

6. Full-Year Consolidated Business Segment Information

a. Net Sales* and Operating Income (1)

	Yen (Billions)	Yen (Billions)		Change (%)	Excluding impact of changes in currency exchange rates Change (%)**
		FY 2009	FY 2008		
		(4/1/09-3/31/10)	(4/1/08-3/31/09)		
Technology Solutions					
Japan	Y	1,971.6	2,126.7	-7.3	-7
Overseas		1,149.4	950.3	+21.0	-4
Total		3,121.0	3,077.0	+1.4	-6
Operating income:					
Services		131.1	163.3	-19.7	
[Operating income margin]		[5.2%]	[6.7%]		
System Platforms		21.3	25.3	-16.0	
[Operating income margin]		[3.5%]	[3.9%]		
Total operating income		152.4	188.7	-19.2	
[Operating income margin]		[4.9%]	[6.1%]		
Ubiquitous Product Solutions					
Japan		618.9	658.7	-6.0	-5
Overseas		299.7	290.3	+3.3	-18
Total		918.7	949.1	-3.2	-9
Operating income		22.9	0.5	-	
[Operating income margin]		[2.5%]	[0.1%]		
Device Solutions					
Japan		314.4	372.2	-15.5	-25
Overseas		232.8	215.4	+8.1	-0
Total		547.2	587.6	-6.9	-16
Operating loss		(8.7)	(71.9)	-	
[Operating income margin]		[-1.6%]	[-12.2%]		
Other Operations					
Japan		280.9	326.4	-13.9	-14
Overseas		116.3	119.7	-2.8	+3
Total		397.3	446.2	-11.0	-9
Operating income		8.6	4.1	+108.8	
[Operating income margin]		[2.2%]	[0.9%]		
Elimination and Corporate					
Sales		(304.8)	(367.1)	-	-
Operating loss		(80.8)	(52.6)	-	-
Total					
Japan		2,931.2	3,193.1	-8.2	-9
Overseas		1,748.3	1,499.8	+16.6	-4
Total		4,679.5	4,692.9	-0.3	-7
Operating income	Y	94.3	68.7	+37.2	
[Operating income margin]		[2.0%]	[1.5%]		

Notes:

* Net sales include intersegment sales.

** Figures representing the percentage increase or decrease in net sales excluding the impact of exchange rate movements are calculated by taking the average exchange rates in fiscal 2008 for the US dollar, euro, British pound, Australian dollar, Korean won, and other currencies, applying them to foreign currency-denominated sales in fiscal 2009, and comparing the results to sales in fiscal 2008.

b. Net Sales* by Principal Products and Services

	Yen (Billions)			Excluding impact of changes in currency exchange rates	
	FY 2009	FY 2008	Change (%)	Change (%)**	
	(4/1/09-3/31/10)	(4/1/08-3/31/09)			
Technology Solutions					
Services:					
Solutions / SI	Y 1,117.2	1,223.1	-8.7	-8	
Infrastructure Services	1,303.9	1,129.3	+15.5	-4	
Others	89.2	75.1	+18.7	+19	
	<u>2,510.4</u>	<u>2,427.7</u>	+3.4	-5	
System Platforms:					
System Products	317.8	326.0	-2.5	-14	
Network Products	292.7	323.3	-9.5	-6	
	<u>610.6</u>	<u>649.3</u>	-6.0	-10	
Total	<u><u>3,121.0</u></u>	<u><u>3,077.0</u></u>	+1.4	-6	
Ubiquitous Product Solutions					
PCs / Mobile Phones	823.1	683.3	+20.5	-3	
Hard Disk Drives	82.2	249.0	-67.0	-24	
Others	13.3	16.7	-20.1	-20	
Total	<u><u>918.7</u></u>	<u><u>949.1</u></u>	-3.2	-9	
Device Solutions					
LSI Devices	306.3	390.3	-21.5	-20	
Electronic Components, Others	240.8	197.3	+22.0	-8	
Total	Y <u><u>547.2</u></u>	<u><u>587.6</u></u>	-6.9	-16	

Notes:

* Net sales include intersegment sales.

** Figures representing the percentage increase or decrease in net sales excluding the impact of exchange rate movements are calculated by taking the average exchange rates in fiscal 2008 for the US dollar, euro, British pound, Australian dollar, Korean won, and other currencies, applying them to foreign currency-denominated sales in fiscal 2009, and comparing the results to sales in fiscal 2008.

c. Net Sales and Operating Income (2)

FY 2009 (4/1/09-3/31/10)

(Million yen)

	Technology Solutions	Ubiquitous Product Solutions	Device Solutions	Other Operations	Total	Elimination and Corporate	Consolidated
Net sales							
Sales to customers outside Fujitsu Group	3,055,244	811,944	494,623	317,708	4,679,519	-	4,679,519
Intersegment sales	65,830	106,814	52,590	79,624	304,858	(304,858)	-
Total net sales	3,121,074	918,758	547,213	397,332	4,984,377	(304,858)	4,679,519
Operating income (loss)	152,451	22,959	(8,779)	8,620	175,251	(80,878)	94,373

FY 2008 (4/1/08-3/31/09)

(Million yen)

	Technology Solutions	Ubiquitous Product Solutions	Device Solutions	Other Operations	Total	Elimination and Corporate	Consolidated
Net sales							
Sales to customers outside Fujitsu Group	2,983,053	840,362	540,100	329,476	4,692,991	-	4,692,991
Intersegment sales	94,045	108,742	47,564	116,753	367,104	(367,104)	-
Total net sales	3,077,098	949,104	587,664	446,229	5,060,095	(367,104)	4,692,991
Operating income (loss)	188,712	558	(71,942)	4,129	121,457	(52,685)	68,772

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.
 - Technology Solutions Systems integration services (system construction), consulting, front-end technologies (ATMs, POS systems, etc.), outsourcing services (datacenter, IT operations management, SaaS, application operations and management, business process outsourcing, etc.), network services (business network, Internet/mobile contents delivery, etc.), system support services (information system and network maintenance and monitoring services), security solutions (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.
 - Ubiquitous Product Solutions Personal computers, mobile phones, hard disk drives and optical modules
 - Device Solutions LSI devices, electronic components (semiconductor packages, SAW devices, etc.), electromechanical parts (relays and connectors, etc.)
 - Other Operations Audio and navigation equipment, electronic equipment for automobile control and printed circuit boards
- In regards to the HDD business, the transfer of the business was completed on October 1, 2009, and therefore it is not included in the sales or operating income of the Ubiquitous Product Solutions segment from the third quarter of fiscal 2009.
- FY2008: Some accounting standards have changed as explained in the Notes section, under the subheading "Significant Changes to Preparation of Financial Statements" ("Adoption of Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements" and "Changes in Accounting Standards for Completed Construction Revenue and Costs"). The effect of these changes on the segment sales is insignificant.