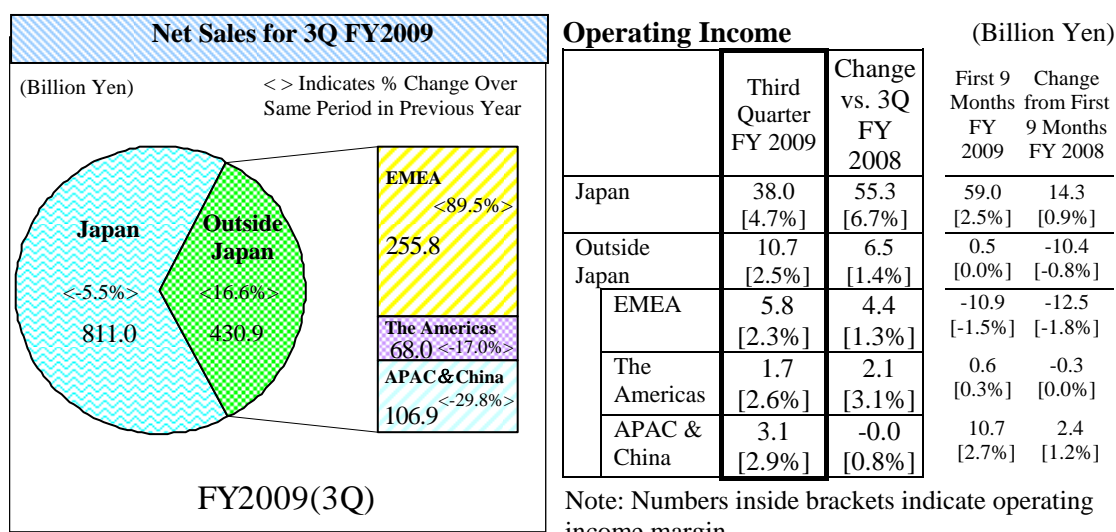


## 4. Results by Geographic Segment



In Japan, net sales were 811.0 billion yen (US\$8,815 million), a decrease of 5.5% compared to the same quarter in the prior fiscal year. Sales were on par with last year when excluding the impact of the conversion of FDK into a wholly owned subsidiary, the sale of the HDD business, and exchange rate fluctuations. Higher sales of mobile phones and car audio and navigation systems were offset by lower sales of system integration services to customers in the financial services, manufacturing, and retailing/distribution sectors as a result of corporate spending cutbacks. Operating income in Japan was 38.0 billion yen (US\$413 million), a substantial improvement of 55.3 billion yen compared with the same period in the prior fiscal year. Profitability improved as a result of restructuring in the logic LSI device business, the absence of losses from the HDD business due to the sale of that business, and higher sales of mobile phones.

Net sales outside Japan were 430.9 billion yen (US\$4,684 million), an increase of 16.6% from the previous fiscal year. Excluding the impact of converting Fujitsu Technology Solutions and FDK into consolidated subsidiaries, the sale of the HDD business, and the impact of exchange rate fluctuations, on an adjusted basis sales increased by 2%. Operating income outside Japan was 10.7 billion yen (US\$116 million), an increase of 6.5 billion yen from the same period in the prior fiscal year.

Net sales in EMEA were 255.8 billion yen (US\$2,780 million), an increase of 89.5% from the same period of the previous fiscal year. On an adjusted basis, however, net sales were nearly the same as in the previous fiscal year's third quarter. Operating income in EMEA was 5.8 billion yen (US\$63 million), an increase of 4.4 billion yen from the same period of the previous fiscal year. Although sales of IT services were adversely impacted by weak economic conditions in the UK and elsewhere, operating income increased due to a reduction in copyright levies imposed on PC manufacturers in Germany as the result of a settlement with the national copyright organization. Lower costs in the optical transmission systems business, from the transfer of European product manufacturing operations to the US in the second half of fiscal 2008, also contributed to higher profitability.

Net sales in the Americas were 68.0 billion yen (US\$739 million), a 17% decrease from the same period in the prior fiscal year. On an adjusted basis, however, sales were essentially unchanged. Operating income for the region was 1.7 billion yen (US\$18 million), an improvement of 2.1 billion yen from the same period in fiscal 2008, as a result of generating

greater cost efficiencies in the development and production of optical transmission systems and other factors.

In APAC and China, net sales were 106.9 billion yen (US\$ 1,162 million), a 29.8% decrease from the same period in the prior fiscal year. On an adjusted basis, however, sales increased by 6% as a result of an expansion of the IT services business through acquisitions in Oceania along with higher sales of car audio and navigation systems. Operating income was 3.1 billion yen (US\$34 million), roughly unchanged from the same period last year.