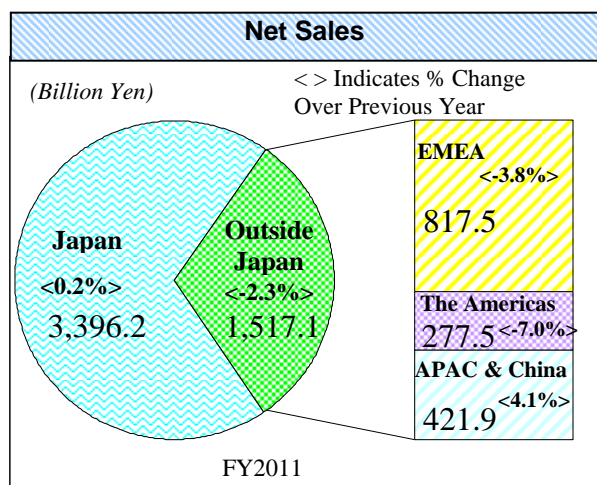


## 4. Results by Geographic Segment

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



**Operating Income** (Billion Yen)

	FY 2011	FY 2010	Change vs. FY 2010
Japan	177.8 [5.2%]	215.7 [6.4%]	-37.9 [-1.2%]
Outside Japan	8.0 [0.5%]	-4.7 [-0.3%]	12.8 [0.8%]
EMEA	-0 [-0.0%]	-18.4 [-2.2%]	18.4 [2.2%]
The Americas	0.4 [0.2%]	2.6 [0.9%]	-2.1 [-0.7%]
APAC & China	7.6 [1.8%]	11.0 [2.7%]	-3.4 [-0.9%]

Note: Numbers inside brackets indicate operating income margin.

In Japan, net sales amounted to 3,396.2 billion yen (US\$41,417 million), roughly on par with fiscal 2010. Sales of car audio and navigation systems and LSI devices declined as a result of customer-side production adjustments stemming from the floods in Thailand, while sales of servers and electronic components also fell. However, sales of mobile phones and network products increased, mainly owing to sales of mobile phone base stations. Operating income in Japan was 177.8 billion yen (US\$2,168 million), a year-on-year decline of 37.9 billion yen. Despite the positive impact of higher sales of network products, income declined as a result of lower sales of LSI devices and electronic components and higher upfront development investments in network and cloud services.

Net sales outside Japan were 1,517.1 billion yen (US\$18,501 million), a decrease of 2.3% compared to fiscal 2010. Excluding the impact of currency fluctuations, however, sales increased by 1%. Operating income outside Japan improved year-on-year by 12.8 billion yen, mainly in EMEA, to 8.0 billion yen (US\$98 million).

Net sales in EMEA amounted to 817.5 billion yen (US\$9,970 million), a decrease of 3.8% from fiscal 2010, although sales were essentially unchanged on a constant-currency basis. Sales of PCs grew in Turkey, the Middle East, Russia and other emerging markets, and services sales to private sector customers rose in the Nordic region and the UK. However, sales in continental Europe and to public sector customers in the UK declined. Operating income was essentially break-even, representing an improvement of 18.4 billion yen over fiscal 2010. The previous fiscal year's operating loss was the result of deteriorating business performance due to the one-time recognition of upfront costs and other expenses associated with the cancellation of certain long-term service contracts.

Net sales in the Americas were 277.5 billion yen (US\$3,384 million), a decline of 7% from fiscal 2010. Sales of car audio and navigation systems and LSI devices declined, and sales in the services business, primarily in the US, were sluggish. Sales of optical transmission systems, which were strong in the first half of the fiscal year, temporarily declined in the second half, leaving full-year sales essentially unchanged from the previous fiscal year. Operating income for the region amounted to 0.4 billion yen, (US\$5 million), a deterioration of 2.1 billion yen from fiscal 2010. Income declined as a result of ongoing upfront development expenditures for optical transmission systems.

In APAC and China, net sales were 421.9 billion yen (US\$5,145 million), a year-on-year increase of 4.1%. Sales of car audio and navigation systems declined, but sales of LSI devices increased. Operating income was 7.6 billion yen (US\$93 million), a decrease of 3.4 billion yen from fiscal 2010, reflecting the impact of lower sales of car audio and navigation systems.