

October 31, 2012

## FY 2012 First-Half Financial Results April 1, 2012 - September 30, 2012

Fujitsu Limited

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## **Part I: Financial Tables**

## 1. Summary of FY 2012 First-Half Consolidated Results

## a. Summary of Consolidated Income Statements and Comprehensive Income

|                                     |   | Yen                               |                  |  |
|-------------------------------------|---|-----------------------------------|------------------|--|
|                                     | _ | (Millions, except per share data) |                  |  |
|                                     |   | 1H FY 2012                        | 1H FY 2011       |  |
|                                     |   | (4/1/12~9/30/12)                  | (4/1/11~9/30/11) |  |
| Net sales                           | Y | 2,071,813                         | 2,092,317        |  |
| Operating income                    |   | 7,690                             | 7,051            |  |
| Income (loss) before income taxes   |   |                                   |                  |  |
| and minority interests              |   | 3,121                             | (10,277)         |  |
| Net income                          |   | (11,059)                          | 5,774            |  |
| Comprehensive income                |   | (25,004)                          | (23,093)         |  |
| Net income (loss) per common share: |   |                                   |                  |  |
| Basic                               |   | (5.34)                            | 2.79             |  |
| Diluted                             | Y | -                                 | 2.79             |  |

## b. Summary of Consolidated Financial Condition

|                             |   | Yen                               |           |  |
|-----------------------------|---|-----------------------------------|-----------|--|
|                             |   | (Millions, except per share data) |           |  |
|                             |   | September 30, 2012 March 31, 2012 |           |  |
| Total assets                | Y | 2,772,298                         | 2,945,507 |  |
| Net assets                  |   | 928,767                           | 966,598   |  |
| Owners' equity              | Y | 805,248                           | 841,039   |  |
| <b>Owners' equity ratio</b> |   | 29.0%                             | 28.6%     |  |

## 2. Dividends Per Share of Common Stock

|                                   | Yen      |            |          |
|-----------------------------------|----------|------------|----------|
|                                   | FY       | 72012      | FY 2011  |
|                                   | (Actual) | (Forecast) | (Actual) |
| First-quarter ended June 30       | Y -      |            | -        |
| Second-quarter ended September 30 | 5.00     | 5.00       | 5.00     |
| Third-quarter ended December 31   |          | -          | -        |
| Full year ended March 31          |          | 5.00       | 5.00     |
| Total                             | Y        | 10.00      | 10.00    |

## 3. Number of Issued Shares (Common Shares)

a. Number of issued shares at end of period

| First-Half FY 2012 | 2,070,018,213 | shares |
|--------------------|---------------|--------|
| Full-year FY 2011  | 2,070,018,213 | shares |

b. Treasury stock held at end of period

| First-half FY 2012 | 676,541 | shares |
|--------------------|---------|--------|
| Full-year FY 2011  | 652,484 | shares |

c. Average number of issued and outstanding shares during first-half.

| First-half FY 2012 | 2,069,345,406 | shares |
|--------------------|---------------|--------|
| First-half FY 2011 | 2,069,614,949 | shares |

## 4. Consolidated Earnings Forecast for FY 2012

|                         | Yen                            |                  |  |
|-------------------------|--------------------------------|------------------|--|
|                         | (Billions, except per share da |                  |  |
|                         | ·                              | Full year FY2012 |  |
| Net sales               | Y                              | 4,420.0          |  |
| <b>Operating income</b> |                                | 100.0            |  |
| Net income              |                                | 25.0             |  |
| Net income              |                                |                  |  |
| per common share        | Y                              | 12.08            |  |

## 5. FY2012 First-Half Consolidated Income Statements and Consolidated Statements of Comprehensive Income

### [Consolidated Income Statements]

| consolution income statements              | Yen              |                  |
|--|------------------|------------------|
|  | (Millions)       |                  |
|  | 1H FY 2012       | 1H FY 2011       |
| NY / N                                     | (4/1/12~9/30/12) | (4/1/11~9/30/11) |
| Net sales                                  | Y 2,071,813      | 2,092,317        |
| Cost of sales                              | 1,511,645        | 1,518,416        |
| Gross profit                               | 560,168          | 573,901          |
| Selling, general and                       |                  |                  |
| administrative expenses                    | 552,478          | 566,850          |
| Operating income                           | 7,690            | 7,051            |
| Other income:                              |                  |                  |
| Interest income                            | 930              | 1,430            |
| Dividend income                            | 1,480            | 2,439            |
| Equity in earnings of affiliates, net      | 1,263            | 2,128            |
| Gain on negative goodwill                  | 199              |                  |
| Others                                     | 3,133            | 2,951            |
| Total other income                         | 7,005            | 8,948            |
| Other expenses:                            |                  |                  |
| Interest expense                           | 3,731            | 4,845            |
| Loss on foreign exchange, net              | 2,008            | 6,703            |
| Loss on disposal of property,              |                  |                  |
| plant and equipment and intangible assets  | 1,013            | 705              |
| Loss on disaster                           | -                | 7,529            |
| Loss on changes in retirement benefit plan | -                | 717              |
| Others                                     | 4,822            | 5,777            |
| Total other expenses                       | 11,574           | 26,276           |
| Income (loss) before income taxes          |                  |                  |
| and minority interests                     | 3,121            | (10,277)         |
| Income taxes:                              |                  |                  |
| Current                                    | 9,301            | 11,319           |
| Deferred                                   | 3,268            | (23,402)         |
| Total income taxes                         | 12,569           | (12,083)         |
| Income (loss) before minority interests    | (9,448)          | 1,806            |
| Minority interests in income (loss) of     |                  |                  |
| consolidated subsidiaries                  | 1,611            | (3,968)          |
| Net income (loss)                          | Y (11,059)       | 5,774            |

### [Consolidated Statements of Comprehensive Income]

|  | Yen        |              | en               |
|--|------------|--------------|------------------|
|  | (Millions) |              |                  |
|  | 1          | H FY 2012    | 1H FY 2011       |
|  | (4/1       | /12~9/30/12) | (4/1/11~9/30/11) |
| Income (loss) before minority interests              | Y          | (9,448)      | 1,806            |
| Other comprehensive income:                          |            |              |                  |
| Unrealized gain and loss on securities, net of taxes |            | (4,640)      | (3,813)          |
| Deferred gains or losses on hedges                   |            | (26)         | (16)             |
| Foreign currency translation adjustments             |            | (9,614)      | (18,579)         |
| Share of other comprehensive income of associates    |            |              |                  |
| accounted for using equity method                    |            | (1,276)      | (2,491)          |
| Total other comprehensive income                     |            | (15,556)     | (24,899)         |
| Comprehensive income:                                |            | (25,004)     | (23,093)         |
| Attributable to:                                     |            |              |                  |
| Owners of the parent                                 |            | (25,568)     | (17,712)         |
| Minority interests                                   | Y          | 564          | (5,381)          |
|  |            |              |                  |

## 6. FY2012 First-Half Consolidated Business Segment Information

# a. Net Sales\* and Operating Income

|  | Y                 | en               |              |                   |
|--|-------------------|------------------|--------------|-------------------|
|  |                   | ions)            |              |                   |
|  | 1H FY 2012        | 1H FY 2011       | Change       | Constant currency |
| Technology Colutions                       | (4/1/12~9/30/12)  | (4/1/11~9/30/11) | (%)          | (%)**             |
| Technology Solutions<br>Sales:             |                   |                  |              |                   |
|  | Y 880.4           | 874.6            | +0.7         | 1                 |
| Outside Japan                              | 459.9             | 510.7            | -9.9         | -6                |
| Total                                      | 1,340.4           | 1,385.4          | -3.2         | -2                |
|  | ,                 | ,                |              |                   |
| Operating income:                          |                   | • • •            |              |                   |
| Services                                   | 37.3              | 30.0             | +24.5        |                   |
| [Operating income margin]                  | [3.4%]            | [2.7%]           | <b>a</b> 0 1 |                   |
| System Platforms                           | 9.6               | 15.6             | -38.1        |                   |
| [Operating income margin]                  | [3.9%]            | [5.9%]           | 2.0          |                   |
| Total operating income                     | 47.0              | 45.7             | +3.0         |                   |
| [Operating income margin]                  | [3.5%]            | [3.3%]           |              |                   |
| Ubiquitous Solutions                       |                   |                  |              |                   |
| Sales:                                     |                   |                  |              |                   |
| Japan                                      | 426.0             | 387.5            | +9.9         | 10                |
| Outside Japan                              | 123.3             | 128.2            | -3.9         | 4                 |
| Total                                      | 549.3             | 515.8            | +6.5         | 8                 |
|  |                   |                  |              |                   |
| Operating income                           | 10.4              | 4.3              | +140.6       |                   |
| [Operating income margin]                  | [1.9%]            | [0.8%]           |              |                   |
| Device Solutions                           |                   |                  |              |                   |
| Sales:                                     |                   |                  |              |                   |
| Japan                                      | 150.1             | 169.6            | -11.5        | -11               |
| Outside Japan                              | 118.5             | 118.8            | -0.3         | 1                 |
| Total                                      | 268.6             | 288.4            | -6.8         | -6                |
|  |                   |                  |              |                   |
| Operating income                           | (7.0)             | (4.8)            | -            |                   |
| [Operating income margin]                  | [-2.6%]           | [-1.7%]          |              |                   |
|  |                   |                  |              |                   |
| <b>Other/Elimination and Corporate</b> *** |                   |                  |              |                   |
| Sales                                      | (86.7)            | (97.3)           | -            |                   |
| Operating income                           | (42.7)            | (38.1)           | -            |                   |
| Total                                      |                   |                  |              |                   |
| Sales:                                     |                   |                  |              |                   |
| Japan                                      | 1,378.5           | 1,346.8          | +2.4         | 2                 |
| Outside Japan                              | 693.2             | 745.5            | -7.0         | -3                |
| Total                                      |                   | 2,092.3          | -1.0         | 0                 |
| i Ulai                                     | 2,071.8           | 2,092.3          | -1.0         | U                 |
| Operating income                           | Y 7.6             | 7.0              | +9.1         |                   |
| [Operating income margin]                  | [0.4%]            | [0.3%]           |              |                   |
| [Operating income margin]                  | [ <b>U.4</b> 7⁄0] | [0.3%]           |              |                   |

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

|                                | (F              | Yen<br>Sillions) |        |                   |
|--------------------------------|-----------------|------------------|--------|-------------------|
|                                | 1H FY 2012      |                  | Change | Constant Currency |
|                                | (4/1/12~9/30/12 | (4/1/11~9/30/11) | (%)    | (%)**             |
| Taska ala ar Cakatana          |                 |                  |        |                   |
| Technology Solutions           |                 |                  |        |                   |
| Services:                      | V 200 7         | 276.2            | 1.1.2  | 1                 |
| Solutions / System Integration | Y 380.7         |                  | +1.2   | 1                 |
| Infrastructure Services        | 708.5           |                  | -4.6   | -2                |
|                                | 1,089.2         | 1,118.6          | -2.6   | -1                |
| System Platforms:              |                 |                  |        |                   |
| System Products                | 110.8           | 131.6            | -15.8  | -13               |
| Network Products               | 140.2           | 135.1            | +3.8   | 4                 |
|                                | 251.1           | 266.7            | -5.8   | -5                |
| Total                          | 1,340.4         | 1,385.4          | -3.2   | -2                |
| Ubiquitous Solutions           |                 |                  |        |                   |
| PCs / Mobile Phones            | 420.0           | 398.3            | +5.4   | 8                 |
| Mobilewear                     | 129.3           | 117.4            | +10.1  | 11                |
| Total                          | 549.3           | 515.8            | +6.5   | 8                 |
|                                |                 |                  |        |                   |
| Device Solutions               |                 |                  |        |                   |
| LSI****                        | 144.1           | 162.7            | -11.5  | -11               |
| <b>Electronic Components</b>   | 125.0           | 126.2            | -0.9   | -0                |
| Total                          | Y 268.6         | 288.4            | -6.8   | -6                |

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 first half of 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.

## 7. FY2012 First-Half Consolidated Balance Sheets

|                                      |   | Yen<br>(Millions)    |                  |  |  |
|--------------------------------------|---|----------------------|------------------|--|--|
|                                      | 5 | September 30<br>2012 | March 31<br>2012 |  |  |
| Assets                               |   |                      |                  |  |  |
| Current assets:                      |   |                      |                  |  |  |
| Cash and time deposits               | Y | 220,545              | 213,499          |  |  |
| Notes and accounts receivable, trade |   | 736,706              | 901,316          |  |  |
| Marketable securities                |   | 60,680               | 60,426           |  |  |
| Finished goods                       |   | 134,126              | 139,162          |  |  |
| Work in process                      |   | 138,817              | 106,268          |  |  |
| Raw materials                        |   | 88,336               | 88,686           |  |  |
| Deferred tax assets                  |   | 69,855               | 72,519           |  |  |
| Others                               |   | 124,374              | 132,708          |  |  |
| Allowance for doubtful accounts      |   | (10,655)             | (12,802)         |  |  |
| Total current assets                 |   | 1,562,784            | 1,701,782        |  |  |
| Non-current assets:                  |   |                      |                  |  |  |
| Property, plant and equipment,       |   |                      |                  |  |  |
| net of accumulated depreciation:     |   |                      |                  |  |  |
| Buildings                            |   | 280,614              | 284,631          |  |  |
| Machinery                            |   | 85,406               | 91,831           |  |  |
| Equipment                            |   | 122,031              | 123,770          |  |  |
| Land                                 |   | 115,241              | 115,614          |  |  |
| Construction in progress             |   | 28,572               | 25,097           |  |  |
| Total property, plant and equipment  |   | 631,864              | 640,943          |  |  |
| Intangible assets:                   |   |                      |                  |  |  |
| Software                             |   | 131,968              | 132,274          |  |  |
| Goodwill                             |   | 59,781               | 67,526           |  |  |
| Others                               |   | 26,752               | 30,487           |  |  |
| Total intangible assets              |   | 218,501              | 230,287          |  |  |
| Other non-current assets:            |   |                      |                  |  |  |
| Investment securities                |   | 142,068              | 149,097          |  |  |
| Deferred tax assets                  |   | 62,985               | 65,268           |  |  |
| Others                               |   | 160,105              | 164,630          |  |  |
| Allowance for doubtful accounts      |   | (6,009)              | (6,500)          |  |  |
| Total other non-current assets       |   | 359,149              | 372,495          |  |  |
| Total non-current assets             |   | 1,209,514            | 1,243,725        |  |  |
| Total assets                         | Y | 2,772,298            | 2,945,507        |  |  |

