

6. Full-Year Consolidated Business Segment Information

a. Net Sales* and Operating Income

		Yen (Billions)		Change(%)	Excluding impact of changes in currency exchange rates(%)**	Change vs. Previous Forecast***
		FY 2011 (4/1/11~3/31/12)	FY 2010 (4/1/10~3/31/11)			
Technology Solutions						
Japan	Y	1,912.5	1,942.1	-1.5	-2	-2.4
Outside Japan		1,022.3	1,072.1	-4.6	-0	-42.6
Sales		2,934.9	3,014.3	-2.6	-1	-45.0
Operating income:						
Services		124.0	117.3	+5.7		-0.9
[Operating income margin]		[5.2%]	[4.9%]			[-%]
System Platforms		47.2	45.5	+3.8		+2.2
[Operating income margin]		[8.4%]	[7.7%]			[0.6%]
Total operating income		171.2	162.8	+5.2		+1.2
[Operating income margin]		[5.8%]	[5.4%]			[+0.1%]
Ubiquitous Solutions						
Japan		884.9	851.6	+3.9	+4	+4.9
Outside Japan		269.3	273.9	-1.7	+3	-0.6
Sales		1,154.2	1,125.6	+2.5	+4	+4.2
Operating income		19.9	22.6	-12.1		+4.9
[Operating income margin]		[1.7%]	[2.0%]			[+0.4%]
Device Solutions						
Japan		342.9	361.3	-5.1	-5	+7.9
Outside Japan		241.7	269.2	-10.2	-4	-3.2
Sales		584.7	630.6	-7.3	-5	+4.7
Operating income (loss)		(10.1)	20.9	-		+4.8
[Operating income margin]		[-1.7%]	[3.3%]			[+0.9%]
Other/Elimination and Corporate****						
Sales		(206.3)	(242.2)	-	-	+13.6
Operating income		(75.7)	(73.9)	-		-5.7
Total						
Japan		2,961.4	2,941.0	+0.7	+1	+21.4
Outside Japan		1,506.0	1,587.3	-5.1	-0	-43.9
Total		4,467.5	4,528.4	-1.3	0	-22.4
Operating income	Y	105.3	132.5	-20.6		+5.3
[Operating income margin]		[2.4%]	[2.9%]			[+0.2%]
< Ratio of sales outside Japan >		<33.7%>	<35.1%>			

b. Net Sales* by Principal Products and Services

		Yen (Billions)		Change (%)	Excluding impact of changes in currency exchange rates(%)**	Change vs. Previous Forecast***	Impact of Thai floods *****
		FY 2011	FY 2010				
		(4/1/11~3/31/12)	(4/1/10~3/31/11)				
Technology Solutions							
Services:							
Solutions / System Integration	Y	824.8	830.0	-0.6	-0	+4.8	-
Infrastructure Services		1,546.4	1,589.5	-2.7	-0	-33.5	-1.0
		<u>2,371.2</u>	<u>2,419.5</u>	-2.0	-0	-28.7	-1.0
System Platforms:							
System Products		282.7	326.5	-13.4	-12	-17.2	-
Network Products		280.8	268.2	+4.7	+7	+0.8	-
		<u>563.6</u>	<u>594.8</u>	-5.2	-3	-16.3	-
Total		<u><u>2,934.9</u></u>	<u><u>3,014.3</u></u>	-2.6	-1	-45.0	-1.0
Ubiquitous Solutions							
PCs / Mobile Phones		889.5	842.5	+5.6	+7	-0.4	-7.0
Mobilewear		264.7	283.1	-6.5	-5	+4.7	-12.0
Total		<u><u>1,154.2</u></u>	<u><u>1,125.6</u></u>	+2.5	+4	+4.2	-19.0
Device Solutions							
LSI*****		327.1	343.7	-4.8	-3	+7.1	-7.0
Electronic Components		258.6	288.5	-10.3	-7	-1.3	-1.0
Total	Y	<u><u>584.7</u></u>	<u><u>630.6</u></u>	-7.3	-5	+4.7	-8.0

Notes:

* Net sales include intersegment sales.

** The impact of exchange rate fluctuation has been calculated by using the average U.S. dollar, euro and British pound exchange rates for the full year of fiscal 2010 to translate the current period's net sales outside Japan into yen.

*** Previous forecast as of January 31, 2012.

**** "Other/Elimination and Corporate" includes Japan's next-generation supercomputer project; facility services and the development of information services for Fujitsu Group companies; and welfare benefits for Fujitsu Group employees, as well as strategic expenses such as basic research and joint costs associated with Group management conducted by the parent company.

***** Sales figures for LSI include intrasegment sales to the electronic components segment.

***** The amount of reduction caused by the Thai floods is an estimate of lost sales, higher costs and other factors associated with revisions to planned production and sales figures on account of the floods which took place in Thailand. The impact of parts procurement delays and higher prices, customer production adjustments and other factors is included.