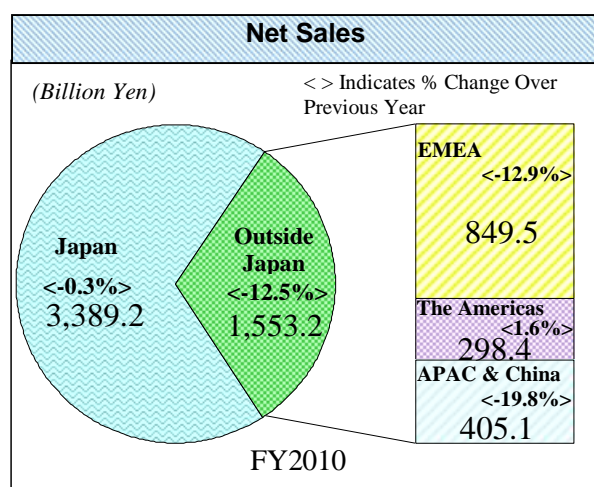


4. Results by Geographic Segment

Sales and operating income for Fujitsu and its consolidated subsidiaries according to country and region are as follows.



Operating Income (Billion Yen)

	FY 2010	FY 2009	Change vs. FY 2009
Japan	215.7 [6.4%]	166.3 [4.9%]	49.4 [1.5%]
Outside Japan	-4.7 [-0.3%]	12.1 [0.7%]	-16.9 [-1.0%]
EMEA	-18.4 [-2.2%]	-2.6 [-0.3%]	-15.8 [-1.9%]
The Americas	2.6 [0.9%]	1.8 [0.6%]	0.8 [0.3%]
APAC & China	11.0 [2.7%]	12.9 [2.6%]	-1.9 [0.1%]

Note: Numbers inside brackets indicate operating income margin.

In Japan, net sales amounted to 3,389.2 billion yen (US\$40,834 million), roughly on par with fiscal 2009. Despite growth in sales of LSI devices and electronic components and the benefits of the Fujitsu and Toshiba Corporation mobile phone business merger, sales were impacted by the divestiture of the HDD business in the previous fiscal year, as well as lower sales resulting from the Tohoku earthquake. Sales of system integration services were sluggish due to continued corporate spending constraints. Operating income in Japan was 215.7 billion yen (US\$2,599 million), a year-on-year increase of 49.4 billion yen. Income improved with a reduction in retirement benefit expenses, progress in restructuring the LSI devices business, and the positive effect of divesting the loss-generating HDD business.

Net sales outside Japan were 1,553.2 billion yen (US\$18,713 million), a decrease of 12.5% compared to fiscal 2009. Even excluding the impact of currency fluctuations, sales decreased by 5%, resulting from the transfer of the HDD business and other factors. The operating loss outside Japan was 4.7 billion yen (US\$57 million), a deterioration of 16.9 billion yen from fiscal 2009, mainly in EMEA.

Net sales in EMEA amounted to 849.5 billion yen (US\$10,235 million). This represented a decrease of 12.9% from fiscal 2009, although excluding the impact of currency fluctuations net sales remained mostly on par with the previous fiscal year. Despite growth in x86 server sales in continental Europe, mainly in Germany, overall there was an adverse impact caused by a drop in sales from the transfer of the HDD business and the impact of government fiscal austerity measures on the services business in the UK. EMEA recorded an operating loss of 18.4 billion yen (US\$222 million), a decline of 15.8 billion yen from the previous fiscal year. Despite a beneficial impact from the completion in fiscal 2009 of goodwill amortization stemming from the acquisition of ICL PLC (now Fujitsu Services Holdings PLC) in the UK, this was the result of fewer public sector business opportunities in the UK services business, as well as deteriorating business performance due to the one-time recognition of upfront costs and other expenses associated with the cancellation of certain long-term services contracts. While expenses related to retirement benefit obligations of a UK subsidiary increased in fiscal 2010 due to higher retirement benefit obligations at the end of the previous fiscal year, revisions to the pension system that were implemented during the fourth quarter led to the recording of one-time income that exceeded the additional expenses.

Net sales in the Americas were 298.4 billion yen (US\$3,595 million), an increase of 1.6% from fiscal 2009. On an adjusted basis sales increased 8%. In addition to the steady growth of sales of optical transmissions systems, sales of LSI devices, electronic components, and car audio and navigation systems also increased, mainly during the first half of the fiscal year. Although ICT services to the Canadian government experienced strong sales, demand in the US private sector was flat.

Operating income for the region amounted to 2.6 billion yen (US\$31 million), an improvement of 0.8 billion yen from fiscal 2009. Income improved as a result of higher sales of optical transmissions systems and other factors.

In APAC and China, net sales were 405.1 billion yen (US\$4,881 million), a year-on-year decline of 19.8%. Operating income was 11.0 billion yen (US\$133 million), representing a deterioration of 1.9 billion yen over fiscal 2009, reflecting the transfer of the HDD business and other factors.

FY 2011 Consolidated Earnings Projections

The impact of the Tohoku earthquake has caused concern about the procurement of raw materials and components as well as uncertainties with regard to ICT investment in Japan. Fujitsu cannot at the present time reasonably assess how these factors will affect consolidated earnings, and consequently, projections and dividend forecasts for fiscal 2011 have not yet been determined. Projections will be disclosed as soon as possible.