|  | Yer          |           |
|--|--------------|-----------|
|  | (Millio      |           |
|  | September 30 | March 31  |
| T ' 1 '1'''  | 2012         | 2012      |
| Liabilities and net assets                           |              |           |
| Liabilities  |              |           |
| Current liabilities:                                 |              |           |
| Notes and accounts payables, trade Y                 | 528,411      | 617,755   |
| Short-term borrowings                                | 206,501      | 67,936    |
| Current portion of bonds payable                     | 3,911        | 60,986    |
| Lease obligations                                    | 14,769       | 15,794    |
| Accrued expenses                                     | 314,273      | 342,541   |
| Accrued income taxes                                 | 15,698       | 18,627    |
| Provision for product warranties                     | 25,727       | 28,398    |
| Provision for construction contract losses           | 8,177        | 13,918    |
| Provision for bonuses to board members               | -            | 78        |
| Others   | 216,995      | 251,405   |
| Total current liabilities                            | 1,334,462    | 1,417,438 |
| Long-term liabilities:                               |              |           |
| Bonds payable  | 170,300      | 170,300   |
| Long-term borrowings                                 | 47,536       | 81,926    |
| Lease obligations                                    | 26,793       | 27,735    |
| Deferred tax liabilities                             | 25,942       | 27,939    |
| Revaluation of deferred tax liabilities              | 503          | 503       |
| Accrued retirement benefits                          | 170,082      | 180,491   |
| Provision for loss on repurchase of computers        | 11,720       | 14,356    |
| Provision for recycling expenses                     | 6,917        | 6,690     |
| Provision for product warranties                     | 1,851        | 2,006     |
| Others   | 47,425       | 49,525    |
| Total long-term liabilities                          | 509,069      | 561,471   |
| Total liabilities                                    | 1,843,531    | 1,978,909 |
| Net assets   |              |           |
|  |              |           |
| Shareholders' equity:                                | 224 (25      | 224 525   |
| Common stock   | 324,625      | 324,625   |
| Capital surplus                                      | 236,430      | 236,432   |
| Retained earnings                                    | 344,056      | 365,300   |
| Treasury stock at cost                               | (325)        | (318)     |
| Total shareholders' equity                           | 904,786      | 926,039   |
| Accumulated other comprehensive income:              |              |           |
| Unrealized gain and loss on securities, net of taxes | 9,078        | 13,660    |
| Deferred gains or losses on hedges                   | 174          | 907       |
| Revaluation surplus on land                          | 2,583        | 2,584     |
| Foreign currency translation adjustments             | (111,373)    | (102,151) |
| Total accumulated other comprehensive income         | (99,538)     | (85,000)  |
| Subscription rights to shares                        | 80           | 78        |
| Minority interests in consolidated subsidiaries      | 123,439      | 125,481   |
| Total net assets                                     | 928,767      | 966,598   |
| Total liabilities and net assets Y                   | 2,772,298    | 2,945,507 |

