

11. Third-Quarter Consolidated Business Segment Information

a. Net Sales* and Operating Income (1)

	Y	Yen (Billions)		Change (%)	Excluding impact
		3Q FY 2008	3Q FY 2007		of changes in
		(10/1/08~12/31/08)	(10/1/07~12/31/07)		currency exchange rates
				Change (%)	
Technology Solutions					
Japan		476.7	467.4	+2.0	+2
Overseas		208.4	298.3	-30.1	-4
Total		685.1	765.7	-10.5	-0
Operating income (loss):					
Services		24.2	34.8	-30.4	
[Operating income margin]		[4.4%]	[5.7%]		
System Platforms		(4.0)	(0.5)	-	
[Operating income margin]		[-2.9%]	[-0.3%]		
Total operating income		20.2	34.2	-41.0	
[Operating income margin]		[3.0%]	[4.5%]		
Ubiquitous Product Solutions					
Japan		141.1	189.1	-25.4	-25
Overseas		64.8	116.3	-44.3	-33
Total		205.9	305.4	-32.6	-28
Operating income (loss)		(11.5)	13.4	-	
[Operating income margin]		[-5.6%]	[4.4%]		
Device Solutions					
Japan		91.9	132.9	-30.8	-31
Overseas		47.4	70.1	-32.2	-19
Total		139.4	203.0	-31.3	-27
Operating income (loss)		(21.1)	9.4	-	
[Operating income margin]		[-15.2%]	[4.6%]		
Other Operations					
Japan		77.7	93.8	-17.2	-17
Overseas		27.4	41.5	-33.8	-27
Total		105.2	135.4	-22.3	-20
Operating income		0.3	4.5	-91.2	
[Operating income margin]		[0.4%]	[3.3%]		
Elimination					
Sales		(81.9)	(114.8)	-	-
Operating income (loss)		(13.1)	(15.0)	-	
Total					
Japan		723.0	799.3	-9.5	-10
Overseas		330.8	495.5	-33.2	-12
Total		1,053.8	1,294.9	-18.6	-11
Operating income (loss)	Y	(25.1)	46.6	-	
[Operating income margin]		[-2.4%]	[3.6%]		

Note:

*Net sales include intersegment sales.

b. Net Sales* by Principal Products and Services

	Yen (Billions)			Excluding impact of changes in currency exchange rates	
	3Q FY 2008	3Q FY 2007	Change (%)	Change (%)	
	(10/1/08~12/31/08)	(10/1/07~12/31/07)			
Technology Solutions					
Services:					
Solutions / SI	Y 273.1	294.6	-7.3	-2	
Infrastructure Services	258.7	301.1	-14.1	+5	
Others	12.9	13.9	-6.9	-7	
	<u>544.8</u>	<u>609.7</u>	-10.6	+1	
System Platforms:					
System Products	65.8	78.0	-15.7	-14	
Network Products	74.4	77.9	-4.5	+3	
	<u>140.2</u>	<u>156.0</u>	-10.1	-6	
Total	<u><u>685.1</u></u>	<u><u>765.7</u></u>	-10.5	-0	
Ubiquitous Product Solutions					
PCs / Mobile Phones	146.0	210.9	-30.8	-30	
Hard Disk Drives	56.0	89.7	-37.5	-24	
Others	3.8	4.7	-18.4	-18	
Total	<u><u>205.9</u></u>	<u><u>305.4</u></u>	-32.6	-28	
Device Solutions					
LSI Devices	96.3	129.1	-25.4	-21	
Electronic Components, Others	43.1	73.9	-41.6	-37	
Total	Y <u><u>139.4</u></u>	<u><u>203.0</u></u>	-31.3	-27	

Notes:

* Net sales include intersegment sales.

c. Net Sales and Operating Income (2)

FY 2008 Third Quarter

(Million yen)

	Technology Solutions	Ubiquitous Product Solutions	Device Solutions	Other Operations	Total	Elimination and Corporate	Consolidated
Net sales							
Sales to customers outside Fujitsu Group	664,719	182,106	128,602	78,470	1,053,897	-	1,053,897
Intersegment sales	20,421	23,845	10,885	26,788	81,939	(81,939)	-
Total net sales	685,140	205,951	139,487	105,258	1,135,836	(81,939)	1,053,897
Operating income (loss)	20,228	(11,508)	(21,148)	398	(12,030)	(13,151)	(25,181)

FY 2007 Third Quarter

(Million yen)

	Technology Solutions	Ubiquitous Product Solutions	Device Solutions	Other Operations	Total	Elimination and Corporate	Consolidated
Net sales							
Sales to customers outside Fujitsu Group	736,087	272,163	188,488	98,166	1,294,904	-	1,294,904
Intersegment sales	29,687	33,318	14,606	37,241	114,852	(114,852)	-
Total net sales	765,774	305,481	203,094	135,407	1,409,756	(114,852)	1,294,904
Operating income (loss)	34,267	13,492	9,434	4,530	61,723	(15,060)	46,663

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, and mobile phone base stations
 - (2)Ubiquitous Product Solutions Personal computers, mobile phones, hard disk drives and optical modules
 - (3)Device Solutions LSI devices (logic LSI, system memory), 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.