# 2. Change in Business Segments

The Fujitsu Group is pursuing a business growth strategy based on the acceleration of its globalization and the creation of new services businesses to support the realization of a Human Centric Intelligent Society. Based on this management direction, Fujitsu has made changes to its business segments beginning with the current reporting period. In addition, starting with the current reporting period, the company has implemented "Revised Accounting Standard for Disclosures about Segments of an Enterprise and Related Information" (Account Standards Board of Japan Statement No.17, issued March 27, 2009) and "Accounting Standard for Disclosures about Segments of an Enterprise and Related Information (Accounting Standards Board of Japan Guidance No.20, issued March 21, 2008). In the explanation of financial results, figures for previous years' results have been reclassified for comparison purposes.

### **Main Changes in Segments**

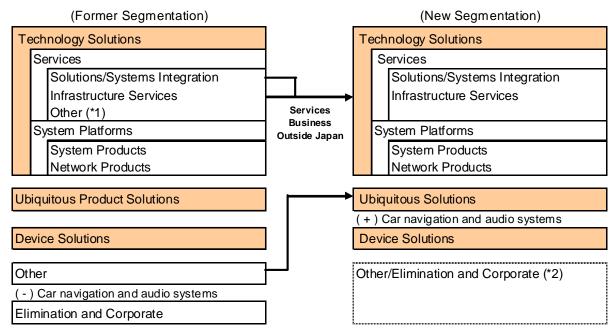
### 1. Services Business Outside Japan

As a cornerstone of its strategy for future growth, the Fujitsu Group is strengthening its worldwide support organization for ICT infrastructure and expanding its services platforms, including datacenters and service desks. Up until now, services business outside Japan has been included in both the "Solutions / Systems Integration" and "Infrastructure Services" categories of the "Services" sub-segment. The company has changed its method of disclosure so that all revenues from the services business outside Japan will be aggregated in the "Infrastructure Services" category.

2. Car Audio and Navigation Systems, Mobile Communications Equipment, and Automotive Electronics

In the Human Centric Intelligent Society that the Fujitsu Group is seeking to bring about, car audio and navigation systems will, along with PCs and mobile phones, play an important role as ubiquitous terminals and sensors in sensing information and knowledge generated from the patterns of movements of people and organizations. Up until now, these products have been included in the "Other" segment, but they will now be included in the "Ubiquitous Solutions" segment.

# **Comparison of Former and New Segmentation**



\*1 Security solutions (including information systems infrastructure construction and network construction) that had been classified under the "Other" category will now be included in the

"Infrastructure Services" category in the "Services" sub-segment, in accordance with the internal organization managing this business.

\*2 The hard disk drive (HDD) business that was sold during fiscal 2009 had been included in the "Ubiquitous Product Solutions" segment, but to facilitate comparisons with figures from prior fiscal years, it is included in the "Other / Elimination and Corporate" segment.

In addition to the changes indicated above, there are changes to the management organizations overseeing Group companies. In terms of major changes, a subsidiary manufacturing, developing and selling optical transceiver modules previously included in the "Ubiquitous Product Solutions" segment and a subsidiary manufacturing printed circuit boards previously included in the "Other" segment will now be included in the "Device Solutions" segment, in accordance with the internal management organization associated with the segments.

**New Segmentation of Products and Services** 

Segment		-segment	Main Products and Services
Technology	Services	Solutions /	• Systems integration services (system construction)
Solutions		Systems	• Consulting
		Integration	• Front-end technologies (ATMs, POS systems, etc.)
		Infrastructure	Outsourcing services
		Services	(datacenter, ICT operations management, SaaS,
			application operations and management, business
			process outsourcing, etc.)
			Network services
			(business network, Internet/mobile content
			delivery)
			System support services
			(information system and network maintenance and
			monitoring services)
			Security solutions
			(information systems infrastructure construction
			and network construction)
	System	System	• Servers (mainframes, UNIX servers, x86 servers)
	Platforms	Products	Storage systems
			Software (OS, middleware)
		Network	Network management systems
		Products	Optical transmission systems
			Mobile phone base stations
Ubiquitous	PCs / Mobile Phones		Personal computers, mobile phones
Solutions	Mobilewear		Car audio and navigation systems, mobile
			communications equipment, automotive electronics
Device	LSI		LSI devices
Solutions	Electronic Components		Semiconductor packages, batteries, electromechanical
		-	parts (relays, connectors, etc.), optical transceiver
			modules, printed circuit boards

Other / Elimination and Corporate	Other	Japan's next-generation supercomputer project, facility services and the development of information services for Fujitsu Group companies, retirement and healthcare benefits of Fujitsu Group employees, etc.  * Prior fiscal year figures for the HDD business, which was transferred during fiscal 2009, are included in this segment.
	Elimination and Corporate	Corporate expenses (strategic expenses for areas such as basic experimental research and shared expenses for group management at the parent-company level)

#### **Main Subsidiaries in Each Segment**

#### Technology Solutions

Fujitsu Frontech Limited, Fujitsu Broad Solution & Consulting Inc., Fujitsu Business Systems Ltd., Nifty Corporation, Fujitsu FSAS Inc., Fujitsu FIP Corporation, PFU Limited, Fujitsu IT Products Limited, Fujitsu Telecom Networks Limited, Fujitsu Services Holdings PLC, Fujitsu Technology Solutions (Holding) B.V., Fujitsu America, Inc., Fujitsu Australia Limited, Fujitsu Asia Pte. Ltd., Fujitsu Network Communications Inc., etc.

Fujitsu Business Systems Ltd. is scheduled to change its company name to Fujitsu Marketing Limited on October 1, 2010.

#### Ubiquitous Solutions

Shimane Fujitsu Limited, Fujitsu Isotec Limited, Fujitsu Personal System Limited, Fujitsu Mobile-phone Products Limited, Fujitsu TEN Limited, Fujitsu Technology Solutions (Holding) B.V., etc.

#### Device Solutions

Fujitsu Semiconductor Limited, Fujitsu Electronics Inc., Shinko Electric Industries Co., Ltd., FDK Corporation, Fujitsu Component Limited, Fujitsu Semiconductor Asia Pte. Ltd., etc.

## **Changes in the Allocation Method of Operating Expenses**

Fujitsu is making changes to its method for allocating operating expenses in order to improve the recoupment of expenses related to its sales activities as the company transforms into a comprehensive services provider supported by strong products and technologies, geared to meet the needs of the cloud computing era. As a result of this change, the amount of expenses allocated to the products business will decline and the amount of expenses allocated to the services business will increase.