## 8. FY2012 First-Half Consolidated Statements of Cash Flows

| I H FY 2012I H FY 20121. Cash flows from operating activitie: $(4/1/1-9/30/1)$ 1. Cash flows from anotization80.332and minority interestsY3.121 $(0.277)$ Depreciation and amoritzation80.332Amoritzation of goodwill7.406Amoritzation of goodwill7.406Amoritzation and amoritzation80.332Amoritzation and amoritzation80.332Amoritzation and amoritzation80.332Amoritzation of goodwill(1.4730)Interest charges3.731Amoritzation of goodwill(1.463)Loss on disposit of non-current assets1.816Loss on disposit of non-current assets1.816Cash generated from operations(9.4953)Interest and dividends received2.945Amore and amoritzation(9.408)There and dividends received2.945Interest and dividends received(3.764)Interest and dividends received(3.774)Parchases of innegation activities(2.772)Proceeds from assets of property, plant and equipment(3.659)Proceeds from assets of innegation of subsidiaries' stuck resulting in<br>charge in scope of cosolidation-Proceeds from assets of innegation of subsidiaries' stuck resulting in<br>charge in scope of cosolidation-Proceeds from asset of property, plant and equipment(3.609)Proceeds from asset of innegation of subsidiaries' stuck resulting in<br>charge in scope of cosolidation-Proceeds from asset of innegation of su   |   |   | Ye<br>(Mill |           |
|--|---|---|-------------|-----------|
| (41/12-9/30/12) $(41/12-9/30/12)$ $(41/12-9/30/12)$ 1. Cash flows from operating activities: $V$ $3,121$ $(10,277)$ and minority intersts $V$ $3,121$ $(10,277)$ perceitation and amorization $7,484$ Increase (decrease) in provisions $(18,334)$ $(14,730)$ Interest and divided meance $(2,410)$ $(3,869)$ $(14,730)$ Interest and divided meance $(2,410)$ $(3,869)$ Interest and divided meance $(2,10)$ $(3,869)$ Interest and gives of finities, net $(1,63)$ $(2,128)$ Loss on disposal of non-current assets $1,316$ $1,275$ (Increase) decrease in meanterist $(3,210)$ $(3,4360)$ Increase (decrease) in payables, trade $(29,458)$ $(41,078)$ O'ther, et $(29,458)$ $(42,56)$ Increase (decrease) in payables, trade $(29,458)$ $(42,56)$ Increase (decrease) in payables, trade $(29,458)$ $(42,56)$ Increase (decrease) in payables, trade $(29,458)$ $(42,56)$ Increase (decrease) in payable, strade $(2,520)$ $(25,63)$ Proceeds from alses of property, plant and equipment $(3,56)$ $(14,178)$ Proceeds from alses of integrities $(24,879)$ $(25,63)$ Proceeds from alses of integrities $(24,879)$ $(25,63)$ Proceeds from alses of integrities $(24,879)$ $(25,63)$ Proceeds from alses of integrities $(24,870)$ $(25,63)$ Proceeds from alse of integrities $(22,750)$ $(25,63)$ Proc  |   |   |             |           |
| 1. Cash flows from operating activities:       V       3,121       (0,277)         Depreciation and amorization       88,032       94,616         Amorization of goodwill       7,406       7,446         Amorization of goodwill       7,406       7,446         Increase (decrease) in provisions.       (18,034)       (14,730)         Interest charges       3,731       4,845         Equity in earning of affiliates, net       (1,667)       (2,128)         Loss on disposal of non-current assets       1,816       1,275         Charge activity in earning of affiliates, net       (1,673)       (2,128)         Loss on disposal of non-current assets       1,816       1,275         Charge activity in earning of affiliates, net       (1,637)       (2,128)         Dotter, net       (1,935)       (1,910)         Other, net       (1,936)       (24,471)         Outher, net       (2,945       4,256         Increase raid       (3,744)       (8,833)         Income taxes paid       (3,749)       (8,873)         Income taxes paid       (3,749)       (8,873)         Proceases from investing activities:       (2,8002)       (2,563)         Procease from investing activities:       (2,8002)       (2,563)   |   |   |             |           |
| Income (loss) before income taxes         v         3.121         (10,277)           Depreciation and amortization         88,032         94,616           Amortization of goodWill         7,446         7,484           Increase (decrease) in provisions         (18,2934)         (14,730)           Interest and dividend income         (2,410)         (3,860)           Interest and dividend income         (2,410)         (2,128)           Loss on disposal of non-current assets         1,816         1,275           (Increase) decrease in inventories         (32,139)         (34,364)           Increase (decrease) in payables, trade         (79,155)         (49,110)           Other, net         (49,850)         (41,078)           Cash generated from operations         69,308         77,135           Interest puid         (3,764)         (8,833)           Income taxes puid         (8,271)         (18,146)           Net cash provided by operating activities         60,218         55,212           2 Cash flows from investing activities:         (2,8002)         (2,8002)           Proceeds from acquisition of subidiaries' stock resulting in change in scope of consolidation         -         45           Proceeds from acquisition of subidiaries' stock resulting in change in scope of consolidation  | 1. Cash flows from operating activities:                      | · |             |           |
| Depreciation and amortization         88,032         04,610           Amortization of goodWill         7,406         7,444           Increase (decrease) in provisions         (18,934)         (14,730)           Interest and divided income         (2,410)         (3,869)           Interest charges         3,731         4,445           Equity in carnings of affiliats, net         (1,263)         (2,123)           Loss on diposal of non-current assets         18,166         1,275           (Increase) decrease in inventories         (33,139)         (34,364)           Increase (decrease) in payables, trade         (79,155)         (49,110)           Other, net         (49,850)         (41,078)           Cash generated from operations         69,308         77,135           Interest paid         (3,764)         (8,833)           Income traces paid         (82,71)         (18,146)           Net cash provided by operating activities         60,218         55,212           2. Cash flows from investing activities:         (22,02)         (2,569)           Purchases of investment securities         (24,002)         (25,699)           Purchases of investment securities         (24,02)         (25,690)           Puroceeds from activities:         (24,802) <td></td> <td></td> <td></td> <td></td>  |   |   |             |           |
| A morization of goodwill 7,406 7,444 Increase (decrease) in provisions (B.934) (14,730) Interest and dividend income (2,410) (3,839) Interest charges and dividend income (2,410) (3,839) Interest charges (decrease) in archived states (2,128) Loss on disposal of non-current assets 1,816 1,275 (Increase) decrease in inventories (3,21,39) (3,4,364) Increase (decrease) in payables, trade (49,855) (24,471 (Increase) decrease in inventories (3,21,39) (3,4,364) Increase (decrease) in payables, trade (49,855) (41,078) Cash generated from operations (49,850) (41,078) Cash generated from operations (49,850) (41,078) Increase (decrease) in payables, trade (3,764) (8,033) Income taxes paid (3,764) (2,5,03) Proceeds from sules of property, plant and equipment (3,640) (2,5,03) Proceeds from sules of property, plant and equipment (3,640) (2,5,03) Proceeds from sules of property, plant and equipment (3,640) (2,6,03) Proceeds from sules of property, plant and equipment (3,640) (2,6,03) Proceeds from sules of property, plant and equipment (3,640) (2,6,03) Proceeds from sules of property, plant and equipment (3,640) (2,6,03) Proceeds from sules of property, plant and equipment (3,640) (2,6,03) Proceeds from sules of property, plant and equipment (3,640) (2,6,70) Purchases of investing securities (2,272) (1,233) Proceeds from sules of investing securities (2,273) (2,2,670) Proceeds from sules of property, plant and equipment (3,640) (2,6,70) Proceeds from sules of investing activities (2,678) (0,000) Proceeds from sules of investing activities (2,678) (0,000) Proceeds from sules of investing activities (2,678) (10,000) Proceeds from sules of trasaury stock (5 8 Purchase (2,678) (10,000) Proceeds from sules of trasaury stock (5 8 Purchase (2,678) (10,000) Proceeds from sules of trasaury stock (5 8 Purchase (2,678) (10,000) Proceeds from sules of trasaury stock (5 8 Purchase (2,678) (10,000) Proceeds from sules of trasaury stock (5 8 | and minority interests  | Y | 3,121       | (10,277)  |
| Increase (decrease) in provisions         (14,230)         (14,230)           Interest charges         3,731         (4,845)           Equity in earnings of affiliates, net         (1,263)         (2,128)           Loss on disposal of non-current assets         1,816         1,275           (Increase) decrease in receivables, trade         148,953         (12,437)           (Increase) decrease in inventories         (32,139)         (34,364)           Increase (decrease) in payables, trade         (79,155)         (49,11078)           Cash generated from operations         69,308         77,135           Increase pial         (3,764)         (8,033)           Income taxes pial         (8,271)         (18,146)           Net cash provided by operating activities         60,218         55,212           Purchases of property, plant and equipment         (3,514)         (68,763)           Purchases of investment securities         (2,800)         (2,272)         (1,233)           Proceeds from algoistion of subidiaries' stock resulting in charge in scope of consolidation         -         455           Net cash used in investing activities:         11,745         205           Net cash used in investing activities         (14,078)         (92,2670)           1+2 [ Free Cash Flow ]   | Depreciation and amortization                                 |   | 88,032      | 94,616    |
| Increase (decrease) in provisions         (14,230)         (14,230)           Interest charges         3,731         (4,845)           Equity in earnings of affiliates, net         (1,263)         (2,128)           Loss on disposal of non-current assets         1,816         1,275           (Increase) decrease in receivables, trade         148,953         (12,437)           (Increase) decrease in inventories         (32,139)         (34,364)           Increase (decrease) in payables, trade         (79,155)         (49,11078)           Cash generated from operations         69,308         77,135           Increase pial         (3,764)         (8,033)           Income taxes pial         (8,271)         (18,146)           Net cash provided by operating activities         60,218         55,212           Purchases of property, plant and equipment         (3,514)         (68,763)           Purchases of investment securities         (2,800)         (2,272)         (1,233)           Proceeds from algoistion of subidiaries' stock resulting in charge in scope of consolidation         -         455           Net cash used in investing activities:         11,745         205           Net cash used in investing activities         (14,078)         (92,2670)           1+2 [ Free Cash Flow ]   |   |   | 7,406       | 7,484     |
| Interest and dividend income $(2,10)$ $(3,869)$ Interest charges $3.731$ $4.845$ Equity in earnings of affiliates, net $(1,263)$ $(2,128)$ Loss on disposal of non-current assets $1.816$ $1.275$ (Increase) decrease in inventories $(32,139)$ $(34,364)$ Increase (decrease) in payables, trade $(77,155)$ $(49,110)$ Other, net $(49,850)$ $(41,078)$ Cash generated from operations $69,308$ $77,135$ Interest and dividends received $2.945$ $4.256$ Interest and dividends received $(2,410)$ $(8,271)$ Interest and dividends received $(2,410)$ $(8,271)$ Interest and dividends received $(2,410)$ $(8,271)$ Interest and dividends received $(2,410)$ $(3,764)$ Interest and dividends received $(2,245)$ $(4,203)$ Interest and dividends received $(2,212)$ $(12,31)$ Parchases of investing activities: $(2,272)$ $(1,233)$ Parchases of property, plant and equipment $3.650$ $1.910$ Parchases of investing activities $(2,272)$ $(1,233)$ Proceeds from sales of investing activities $(2,272)$ $(1,233)$ Proceeds from alges of investing activities $(2,272)$ $(1,233)$ Proceeds from sales of investing activities $(2,272)$ $(1,233)$ Proceeds from sales of investing activities $(2,272)$ $(2,2670)$ I+2 [ Free Cash Flow ] $(1,53,104)$ $(2,570)$ I-2 [ Free Cash Flow ] $(1,53)$ <   | •   |   | (18,934)    | (14,730)  |
| Interest charges $3,711$ $4,445$ Equity in earnings of fibrates, net $(1,263)$ $(2,128)$ Loss on disposal of non-current assets $1,816$ $1,275$ (Increase) decrease in inventories $(3,119)$ $(3,4,364)$ Increase (decrease) in payables, trade $(79,155)$ $(49,110)$ Other, net $(49,850)$ $(41,078)$ Cash generated from operations $69,308$ $77,135$ Interest and dividends received $2,945$ $4,256$ Interest and dividends received $(3,764)$ $(8,033)$ Income taxes paid $(8,271)$ $(18,146)$ Net cash provided by operating activities $02,218$ $55,212$ 2. Cash flows from investing activities: $02,202$ $(25,693)$ Purchases of property, plant and equipment $(3,650)$ $1,910$ Purchases of investment securities $(22,272)$ $(1,233)$ Proceeds from sales of investment securities $(22,72)$ $(1,233)$ Proceeds from sales of investment securities $(22,72)$ $(2,369)$ Net cash used in investing activities $(77,780)$ $(92,670)$ 1+2 [ Free Cash Flow ] $(17,562)$ $(37,458)$ 3. Cash flows from financing activities: $110,869$ $70,922$ Proceeds from issuance of bods $5,767$ $60,223$ Proceeds from issuance of bods $5,767$ $60,223$ Repayment of long-term debt $(1,500)$ $7,500$ Proceeds from issuance of bods $5,767$ $60,223$ Repayment of long-term debt $(3,204)$ $(1,374)$ <  |   |   |             |           |
| Equity in earnings of affiliars, net $(1,26)$ $(2,128)$ Loss on disposal of non-current assets $1.816$ $1.275$ (Increase) decrease in inventories $(3,2,139)$ $(34,364)$ Increase) decrease in inventories $(3,2,139)$ $(34,364)$ Increase (decrease) in payables, rade $(9,155)$ $(49,110)$ Other, net $(49,859)$ $(41,078)$ Cash generated from operations $69,308$ $77,135$ Interest and dividends received $2,945$ $4,256$ Interest and investing activities $60,218$ $55,212$ Parchases of property, plant and equipment $(53,149)$ $(68,763)$ Parchases of property, plant and equipment $3,650$ $1.910$ Parchases of property, plant and equipment $3,650$ $1.910$ Parchases of investment securities $(2,272)$ $(1.233)$ Proceeds from agains of investment securities $(2,272)$ $(1.233)$ Proceeds from agains of investment securities $(2,272)$ $(1.233)$ Proceeds from agains of investing activities $(77,780)$ $(92,670)$ 1+2[ Free Cash Flow ] $(17,562)$ $(37,458)$ 3. Cash flows from financing activities: $(14,96)$ $(15,271)$ Increase (decrease) in short-term borrowings $110,869$ $70,952$ Proceeds from long-term debt $(15,271)$ $(5,381)$ Proceeds from soles of trasury stock $5$ $8$ Proceeds from soles of trasury stock $5$ $8$ Proceeds from soles of trasury stock $5$ $8$ Proceeds fr   |   |   | . , ,       |           |
| Loss on disposal of non-current assets1.8161.275(Increase) decrease in inventories148,953124,471(Increase) decrease in inventories(32,139)(34,364)Increase (decrease) in payables, trade(79,155)(49,100)Other, net(49,850)(41,078)Cash generated from operations69,30877,135Interest paid(3,764)(8,033)Income taxes paid(8,271)(18,146)Net cash provided by operating activities60,21855,2122. Cash flows from investing activities:(23,002)(25,693)Purchases of intersting leasets(23,002)(25,693)Purchases of investment securities24245(24,272)Proceeds from sales of property, plant and equipment3,6501,910Purchases of investment securities24,272(1,233)Proceeds from acquisition of subsidiaries' stock resulting in<br>change in scope of consolidation-45Other, not1,745265(92,670)1+21 CFree Cash Flow J(17,562)(37,458)3. Cash flows from financing activities:110,86970,952Proceeds from sales of transpires110,86970,952Proceeds from sales of transpires110,86970,952Proceeds from sales of transpires110,86970,952Net cash provided by financing activities5,76760,231Increase (decrease) in short-errn borrowings110,86970,952Proceeds from sales of transpires13,620(13,704)Proce  | •   |   | ,           |           |
| (Increase) decrease in inventories         148,953         124,471           (Increase) decrease in inventories         (32,139)         (34,364)           Increase (decrease) in payables, trade         (79,155)         (49,110)           Other, net         (49,830)         (41,078)           Cash generated from operations         69,308         77,135           Interest and dividends received         2,945         4,256           Income taxes paid         (8,271)         (18,146)           Net cash provided by operating activities         60,218         55,212           2. Cash flows from investing activities:         72,856         1,910           Purchases of property, plant and equipment         (3,856)         1,910           Purchases of investment securities         248         799           Proceeds from sales of investment securities         248         799           Proceeds from sales of investment securities         (17,780)         (92,670)           1+2 [ Free Cash Flow ]         (17,562)         (37,458)           3. Cash flows from financing activities:         11,600         27,900           1+2 [ Free Cash Flow ]         (17,562)         (37,458)           3. Cash flow set of measury stock         5         10,869         7,0952   |   |   |             |           |
| (Increase) decrease in inventories $(32,139)$ $(34,364)$ Increase (decrease) in payables, trade $(79,155)$ $(49,11078)$ Other, net $(29,850)$ $(41,078)$ Cash generated from operations $69,308$ $77,135$ Interest and dividends received $2,945$ $4,256$ Interest paid $(3,764)$ $(8,033)$ Income taxes paid $(8,271)$ $(18,146)$ Net cash provided by operating activities $60,218$ $55,212$ 2. Cash flows from investing activities: $Parchases of property, plant and equipment3,6591.910Purchases of investment securities(2,272)(1.233)Proceeds from askes of ubsolidaries' stock resulting inchange in scope of consolidation-45428Other, net1,745265Net cash used in investing activities:(77,780)(92,670)1+2 [ Free Cash Flow ](17,562)(37,458)3. Cash flows from financing activities:110,86970,952Proceeds from slace of bonds5,76760,523Repayment of long-term debt(16,217)(63,253)Repayment of bonds5,76760,523Repayment of bonds5,76760,523Net ash provided by financing activities(3,2207)Increase (decrease) in stort-term borrowings(11,583)(11,583)(11,3704)(13,704)Proceeds from slace of treasury stock58Purchase of treasury stock58Purchase of treasur$  | •   |   | ,           |           |
| Increase (decrease) in payables, trade(79,155)(49,110)Other, net(29,850)(41,078)Cash generated from operations69,30877,135Interest and dividends received2,9454,256Interest paid(8,271)(18,146)Net cash provided by operating activities60,21855,2122. Cash flows from investing activities:90,00879,103Purchases of property, plant and equipment3,6501,910Purchases of investment securities(2,272)(1,233)Proceeds from sales of investment securities248799Proceeds from sales of investing activities:1,745265Net cash used in investing activities(77,780)(92,070)Proceeds from acquisition of subsidiaries' stock resulting in<br>change in scope of consolidation-45Other, net1,74526590Net cash used in investing activities:110,86970,952Proceeds from financing activities:110,86970,952Increase (decrease) in short-term borrowings110,86970,952Proceeds from financing activities:110,86970,952Increase (decrease) or trasury stock58Purchase of treasury stock59Proceeds from sales of treasury stock<  |   |   | · · · · · · |           |
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| Interest paid         (3,764)         (8,033)           Income taxes paid         (8,271)         (18,146)           Net cash provided by operating activities         60,218         55,212           2. Cash flows from investing activities:              Purchases of introgible asets         (28,002)         (25,693)           Purchases of intragible asets         (28,002)         (25,693)           Purchases of introgible asets         (28,002)         (25,693)           Purchases of investing activities         248         799           Other, net         1,745         205           Net cash used in investing activities:         (17,562)         (37,458)           J. Cash flow from financing activities:         110,869         70,952           Increase (decrease) in short-term borrowings         110,869         70,952           Proceeds from long-term debt         (16,217)         (6,381)           Proceeds from long term debt   | а <b>н</b>  |   | · · · · ·   |           |
| Income taxes paid         (8,271)         (18,146)           Net cash provided by operating activities         60,218         55,212           2. Cash flows from investing activities:         7         7           Purchases of property, plant and equipment         3,650         1,910           Purchases of investment securities         (28,002)         (25,693)           Purchases of investment securities         248         799           Proceeds from acquisition of subsidiaries' stock resulting in change in scope of consolidation         -         45           Other, net         1,745         265           Net cash used in investing activities:         (77,780)         (92,670)           1+2 [ Free Cash Flow ]         (17,562)         (37,458)           3. Cash flows from financing activities:         110,869         70,952           Proceeds from sales of treasury stock         10,62,171         (6,323)           Repayment of long-term debt         11,500         27,500           Proceeds from sales of treasury stock         5         8           Purchase of treasury stock         5         8           Purchase of treasury stock         144         (19)           Dividends paid         (11,3704)         (13,704)           Net cash provided by financing  |   |   |             |           |
