

7. Segment Information

I. Segment Overview

Fujitsu's reportable business segments consist of components of the Fujitsu group for which discrete financial information is available and whose operating results are regularly reviewed by the group's executive decision-making body to make decisions about resource allocation to the segments and assess their performance.

In the field of information and communication technology (ICT), while delivering wide varieties of services, the group offers comprehensive solutions, from the development, manufacturing, and sales, to the maintenance and operations of cutting-edge, high-performance and high-quality products, and electronic devices that support services. The group's business is organized into three reportable segments—Technology Solutions, Ubiquitous Solutions, and Device Solutions—based on the group's managerial structure, characteristics of the products and services, and the similarities of the sales market within each operating segment. Managerial structure and product and service classification in each reportable segment are as follows.

(1) Technology Solutions

To optimally deliver to customers comprehensive services that integrate products, software, and services, the segment is organized in a matrix management structure comprised of business groups that are organized by product and service type, in order to manage costs and devise global business strategies, and business groups that are organized along industry and geographic lines, integrating sales groups with systems engineers covering specific customers.

This reportable segment consists of Solutions/Systems Integration, which are services for the construction of information and communication systems, Infrastructure Services, which are primarily outsourcing and maintenance services, System Products, which covers mainly the servers and storage systems that comprise ICT platforms, and Network Products, which are used to build communications infrastructure, such as mobile phone base stations and optical transmission systems.

(2) Ubiquitous Solutions

The segment is organized into independent business management units along product lines and includes the sales departments.

This reportable segment contains ubiquitous terminals—including personal computers and mobile phones, as well as car audio and navigation systems, mobile communication equipment, and automotive electronic equipment—that collect various information and knowledge generated from the behavioral patterns of people and organizations needed to achieve the group's vision of a “Human Centric Intelligent Society” (a society that enjoys the benefits of the value generated by information and communication technologies without requiring anyone to be conscious of the technological complexities involved).

(3) Device Solutions

The segment is organized by product in independent business management units which include the respective sales departments and contains cutting-edge technologies, including LSI devices used in digital home appliances, automobiles, mobile phones and servers, as well as electronic components, such as semiconductor packages.

II. First Half of Fiscal 2011 (April 1, 2011 to September 30, 2011)

1. Amount of Net Sales, Profit or Loss by Reportable Segments

(Million Yen)

	Reportable Segments				Other (*)	Total
	Technology Solutions	Ubiquitous Solutions	Device Solutions	Sub-Total		
Net Sales						
External customers	1,344,946	460,665	254,874	2,060,485	25,885	2,086,370
Inter-segment	40,469	55,144	33,572	129,185	23,128	152,313
Total net sales	1,385,415	515,809	288,446	2,189,670	49,013	2,238,683
Operating Income (Loss)	45,722	4,335	-4,838	45,219	-1,099	44,120

* The "Other" segment consists of operations not included in reportable segments, such as Japan's Next-Generation Supercomputer project, facility services and development of information systems for group companies, and welfare benefits for group employees.

2. Reconciliation of Net Sales and Operating Income or Loss of Reportable Segments with those of the Consolidated Income Statements

(Million Yen)

Reconciliation of Net Sales	Amount
Total of Reportable Segments	2,189,670
Net Sales of "Other" Category	49,013
Elimination of Intersegment Transactions	-146,366
Net Sales in Consolidated Income Statements	2,092,317

(Million Yen)

Reconciliation of Operating Income (Loss)	Amount
Total of Reportable Segments	45,219
Operating Loss of "Other" Category	-1,099
Corporate Expenses *	-36,534
Elimination of Intersegment Transactions	-535
Operating Income in Consolidated Income Statements	7,051

* Corporate Expenses mainly consist of strategic expenses such as basic research and development expenses which are not attributable to the reportable segments and group management shared expenses incurred by Fujitsu.

III. First Half of Fiscal 2010 (April 1, 2010 to September 30, 2010)

1. Amounts of Net Sales, Profit or Loss by Reportable Segments

(Million Yen)

	Reportable Segments				Other (*)	Total
	Technology Solutions	Ubiquitous Solutions	Device Solutions	Sub-Total		
Net Sales						
External customers	1,370,168	483,599	282,901	2,136,668	5,890	2,142,558
Inter-segment	30,637	57,609	36,746	124,992	24,643	149,635
Total net sales	1,400,805	541,208	319,647	2,261,660	30,533	2,292,193
Operating Income (Loss)	56,363	15,108	11,312	82,783	-5,326	77,457

* The "Other" segment consists of operations not included in reportable segments, such as Japan's Next-Generation Supercomputer project, facility services and development of information systems for group companies, and welfare benefits for group employees.

2. Reconciliation of Net Sales and Operating Income or Loss of Reportable Segments with those of the Consolidated Income Statements

(Million Yen)

Reconciliation of Net Sales	Amount
Total of Reportable Segments	2,261,660
Net Sales of "Other" Category	30,533
Elimination of Intersegment Transactions	-144,741
Net Sales in Consolidated Income Statements	2,147,452

(Million Yen)

Reconciliation of Operating Income (Loss)	Amount
Total of Reportable Segments	82,783
Operating Loss of "Other" Category	-5,326
Corporate Expenses *	-30,476
Elimination of Intersegment Transactions	179
Operating Income in Consolidated Income Statements	47,160

* Corporate Expenses mainly consist of strategic expenses such as basic research and development expenses which are not attributable to the reportable segments and group management shared expenses incurred by Fujitsu.

