

## 7. Segment Information

### I. Segment Overview

Fujitsu's reportable business segments consist of components of the Fujitsu group for which discrete financial information is available and whose operating results are regularly reviewed by the group's executive decision-making body to make decisions about resource allocation to the segments and assess their performance.

In the field of information and communication technology (ICT), while delivering wide varieties of services, the group offers comprehensive solutions, from the development, manufacturing, and sales, to the maintenance and operations of cutting-edge, high-performance and high-quality products, and electronic devices that support services. The group's business is organized into three reportable segments—Technology Solutions, Ubiquitous Solutions, and Device Solutions—based on the group's managerial structure, characteristics of the products and services, and the similarities of the sales market within each operating segment. Managerial structure and product and service classification in each reportable segment are as follows.

#### (1) Technology Solutions

To optimally deliver to customers comprehensive services that integrate products, software, and services, the segment is organized in a matrix management structure comprised of business groups that are organized by product and service type, in order to manage costs and devise global business strategies, and business groups that are organized along industry and geographic lines, integrating sales groups with systems engineers covering specific customers.

This reportable segment consists of Solutions/Systems Integration, which are services for the construction of information and communication systems, Infrastructure Services, which are primarily outsourcing and maintenance services, System Products, which covers mainly the servers and storage systems that comprise ICT platforms, and Network Products, which are used to build communications infrastructure, such as mobile phone base stations and optical transmission systems.

#### (2) Ubiquitous Solutions

The segment is organized into independent business management units along product lines and includes the sales departments.

This reportable segment contains ubiquitous terminals—including personal computers and mobile phones, as well as car audio and navigation systems, mobile communication equipment, and automotive electronic equipment—that collect various information and knowledge generated from the behavioral patterns of people and organizations needed to achieve the group's vision of a “Human Centric Intelligent Society” (a society that enjoys the benefits of the value generated by information and communication technologies without requiring anyone to be conscious of the technological complexities involved).

#### (3) Device Solutions

The segment is organized by product in independent business management units which include the respective sales departments and contains cutting-edge technologies, including LSI devices used in digital home appliances, automobiles, mobile phones and servers, as well as electronic components, such as semiconductor packages and batteries.

## II. First Nine Months of Fiscal 2010 (April 1, 2010 to December 31, 2010)

### 1. Net Sales and Profit or Loss by Reportable Segments

(Million Yen)

	Reportable Segments				Other (*)	Total
	Technology Solutions	Ubiquitous Solutions	Device Solutions	Sub-Total		
Net Sales						
External customers	2,063,254	744,674	414,726	3,222,654	14,031	3,236,685
Inter-segment	55,694	86,104	60,288	202,086	36,656	238,742
Total net sales	2,118,948	830,778	475,014	3,424,740	50,687	3,475,427
Operating Income (Loss)	81,315	18,801	19,753	119,869	-4,373	115,496

\* The "Other" segment consists of operations not included in reportable segments, such as Japan's Next-Generation Supercomputer project, facility services and development of information systems for group companies, and welfare benefits for group employees.

### 2. Reconciliation of Net Sales and Operating Income or Loss of Reportable Segments with those of the Consolidated Income Statements

(Million Yen)

Reconciliation of Net Sales	Amount
Total of Reportable Segments	3,424,740
Net Sales of "Other" Category	50,687
Elimination of Intersegment Transactions	-231,535
Net Sales in Consolidated Income Statements	3,243,892

(Million Yen)

Reconciliation of Operating Income (Loss)	Amount
Total of Reportable Segments	119,869
Operating Loss of "Other" Category	-4,373
Corporate Expenses *	-47,732
Elimination of Intersegment Transactions	695
Operating Income in Consolidated Income Statements	68,459

\* Corporate Expenses mainly consist of strategic expenses such as basic research and development expenses which are not attributable to the reportable segments and group management shared expenses incurred by Fujitsu.

### III. First Nine Months of Fiscal 2011 (April 1, 2011 to December 31, 2011)

#### 1. Net Sales, Profit or Loss by Reportable Segments

(Million Yen)

	Reportable Segments				Other (*)	Total
	Technology Solutions	Ubiquitous Solutions	Device Solutions	Sub-Total		
Net Sales						
External customers	2,017,907	734,865	378,461	3,131,233	31,832	3,163,065
Inter-segment	53,671	82,142	48,171	183,984	34,989	218,973
Total net sales	2,071,578	817,007	426,632	3,315,217	66,821	3,382,038
Operating Income (Loss)	71,673	6,418	-13,240	64,851	-244	64,607

\* The "Other" segment consists of operations not included in reportable segments, such as Japan's Next-Generation Supercomputer project, facility services and development of information systems for group companies, and welfare benefits for group employees.

#### 2. Reconciliation of Net Sales and Operating Income or Loss of Reportable Segments with those of the Consolidated Income Statements

(Million Yen)

Reconciliation of Net Sales	Amount
Total of Reportable Segments	3,315,217
Net Sales of "Other" Category	66,821
Elimination of Intersegment Transactions	-209,981
Net Sales in Consolidated Income Statements	3,172,057

(Million Yen)

Reconciliation of Operating Income (Loss)	Amount
Total of Reportable Segments	64,851
Operating Loss of "Other" Category	-244
Corporate Expenses *	-54,654
Elimination of Intersegment Transactions	296
Operating Income in Consolidated Income Statements	10,249

\* Corporate Expenses mainly consist of strategic expenses such as basic research and development expenses which are not attributable to the reportable segments and group management shared expenses incurred by Fujitsu.