| Net cash provided by operating activities60,21855,2122. Cash flows from investing activities:Purchases of property, plant and equipment(53,149)Proceeds from sales of property, plant and equipment3,650Purchases of intangible assets(28,002)Purchases of investment securities(24,8002)Purchases of investment securities248Proceeds from acquisition of subsidiaries' stock resulting in<br>change in scope of consolidation-Attage in scope of consolidation-Other, net1,745Other, net(17,562)Net cash used in investing activities(11,569)Increase (decrease) in short-term borrowings11,569Proceeds from slauce of bonds5,767Repayment of bonds(52,778)Proceeds from issuance of bonds5,767Repayment of bonds5,767Purchase of treasury stock5Purchase of treasury stock5Purchase of treasury stock5Purchase of treasury stock5S. Net increase (decrease) in cash<br>and cash equivalents(3,928)(9,438)(11,367)Other, net(9,207)Net cash provided by financing activities28,44227,5124.Effect of exchange rate changes<br>and cash equivalents(6,2698358,5937. Cash and cash equivalents6,952(19,384)6.Cash and cash equivalents(10,207)266,698S. Net increase (decrease) in cash<br>and cash equivalents528(10,183 <td>*</td> <td></td> <td></td> <td></td>  | *   |   |             |           |
| 2. Cash flows from investing activities:       (68,763)         Proceeds from sales of property, plant and equipment       3,650       1,910         Purchases of intragible assets       (28,002)       (25,693)         Purchases of investment securities       (22,272)       (1,233)         Proceeds from sales of investment securities       (24,272)       (1,233)         Proceeds from acquisition of subsidiaries' stock resulting in change in scope of consolidation       -45         Other, net       1,745       265         Net cash used in investing activities       (17,562)       (37,458)         3. Cash flows from financing activities:       110,869       70,952         Increase (decrease) in short-term borrowings       110,869       70,952         Proceeds from sules of treasury stock       5       8         Purchase of treasury stock       1140       (100,000)         Proceeds from sules of treasury stock       5       8         Purchase of treasury stock       1140       (11,90)       11,374)         Dividends paid       (11,583)       (11,374)         Other, net       (3,928)       (9,438)         S. Net increase (decrease) in cash and cash equivalents       6,552       (19,384)         6. Cash and cash equivalents       6,522       (1   | Income taxes paid   |   | (8,271)     | (18,146)  |
| Purchases of property, plant and equipment(53,149)(68,763)Proceeds from sales of property, plant and equipment3,6501,910Purchases of intragible assets(28,002)(25,593)Purchases of investment securities248799Proceeds from acquisition of subsidiaries' stock resulting in<br>change in scope of consolidation-45Other, net1,745265Net cash used in investing activities(17,780)(92,670)1+2 [ Free Cash Flow ](17,562)(37,458)3. Cash flows from financing activities:110,86970,952Increase (decrease) in short-term borrowings110,86970,952Proceeds from slue of bonds5,76760,523Repayment of long-term debt(16,217)(6,381)Proceeds from slues of treasury stock58Purchase of treasury stock58Purchase of treasury stock58Purchase of treasury stock(14)(19)Dividends paid(11,583)(11,367)Other, net(9,207)(13,704)Net cash provided by financing activities23,44227,5124. Effect of exchange rate changes<br>on cash and cash equivalents6,952(19,384)6. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0719. Cash and cash equivalents5284,0719. Cash and cash equivalent   | Net cash provided by operating activities                     |   | 60,218      | 55,212    |
| Proceeds from sales of property, plant and equipment3,6501910Purchases of investment securities(28,002)(25,693)Purchases of investment securities248799Proceeds from acquisition of subsidiaries' stock resulting in<br>change in scope of consolidation-45Other, net1,745265Net cash used in investing activities(17,780)(92,670)1+2 [ Free Cash Flow ](17,562)(37,458)3. Cash flows from financing activities:110,86970,952Proceeds from long-term debt11,50027,500Repayment of long-term debt(16,217)(6,381)Proceeds from issuance of bonds5,76760,523Repayment of bonds(62,678)(100,000)Proceeds from sales of treasury stock58Purchase of reasury stock(14)(19)Dividends paid(11,583)(11,367)Other, net(9,207)(13,704)Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes<br>on cash and cash equivalents6,952(19,384)5. Net increase (decrease) in cash<br>and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0719. Cash and cash equivalents5284,0719. Cash and cash equivalents5284,0719. Cash and cash equivalents5284,0719. Cash and ca  | -   |   | (52.140)    |           |
| Purchases of intangible assets(28,002)(25,693)Purchases of investment securities(2,772)(1,233)Proceeds from alses of investment securities248799Proceeds from acquisition of subsidiaries' stock resulting in<br>change in scope of consolidation-45Other, net1,745265Net cash used in investing activities(77,780)(92,670)1+2 [ Free Cash Flow ](17,562)(37,458)3. Cash flows from financing activities:(17,562)(37,458)Increase (decrease) in short-term borrowings110,86970,952Proceeds from long-term debt(16,217)(6,381)Proceeds from issuance of bonds5,76760,523Repayment of long-term debt(14,000)(10,0000)Proceeds from issuance of bonds5,76760,523Repayment of bonds5,76760,523Repayment of bonds5,76760,523Repayment of bonds5,76760,523Repayment of bonds5,76760,523Repayment of bonds5,76760,523Repayment of bonds5,76760,523Other, net(9,207)(13,704)Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes<br>on cash and cash equivalents6,952(19,384)6. Cash and cash equivalents6,952(19,384)6. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents528 <t< td=""><td></td><td></td><td></td><td></td></t<>   |   |   |             |           |
| Purchases of investment securities(2,272)(1,233)Proceeds from asles of investment securities248799Proceeds from acquisition of subsidiaries' stock resulting in<br>change in scope of consolidation-45Other, net1,745265Net cash used in investing activities(17,780)(92,670)1+2 [Free Cash Flow ](17,562)(37,458)3. Cash flows from financing activities:110,86970,952Increase (decrease) in short-term borrowings110,86970,952Proceeds from long-term debt(16,217)(6,381)Proceeds from isuance of bonds5,76760,523Repayment of long-term debt(14,217)(6,381)Proceeds from sales of treasury stock58Purchase of treasury stock58Other, net(9,207)(13,704)Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes<br>on cash and cash equivalents6,952(19,384)6. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and ca   |   |   | ,           |           |
| Proceeds from sales of investment securities248799Proceeds from acquisition of subsidiaries' stock resulting in<br>change in scope of consolidation-45Other, net1,745265Net cash used in investing activities(77,780)(92,670)1+2 [Free Cash Flow ](17,562)(37,458)3. Cash flows from financing activities:(17,562)(37,458)Increase (decrease) in short-term borrowings110,86970,952Proceeds from long-term debt(16,217)(6,381)Proceeds from isuance of bonds5,76760,523Repayment of long-term debt(14,217)(6,381)Proceeds from sales of treasury stock58Purchase of treasury stock(14)(19)Dividends paid(11,583)(11,367)Other, net(9,207)(13,704)Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes<br>on cash and cash equivalents6,952(19,384)6. Cash and cash equivalents5,284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,071   | •   |   |             |           |
| Proceeds from acquisition of subsidiaries' stock resulting in<br>change in scope of consolidation-45Other, net1.745265Net cash used in investing activities(77,780)(92,670)1+2 [Free Cash Flow ](17,562)(37,458)3. Cash flows from financing activities:<br>Increase (decrease) in short-term borrowings110,86970,952Proceeds from long-term debt(16,217)(6,381)Proceeds from insuance of bonds5,76760,523Repayment of long-term debt(16,217)(6,381)Proceeds from issuance of bonds5,76760,523Repayment of bonds(62,678)(100,000)Proceeds from sales of treasury stock58Purchase of treasury stock58Purchase of treasury stock58Purchase of treasury stock(14)(19)Dividends paid(11,583)(11,367)Other, net(9,207)(13,704)Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes<br>on cash and cash equivalents(3,928)(9,438)5. Net increase (decrease) in cash<br>and cash equivalents5284,0716. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0719. Cash and cash equivalents5284,0719. Cash and cash equivalents5284,0719. Cash and ca   |   |   |             |           |
| change in scope of consolidation-45Other, net1,745265Net cash used in investing activities(77,780)(92,670)1+2 [ Free Cash Flow ](17,562)(37,458)3. Cash flows from financing activities:(17,562)(37,458)3. Cash flows from financing activities:110,86970,952Proceeds from long-term debt11,50027,500Repayment of long-term debt(16,217)(6,381)Proceeds from issuance of bonds5,76760,523Repayment of bonds5,76760,523Repayment of bonds(62,678)(100,000)Proceeds from sales of treasury stock58Purchase of treasury stock(14)(19)Dividends paid(11,583)(11,367)Other, net(9,207)(13,704)Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes(3,928)(9,438)5. Net increase (decrease) in cash<br>and cash equivalents6,952(19,384)6. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0719. Cash and cash equivalents5284,0719. Cash and cash equivalents5284,0719. Cash and cash equivalents5284,0719. Cash and cash equivalents5284,071  |   |   | 248         | 799       |
| Other, net1,745265Net cash used in investing activities(77,780)(92,670)1+2 [ Free Cash Flow ](17,562)(37,458)3. Cash flows from financing activities:Increase (decrease) in short-term borrowings110,86970,952Proceeds from long-term debt11,50027,500Repayment of long-term debt(16,217)(6,381)Proceeds from issuance of bonds5,76760,523Repayment of bonds(62,678)(100,000)Proceeds from sles of treasury stock58Purchase of treasury stock58Purchase of treasury stock(14)(19)Dividends paid(11,583)(11,367)Other, net(9,207)(13,704)Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes<br>on cash and cash equivalents6,952(19,384)5. Net increase (decrease) in cash<br>and cash equivalents6,952(19,384)6. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,071  | Proceeds from acquisition of subsidiaries' stock resulting in |   |             |           |
| Net cash used in investing activities(77,780)(92,670)1+2 [ Free Cash Flow ](17,562)(37,458)3. Cash flows from financing activities:(17,562)(37,458)J. Cash flows from insuance activities:110,86970,952Proceeds from long-term debt(16,217)(6,381)Proceeds from issuance of bonds5,76760,523Repayment of bonds(62,678)(100,000)Proceeds from sales of treasury stock58Purchase of treasury stock114(19)Dividends paid(11,583)(11,377)Other, net(9,207)(13,704)Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes<br>on cash and cash equivalents6,952(19,384)6. Cash and cash equivalents266,698358,5937. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,071   | change in scope of consolidation                              |   | -           | 45        |
| 1+2 [ Free Cash Flow ](17,562)(37,458)3. Cash flows from financing activities:<br>Increase (decrease) in short-term borrowings110,86970,952Proceeds from long-term debt11,50027,500Repayment of long-term debt(16,217)(6,381)Proceeds from issuance of bonds5,76760,523Repayment of bonds(62,678)(100,000)Proceeds from sales of treasury stock58Purchase of treasury stock58Purchase of treasury stock11,533)(11,367)Other, net(9,207)(13,704)Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes<br>on cash and cash equivalents6,952(19,384)6. Cash and cash equivalents6,952(19,384)6. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,071   | Other, net  |   | 1,745       | 265       |
| 3. Cash flows from financing activities:       Increase (decrease) in short-term borrowings       110,869       70,952         Proceeds from long-term debt       11,500       27,500         Repayment of long-term debt       (16,217)       (6,381)         Proceeds from issuance of bonds       5,767       60,523         Repayment of bonds       (62,678)       (100,000)         Proceeds from siles of treasury stock       5       8         Purchase of treasury stock       11,583       (11,367)         Other, net       (9,207)       (13,704)         Net cash provided by financing activities       28,442       27,512         4. Effect of exchange rate changes       (3,928)       (9,438)         5. Net increase (decrease) in cash       and cash equivalents       6,952       (19,384)         6. Cash and cash equivalents       6,952       (19,384)         6. Cash and cash equivalents       528       4,071         8. Cash and cash equivalents       528       4,071         8. Cash and cash equivalents       528       4,071  | Net cash used in investing activities                         |   | (77,780)    | (92,670)  |
| Increase (decrease) in short-term borrowings110,86970,952Proceeds from long-term debt11,50027,500Repayment of long-term debt(16,217)(6,381)Proceeds from issuance of bonds5,76760,523Repayment of bonds(62,678)(100,000)Proceeds from sales of treasury stock58Purchase of treasury stock58Purchase of treasury stock(14)(19)Dividends paid(11,583)(11,367)Other, net(9,207)(13,704)Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes(3,928)(9,438)5. Net increase (decrease) in cash<br>and cash equivalents6,952(19,384)6. Cash and cash equivalents5,284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,071  | 1+2 [ Free Cash Flow ]  |   | (17,562)    | (37,458)  |
| Proceeds from long-term debt11,50027,500Repayment of long-term debt(16,217)(6,381)Proceeds from issuance of bonds5,76760,523Repayment of bonds(62,678)(100,000)Proceeds from sales of treasury stock58Purchase of treasury stock(14)(19)Dividends paid(11,583)(11,367)Other, net(9,207)(13,704)Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes<br>on cash and cash equivalents(3,928)(9,438)5. Net increase (decrease) in cash<br>and cash equivalents6,952(19,384)6. Cash and cash equivalents<br>of newly consolidated subsidiaries5284,0718. Cash and cash equivalents<br>at end of periodY274,178343,280   | •   |   |             |           |
| Repayment of long-term debt(16,217)(6,381)Proceeds from issuance of bonds5,76760,523Repayment of bonds(62,678)(100,000)Proceeds from sales of treasury stock58Purchase of treasury stock(14)(19)Dividends paid(11,583)(11,367)Other, net(9,207)(13,704)Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes<br>on cash and cash equivalents(3,928)(9,438)5. Net increase (decrease) in cash<br>and cash equivalents6,952(19,384)6. Cash and cash equivalents266,698358,5937. Cash and cash equivalents<br>of newly consolidated subsidiaries5284,0718. Cash and cash equivalents<br>at end of periodY274,178343,280   | Increase (decrease) in short-term borrowings                  |   | 110,869     | 70,952    |
| Proceeds from issuance of bonds5,76760,523Repayment of bonds(62,678)(100,000)Proceeds from sales of treasury stock58Purchase of treasury stock(14)(19)Dividends paid(11,583)(11,367)Other, net(9,207)(13,704)Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes<br>on cash and cash equivalents(3,928)(9,438)5. Net increase (decrease) in cash<br>and cash equivalents6,952(19,384)6. Cash and cash equivalents266,698358,5937. Cash and cash equivalents<br>of newly consolidated subsidiaries5284,0718. Cash and cash equivalents<br>at end of periodY274,178343,280   | Proceeds from long-term debt                                  |   | 11,500      | 27,500    |
| Repayment of bonds(62,678)(100,000)Proceeds from sales of treasury stock58Purchase of treasury stock(14)(19)Dividends paid(11,583)(11,367)Other, net(9,207)(13,704)Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes<br>on cash and cash equivalents(3,928)(9,438)5. Net increase (decrease) in cash<br>and cash equivalents6,952(19,384)6. Cash and cash equivalents<br>at beginning of period266,698358,5937. Cash and cash equivalents<br>of newly consolidated subsidiaries5284,0718. Cash and cash equivalents<br>at end of periodY274,178343,280   | Repayment of long-term debt                                   |   | (16,217)    | (6,381)   |
| Proceeds from sales of treasury stock58Purchase of treasury stock(14)(19)Dividends paid(11,583)(11,367)Other, net(9,207)(13,704)Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes(3,928)(9,438)5. Net increase (decrease) in cash(3,928)(9,438)6. Cash and cash equivalents6,952(19,384)6. Cash and cash equivalents266,698358,5937. Cash and cash equivalents5284,0718. Cash and cash equivalents5284,0718. Cash and cash equivalents343,280  | Proceeds from issuance of bonds                               |   | 5,767       | 60,523    |
| Purchase of treasury stock(14)(19)Dividends paid(11,583)(11,367)Other, net(9,207)(13,704)Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes<br>on cash and cash equivalents(3,928)(9,438)5. Net increase (decrease) in cash<br>and cash equivalents6,952(19,384)6. Cash and cash equivalents<br>at beginning of period266,698358,5937. Cash and cash equivalents<br>of newly consolidated subsidiaries5284,0718. Cash and cash equivalents<br>at end of periodY274,178343,280   | Repayment of bonds  |   | (62,678)    | (100,000) |
| Purchase of treasury stock(14)(19)Dividends paid(11,583)(11,367)Other, net(9,207)(13,704)Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes<br>on cash and cash equivalents(3,928)(9,438)5. Net increase (decrease) in cash<br>and cash equivalents6,952(19,384)6. Cash and cash equivalents<br>at beginning of period266,698358,5937. Cash and cash equivalents<br>of newly consolidated subsidiaries5284,0718. Cash and cash equivalents<br>at end of periodY274,178343,280   | Proceeds from sales of treasury stock                         |   | 5           | 8         |
| Dividends paid(11,583)(11,367)Other, net(9,207)(13,704)Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes<br>on cash and cash equivalents(3,928)(9,438)5. Net increase (decrease) in cash<br>and cash equivalents6,952(19,384)6. Cash and cash equivalents<br>at beginning of period266,698358,5937. Cash and cash equivalents<br>of newly consolidated subsidiaries5284,0718. Cash and cash equivalents<br>at end of periodY274,178343,280   | Purchase of treasury stock                                    |   | (14)        | (19)      |
| Other, net(9,207)(13,704)Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes<br>on cash and cash equivalents(3,928)(9,438)5. Net increase (decrease) in cash<br>and cash equivalents6,952(19,384)6. Cash and cash equivalents<br>at beginning of period266,698358,5937. Cash and cash equivalents<br>of newly consolidated subsidiaries5284,0718. Cash and cash equivalents<br>at end of periodY274,178343,280   |   |   | (11,583)    |           |
| Net cash provided by financing activities28,44227,5124. Effect of exchange rate changes<br>on cash and cash equivalents(3,928)(9,438)5. Net increase (decrease) in cash<br>and cash equivalents6,952(19,384)6. Cash and cash equivalents<br>at beginning of period266,698358,5937. Cash and cash equivalents<br>of newly consolidated subsidiaries5284,0718. Cash and cash equivalents<br>at end of periodY274,178343,280  | •   |   |             | (13,704)  |
| on cash and cash equivalents(3,928)(9,438)5. Net increase (decrease) in cash<br>and cash equivalents6,952(19,384)6. Cash and cash equivalents<br>at beginning of period266,698358,5937. Cash and cash equivalents<br>of newly consolidated subsidiaries5284,0718. Cash and cash equivalents<br>at end of periodY274,178343,280   |   | · |             |           |
| 5. Net increase (decrease) in cash<br>and cash equivalents<br>6. Cash and cash equivalents<br>at beginning of period<br>7. Cash and cash equivalents<br>of newly consolidated subsidiaries<br>8. Cash and cash equivalents<br>at end of period<br>Y 274,178<br>343,280   |   |   | (2.029)     | (0.420)   |
| and cash equivalents6,952(19,384)6. Cash and cash equivalents<br>at beginning of period266,698358,5937. Cash and cash equivalents<br>of newly consolidated subsidiaries5284,0718. Cash and cash equivalents<br>at end of periodY274,178343,280   | on cash and cash equivalents                                  |   | (3,928)     | (9,438)   |
| 6. Cash and cash equivalents<br>at beginning of period 266,698 358,593<br>7. Cash and cash equivalents<br>of newly consolidated subsidiaries 528 4,071<br>8. Cash and cash equivalents<br>at end of period Y 274,178 343,280   |   |   |             |           |
| at beginning of period266,698358,5937. Cash and cash equivalents<br>of newly consolidated subsidiaries5284,0718. Cash and cash equivalents<br>at end of periodY274,178343,280  | -   |   | 6,952       | (19,384)  |
| of newly consolidated subsidiaries5284,0718. Cash and cash equivalents<br>at end of periodY274,178343,280  | -   |   | 266,698     | 358,593   |
| 8. Cash and cash equivalents<br>at end of period Y 274,178 343,280   | -   |   | 528         | 4 071     |
| at end of period Y 274,178 343,280   | -   |   |             | .,.,1     |
|  | -   | Y | 274,178     | 343,280   |

