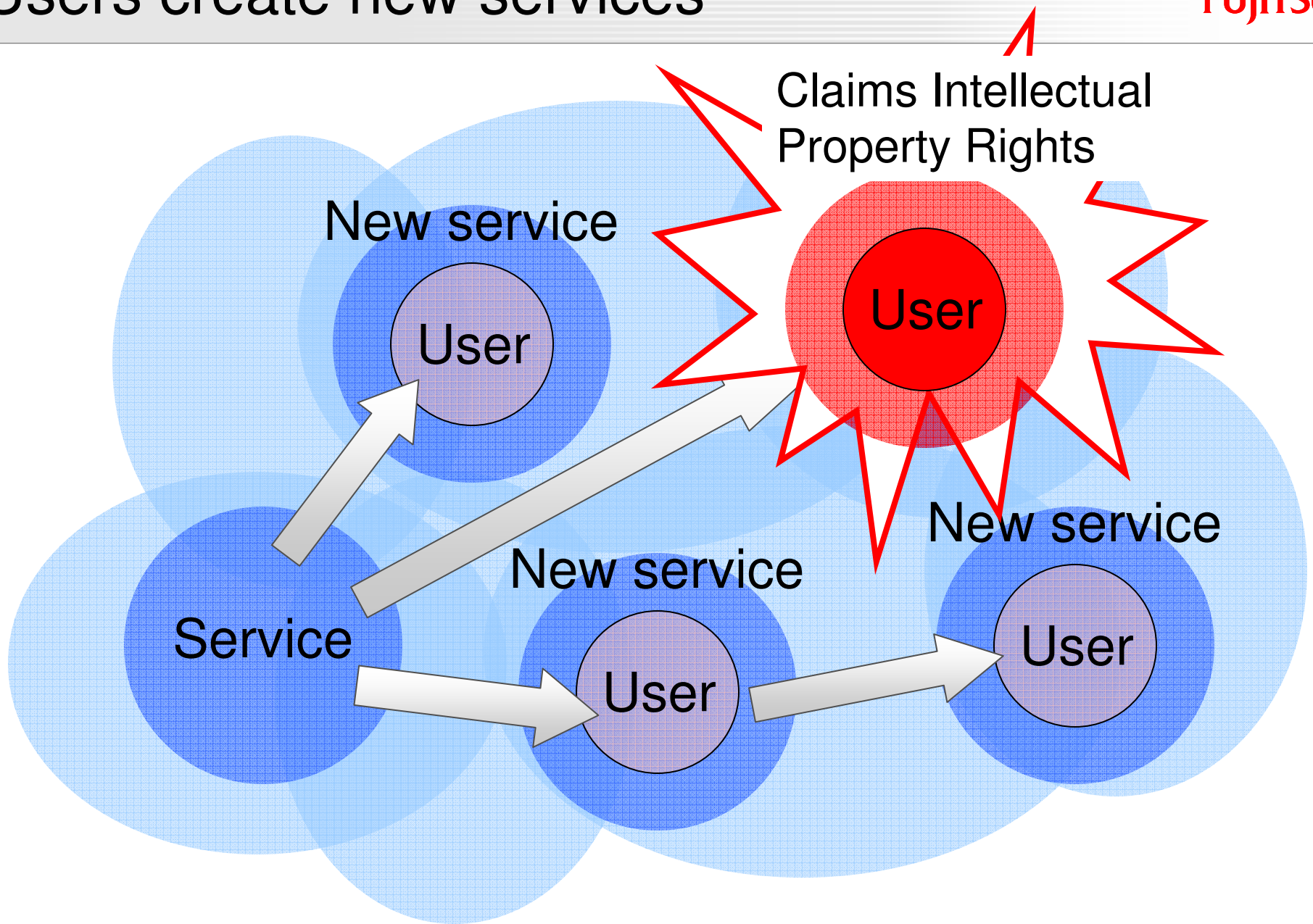


- New functions can be added to original application.

Users create new services



Users create new services



1. Who Owns What In This New Model? How Do We Allocate Rights?

- (1) Do we rely on open licensing of IP rights, like Open Source Software or Creative/Patent Commons? Standards Organizations?
- (2) Can contracts solve all questions? Can they be standardized globally? Are these contracts enforceable against all users? (*Douglas v. TalkAmerica*)

2. Workable business schemes

- (1) How do we make money?
- (2) If standards are used, how do we establish a RAND royalty?

3. Risk of Infringement

- (1) Who should bear the risk of infringement? (*Fox v. Cablevision*, *SCO v. IBM*)
- (2) What is the scope of secondary liability? Scope of secondary liability varies in different countries. (*MGM v. Grokster*)

4. Jurisdictional questions

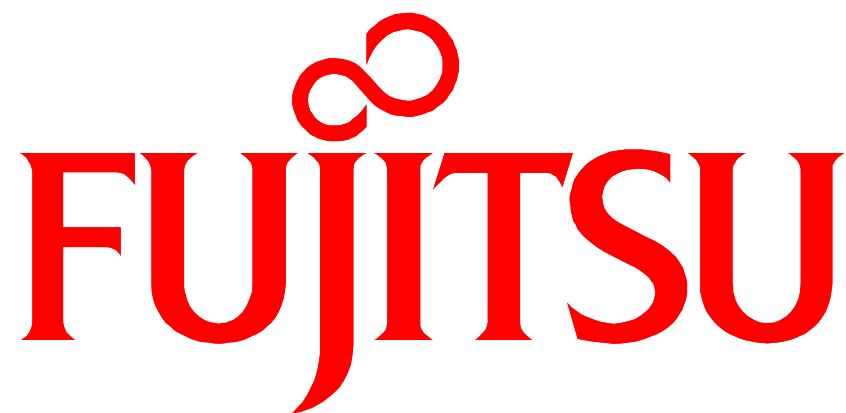
- (1) Location of server or location of user? (*Yahoo France*)
- (2) Will same activities in different countries create different liabilities?

We are now facing new challenges.

They are not easy to solve.

We have to review whether the current intellectual property system is working properly and solving all questions.

Trilateral Cooperation can help find solutions by striking the proper balance between acceleration of innovation and the rights of all stakeholders.



THE POSSIBILITIES ARE INFINITE