IV. Third Quarter of Fiscal 2010 (October 1, 2010 to December 31, 2010)

1. Net Sales, Profit or Loss by Reportable Segments

(Million Yen)

	Reportable Segments				Other (*)	Total
	Technology Solutions	Ubiquitous Solutions	Device Solutions	Sub-Total		
Net Sales						
External customers	693,086	261,075	131,825	1,085,986	8,141	1,094,127
Inter-segment	25,057	28,495	23,542	77,094	12,013	89,107
Total net sales	718,143	289,570	155,367	1,163,080	20,154	1,183,234
Operating Income	24,952	3,693	8,441	37,086	953	38,039

\* The “Other” segment consists of operations not included in reportable segments, such as Japan’s Next-Generation Supercomputer project, facility services and development of information systems for group companies, and welfare benefits for group employees.

2. Reconciliation of Net Sales and Operating Income or Loss of Reportable Segments with those of the Consolidated Income Statements

(Million Yen)

Reconciliation of Net Sales	Amount
Total of Reportable Segments	1,163,080
Net Sales of "Other" Category	20,154
Elimination of Intersegment Transactions	-86,794
Net Sales in Consolidated Income Statements	1,096,440

(Million Yen)

Reconciliation of Operating Income (Loss)	Amount
Total of Reportable Segments	37,086
Operating Income of "Other" Category	953
Corporate Expenses *	-17,256
Elimination of Intersegment Transactions	516
Operating Income in Consolidated Income Statements	21,299

\* Corporate Expenses mainly consist of strategic expenses such as basic research and development expenses which are not attributable to the reportable segments and group management shared expenses incurred by Fujitsu.

V. Third Quarter of Fiscal 2011 (October 1, 2011 to December 31, 2011)

1. Net Sales, Profit or Loss by Reportable Segments (Million Yen)

	Reportable Segments				Other (*)	Total
	Technology Solutions	Ubiquitous Solutions	Device Solutions	Sub-Total		
Net Sales						
External customers	672,961	274,200	123,587	1,070,748	5,497	1,076,695
Inter-segment	13,202	26,998	14,599	54,799	11,861	66,660
Total net sales	686,163	301,198	138,186	1,125,547	17,808	1,143,355
Operating Income (Loss)	25,951	2,083	-8,402	19,632	855	20,487

\* The "Other" segment consists of operations not included in reportable segments, such as Japan's Next-Generation Supercomputer project, facility services and development of information systems for group companies, and welfare benefits for group employees.

2. Reconciliation of Net Sales and Operating Income or Loss of Reportable Segments with those of the Consolidated Income Statements

(Million Yen)

Reconciliation of Net Sales	Amount
Total of Reportable Segments	1,125,547
Net Sales of "Other" Category	17,808
Elimination of Intersegment Transactions	-63,615
Net Sales in Consolidated Income Statements	1,079,740

(Million Yen)

Reconciliation of Operating Income (Loss)	Amount
Total of Reportable Segments	19,632
Operating Income of "Other" Category	855
Corporate Expenses *	-18,120
Elimination of Intersegment Transactions	831
Operating Income in Consolidated Income Statements	3,198

\* Corporate Expenses mainly consist of strategic expenses such as basic research and development expenses which are not attributable to the reportable segments and group management shared expenses incurred by Fujitsu.

(Additional Information)

## Geographical Information

### Net Sales

First Nine Months of Fiscal 2010 (April 1, 2010 to December 31, 2010) (Million Yen)

Japan	Outside Japan				Total
	EMEA	The Americas	APAC/China	Sub-total	
2,065,331 (63.7%)	621,162 (19.1%)	241,814 (7.5%)	315,585 (9.7%)	1,178,561 (36.3%)	3,243,892 (100.0%)

First Nine Months of Fiscal 2011 (April 1, 2011 to December 31, 2011) (Million Yen)

Japan	Outside Japan				Total
	EMEA	The Americas	APAC/China	Sub-total	
2,066,855 (65.2%)	594,213 (18.7%)	213,082 (6.7%)	297,907 (9.4%)	1,105,202 (34.8%)	3,172,057 (100.0%)

Third Quarter of Fiscal 2010 (October 1, 2010 to December 31, 2010) (Million Yen)

Japan	Outside Japan				Total
	EMEA	The Americas	APAC/China	Sub-total	
693,590 (63.3%)	225,577 (20.6%)	75,379 (6.8%)	101,894 (9.3%)	402,850 (36.7%)	1,096,440 (100.0%)

Third Quarter of Fiscal 2011 (October 1, 2011 to December 31, 2011) (Million Yen)

Japan	Outside Japan				Total
	EMEA	The Americas	APAC/China	Sub-total	
720,049 (66.7%)	201,370 (18.6%)	63,379 (5.9%)	94,942 (8.8%)	359,691 (33.3%)	1,079,740 (100.0%)

Notes:

- Geographical segments are defined based on customer location.
- Principal countries and regions comprising the segments other than Japan:
  - EMEA (Europe, Middle East, Africa): UK, Germany, Spain, Finland, Sweden
  - The Americas: US, Canada
  - APAC (Asia-Pacific) & China: Australia, Singapore, Korea, Taiwan, China
- Figures in parentheses represent percentage of segment sales to consolidated net sales.