## 9. FY2012 Second-Quarter Consolidated Income Statements and Consolidated Statements of Comprehensive Income

[Consolidated Income Statements]

|  |   | Y               | en               |
|--|---|-----------------|------------------|
|  | _ |                 | lions)           |
|  |   | 2Q FY 2012      | 2Q FY 2011       |
|  | _ | 7/1/12~9/30/12) | (7/1/11~9/30/11) |
| Net sales                                  | Y | 1,114,443       | 1,106,246        |
| Cost of sales                              |   | 804,892         | 796,912          |
| Gross profit                               |   | 309,551         | 309,334          |
| Selling, general and                       |   |                 |                  |
| administrative expenses                    |   | 276,818         | 285,144          |
| Operating income                           |   | 32,733          | 24,190           |
| Other income:                              |   |                 |                  |
| Interest income                            |   | 446             | 680              |
| Dividend income                            |   | 261             | 53               |
| Equity in earnings of affiliates, net      |   | -               | 118              |
| Others                                     |   | 1,545           | 1,555            |
| Total other income                         | _ | 2,252           | 2,406            |
| Other expenses:                            |   |                 |                  |
| Interest expense                           |   | 1,877           | 2,382            |
| Equity in loss of affiliates, net          |   | 570             | -                |
| Loss on foreign exchange, net              |   | 551             | 4,496            |
| Loss on disposal of property,              |   |                 |                  |
| plant and equipment and intangible assets  |   | 615             | 503              |
| Loss on changes in retirement benefit plan |   | -               | 717              |
| Others                                     |   | 3,316           | 2,396            |
| Total other expenses                       | _ | 6,929           | 10,494           |
| Income before income taxes                 |   |                 |                  |
| and minority interests                     |   | 28,056          | 16,102           |
| Income taxes:                              |   |                 |                  |
| Current                                    |   | 6,947           | 7,678            |
| Deferred                                   |   | 7,518           | (16,720)         |
| Total income taxes                         |   | 14,465          | (9,042)          |
| Income before minority interests           |   | 13,591          | 25,144           |
| Minority interests in income (loss) of     |   |                 |                  |
| consolidated subsidiaries                  |   | 854             | (1,034)          |
| Net income                                 | Y | 12,737          | 26,178           |

## [Consolidated Statements of Comprehensive Income]

|      | Y            | en   |
|------|--------------|--|
|      | (Mill        | ions)  |
| 20   | Q FY 2012    | 2Q FY 2011   |
| (7/1 | /12~9/30/12) | (7/1/11~9/30/11)   |
| Y    | 13,591       | 25,144   |
|      |              |  |
|      | (1,330)      | (4,288)  |
|      | 3            | 2  |
|      | 769          | (15,520)   |
|      |              |  |
|      | (463)        | (1,824)  |
|      | (1,021)      | (21,630)   |
|      | 12,570       | 3,514  |
|      |              |  |
|      | 11,812       | 5,643  |
| Y    | 758          | (2,129)  |
|      | Y (7/1       | (Mill<br>2Q FY 2012<br>(7/1/12~9/30/12)<br>Y 13,591<br>(1,330)<br>3<br>769<br>(463)<br>(1,021)<br>12,570<br>11,812 |

## **10. FY2012 Second-Quarter Consolidated Business Segment Information**

# a. Net Sales\* and Operating Income

|   |                                | (en<br>lions)                  | 2Q FY2012<br>vs<br>2Q FY2011 |                         |  |
|---|--------------------------------|--------------------------------|------------------------------|-------------------------|--|
|   | 2Q FY 2012<br>(7/1/12~9/30/12) | 1Q FY 2012<br>(4/1/12~6/30/12) | Change                       | Constant currency (%)** |  |
| Technology Solutions                          | <u> </u>                       | <u> </u>                       |                              |                         |  |
| Sales:<br>Japan                               | Y 478.2                        | 402.2                          | +1.3                         | 1                       |  |
| Outside Japan                                 | 235.1                          | 224.8                          | -7.6                         | -5                      |  |
| Total   | 713.3                          | 627.1                          | -1.8                         | -1                      |  |
| Operating income:                             |                                |                                |                              |                         |  |
| Services                                      | 32.4                           | 4.9                            | +16.0                        |                         |  |
| [Operating income margin]                     | [5.6%]                         | [1.0%]                         | o <b>-</b>                   |                         |  |
| System Platforms<br>[Operating income margin] | 13.7<br>[10.0%]                | (4.0)<br>[-3.6%]               | -9.5                         |                         |  |
| Total operating income                        | 46.2                           | 0.8                            | +7.0                         |                         |  |
| [Operating income margin]                     | [6.5%]                         | [0.1%]                         | 17.0                         |                         |  |
| Ubiquitous Solutions                          |                                |                                |                              |                         |  |
| Sales:  |                                |                                |                              |                         |  |
| Japan   | 250.2                          | 175.8                          | +19.9                        | 20                      |  |
| Outside Japan                                 | 64.5                           | 58.7                           | -9.9                         | -4                      |  |
| Total   | 314.7                          | 234.6                          | +12.3                        | 14                      |  |
| Operating income                              | 12.4                           | (2.0)                          | +185.3                       |                         |  |
| [Operating income margin]                     | [4.0%]                         | [-0.9%]                        |                              |                         |  |
| Device Solutions                              |                                |                                |                              |                         |  |
| Sales:  | -0.4                           |                                |                              |                         |  |
| Japan<br>Outsida Japan                        | 78.1<br>60.1                   | 72.0<br>58.3                   | -11.5<br>+1.5                | -12                     |  |
| Outside Japan<br>Total                        | 138.3                          | 130.3                          | +1.3<br>-6.3                 | 2<br>-6                 |  |
|   |                                |                                |                              |                         |  |
| Operating income<br>[Operating income margin] | (3.3)<br>[-2.4%]               | (3.6)<br>[-2.8%]               | -                            |                         |  |
| r • L • • • • • • • • • • • • • • • • •       |                                | [,.]                           |                              |                         |  |
| Other/Elimination and Corporate***            |                                |                                |                              |                         |  |
| Sales   | (51.9)                         | (34.7)                         | -                            | -                       |  |
| Operating income                              | (22.5)                         | (20.2)                         | -                            |                         |  |
| Total   |                                |                                |                              |                         |  |
| Sales:  |                                |                                |                              |                         |  |
| Japan   | 759.5                          | 618.9                          | +4.5                         | 4                       |  |
| Outside Japan                                 | 354.8                          | 338.3                          | -6.4                         | -3                      |  |
| Total   | 1,114.4                        | 957.3                          | +0.7                         | 2                       |  |
| Operating income                              | Y 32.7                         | (25.0)                         | +35.3                        |                         |  |
| [Operating income margin]                     | [2.9%]                         | [-2.6%]                        |                              |                         |  |
|   |                                | r .)                           |                              |                         |  |

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

|        |    |    |    |      |     | (Bill         | ion Yen)                    |
|--------|----|----|----|------|-----|---------------|-----------------------------|
| FY2011 |    |    |    | FY20 | 012 |               |                             |
|        |    |    |    |      |     | _             | son to 2Q<br>2011           |
| 1Q     | 2Q | 3Q | 4Q | 1Q   | 2Q  | Change<br>(%) | Constant<br>Currency<br>(%) |

<Services>

| Solutions / System Integration | 168.5 | 207.7 | 191.5 | 257.1 | 170.5 | 210.2 | 1.2  | 1  |
|--------------------------------|-------|-------|-------|-------|-------|-------|------|----|
| Infrastructure Services        | 365.5 | 376.9 | 367.6 | 436.3 | 343.1 | 365.3 | ∆3.1 | Δ2 |

<System Platforms>

| System Products  | 62.8 | 68.7 | 57.8 | 93.2 | 49.1 | 61.7 | ∆10.2 | Δ8 |
|------------------|------|------|------|------|------|------|-------|----|
| Network Products | 62.2 | 72.9 | 69.1 | 76.5 | 64.3 | 75.9 | 4.2   | 4  |

#### <Ubiquitous Solutions>

| PCs / Mobile Phones | 190.8 | 207.4 | 232.4 | 258.7 | 170.6 | 249.3 | 20.2  | 22  |
|---------------------|-------|-------|-------|-------|-------|-------|-------|-----|
| Mobilewear          | 44.5  | 72.8  | 68.7  | 78.5  | 63.9  | 65.4  | ∆10.2 | ∆10 |

#### <Device Solutions>

| LSI****               | 77.0 | 85.7 | 75.6 | 88.7 | 67.8 | 76.2 | ∆11.0 | ۵11 |
|-----------------------|------|------|------|------|------|------|-------|-----|
| Electronic Components | 64.0 | 62.1 | 62.8 | 69.5 | 62.7 | 62.3 | 0.3   | 0   |

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 second quarter of 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.

## **Part II: Explanation of Financial Results**

### 1. Overview of FY2012 Second-Quarter Consolidated Financial Results

#### **Business Environment**

During the first half of fiscal 2012 (April 1, 2012 – September 30, 2012), as the economic slowdown spread, recovery in the global economy was weak. Progress was made in building a framework of economic assistance for countries in southern Europe, although financial markets remained unstable. The real economy also continued to deteriorate as a result of fiscal austerity measures put in place by governments and rising unemployment. With unemployment remaining stubbornly high in the US, there was a further easing of monetary policy, but concerns over fiscal policy have resulted in continued uncertainty. Economic growth in emerging market countries has moderated as exports have declined due to the European recession.

Economic conditions in Japan continued to be bolstered by an uptick in demand on the back of reconstruction efforts following the Great East Japan Earthquake, but overall growth remains weak as a result of the expiration of subsidies for hybrid car purchases and slowdown in global economic growth.

Spending on information and communication technology (ICT) in Japan has been solid as investments that were previously put off were made and telecommunications carriers invested to keep up with increases in communications traffic. Outside of Japan, primarily in Europe, where economic conditions continue to deteriorate, companies are making stronger moves to control investment spending.

(Billion Yen)

| FI 2012 Second-Quarter                                      | I mancial N        | courto             | (BIIIIOII          | ien)               |                |   |                                    |
|---|--------------------|--------------------|--------------------|--------------------|----------------|---|------------------------------------|
|   | 2Q<br>FY2012       | 1Q<br>FY2012       | 2Q<br>FY2011       | 1Q<br>FY2011       |                | ge vs.<br>Y 2011                          |                                    |
|   | 7/1/12-<br>9/30/12 | 4/1/12-<br>6/30/12 | 7/1/11-<br>9/30/11 | 4/1/11-<br>6/30/11 |                | Change<br>(%)                             | Change (%)<br>Constant<br>Currency |
| Net Sales<br>Cost of Sales                                  | $1,114.4 \\ 804.8$ | $957.3 \\ 706.7$   | $1,106.2 \\ 796.9$ | $986.0 \\ 721.5$   | $8.1 \\ 7.9$   | $\begin{array}{c} 0.7 \\ 1.0 \end{array}$ | 2                                  |
| Gross Profit<br>[Gross Profit Margin]                       | 309.5<br>[ 27.8%]  | 250.6<br>[ 26.2%]  | 309.3<br>[ 28.0%]  | 264.5<br>[ 26.8%]  | 0.2<br>[-0.2%] | 0.1                                       |                                    |
| Selling, General and<br>Administrative Expenses             | 276.8              | 275.6              | 285.1              | 281.7              | -8.3           | -2.9                                      |                                    |
| Operating Income (Loss)<br>[Operating Income Margin]        | 32.7<br>[ 2.9%]    | -25.0<br>[-2.6%]   | 24.1<br>[ 2.2%]    | -17.1<br>[ -1.7%]  | 8.5<br>[ 0.7%] | 35.3                                      |                                    |
| Other Income and Expense                                    | -4.6               | 0.1                | -8.0               | -9.2               | 3.4            | -   |                                    |
| Income (Loss) Before Income<br>Taxes and Minority Interests | 28.0               | -24.9              | 16.1               | -26.3              | 11.9           | 74.2                                      |                                    |
| Income Taxes  | 14.4               | -1.8               | -9.0               | -3.0               | 23.5           | -   |                                    |
| Income (Loss) Before Minority<br>Interests                  | 13.5               | -23.0              | 25.1               | -23.3              | -11.5          | -46.0                                     |                                    |
| Minority Interests (Loss)                                   | 0.8                | 0.7                | -1.0               | -2.9               | 1.8            | -   |                                    |
| Net Income (Loss)   | 12.7               | -23.7              | 26.1               | -20.4              | -13.4          | -51.3                                     |                                    |

#### FY 2012 Second-Quarter Financial Results

| FY 2012 First-Half Financial Results |   |   | (Billion Yen)       |      |                                    |  |
|--------------------------------------|---|---|---------------------|------|------------------------------------|--|
|                                      | <b>First Half</b><br><b>FY 2012</b><br>4/1/12-<br>9/30/12 | First Half<br>FY 2011<br>4/1/11-<br>9/30/11 | Chang<br>First Half |      | Change (%)<br>Constant<br>Currency | Change vs.<br>July 2012<br>projections |
| Net Sales                            | 2,071.8   | 2,092.3                                     | -20.5               | -1.0 | 0                                  | -8.1                                   |
| Operating Income                     | 7.6   | 7.0   | 0.6                 | 9.1  |                                    | 2.6                                    |
| [Operating Income Margin]            | [ 0.4%]   | [ 0.3%]                                     | [0.1%]              |      |                                    | [0.2%]                                 |
| Net Income                           | -11.0   | 5.7   | -16.8               | -    |                                    | -1.0                                   |

