

## 6. FY2008 First-Half Consolidated Business Segment Information

### a. Net Sales\* and Operating Income (1)

|                                     |   | Yen<br>(Billions)              |                                |            |
|-------------------------------------|---|--------------------------------|--------------------------------|------------|
|                                     |   | 1H FY 2008<br>(4/1/08~9/30/08) | 1H FY 2007<br>(4/1/07~9/30/07) | Change (%) |
| <b>Technology Solutions</b>         |   |                                |                                |            |
| Japan                               | Y | 996.2                          | 927.3                          | +7.4       |
| Overseas                            |   | 528.6                          | 580.1                          | -8.9       |
| Total                               |   | 1,524.9                        | 1,507.5                        | +1.2       |
| <b>Operating income (loss):</b>     |   |                                |                                |            |
| Services                            |   | 51.2                           | 48.1                           | +6.5       |
| [Operating income margin]           |   | [4.3%]                         | [4.0%]                         |            |
| System Platforms                    |   | 6.1                            | (9.3)                          | -          |
| [Operating income margin]           |   | [1.9%]                         | [-3.0%]                        |            |
| Total operating income              |   | 57.3                           | 38.7                           | +48.1      |
| [Operating income margin]           |   | [3.8%]                         | [2.6%]                         |            |
| <b>Ubiquitous Product Solutions</b> |   |                                |                                |            |
| Japan                               |   | 344.8                          | 367.1                          | -6.1       |
| Overseas                            |   | 176.6                          | 207.9                          | -15.1      |
| Total                               |   | 521.4                          | 575.0                          | -9.3       |
| Operating income                    |   | 8.8                            | 21.8                           | -59.3      |
| [Operating income margin]           |   | [1.7%]                         | [3.8%]                         |            |
| <b>Device Solutions</b>             |   |                                |                                |            |
| Japan                               |   | 213.8                          | 261.3                          | -18.2      |
| Overseas                            |   | 137.1                          | 136.5                          | +0.4       |
| Total                               |   | 350.9                          | 397.9                          | -11.8      |
| Operating income (loss)             |   | (7.3)                          | 6.1                            | -          |
| [Operating income margin]           |   | [-2.1%]                        | [1.5%]                         |            |
| <b>Other Operations</b>             |   |                                |                                |            |
| Japan                               |   | 184.8                          | 172.0                          | +7.5       |
| Overseas                            |   | 75.8                           | 81.7                           | -7.2       |
| Total                               |   | 260.6                          | 253.7                          | +2.7       |
| Operating income                    |   | 7.7                            | 5.8                            | +33.9      |
| [Operating income margin]           |   | [3.0%]                         | [2.3%]                         |            |
| <b>Elimination and Corporate</b>    |   |                                |                                |            |
| Sales                               |   | (204.2)                        | (221.1)                        | -          |
| Operating income                    |   | (28.2)                         | (28.5)                         | -          |
| <b>Total</b>                        |   |                                |                                |            |
| Japan                               |   | 1,583.0                        | 1,561.5                        | +1.4       |
| Overseas                            |   | 870.7                          | 951.6                          | -8.5       |
| Total                               |   | 2,453.7                        | 2,513.1                        | -2.4       |
| Operating income                    | Y | 38.5                           | 43.9                           | -12.3      |
| [Operating income margin]           |   | [1.6%]                         | [1.7%]                         |            |

Note:

\*Net sales include intersegment sales.

## b. Net Sales\* by Principal Products and Services

|                                     |                               | Yen<br>(Billions)              |                                | Assuming same<br>exchange rates<br>as 1H FY2007 |              |
|-------------------------------------|-------------------------------|--------------------------------|--------------------------------|---|--------------|
|                                     |                               | 1H FY 2008<br>(4/1/08~9/30/08) | 1H FY 2007<br>(4/1/07~9/30/07) | Change (%)                                      | Change (%)** |
| <b>Technology Solutions</b>         |                               |                                |                                |   |              |
| <b>Services:</b>                    |                               |                                |                                |   |              |
|                                     | Solutions / SI                | 608.8                          | 578.2                          | +5.3  | +7           |
|                                     | Infrastructure Services       | 573.6                          | 586.6                          | -2.2  | +5           |
|                                     | Others                        | 21.6                           | 25.2                           | -14.2   | -14          |
|                                     |                               | <u>1,204.1</u>                 | <u>1,190.1</u>                 | +1.2  | +6           |
| <b>System Platforms:</b>            |                               |                                |                                |   |              |
|                                     | System Products               | Y 154.0                        | 163.7                          | -5.9  | -4           |
|                                     | Network Products              | 166.6                          | 153.5                          | +8.5  | +14          |
|                                     |                               | <u>320.7</u>                   | <u>317.3</u>                   | +1.1  | +5           |
|                                     | <b>Total</b>                  | <u><u>1,524.9</u></u>          | <u><u>1,507.5</u></u>          | +1.2  | +5           |
| <b>Ubiquitous Product Solutions</b> |                               |                                |                                |   |              |
|                                     | PCs / Mobile Phones           | 358.6                          | 406.9                          | -11.9   | -11          |
|                                     | Hard Disk Drives              | 152.5                          | 159.2                          | -4.2  | +1           |
|                                     | Others                        | 10.2                           | 8.8                            | +16.2   | +16          |
|                                     | <b>Total</b>                  | <u><u>521.4</u></u>            | <u><u>575.0</u></u>            | -9.3  | -7           |
| <b>Device Solutions</b>             |                               |                                |                                |   |              |
|                                     | LSI Devices                   | 222.5                          | 257.9                          | -13.7   | -12          |
|                                     | Electronic Components, Others | 128.4                          | 140.0                          | -8.2  | -3           |
|                                     | <b>Total</b>                  | <u><u>Y 350.9</u></u>          | <u><u>397.9</u></u>            | -11.8   | -9           |

