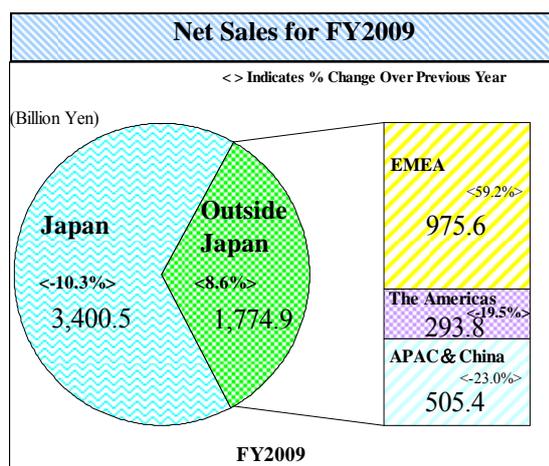


## 4. Results by Geographic Segment



### Operating Income (Billion Yen)

	FY 2009	FY 2008	Change from FY 2008
Japan	166.3 [4.9%]	106.4 [2.8%]	59.8 [2.1%]
Outside Japan	12.1 [0.7%]	17.2 [1.1%]	-5.0 [-0.4%]
EMEA	-2.6 [-0.3%]	12.0 [2.0%]	-14.7 [-2.3%]
The Americas	1.8 [0.6%]	-1.3 [-0.4%]	3.1 [1.0%]
APAC & China	12.9 [2.6%]	6.4 [1.0%]	6.5 [1.6%]

Note: Numbers inside brackets indicate operating income margin.

In Japan, net sales were 3,400.5 billion yen (US\$36,565 million), a decrease of 10.3% compared to fiscal 2008. Sales of system integration services and ATM- and POS-related solutions to customers in the manufacturing, retail/distribution, and financial services industries declined due to corporate spending constraints. Sales of logic LSI devices, server-related products, and PCs were also lower, primarily as a result of weaker sales in the first half of the fiscal year. Operating income in Japan was 166.3 billion yen (US\$1,788 million), an improvement of 59.8 billion yen over fiscal 2008. Profitability improved as a result of progress in restructuring the logic LSI device business, the positive effect of divesting the loss-generating HDD business, and success in cutting costs and trimming expenses.

Net sales outside Japan were 1,774.9 billion yen (US\$19,085 million), an increase of 8.6% over the previous fiscal year. On an adjusted basis, however, sales decreased by 9% when excluding the impact of converting Fujitsu Technology Solutions (Holding) B.V. and FDK Corporation from equity-method affiliates into consolidated subsidiaries, the sale of the HDD business, and the impact of exchange rate fluctuations. Operating income outside Japan was 12.1 billion yen (US\$130 million), a decrease of 5.0 billion yen from fiscal 2008, mainly from lower profitability in the EMEA region.

Net sales in EMEA were 975.6 billion yen (US\$10,490 million), an increase of 59.2% from fiscal 2008. On an adjusted basis, however, net sales declined by 9%. The EMEA region posted an operating loss of 2.6 billion yen (US\$28 million), a deterioration of 14.7 billion yen from the previous fiscal year. In the UK, services sales were impacted by the economic recession, while the profitability of some private- and public-sector projects declined. In converting Fujitsu Technology Solutions into a consolidated subsidiary, there was a one-time charge for expensing the fair market value of in-process R&D and an increase in the amortization of goodwill and other assets. These expenses were offset, however, by a reduction in copyright levies imposed on PC manufacturers in Germany as the result of a settlement with the national copyright organization.

Net sales in the Americas were 293.8 billion yen (US\$3,159 million), a 19.5% decrease from fiscal 2008. On an adjusted basis, sales declined 10%. Although sales of optical transmissions systems increased, sales of server-related products were adversely impacted by the economic recession. Operating income for the region was 1.8 billion yen (US\$19 million), an improvement of 3.1 billion yen from fiscal 2008, as a result of cost reductions in the optical transmission system and car audio and navigation system businesses, and other factors which offset the decline in server-related product sales impacted profitability.

In APAC and China, net sales were 505.4 billion yen (US\$5,434 million), a 23.0% decrease from the prior fiscal year. On an adjusted basis, sales declined by 9%. While there was an expansion of the services business in Oceania, along with higher sales of car audio and navigation systems, sales of HDDs declined in the first half of the fiscal year. Operating income was 12.9 billion yen (US\$139 million), an increase of 6.5 billion yen over fiscal 2008. The increase in operating income was the result of higher profitability in the car audio and navigation systems and services businesses.