### **Quarterly Breakdown of Results**

|       |                     | FY2011 |         |         |         | FY2012 |         |  |
|-------|---------------------|--------|---------|---------|---------|--------|---------|--|
|       |                     | 1Q     | 2Q      | 3Q      | 4Q      | 1Q     | 2Q      |  |
|       | Sales               | 986.0  | 1,106.2 | 1,079.7 | 1,295.5 | 957.3  | 1,114.4 |  |
| Total | Operating<br>Income | -17.1  | 24.1    | 3.1     | 95.0    | -25.0  | 32.7    |  |

(Billion Yen)

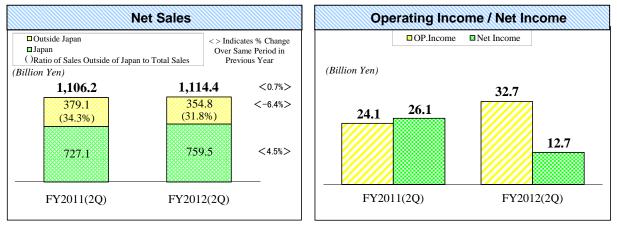
### [Results by Business Segment]

| Та  | aha al a ay             | Sales               | 659.1 | 726.2 | 686.1 | 863.3 | 627.1 | 713.3 |
|-----|-------------------------|---------------------|-------|-------|-------|-------|-------|-------|
|     | chnology<br>lutions     | Operating<br>Income | 2.5   | 43.1  | 25.9  | 99.6  | 0.8   | 46.2  |
|     |                         | Sales               | 534.0 | 584.6 | 559.1 | 693.4 | 513.6 | 575.6 |
|     | Services                | Operating<br>Income | 2.0   | 27.9  | 22.1  | 71.8  | 4.9   | 32.4  |
|     | Sustam                  | Sales               | 125.1 | 141.6 | 127.0 | 169.8 | 113.4 | 137.6 |
|     | System<br>Platforms     | Operating<br>Income | 0.4   | 15.2  | 3.7   | 27.8  | -4.0  | 13.7  |
| TTP | iquitous                | Sales               | 235.4 | 280.3 | 301.1 | 337.2 | 234.6 | 314.7 |
|     | Ubiquitous<br>Solutions | Operating<br>Income | -0.0  | 4.3   | 2.0   | 13.5  | -2.0  | 12.4  |
| Da  | Device<br>Solutions     | Sales               | 140.8 | 147.5 | 138.1 | 158.0 | 130.3 | 138.3 |
|     |                         | Operating<br>Income | -1.0  | -3.8  | -8.4  | 3.0   | -3.6  | -3.3  |

## 2. Profit and Loss for the Second Quarter

Note: In these explanatory materials, the yen figures for net sales, operating income, and other figures are converted into US\$ amounts, for reference purposes, at a rate of 1=78 yen, the approximate Tokyo foreign exchange market rate on September 30, 2012. Figures for and comparisons to prior reporting periods are provided only for reference. The impact of foreign exchange fluctuations has been calculated by using the average US dollar, euro, and British pound foreign exchange rates for the Second quarter of fiscal 2011 to translate the current period's net sales outside Japan into yen.

#### <Profit and Loss>



Consolidated net sales for the second quarter of fiscal 2012 were 1,114.4 billion yen (US\$14,287 million), essentially unchanged from the second quarter of fiscal 2011.

Net sales in Japan rose by 4.5%. Sales of LSI devices and PCs declined, although sales of mobile phones and network products increased.

Sales outside of Japan fell by 6.4%. On a constant currency basis, sales declined by 3%. Sales of infrastructure services were lower, primarily in Europe, on account of the impact of the deteriorating economic environment, and as well as for optical transmission systems to North America and for UNIX servers.

For the second quarter of fiscal 2012, the average yen exchange rates against major currencies were 79 yen for the US dollar (representing yen depreciation of 1 yen), 98 yen for the euro (appreciation of 12 yen), and 124 yen for the British pound (appreciation of 1 yen) compared with the same period of the previous fiscal year. As a result, the impact of foreign exchange fluctuations for the first quarter was to reduce net sales by approximately 10 billion yen compared to the second quarter of fiscal 2011. Sales generated outside Japan as a percentage of total sales were 31.8%, a decrease of 2.5 percentage points compared to the second quarter of the previous fiscal year.

Gross profit was 309.5 billion yen, roughly unchanged yen from the second quarter of fiscal 2011. Despite the positive impact of higher mobile phone sales, overall gross profit was essentially unchanged because of the impact of lower sales of LSI devices and PCs, in addition to higher procurement costs in Europe for components and materials denominated in US dollars because of the depreciation of the euro against the dollar. The gross profit margin was 27.8%, a decline of 0.2 of a percentage point from the second quarter of the prior fiscal year.

Selling, general and administrative expenses were 276.8 billion yen, a decline of 8.3 billion yen from the second quarter of fiscal 2011, primarily as a result of efforts across the group to generate cost efficiencies and the impact of yen appreciation. There was, however, continued upfront development spending in network-related technologies and other areas.

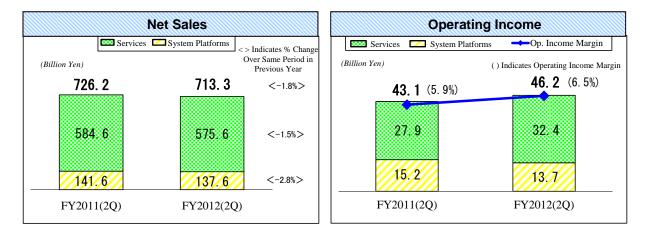
As a result of the above factors, Fujitsu recorded operating income of 32.7 billion yen (US\$419 million), an increase of 8.5 billion yen from the previous fiscal year's second quarter.

In other income and expenses, Fujitsu recorded a loss of 4.6 billion yen, representing an improvement of 3.4 billion yen, primarily on lower foreign exchange losses.

Fujitsu reported consolidated net income of 12.7 billion yen (US\$163 million), a decline of 13.4 billion yen from the second quarter of fiscal 2011. Although income before income taxes and minority interests increased, net income declined because, in the second quarter of fiscal 2011, the decision to liquidate a subsidiary in Europe and a stock transfer executed in line with group reorganization that had the effect of lowering tax expenses.

### 3. Results by Business Segment

Information on fiscal 2012 second-quarter consolidated net sales (including intersegment sales) and operating income broken out by business segment is presented as follows.



#### **Technology Solutions**

Consolidated net sales in the Technology Solutions segment amounted to 713.3 billion yen (US\$9,145 million), down 1.8% from the second quarter of fiscal 2011. Sales in Japan increased 1.3%. While server-related sales fell due to a decline in large-scale system deals primarily in the financial services sector, overall sales increased on account of higher sales of network products, including mobile phone base stations, as a result of higher spending by telecommunications carriers to deal with larger volumes of communications

|                  |                           | (Billion Yen)               |
|------------------|---------------------------|-----------------------------|
|                  | Second Quarter<br>FY 2012 | Change vs.<br>2Q<br>FY 2011 |
| Net Sales        | 713.3                     | -1.8 %                      |
| Japan            | 478.2                     | 1.3 %                       |
| Outside Japan    | 235.1                     | -7.6 %                      |
| Operating Income | 46.2                      | 3.0                         |

traffic and to expand LTE coverage area. In system integration services, despite the impact of fewer large-scale system deals and a shift toward spending on hardware by telecommunications carriers, sales as a whole increased mainly due to a recovery in manufacturing and public sector spending. Infrastructure service sales also climbed as a result of increased demand related to network services against a backdrop of telecommunications carriers trying to keep up with higher volumes of communications traffic. Sales outside Japan declined 7.6%. On a constant currency basis, sales fell by 5%. Contributing factors included lower sales of optical transmission systems impacted by a shift toward spending on wireless networks by North American telecommunications carriers, as well as a decline in sales of UNIX servers, primarily to Europe and the US, prior to the introduction of new models. Other server related sales declined on account of the economic downturn in Europe and the US.

The segment posted operating income of 46.2 billion yen (US\$592 million), up 3.0 billion yen compared to the second quarter of fiscal 2011. In Japan, despite the impact of fewer large-scale system deals, in addition to the increment of upfront R&D spending mainly for network products, income rose overall on the back of higher network-related sales and the impact of lower x86 server costs. Outside Japan, improvements were made to the profitability of the infrastructure services business, but income deteriorated on the impact of lower sales of optical transmission systems to North America and for UNIX servers, as well as other server-related sales that also fell.

#### (a) Services

Net sales in the Services sub-segment were 575.6 billion yen (US\$7,379 million), down 1.5% from the same period a year earlier. In Japan, sales increased 1.7%. For system integration services, despite the impact of fewer large-scale system deals primarily in the financial services sector, in addition to a shift toward spending on hardware by telecommunications carriers to deal with higher communications traffic, sales as a whole were higher mainly due to a recovery in spending in the manufacturing and public sectors. Infrastructure services

|                  |                           | (Billion Yen)               |
|------------------|---------------------------|-----------------------------|
|                  | Second Quarter<br>FY 2012 | Change vs.<br>2Q<br>FY 2011 |
| Net Sales        | 575.6                     | -1.5 %                      |
| Japan            | 376.0                     | 1.7 %                       |
| Outside Japan    | 199.5                     | -7.1 %                      |
| Operating Income | 32.4                      | 4.4                         |

were impacted by a shift in the ISP business, from packaged products that include connection fees to stand-alone products, although overall sales rose on higher demand related to network services as telecommunications carriers endeavored to keep up with higher volumes of communications traffic. Sales outside Japan declined 7.1%. On a constant currency basis, sales declined 5%. The datacenter business in Australia and North America is growing steadily, although sales were hit by constrained corporate investments against the backdrop of the economic downturn in Europe, as well as the impact of fiscal austerity policies put in place by the UK government.

Operating income for the Services sub-segment was 32.4 billion yen (US\$415 million), up 4.4 billion yen compared to the second quarter of fiscal 2011. In Japan, income increased due to a rise in sales of network services, despite the impact of fewer large-scale system deals. Outside Japan, earnings improved as a result of the effect of increased sales and cost efficiencies in Australia and North America.

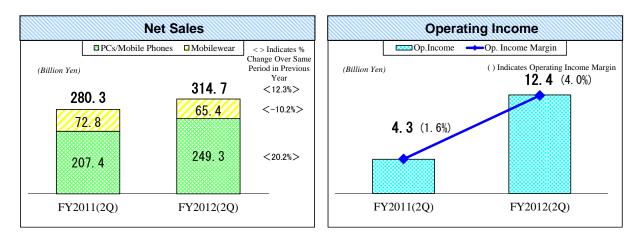
#### (b) System Platforms

Net sales in the System Platforms sub-segment were 137.6 billion yen (US\$1,764 million), a decrease of 2.8% from the second quarter of fiscal 2011. Sales in Japan were essentially unchanged. Server-related sales fell due to a decline in large-scale system deals, particularly in the financial services industry. Sales of network products, including mobile phone base stations, climbed on account of increased investments to deal with higher network traffic and to expand the LTE coverage area. Sales outside Japan declined 10.1%. On a constant

|                  |                           | (Billion Yen)               |
|------------------|---------------------------|-----------------------------|
|                  | Second Quarter<br>FY 2012 | Change vs.<br>2Q<br>FY 2011 |
| Net Sales        | 137.6                     | -2.8 %                      |
| Japan            | 102.1                     | 0.0 %                       |
| Outside Japan    | 35.5                      | -10.1 %                     |
| Operating Income | 13.7                      | -1.4                        |

currency basis, sales decreased by 7%. Sales of optical communications systems declined due to a shift toward spending on wireless networks by North American telecommunications carriers. Sales of UNIX servers primarily to Europe and the US also fell in advance of the introduction of new models.

The System Platforms sub-segment posted operating income of 13.7 billion yen (US\$176 million), representing a deterioration of 1.4 billion yen from the same period of the previous year. In Japan, although income from server-related products declined, in addition to higher upfront R&D spending mainly in network products, overall operating income remained essentially unchanged due to the effect of increased sales of network products and cost reductions for x86 servers. Outside Japan, income was adversely impacted by lower sales of optical transmission systems to North America and for UNIX servers.



#### **Ubiquitous Solutions**

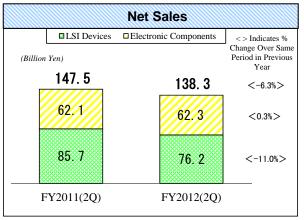
Net sales in the Ubiquitous Solutions segment were 314.7 billion yen (US\$4,035 million), an increase of 12.3% from the second quarter of fiscal 2011. Sales in Japan rose by 19.9%. Overall units of PCs shipped increased on large-volume orders received from corporations, although sales declined on weak consumer demand and lower sales prices. Sales of mobile phones increased as a result of the introduction of many new models such as Raku-Raku ("easy-to-use") smartphones and an expansion in the market for tablets computer market. Sales of the Mobilewear sub-segment's car audio

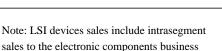
|                  |                           | (Billion Yen)               |
|------------------|---------------------------|-----------------------------|
|                  | Second Quarter<br>FY 2012 | Change vs.<br>2Q<br>FY 2011 |
| Net Sales        | 314.7                     | 12.3 %                      |
| Japan            | 250.2                     | 19.9 %                      |
| Outside Japan    | 64.5                      | -9.9 %                      |
| Operating Income | 12.4                      | 8.0                         |

and navigation systems declined compared to the higher production of automobiles in the second quarter of fiscal 2011 when automobile production picked up following the Great East Japan Earthquake. Sales outside Japan declined by 9.9%. On a constant currency basis, sales declined by 4%. Although unit sales of PCs increased in EMEA, a fall in market sales prices left net sales essentially unchanged from the same period of the previous fiscal year. Sales of mobilewear devices also declined, primarily in North America.

The Ubiquitous Solutions segment posted operating income of 12.4 billion yen (US\$159 million), an increase of 8.0 billion yen from the second quarter of fiscal 2011. Operating income in Japan benefited from higher sales of mobile phones, even though there was a decline in the sales prices of PCs. In addition, the impact of lower sales of mobilewear devices was offset by cost efficiencies and improvements from structural reforms. Outside of Japan, operating income was adversely affected by lower PC sales prices and higher procurement costs in Europe for components and materials denominated in US dollars because of the depreciation of the euro against the dollar. Operating income from mobilewear devices was essentially unchanged.

