

## **(6) FY 2009 Consolidated Earnings Projections**

In the wake of the financial crisis and its widening impact, the global economy is experiencing a severe worldwide recession, but signs of a recovery are expected to be seen starting in the second half of fiscal 2009 as the effects of government stimulus packages begin to take hold. In Japan, too, for the first half of fiscal 2009, exports, production and capital expenditures are expected to decline due to the global economic recession, and consumer spending is also expected to remain weak due to the deterioration in income and employment conditions. Conditions are expected to improve in the second half of the fiscal year, but the recovery is expected to be weak, with the economy continuing in a correction phase through fiscal 2010. Corporate IT spending is being undercut by the economic recession, and further significant declines in spending on IT hardware and greater selectivity in spending on software are expected, but corporate spending on IT for global business expansion is expected to hold steady.

For the first half of fiscal 2009, we are projecting consolidated net sales of 2,200.0 billion yen, a decline of 10% compared to the first half of fiscal 2008 as a result of further delays in the recovery of demand for logic LSI devices and electronic components, an intensification of competition in the PC market, and the impact of yen appreciation.

We are projecting an operating loss of 50.0 billion yen for the first half of fiscal 2009, a deterioration of 90.0 billion yen compared to the first half of fiscal 2008. In addition to the impact of lower sales, we expect a decline in operating income because of the adverse effect of exchange rate movements, an increase in expenses for retirement benefits as a result of the deterioration in pension assets in fiscal 2008, higher goodwill and other amortization expenses as well as one-time recognition of R&D expenses associated with converting Fujitsu Technology Solutions (the new corporate name, as of April 1, 2009, of the former Fujitsu Siemens Computers) to a consolidated subsidiary. For the same period, we are projecting a net loss of 65.0 billion yen.

On a full-year basis, we are projecting consolidated net sales of 4,800.0 billion yen for fiscal 2009, an increase of 2% in comparison with fiscal 2008. Excluding the impact of converting Fujitsu Technology Solutions and FDK into subsidiaries, the reforms to the HDD business, and yen appreciation, this sales projection would represent a decline of 5%. We are expecting a significant reduction in sales in our LSI and electronic components businesses as a result of further delays in the recovery of those markets, and we expect weak demand and intensified price competition to reduce sales of servers as well as PCs, but we expect continued strength in sales of outsourcing services in our core services business domain. Although the conversion of equity-method affiliates such as Fujitsu Technology Solutions and FDK is expected to add approximately 670 billion yen to sales, we are expecting the transfer of our HDD to reduce sales by approximately 180 billion yen, and, because we expect the strength in the yen since the second half of fiscal 2008 to continue, we expect the yen conversion of foreign-currency denominated sales, particularly in the first half of fiscal 2009, to lower sales by approximately 160 billion yen.

For the full 2009 fiscal year, we are projecting operating income of 80.0 billion yen, an increase of 11.2 billion yen compared to fiscal 2008. We expect other expenses, such as the adverse effect of exchange rate movements, an increase in expenses for retirement benefits as a result of the deterioration in pension assets in fiscal 2008, and higher goodwill and other amortization expenses as well as one-time recognition of R&D expenses associated with converting Fujitsu Technology Solutions to a consolidated subsidiary, to reduce operating income by approximately 19 billion yen. Excluding these one-time expenses, we expect operating income to increase by approximately 30 billion yen. This improvement is a result of higher income in our services business due to greater cost efficiencies, lower amortization, personnel, and other overhead costs in our LSI business due to restructuring initiatives, and cost controls in development expenses. We are projecting consolidated net income of 20.0 billion yen for fiscal 2008.

Seeking to promote further globalization of business activities, the Fujitsu Group is moving toward the full adoption of International Financial Reporting Standards (IFRS) in conjunction with internal controls to strengthen Group governance. Presently, in Japan, there are discussions of allowing the disclosure of

financial indices using IFRS, but in presenting our fiscal 2009 financial projections, we continue to use Japanese accounting standards.

The Fujitsu Group will continue to promote further efficiencies in its business structure by focusing on core competencies that bring value to customers, while also strengthening our global business structure based on complementary strengths in IT products and services.

(Billion Yen)

	First Half			Full Year				
	FY 2009 Forecast	FY 2008 Results	Change	FY 2009 Forecast	FY 2008 Results	Change	Change (%)	Adjusted Change (%)
Net Sales	2,200.0	2,453.7	-253.7	4,800.0	4,692.9	107.0	2.3	-5.0
Operating Income	-50.0	38.5	-88.5	80.0	68.7	11.2	16.3	
Net Income	-65.0	4.6	-69.6	20.0	-112.3	132.3	-	

Note: The adjusted rate shows the percentage change in sales on a comparable year-over-year basis, excluding the impact of Fujitsu Technology Solutions (Holding) B.V. (the new corporate name, as of April 1, 2009, of Fujitsu Siemens Computers (Holding) B.V.) and FDK Corporation becoming consolidated subsidiaries, the business restructuring impact of transferring the HDD business, and the projected impact of exchange rates, primarily the US dollar, euro, British pound, Australian dollar, and the Korean won.

