

10. FY2011 Third-Quarter Consolidated Business Segment Information

a. Net Sales* and Operating Income

		Yen (Billions)		Change(%)	Excluding impact of changes in currency exchange rates(%)**
		3Q FY 2011 (10/1/11~12/31/11)	3Q FY 2010 (10/1/10~12/31/10)		
Technology Solutions					
Sales:					
Japan	Y	443.4	444.6	-0.3	-0
Outside Japan		242.6	273.5	-11.3	-6
Total		686.1	718.1	-4.5	-2
Operating income:					
Services		22.1	19.0	+16.4	
[Operating income margin]		[4.0%]	[3.3%]		
System Platforms		3.7	5.9	-36.0	
[Operating income margin]		[3.0%]	[4.3%]		
Total operating income		25.9	24.9	+4.0	
[Operating income margin]		[3.8%]	[3.5%]		
Ubiquitous Solutions					
Sales:					
Japan		233.8	214.8	+8.9	+9
Outside Japan		67.3	74.7	-9.9	-4
Total		301.1	289.5	+4.0	+6
Operating income		2.0	3.6	-43.6	
[Operating income margin]		[0.7%]	[1.3%]		
Device Solutions					
Sales:					
Japan		82.1	93.4	-12.1	-12
Outside Japan		56.0	61.9	-9.5	-4
Total		138.1	155.3	-11.1	-9
Operating income (loss)		(8.4)	8.4	-	
[Operating income margin]		[-6.1%]	[5.4%]		
Other/Elimination and Corporate*****					
Sales		(45.8)	(66.6)	-	-
Operating income		(16.4)	(15.7)	-	
Total					
Sales:					
Japan		720.0	693.5	+3.8	+4
Outside Japan		359.6	402.8	-10.7	-5
Total		1,079.7	1,096.4	-1.5	0
Operating income	Y	3.1	21.2	-85.0	
[Operating income margin]		[0.3%]	[1.9%]		

b. Net Sales* by Principal Products and Services

		Yen (Billions)		Change (%)	Excluding impact of changes in currency exchange rates(%)**	Impact of Thai floods ***
		3Q FY 2011 (10/1/11~12/31/11)	3Q FY 2010 (10/1/10~12/31/10)			
Technology Solutions						
Services:						
Solutions / System Integration	Y	191.5	189.6	+1.0	+1	-
Infrastructure Services		367.6	391.1	-6.0	-3	-
		559.1	580.7	-3.7	-2	-
System Platforms:						
System Products		57.8	76.3	-24.3	-23	-
Network Products		69.1	60.9	+13.5	+15	-
		127.0	137.3	-7.5	-6	-
Total		686.1	718.1	-4.5	-2	-
Ubiquitous Solutions						
PCs / Mobile Phones		232.4	224.9	+3.3	+5	-18.0
Mobilewear		68.7	64.6	+6.4	+8	-12.0
Total		301.1	289.5	+4.0	+6	-30.0
Device Solutions						
LSI****		75.6	87.4	-13.5	-12	-3.0
Electronic Components		62.8	68.3	-8.0	-5	-1.0
Total	Y	138.1	155.3	-11.1	-9	-4.0

[FY2011 Quarterly Sales by Principal Products and Services]

		Yen (Billions)		
		1Q FY 2011 (4/1/11~6/30/11)	2Q FY 2011 (7/1/11~9/30/11)	3Q FY 2011 (10/1/11~12/31/11)
Technology Solutions				
Services:				
Solutions / System Integration	Y	168.5	207.7	191.5
Infrastructure Services		365.5	376.9	367.6
System Platforms:				
System Products		62.8	68.7	57.8
Network Products		62.2	72.9	69.1
Ubiquitous Solutions				
PCs / Mobile Phones		190.8	207.4	232.4
Mobilewear		44.5	72.8	68.7
Device Solutions				
LSI****		77.0	85.7	75.6
Electronic Components	Y	64.0	62.1	62.8

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 third quarter of fiscal 2010 to translate the current period's net sales outside Japan into yen.

*** 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.

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

***** "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.