#### **Device Solutions**





Net sales in Device Solutions amounted to 138.3 billion yen (US\$1,773 million), a decline of 6.3% compared to the second quarter of fiscal 2011. Sales in Japan fell 11.5%. LSI device sales decreased on lower demand, primarily for LSI devices used in digital audio-visual equipment and industrial equipment. Sales of electronic components, particularly of batteries, also fell. Sales outside Japan increased by 1.5%. For electronic components, sales of batteries, primarily to the US, declined, but sales of semiconductor packages, mainly to Asia, increased.

| Operating Income |                                      |  |  |  |  |  |  |
|------------------|--------------------------------------|--|--|--|--|--|--|
| Op.Income        | → Op. Income Margin                  |  |  |  |  |  |  |
|                  | () Indicates Operating Income Margin | n  |  |  |  |  |  |
|                  |                                      |  |  |  |  |  |  |
|                  |                                      |  |  |  |  |  |  |
|                  |                                      |  |  |  |  |  |  |
|                  |                                      |  |  |  |  |  |  |
|                  | <b>-3.3</b> (-2.4%)                  |  |  |  |  |  |  |
| -3.8 (-2.0%)     |                                      |  |  |  |  |  |  |
| 72011(2Q)        | FY2012(2Q)                           |  |  |  |  |  |  |
|                  |                                      | Cp. Income Margin     () Indicates Operating Income Margi     () Indicates Operating Income Margin     () -3. 8 (−2. 6%)     (−3. 3 (−2. 4%) |  |  |  |  |  |

|                  |                           | (Billion Yen)               |
|------------------|---------------------------|-----------------------------|
|                  | Second Quarter<br>FY 2012 | Change vs.<br>2Q<br>FY 2011 |
| Net Sales        | 138.3                     | -6.3 %                      |
| Japan            | 78.1                      | -11.5 %                     |
| Outside Japan    | 60.1                      | 1.5 %                       |
| Operating Income | -3.3                      | 0.4                         |

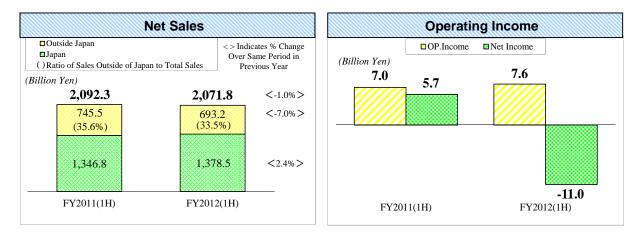
The Device Solutions segment recorded an operating loss of 3.3 billion yen (US\$42 million), representing an improvement of 0.4 billion yen from the second quarter of fiscal 2011. In Japan, earnings were adversely affected by lower sales of LSI devices, although the deterioration in earnings was limited on account of a decline in expenses. Outside Japan, operating income improved for electronic components as a result of higher sales of semiconductor packages.

The Fujitsu Group has been continuously working to optimize its manufacturing resources in accordance with changes in the economic and business environment. As part of these efforts, in LSI device business, the Group signed an agreement in April 2012 to transfer ownership of Iwate Plant to DENSO Corporation, and the transfer was completed as scheduled on October 1, 2012. In addition, in August 2012 the Group signed an agreement to transfer ownership of LSI assembly and test facilities to J-Devices Corporation. It is expected that a conclusive agreement will be signed and the transaction completed by the end of this year.

### 4. Overview of FY2012 First-Half Consolidated Results

Note: In these explanatory materials, the yen figures for net sales, operating income, and other figures are converted into US\$ amounts, for reference purposes, at a rate of 1=78 yen, the approximate Tokyo foreign exchange market rate on September 30, 2012. Figures for and comparisons to prior reporting periods are provided only for reference. The impact of foreign exchange fluctuations has been calculated by using the average US dollar, euro, and British pound foreign exchange rates for the first half of fiscal 2011 to translate the current period's net sales outside Japan into yen.

#### <Profit and Loss>



Consolidated net sales for the first half of fiscal 2012 amounted to 2,071.8 billion yen (US\$26,562 million), essentially unchanged from the first half of fiscal 2011.

Net sales in Japan rose by 2.4%. Sales revenues stemming from the next-generation supercomputer system, for which deliveries peaked in fiscal 2011, declined, and sales of LSI devices were adversely affected by weak demand. Sales of mobile phones, however, increased, primarily in the second quarter, as did sales of network products also increased.

Sales outside of Japan fell by 7.0%. On a constant currency basis, sales declined by 3%. Sales of infrastructure services were lower, primarily in Europe, on account of the deteriorating economic environment, and sales of optical transmission systems to North America and for UNIX servers decreased.

For the first half of fiscal 2012, the average yen exchange rates against major currencies were 79 yen for the US dollar (representing yen appreciation of 1 yen), 101 yen for the euro (appreciation of 13 yen), and 126 yen for the British pound (appreciation of 3 yen) compared with the same period of the previous fiscal year. As a result, the impact of foreign exchange fluctuations for the first half was to reduce net sales by approximately 30.0 billion yen compared to the first half of fiscal 2011. Sales generated outside Japan as a percentage of total sales were 33.5%, a decrease of 2.1 percentage points compared to the first half of the previous fiscal year.

Gross profit was 560.1 billion yen, a decline of 13.7 billion yen from the first half of fiscal 2011. The decline was the result of the impact of lower sales of LSI devices and optical transmission systems, in addition to higher procurement costs in Europe for components and materials denominated in US dollars on depreciation of the euro against the dollar. The gross profit margin was 27.0%, a decrease of 0.4 of a percentage point from the first half of the previous fiscal year.

Selling, general and administrative expenses were 552.4 billion yen, a decline of 14.3 billion yen from the first half of fiscal 2011, primarily as a result of group-wide efforts to generate cost efficiencies and

the impact of yen appreciation. There was, however, continued upfront development spending in network-related technologies and other areas.

As a result of the above factors, Fujitsu recorded operating income of 7.6 billion yen (US\$97 million), an increase of 0.6 billion yen from the previous fiscal year's first half.

Income before income taxes and minority interests was 3.1 billion yen, representing an improvement of 13.3 billion yen. The main reason for the improvement was in the first half of the previous fiscal year, a loss on disaster of 7.5 billion yen was recorded as a result of the impact of the earthquake. Exchange losses were also lower.

Fujitsu reported a consolidated net loss of 11.0 billion yen (US\$141 million), representing a deterioration of 16.8 billion yen from the first half of fiscal 2011. Although income before income taxes and minority interests increased, there was deterioration in net income because, in the first half of fiscal 2011, the decision to liquidate a subsidiary in Europe and a stock transfer executed in line with group reorganization had the effect of lowering tax expenses.

#### **Comparison to Consolidated Earnings Projections Announced in July 2012**

Net sales and operating income amounted to 2,071.8 billion yen and operating income were 7.6 billion yen, respectively, essentially unchanged from projections announced on July 27, 2012. Service business in Japan was steady due to a mild recovery to ICT investments. Mobile phone sales exceeded projections on account of strong smartphone sales. LSI devices and electronic components were adversely impacted by weak demand. In addition, the services business in Europe were affected by the economic downturn, and PC sales inside and outside Japan fell short of projections due to decline in sales prices.

|   |                      |                          |                      |                      | (Billion Yen) |
|---|----------------------|--------------------------|----------------------|----------------------|---------------|
|   | First Half<br>FY2011 | July 2012<br>Projections | First Half<br>FY2012 | Change vs.<br>Projec |               |
| Net Sales                                     | 2,092.3              | 2,080.0                  | 2,071.8              | -8.1                 | -0.4          |
| Operating Income<br>[Operating Income Margin] | 7.0<br>[ 0.3%]       | 5.0<br>[ 0.2%]           | 7.6<br>[ 0.4%]       | 2.6<br>[ 0.2%]       | 53.8          |
| Net Income                                    | 5.7                  | -10.0                    | -11.0                | -1.0                 | -             |

A net loss of 11.0 billion yen was recorded

#### **Results by Business Segment**

Information on fiscal 2012 first-half consolidated net sales (including intersegment sales) and operating income broken out by business segment is presented as follows.

#### **Technology Solutions**

Consolidated net sales in the Technology Solutions segment amounted to 1,340.4 billion yen (US\$17,185 million), down 3.2% from the first half of fiscal 2011. In Japan, sales were essentially unchanged. Server-related sales declined compared to the same period in fiscal 2011, when there was high-volume production of dedicated servers for use in the K computer, a next-generation supercomputer, in addition, there was an adverse impact by a decline in large-scale system deals. Sales of network

| - |                  | _                     | (Billion Yen)               |
|---|------------------|-----------------------|-----------------------------|
|   |                  | First Half<br>FY 2012 | Change vs.<br>1H<br>FY 2011 |
|   | Net Sales        | 1,340.4               | -3.2 %                      |
|   | Japan            | 880.4                 | 0.7 %                       |
|   | Outside Japan    | 459.9                 | -9.9 %                      |
|   | Operating Income | 47.0                  | 1.3                         |

products including mobile phone base stations increased due to higher spending by telecommunications carriers to deal with larger volumes of communications traffic and to expand LTE coverage. In system integration services, despite the impact of fewer large-scale system deals and a shift toward spending on hardware by telecommunications carriers, sales as a whole grew due to a recovery in spending, primarily in the manufacturing, retailing, and public sectors. Infrastructure service sales were weak. Sales outside Japan declined 9.9%. On a constant currency basis, sales fell by 6%. Contributing factors included lower sales of optical transmission systems due to a shift toward spending on wireless network by North American telecommunications carriers, as well as a decline in sales of UNIX servers, primarily to Europe and the US, prior to the introduction of new models. Other server-related sales declined on account of the economic downturn in Europe and the US.

The segment posted operating income of 47.0 billion yen (US\$603 million), up 1.3 billion yen compared to the first half of fiscal 2011. In Japan, despite the impact of lower sales of large-scale system integration and server-related system deals, in addition to higher upfront R&D spending, mainly for network products, income rose overall on the back of higher network-related sales and the impact of cost reductions for x86 servers. Outside Japan, improvements were made to the profitability of the infrastructure services business, although income deteriorated on the impact of lower optical transmission systems to North America and for UNIX servers, and other server-related sales also declined.

#### (a) Services

Net sales in the Services sub-segment amounted to 1,089.2 billion yen (US\$13,964 million), down 2.6% from the same period a year earlier. In Japan, sales were essentially unchanged from the first half of fiscal 2011. For system integration services, despite the impact of fewer large-scale system deals, primarily in the financial services sector, in addition to a shift toward spending on hardware by telecommunications carriers to deal with higher communications traffic, sales increased due to a recovery in spending in the manufacturing, retailing, and

|                  |                       | (Billion Yen)               |
|------------------|-----------------------|-----------------------------|
|                  | First Half<br>FY 2012 | Change vs.<br>1H<br>FY 2011 |
| Net Sales        | 1,089.2               | -2.6%                       |
| Japan            | 691.8                 | 0.6%                        |
| Outside Japan    | 397.3                 | -7.8%                       |
| Operating Income | 37.3                  | 7.3                         |

public sectors. Infrastructure services were weak due to a shift in the ISP business, away from packaged products that include connection fees to stand-alone products, although demand related to network services rose against a backdrop of telecommunications carriers trying to keep up with higher volumes of communications traffic. Sales outside Japan declined 7.8%. On a constant currency basis, sales declined 4%. While the datacenter business in Australia and North America is growing steadily, sales were adversely affected by lower corporate spending stemming from the economic downturn in Europe, as well as the impact of fiscal austerity policies put in place by the UK government.

Operating income for the Services sub-segment was 37.3 billion yen (US\$478 million), an increase of 7.3 billion yen compared to the same period of fiscal 2011. In Japan, income increased due to a rising in sales of network services, despite the impact of fewer large-scale system deals. Outside Japan, earnings were adversely impacted by a decline in sales in Europe and an increase in expenses related to retirement benefit obligations in the UK, but sales increased and cost efficiencies were generated in Australia and North America, and there was improved profitability of the European services business.

#### (b) System Platforms

Net sales in the System Platforms sub-segment were 251.1 billion yen (US\$3,219 million), a decline of 5.8% from the first half of fiscal 2011. Sales in Japan were essentially unchanged. Sales of server-related products, declined compared to the first half of fiscal 2011, when there was high-volume production of dedicated servers for use in the K computer, a next-generation supercomputer. In addition, there was an adverse impact of fewer large-scale system deals. Sales of network product including mobile phone base stations climbed on

|                  |                       | (Billion Yen)               |
|------------------|-----------------------|-----------------------------|
|                  | First Half<br>FY 2012 | Change vs.<br>1H<br>FY 2011 |
| Net Sales        | 251.1                 | -5.8%                       |
| Japan            | 188.5                 | 0.9%                        |
| Outside Japan    | 62.5                  | -21.7%                      |
| Operating Income | 9.6                   | -5.9                        |

account of increased investments to deal with higher network traffic and to expand LTE coverage by telecommunications carriers. Sales outside Japan declined 21.7%. On a constant currency basis, sales decreased 18%. Sales of optical communications systems declined due to a shift toward spending on wireless networks by North American telecommunications carriers. Sales of UNIX servers, primarily to Europe and the US also fell, prior to the introduction of new models.

The System Platforms sub-segment posted operating income of 9.6 billion yen (US\$123 million), down 5.9 billion yen compared to the first half of fiscal 2011. In Japan, although income from server-related products declined, in addition to higher upfront R&D spending, mainly in network products, overall operating income remained essentially unchanged due to the effect of increased sales of network products and cost reductions for x86 servers. Outside Japan, income was adversely impacted by lower sales of optical transmission systems to North America and for UNIX servers.

