

## Part III: Supplementary Information

### 1. Forecast for FY 2012 Consolidated Business Segment Information

#### a. Net Sales\* and Operating Income

	Yen (Billions)	Change vs. Previous Forecast***	Yen (Billions) FY 2011 (Actual)	Change(%) vs. FY 2011	Constant currency (%)****
	FY 2012 Current Forecast**				
<b>Technology Solutions</b>					
Sales:					
Japan	Y 1,935.0	5.0	1,912.5	+1.2	1
Outside Japan	990.0	-65.0	1,022.3	-3.2	-1
<b>Total</b>	<b>2,925.0</b>	<b>-60.0</b>	<b>2,934.9</b>	<b>-0.3</b>	<b>1</b>
Operating income:					
Services	130.0	0.0	124.0	+4.8	
[Operating income margin]	[5.5%]	[0.1%]	[5.2%]		
System Platforms	50.0	0.0	47.2	+5.8	
[Operating income margin]	[8.8%]	[0.2%]	[8.4%]		
<b>Total operating income</b>	<b>180.0</b>	<b>0.0</b>	<b>171.2</b>	<b>+5.1</b>	
[Operating income margin]	[6.2%]	[0.2%]	[5.8%]		
<b>Ubiquitous Solutions</b>					
Sales:					
Japan	895.0	5.0	884.9	+1.1	1
Outside Japan	250.0	-15.0	269.3	-7.2	-2
<b>Total</b>	<b>1,145.0</b>	<b>-10.0</b>	<b>1,154.2</b>	<b>-0.8</b>	<b>0</b>
Operating income	20.0	-5.0	19.9	+0.3	
[Operating income margin]	[1.7%]	[-0.5%]	[1.7%]		
<b>Device Solutions</b>					
Sales:					
Japan	320.0	-40.0	342.9	-6.7	-7
Outside Japan	245.0	-25.0	241.7	+1.4	3
<b>Total</b>	<b>565.0</b>	<b>-65.0</b>	<b>584.7</b>	<b>-3.4</b>	<b>-3</b>
Operating income	(12.0)	-27.0	(10.1)	-	
[Operating income margin]	[-2.1%]	[-4.5%]	[-1.7%]		
<b>Other/Elimination and Corporate*****</b>					
Sales	(215.0)	25.0	(206.3)	-	0
Operating income	(88.0)	-3.0	(75.7)	-	
<b>Total</b>					
Sales:					
Japan	2,970.0	-10.0	2,961.4	+0.3	0
Outside Japan	1,450.0	-100.0	1,506.0	-3.7	-1
<b>Total</b>	<b>4,420.0</b>	<b>-110.0</b>	<b>4,467.5</b>	<b>-1.1</b>	<b>0</b>
Operating income	Y 100.0	-35.0	105.3	-5.0	
[Operating income margin]	[2.3%]	[-0.7%]	[2.4%]		
< Ratio of sales outside Japan >	< 32.8% >	< -1.4% >	< 33.7% >		

## b. Net Sales\* by Principal Products and Services

	Yen (Billions)	Change vs. Previous Forecast***	Yen (Billions) FY 2011 (Actual)	Change(%) vs. FY 2011	Constant currency (%)****
<b>Technology Solutions</b>					
<b>Services:</b>					
Solutions / System Integration	Y 850.0	-	824.8	+3.0	+3
Infrastructure Services	1,505.0	-50.0	1,546.4	-2.7	-1
	<u>2,355.0</u>	-50.0	<u>2,371.2</u>	-0.7	0
<b>System Platforms:</b>					
System Products	270.0	-	282.7	-4.5	-3
Network Products	300.0	-10.0	280.8	+6.8	+7
	<u>570.0</u>	-10.0	<u>563.6</u>	+1.1	+2
<b>Total</b>	<u><u>2,925.0</u></u>	-60.0	<u><u>2,934.9</u></u>	-0.3	+1
<b>Ubiquitous Solutions</b>					
PCs / Mobile Phones	875.0	-	889.5	-1.6	-0
Mobilewear	270.0	-10.0	264.7	+2.0	+3
<b>Total</b>	<u><u>1,145.0</u></u>	-10.0	<u><u>1,154.2</u></u>	-0.8	0
<b>Device Solutions</b>					
LSI*****	310.0	-30.0	327.1	-5.3	-4
Electronic Components	255.0	-35.0	258.6	-1.4	-1
<b>Total</b>	Y <u><u>565.0</u></u>	-65.0	<u><u>584.7</u></u>	-3.4	-3

[Half-Yearly Breakdown of Net Sales]

(Billion Yen)

	FY2012		
	First-Half (Actual)	Second-Half (Forecast)	Full Year (Forecast)
Solutions/System Integration	380.7	469.2	850.0
Infrastructure Services	708.5	796.4	1,505.0
System Products	110.8	159.1	270.0
Network Products	140.2	159.7	300.0
PCs/Mobile Phones	420.0	454.9	875.0
Mobilewear	129.3	140.6	270.0
LSI	144.1	165.8	310.0
Electronic Components	125.0	129.9	255.0

Notes:

- \* Net sales include intersegment sales.
- \*\* Current forecast as of October 31, 2012.
- \*\*\* Previous forecast as of July 27, 2012.
- \*\*\*\* The impact of exchange rate fluctuation has been calculated by using the average U.S. dollar, euro and British pound exchange rates for FY2011 to translate the current period's net sales outside Japan into yen.
- \*\*\*\*\* "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.