IV. Second Quarter of Fiscal 2011 (July 1, 2011 to September 30, 2011)

1. Amount of Net Sales, Profit or Loss by Reportable Segments

(Million Yen)

	Reportable Segments				Other (*)	Total
	Technology Solutions	Ubiquitous Solutions	Device Solutions	Sub-Total		
Net Sales						
External customers	712,063	250,848	132,052	1,094,963	8,122	1,103,085
Inter-segment	14,205	29,519	15,516	59,240	12,297	71,537
Total net sales	726,268	280,367	147,568	1,154,203	20,419	1,174,622
Operating Income (Loss)	43,196	4,368	-3,810	43,754	-1,573	42,181

* The "Other" segment consists of operations not included in reportable segments, such as Japan's Next-Generation Supercomputer project, facility services and development of information systems for group companies, and welfare benefits for group employees.

2. Reconciliation of Net Sales and Operating Income or Loss of Reportable Segments with those of the Consolidated Income Statements

(Million Yen)

Reconciliation of Net Sales	Amount
Total of Reportable Segments	1,154,203
Net Sales of "Other" Category	20,419
Elimination of Intersegment Transactions	-68,376
Net Sales in Consolidated Income Statements	1,106,246

(Million Yen)

Reconciliation of Operating Income (Loss)	Amount
Total of Reportable Segments	43,754
Operating Loss of "Other" Category	-1,573
Corporate Expenses *	-19,263
Elimination of Intersegment Transactions	1,272
Operating Income in Consolidated Income Statements	24,190

* Corporate Expenses mainly consist of strategic expenses such as basic research and development expenses which are not attributable to the reportable segments and group management shared expenses incurred by Fujitsu.

V. Second Quarter of Fiscal 2010 (July 1, 2010 to September 30, 2010)

1. Amounts of Net Sales, Profit or Loss by Reportable Segments

(Million Yen)

	Reportable Segments				Other (*)	Total
	Technology Solutions	Ubiquitous Solutions	Device Solutions	Sub-Total		
Net Sales						
External customers	718,469	233,292	142,888	1,094,649	2,703	1,097,352
Inter-segment	16,560	31,017	18,221	65,798	13,002	78,800
Total net sales	735,029	264,309	161,109	1,160,447	15,705	1,176,152
Operating Income (Loss)	47,789	4,445	5,257	57,491	-2,415	55,076

* The "Other" segment consists of operations not included in reportable segments, such as Japan's Next-Generation Supercomputer project, facility services and development of information systems for group companies, and welfare benefits for group employees.

2. Reconciliation of Net Sales and Operating Income or Loss of Reportable Segments with those of the Consolidated Income Statements

(Million Yen)

Reconciliation of Net Sales	Amount
Total of Reportable Segments	1,160,447
Net Sales of "Other" Category	15,705
Elimination of Intersegment Transactions	-75,960
Net Sales in Consolidated Income Statements	1,100,192

(Million Yen)

Reconciliation of Operating Income (Loss)	Amount
Total of Reportable Segments	57,491
Operating Loss of "Other" Category	-2,415
Corporate Expenses *	-16,985
Elimination of Intersegment Transactions	-935
Operating Income in Consolidated Income Statements	37,156

* Corporate Expenses mainly consist of strategic expenses such as basic research and development expenses which are not attributable to the reportable segments and group management shared expenses incurred by Fujitsu.

(Additional Information)

Geographical Information

Net Sales

First Half of Fiscal 2011 (April 1, 2011 to September 30, 2011) (Million Yen)

Japan	Outside Japan				Total
	EMEA	The Americas	APAC/China	Sub-total	
1,346,806 (64.4%)	392,843 (18.8%)	149,703 (7.1%)	202,965 (9.7%)	745,511 (35.6%)	2,092,317 (100.0%)

First Half of Fiscal 2010 (April 1, 2010 to September 30, 2010) (Million Yen)

Japan	Outside Japan				Total
	EMEA	The Americas	APAC/China	Sub-total	
1,371,741 (63.9%)	395,585 (18.4%)	166,435 (7.7%)	213,691 (10.0%)	775,711 (36.1%)	2,147,452 (100.0%)

Second Quarter of Fiscal 2011 (July 1, 2011 to September 30, 2011) (Million Yen)

Japan	Outside Japan				Total
	EMEA	The Americas	APAC/China	Sub-total	
727,130 (65.7%)	200,710 (18.2%)	74,401 (6.7%)	104,005 (9.4%)	379,116 (34.3%)	1,106,246 (100.0%)

Second Quarter of Fiscal 2010 (July 1, 2010 to September 30, 2010) (Million Yen)

Japan	Outside Japan				Total
	EMEA	The Americas	APAC/China	Sub-total	
717,397 (65.2%)	196,041 (17.8%)	83,007 (7.6%)	103,747 (9.4%)	382,795 (34.8%)	1,100,192 (100.0%)

Notes:

- Geographical segments are defined based on customer location.
- Principal countries and regions comprising the segments other than Japan:
 - EMEA (Europe, Middle East, Africa): UK, Germany, Spain, Finland, Sweden
 - The Americas: US, Canada
 - APAC (Asia-Pacific) & China: Australia, Singapore, Korea, Taiwan, China
- Figures in parentheses represent percentage of segment sales to consolidated net sales.