Fiscal 2009 Full-Year Projections, Changes Compared to Fiscal 2008 (Billion Yen)

		Net Sales	Operating Income
Special Items	Conversion of Fujitsu Technology Solutions to Consolidated Subsidiary (of which, goodwill amortization and one-time R&D expense recognition)	600.0 ( - )	-11.0 ( -15.0)
	Conversion of FDK to Consolidated Subsidiary	70.0	2.0
	Transfer of HDD Business (from the 2 <sup>nd</sup> through the 4 <sup>th</sup> quarters)	-180.0	20.0
	Impact of Restructuring	490.0	11.0
	Impact of Exchange Rate	-160.0	-10.0
	Increase in Retirement Benefit Expenses	-	-20.0
	Subtotal	330.0	-19.0
Excluding Special Items	Services	10.0	15.0
	System Platforms	-60.0	-5.0
	Technology Solutions	-50.0	10.0
	Ubiquitous Product Solutions	-70.0	-15.0
	Device Solutions	-120.0	65.0
	Other	-70.0	-10.0
Elimination and Corporate	85.0	-20.0	
Subtotal	-225.0	30.0	
Total		107.0	11.2

- Through the end of fiscal 2008, Fujitsu Siemens Computers (Holding) B.V. (whose name was changed to Fujitsu Technology Solutions (Holding) B.V. as of April 1, 2009) was subject to equity-method accounting treatment, but with the purchase of shares from Siemens AG, it is a consolidated subsidiary as of April 1, 2009. For fiscal 2009, the composition of segment information is outlined below:

Fujitsu Technology Solutions's Business Area	Fujitsu Consolidated Segments	
		Sub-Segment
Infrastructure Business	Technology Solutions	Services (Infrastructure Services)
Server Business		System Platforms (System Products)
PC Business	Ubiquitous Product Solutions	PCs/Mobile

- Through fiscal 2008, FDK Corporation was an equity-method affiliate of Fujitsu, but it is scheduled to be converted to a consolidated subsidiary as of May 1, 2009 in accordance with Fujitsu subscribing to a private placement to increase FDK's capital. In fiscal 2009, it will be included with the "Electronic Components, Others" sub-segment in the Device Solutions segment.
- Because the transfer of the HDD business to Toshiba Corporation and Showa Denko K.K. is expected to take place on July 1, 2009, it is only included in the financial projections for the first quarter of fiscal 2009 (April 1 – June 30, 2009).

### Policy on Dividends and Dividend Forecast

Article 41 of Fujitsu Limited's Articles of Incorporation grants the Board of Directors the authority to distribute retained earnings. As part of Fujitsu's basic policy on the exercise of this authority, a portion of retained earnings is paid to shareholders to provide a stable return, and that a portion should be retained by the company to strengthen its financial base and support new business development opportunities that will result in improved long-term performance. In addition, taking into consideration the level of profits, Fujitsu aims to increase the distribution of profits to its shareholders when the financial base is sufficiently strong enough, including through share buybacks.

At the beginning of fiscal 2008, we planned to return to the dividend level prior to the bursting of the IT bubble: namely, 5 yen per share as an interim dividend and 10 yen per share as an annual dividend. This plan took into account the recovery of our business performance, particularly in the Technology Solutions segment, and the expectation of recovering valuation allowances for deferred tax assets due to the improvement in profitability, especially on the part of subsidiaries subject to consolidated corporate income tax.

Nevertheless, as a result of what has been called a once-in-a-century global financial crisis that began in the middle of fiscal 2008, there was a rapid deterioration in our business performance from what we had expected at the beginning of the year, particularly in the Ubiquitous Product Solutions and Device Solutions segments, and we recorded one-time losses to cover business restructuring and other costs. On a consolidated basis, the company recorded a net loss of 112.3 billion yen.

As a result, we will pay a year-end dividend of 3 yen per share, 2 yen less per share than the interim dividend or than the amount announced at the beginning of the fiscal year, for an annual dividend of 8 yen per share. Combined with an interim dividend of 5 yen, this is the same level as the previous fiscal year.

The company plans to continue its policy of paying dividends twice a year, based on financial results at the half-year and year-end. Anticipating that the current severe economic climate will continue for some time, we plan to pay an annual dividend of 6 yen per share (3 yen as an interim dividend) for fiscal 2009, ending March 31, 2010.

#### Dividends Per Share (DPS) Data

(Yen)

	FY98	FY99	FY00	FY01	FY02	FY03	FY04	FY05	FY06	FY07	FY08	FY09 (Estimate)
Interim	5.0	5.0	5.0	2.5	-	-	3.0	3.0	3.0	3.0	5.0	3.0
Year-end	5.0	5.0	5.0	2.5	-	3.0	3.0	3.0	3.0	5.0	3.0	3.0
Total	10.0	10.0	10.0	5.0	-	3.0	6.0	6.0	6.0	8.0	8.0	6.0

#### Reference: Shareholders' Equity and Retained Earnings (Consolidated)

(Billion Yen)

S/E	1,165.3	1,291.4	1,303.7	920.3	782.8	743.9	813.4	780.6	875.0	911.6	782.9
Distributable profit at year end (Unconsolidated)										222.8	246.6

S/E = Shareholders' Equity

## **Precautions on Usage of Earnings Projections**

These materials may contain forward-looking statements that are based on management's current information, views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Actual results may differ materially from those projected or implied in the forward-looking statements due to, without limitation, the following factors listed below.

For information regarding the assumptions used to prepare these projections, please refer to "FY 2009 Consolidated Earnings Projections" on page 42.

- Economic trends in key markets (particularly in Japan, North America, Europe and Asia, including China)
- Rapid changes in the high-technology industry (particularly semiconductors, PCs, etc.)
- Fluctuations in exchange rates or interest rates
- Fluctuations in capital markets
- Intensifying price competition
- Changes in market positioning due to competition in R&D
- Changes in the environment for the procurement of parts and components
- Changes in competitive environment relating to collaborations, alliances and technical assistance
- Potential emergence of unprofitable projects
- Changes in accounting policies