

## 12. FY2008 Second-Quarter Consolidated Geographic Segment Information

### a. Net Sales and Operating Income

#### FY 2008 Second-Quarter

(Million yen)

	Japan	EMEA	The Americas	APAC & China	Total	Elimination & Corporate	Consolidated
<b>Net sales</b>							
Sales to customers outside Fujitsu Group	888,866	168,425	101,087	118,125	1,276,503	-	1,276,503
Intersegment sales	134,807	2,740	5,480	91,403	234,430	(234,430)	-
<b>Total net sales</b>	<b>1,023,673</b>	<b>171,165</b>	<b>106,567</b>	<b>209,528</b>	<b>1,510,933</b>	<b>(234,430)</b>	<b>1,276,503</b>
<b>Operating income</b>	<b>42,113</b>	<b>1,647</b>	<b>500</b>	<b>4,333</b>	<b>48,593</b>	<b>(15,863)</b>	<b>32,730</b>

#### FY 2007 Second-Quarter

(Million yen)

	Japan	EMEA	The Americas	APAC & China	Total	Elimination & Corporate	Consolidated
<b>Net sales</b>							
Sales to customers outside Fujitsu Group	907,069	201,133	118,205	119,906	1,346,313	-	1,346,313
Intersegment sales	155,493	2,868	6,276	106,988	271,625	(271,625)	-
<b>Total net sales</b>	<b>1,062,562</b>	<b>204,001</b>	<b>124,481</b>	<b>226,894</b>	<b>1,617,938</b>	<b>(271,625)</b>	<b>1,346,313</b>
<b>Operating income</b>	<b>47,453</b>	<b>3,627</b>	<b>3,160</b>	<b>3,676</b>	<b>57,916</b>	<b>(16,931)</b>	<b>40,985</b>

Notes:

\* Geographic segments are defined based on geographical location and interconnectedness of business activities.

\*\* Principal countries and regions comprising the segments other than Japan:

(1)EMEA

(Europe, Middle East and Africa)

UK, Spain, Germany, Finland, Netherlands

(2)The Americas

US, Canada

(3)APAC (Asia-Pacific) & China

Australia, Thailand, Vietnam, Philippines, Singapore, Korea, Taiwan, China

\*\*\* 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 geographic segment shown above was insignificant.

## b. Net Sales outside Japan by Customer's Geographic Location

### FY 2008 Second-Quarter

(Million yen)

	EMEA	The Americas	APAC & China	Total
<b>I. Net sales outside Japan</b>	184,779	118,215	143,269	446,263
<b>II. Consolidated net sales</b>				1,276,503
<b>III. Sales outside Japan as a ratio of total sales</b>	14.5%	9.3%	11.2%	35.0%

### FY 2007 Second-Quarter

(Million yen)

	EMEA	The Americas	APAC & China	Total
<b>I. Net sales outside Japan</b>	222,012	136,581	145,045	503,638
<b>II. Consolidated net sales</b>				1,346,313
<b>III. Sales outside Japan as a ratio of total sales</b>	16.5%	10.1%	10.8%	37.4%

#### Notes:

\* Geographic segments are defined based on geographical location and interconnectedness of business activities.

\*\* Principal countries and regions comprising the segments other than Japan:

(1)EMEA

(Europe, Middle East and Africa)

UK, Spain, Germany, Finland, Netherlands

(2)The Americas

US, Canada

(3)APAC (Asia-Pacific) & China

Australia, Thailand, Vietnam, Philippines, Singapore, Korea, Taiwan, China

\*\*\* Net sales outside Japan represent sales of Fujitsu Ltd. and its consolidated subsidiaries and affiliates in regions and countries other than Japan.

\*\*\*\* There was a change in accounting standards in the current consolidated reporting period, as explained on P. 38 under "Changes in Accounting Policies, Practices and Presentation Methods" (Changes in Accounting Standards for Completed Construction Revenue and Costs). The effect of this change on the financial results for each geographic segment shown above was insignificant.