

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 services that integrate products, software, and services, the segment is organized in a matrix management structure comprised of business departments that are organized by product and service type, in order to manage costs and devise global business strategies, and sales departments that are organized along industry and geographic lines.

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 ICT 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 and batteries.

II. First Half of Fiscal 2012 (April 1, 2012 to September 30, 2012)

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	1,314,193	494,988	241,987	2,051,168	12,741	2,063,909
Inter-segment	26,249	54,400	26,704	107,353	22,966	130,319
Total net sales	1,340,442	549,388	268,691	2,158,521	35,707	2,194,228
Operating Income (Loss)	47,094	10,428	-7,039	50,483	-3,152	47,331

* 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	2,158,521
Net Sales of "Other" Category	35,707
Elimination of Intersegment Transactions	-122,415
Net Sales in Consolidated Income Statements	2,071,813

(Million Yen)

Reconciliation of Operating Income (Loss)	Amount
Total of Reportable Segments	50,483
Operating Income of "Other" Category	-3,152
Corporate Expenses *	-37,085
Elimination of Intersegment Transactions	-2,556
Operating Income in Consolidated Income Statements	7,690

* 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 2011 (April 1, 2011 to September 30, 2011)

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	1,344,946	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 Income 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.

IV.Second Quarter of Fiscal 2012 (July 1, 2012 to September 30, 2012)

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	699,821	283,187	123,955	1,106,963	3,434	1,110,397
Inter-segment	13,501	31,587	14,361	59,449	12,582	72,031
Total net sales	713,322	314,774	138,316	1,166,412	16,016	1,182,428
Operating Income (Loss)	46,219	12,463	-3,383	55,299	-1,675	53,624

* 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	1,166,412
Net Sales of "Other" Category	16,016
Elimination of Intersegment Transactions	-67,985
Net Sales in Consolidated Income Statements	1,114,443

(Million Yen)

Reconciliation of Operating Income (Loss)	Amount
Total of Reportable Segments	55,299
Operating Income of "Other" Category	-1,675
Corporate Expenses *	-19,465
Elimination of Intersegment Transactions	-1,426
Operating Income in Consolidated Income Statements	32,733

* 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 2011 (July 1, 2011 to September 30, 2011)

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	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 Income 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.

[Related Information]

Geographical Information

Net Sales

First Half of Fiscal 2012 (April 1, 2012 to September 30, 2012) (Million Yen)

Japan	Outside Japan				Total
	EMEA	The Americas	APAC/China	Sub-total	
1,378,540 (66.5%)	339,559 (16.4%)	135,587 (6.6%)	218,127 (10.5%)	693,273 (33.5%)	2,071,813 (100.0%)

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%)

Second Quarter of Fiscal 2012 (July 1, 2012 to September 30, 2012) (Million Yen)

Japan	Outside Japan				Total
	EMEA	The Americas	APAC/China	Sub-total	
759,560 (68.2%)	170,964 (15.3%)	70,659 (6.3%)	113,260 (10.2%)	354,883 (31.8%)	1,114,443 (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%)

Notes

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