Note:

\* Net sales include intersegment sales.

\*\* Calculations using the same exchange rates as 1H FY2007 are rough estimations.

## c. Net Sales and Operating Income (2)

### FY 2008 First-Half

(Million yen)

|  | Technology Solutions | Ubiquitous Product Solutions | Device Solutions | Other Operations | Total            | Elimination and Corporate | Consolidated     |
|--|----------------------|------------------------------|------------------|------------------|------------------|---------------------------|------------------|
| <b>Net sales</b>                         |                      |                              |                  |                  |                  |                           |                  |
| Sales to customers outside Fujitsu Group | 1,474,035            | 461,422                      | 325,764          | 192,561          | 2,453,782        | -                         | 2,453,782        |
| Intersegment sales                       | 50,886               | 60,026                       | 25,219           | 68,109           | 204,240          | (204,240)                 | -                |
| <b>Total net sales</b>                   | <b>1,524,921</b>     | <b>521,448</b>               | <b>350,983</b>   | <b>260,670</b>   | <b>2,658,022</b> | <b>(204,240)</b>          | <b>2,453,782</b> |
| <b>Operating income (loss)</b>           | <b>57,378</b>        | <b>8,886</b>                 | <b>(7,313)</b>   | <b>7,794</b>     | <b>66,745</b>    | <b>(28,203)</b>           | <b>38,542</b>    |

### FY 2007 First-Half

(Million yen)

|  | Technology Solutions | Ubiquitous Product Solutions | Device Solutions | Other Operations | Total            | Elimination and Corporate | Consolidated     |
|--|----------------------|------------------------------|------------------|------------------|------------------|---------------------------|------------------|
| <b>Net sales</b>                         |                      |                              |                  |                  |                  |                           |                  |
| Sales to customers outside Fujitsu Group | 1,451,427            | 514,735                      | 368,677          | 178,274          | 2,513,113        | -                         | 2,513,113        |
| Intersegment sales                       | 56,083               | 60,355                       | 29,244           | 75,470           | 221,152          | (221,152)                 | -                |
| <b>Total net sales</b>                   | <b>1,507,510</b>     | <b>575,090</b>               | <b>397,921</b>   | <b>253,744</b>   | <b>2,734,265</b> | <b>(221,152)</b>          | <b>2,513,113</b> |
| <b>Operating income</b>                  | <b>38,735</b>        | <b>21,815</b>                | <b>6,157</b>     | <b>5,820</b>     | <b>72,527</b>    | <b>(28,595)</b>           | <b>43,932</b>    |

#### Notes:

\* Business segments are defined based on the similarity of products and services, sales methods and other factors.

\*\* The main products and services of each segment are listed below.

(1)Technology Solutions Systems integration services (system construction), consulting, custom terminal installation (ATMs, POS systems, etc.), outsourcing services (comprehensive management of information systems), network services (provision of network environment for information, systems as well as various network services), system support services (information system and network maintenance and monitoring services), information systems infrastructure construction and network construction, servers (mainframes, UNIX servers, mission-critical IA servers, PC servers), storage systems, software (OS, middleware), network control systems, optical transmission systems, mobile phone base stations.

(2)Ubiquitous Product Solutions Personal computers, mobile phones, optical modules and hard disk drives

(3)Device Solutions LSI devices (logic LSI), electronic components (semiconductor packages, SAW devices, etc.), relays and connectors, etc.

(4)Other Operations Audio and navigation equipment, electronic equipment for automobile control and printed circuit boards

\*\*\* There were changes in accounting standards in the current consolidated reporting period, as explained on P. 38 under "Changes in Accounting Policies, Practices and Presentation Methods" (Adoption of Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements; Changes in Accounting Standards for Completed Construction Revenue and Costs). The effect of these changes on the financial results for each business segment shown above was insignificant.