#### **Ubiquitous Solutions**

Net sales in the Ubiquitous Solutions segment were 549.3 billion yen (US\$7,042 million), up 6.5% compared to the first half of 2011. Sales in Japan rose by 9.9%. Overall unit shipments of PCs increased because of large-volume orders received from corporations, particularly in the financial services sector, but sales of consumer PCs fell on weak consumer demand and a decline in sales prices. Sales of mobile phones increased as a result of the introduction of many new models such as Raku-Raku ("easy-to-use") smartphones and an

|                  |                       | (Billion Yen)               |
|------------------|-----------------------|-----------------------------|
|                  | First Half<br>FY 2012 | Change vs.<br>1H<br>FY 2011 |
| Net Sales        | 549.3                 | 6.5%                        |
| Japan            | 426.0                 | 9.9%                        |
| Outside Japan    | 123.3                 | -3.9%                       |
| Operating Income | 10.4                  | 6.0                         |

expansion in the market for tablet computers. Sales of the mobilewear sub-segment's car audio and navigation systems also increased compared to last fiscal year's first half, when automobile production was suspended due to the Great East Japan Earthquake. Sales outside Japan declined 3.9%. On a constant currency basis, sales rose by 4%. Although unit sales of PCs increased, particularly in Europe, a fall in market prices left sales essentially unchanged from the same period of the previous fiscal year. Sales of mobilewear rose as the result of the suspension of automobile manufacturing outside Japan in the first half of fiscal 2011.

The Ubiquitous Solutions segment posted operating income of 10.4 billion yen (US\$133 million), an increase of 6.0 billion yen from the same period of the previous fiscal year. Operating income in Japan benefited from the impact of higher sales of mobile phones and mobilewear, and impact of restructuring for mobilewear, even though there was a decline in the sales prices of PCs. Outside Japan, earnings were adversely affected by lower PC sales prices and higher procurement costs in Europe for components and materials denominated in US dollars because of the depreciation of the euro against the dollar.

#### **Device Solutions**

Net sales in Device Solutions amounted to 268.6 billion yen (US\$3,444 million), a decline of 6.8% compared to the first half of fiscal 2011. Sales in Japan declined 11.5%. LSI device sales decreased as shipments of CPUs for the next-generation supercomputer system were completed during the first half of fiscal 2011, and sales of LSI devices for use in Fujitsu's own servers were sluggish. In addition, sales of LSI devices, primarily for digital audio-visual equipment, were adversely impacted by the delayed recovery in market conditions. Sales of

|                  |                       | (Billion Yen)               |
|------------------|-----------------------|-----------------------------|
|                  | First Half<br>FY 2012 | Change vs.<br>1H<br>FY 2011 |
| Net Sales        | 268.6                 | -6.8%                       |
| Japan            | 150.1                 | -11.5%                      |
| Outside Japan    | 118.5                 | -0.3%                       |
| Operating Income | -7.0                  | -2.2                        |

electronic components, particularly of batteries, also fell. Sales outside Japan were essentially unchanged from the first half of fiscal 2011. On a constant currency basis, sales rose 1%. LSI device sales declined, mainly to Europe. For electronic components, sales of batteries, particularly to the US, declined, but sales of semiconductor packages, primarily to Asia, increased.

The Device Solutions segment recorded an operating loss of 7.0 billion yen (US\$90 million), representing a deterioration of 2.2 billion yen compared to the first half of fiscal 2011. In Japan, earnings were adversely affected by lower sales of LSI devices and a decline in production line capacity utilization rates. Production lines for 300mm wafers maintained high utilization rates, although basic product lines remained at a low level. Outside Japan, electronic components were adversely impacted by yen appreciation, but results benefited from higher sales of semiconductor packages.

#### **Other/Elimination and Corporate**

This segment recorded an operating loss of 42.7 billion yen (US\$547 million), a deterioration of 4.6 billion yen from the first half of fiscal 2011. This was on account of up-front costs associated with the development of new businesses and other factors.

Overall operational testing of the K computer, which is the next-generation supercomputer jointly developed by Fujitsu and RIKEN, was completed in June 2012. After undergoing operational environment configuration, adjustment and user registration, on September 28 the system began full-scale operations for shared use among a wide range of academic organizations and industries.

#### <Geographic Information>

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

|                     | Net Sales   |                               |         | Operating Income  |                  |         |               | (Billion Yen)    |  |  |
|---------------------|---|-------------------------------|---------|-------------------|------------------|---------|---------------|------------------|--|--|
| (Billion Yen)       | illion Yen) <>> Indicates % Change Over Same<br>Period in Previous Year |                               |         | Second<br>Quarter | Change<br>vs. 2Q |         | First<br>Half | Change<br>vs. 1H |  |  |
| EMEA                |   |                               | FY 2012 | FY 2011           |                  | FY 2012 | FY 2011       |                  |  |  |
| Outside 349.3-11.7% |   | Japan                         | 56.4    | 12.6              |                  | 62.3    | 13.8          |                  |  |  |
|                     |   | [6.5%]                        | [1.3%]  |                   | [3.9%]           | [0.8%]  |               |                  |  |  |
| Japan               | Japan   |                               | Outside | -2.9              | -4.5             |         | -15.4         | -12.0            |  |  |
| <1.6%>              | <b>Japan</b><br><-6.1%>   | 777                           | Japan   | [-0.8%]           | [-1.2%]          |         | [-2.2%]       | [-1.7%]          |  |  |
| 1,586.5             | 701.4   | The Americas<br>126.6<-13.4%> | EMEA    | -5.1              | -4.7             |         | -16.0         | -8.9             |  |  |
| 1,560.5             | 701.4   | APAC & China                  |         | [-2.9%]           | [-2.7%]          |         | [-4.6%]       | [-2.8%]          |  |  |
|                     |   | The                           | -0.2    | -0.2              |                  | -2.5    | -3.6          |                  |  |  |
| 225.4 <9.9%>        |   | Americas                      | [-0.5%] | [-0.5%]           |                  | [-2.0%] | [-2.7%]       |                  |  |  |
|                     |   |                               | APAC &  | 2.4               | 0.4              |         | 3.2           | 0.5              |  |  |
| L I                 | FY2012(1H)  |                               |         | [2.1%]            | [0.2%]           |         | [1.4%]        | [0.1%]           |  |  |

Note: Numbers inside brackets indicate operating income margin.

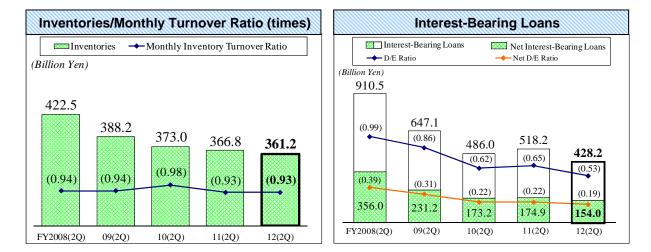
## **5. Financial Condition**

## [Assets, Liabilities and Net Assets]

| Assets, Liabilities and Net Assets]                          |                    |                    |        | (Billion Yer      |
|--|--------------------|--------------------|--------|-------------------|
|  | Second Quarter     | Year-end           |        | Second Quarte     |
|  | FY2012             | FY2011             | Change | FY2011            |
|  | (at sept. 30,2012) | (at March 31,2012) |        | (at sept. 30,2011 |
| Assets   |                    |                    |        |                   |
| Curent assets  | 1,562.7            | 1,701.7            | -138.9 | 1,634.            |
| (Cash and time deposits and Marketable securities)           | 281.2              | 273.9              | 7.3    | 349.              |
| (Notes and accounts receivable, trade)                       | 736.7              | 901.3              | -164.6 | 722.              |
| (Inventories)  | 361.2              | 334.1              | 27.1   | 366.              |
| Non-current assets   | 1,209.5            | 1,243.7            | -34.2  | 1,221.            |
| (Property, plant and equipment)                              | 631.8              | 640.9              | -9.0   | 630.              |
| (Intangible assets)  | 218.5              | 230.2              | -11.7  | 234.              |
| (Investment securities and other non-current assets)         | 359.1              | 372.4              | -13.3  | 356.              |
| Total Assets   | 2,772.2            | 2,945.5            | -173.2 | 2,855.            |
| Liabilities  |                    |                    |        |                   |
| Current liabilities  | 1,334.4            | 1,417.4            | -82.9  | 1,401.            |
| (Notes and accounts payables, trade)                         | 528.4              | 617.7              | -89.3  | 534.              |
| (Short-term borrowings and Current portion of bonds payable) | 210.4              | 128.9              | 81.4   | 271.              |
| (Accrued expenses)   | 314.2              | 342.5              | -28.2  | 302.              |
| Long-term liabilities  | 509.0              | 561.4              | -52.4  | 534.              |
| (Long-term debt)   | 217.8              | 252.2              | -34.3  | 246.              |
| (Accrued retirement benefits)                                | 170.0              | 180.4              | -10.4  | 173.              |
| Fotal Liabilities  | 1,843.5            | 1,978.9            | -135.3 | 1,936.            |
| Net Assets   |                    |                    |        |                   |
| Shareholders' equity   | 904.7              | 926.0              | -21.2  | 899.              |
| Accumulated other comprehensive income                       | -99.5              | -85.0              | -14.5  | -106.             |
| Minority interests in consolidated subsidiaries              | 123.4              | 125.4              | -2.0   | 126.              |
| Total Net Assets   | 928.7              | 966.5              | -37.8  | 919.              |
| Total Liabilities and Net Assets                             | 2,772.2            | 2,945.5            | -173.2 | 2,855.            |

## [Cash Flows]

| Cash Flows]  |  |  | (Billion Yen) |
|--|--|--|---------------|
|  | First Half<br>FY2012<br>(4/1/12~9/30/12) | Fitst Half<br>FY2011<br>(4/1/11~9/30/11) | Change        |
| I .Cash flows from operating activities:                       |  |  |               |
| Income (loss) before income taxes and minority interests       | 3.1                                      | -10.2                                    | 13.3          |
| Depreciation and amortization, including goodwill amortization | 95.4                                     | 102.1                                    | -6.6          |
| (Increase) decrease in receivables, trade                      | 148.9                                    | 124.4                                    | 24.4          |
| (Increase) decrease in inventories                             | -32.1                                    | -34.3                                    | 2.2           |
| Increase (decrease) in payables, trade                         | -79.1                                    | -49.1                                    | -30.0         |
| Income tax paid  | -8.2                                     | -18.1                                    | 9.8           |
| Net cash provided by operating activities                      | 60.2                                     | 55.2                                     | 5.0           |
| II.Cash flows from investing activities:                       |  |  |               |
| Purchases of property, plant and equipment                     | -53.1                                    | -68.7                                    | 15.6          |
| Purchases of intangible assets                                 | -28.0                                    | -25.6                                    | -2.3          |
| Net cash used in investing activities                          | -77.7                                    | -92.6                                    | 14.8          |
| I + II Free Cash Flow  | -17.5                                    | -37.4                                    | 19.8          |
| III.Cash flows from financing activities:                      |  |  |               |
| Net increase in borrowings (decrease)                          | 106.1                                    | 92.0                                     | 14.0          |
| Bond issue and redemption                                      | -56.9                                    | -39.4                                    | -17.4         |
| Dividends Paid   | -11.5                                    | -11.3                                    | -0.2          |
| Net cash provided by financing activities                      | 28.4                                     | 27.5                                     | 0.9           |
| Cash and cash equivalents at end of period                     | 274.1                                    | 343.2                                    | -69.1         |



## **Explanation of Assets, Liabilities and Net Assets**

Note: The monthly turnover ratio is calculated by taking first-half sales, dividing by the average balance of inventories in the first half, and then dividing by 6. The average balance of inventories in the second quarter is calculated using the average of the balances at the end of first quarter and second quarter.

Consolidated total assets at the end of the second quarter were 2,772.2 billion yen (US\$35,541 million), a decrease of 173.2 billion yen from the end of fiscal 2011. Current assets decreased by 138.9 billion yen compared with the end of fiscal 2011, to 1,562.7 billion yen, reflecting the collection of notes and accounts receivable associated with the large concentration of sales at the end of previous fiscal year. In preparation for anticipated sales, particularly in the services business and mobile phone business, inventories at the end of the quarter increased to 361.2 billion yen, an increase of 27.1 billion yen from the ending balance of fiscal 2011. The monthly inventory turnover ratio, which is an indication of asset utilization efficiency, was 0.93 times, essentially unchanged from the end of the second quarter of fiscal 2011.

Non-current assets declined by 34.2 billion yen from the end of fiscal 2011, to 1,209.5 billion yen. The net balances of property, plant and equipment as well as intangible assets decreased as depreciation and amortization exceeded the level of capital expenditures during the first half.

Consolidated total liabilities amounted to 1,843.5 billion yen (US\$23,635 billion), a decrease of 135.3 billion yen compared to the end of fiscal 2011, reflecting the payment of trade notes and accounts payable relating to the concentration of sales at the end of the prior fiscal year. The balance of interest-bearing loans was 428.2 billion yen, an increase of 47.1 billion yen from the end of fiscal 2011. The company redeemed 60.0 billion yen in straight corporate bonds at maturity, but short-term borrowings increased to finance a portion of working capital. As a result, the D/E ratio was 0.53 times, an increase of 0.08 of a percentage point compared to the end of fiscal 2011. Owners' equity has improved since the end of the second quarter of the previous fiscal year because of the efforts made to repay interest-bearing loans and the net income posted.

Net assets were 928.7 billion yen (US\$11,906 million), a decrease of 37.8 billion yen from the end of fiscal 2011. The decline in net assets reflects a decrease in shareholders' equity of 21.2 billion yen resulting mainly from the net loss recorded in the half and the payment of year-end dividends, as well as a decline in accumulated other comprehensive income of 14.5 billion yen, primarily as a result of yen appreciation. The decline in total assets increased the owners' equity ratio by 0.4 of a percentage point compared to the end of fiscal 2011, to 29.0%.

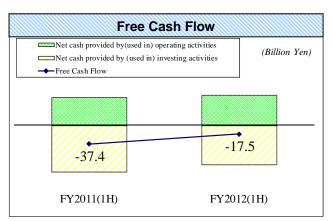
|                              |                      |                  |        | (Billion Yen)        |
|------------------------------|----------------------|------------------|--------|----------------------|
|                              | 2Q FY 2012           | FY 2011          | Changa | 2Q FY 2011           |
|                              | (September 30, 2012) | (March 31, 2012) | Change | (September 30, 2011) |
| Cash and cash equivalents at | 274.1                | 266.6            | 7.4    | 343.2                |
| end of period                |                      |                  |        |                      |
| Interest-bearing loans       | 428.2                | 381.1            | 47.1   | 518.2                |
| Net interest-bearing loans   | 154.0                | 114.4            | 39.6   | 174.9                |
| Owners' equity               | 805.2                | 841.0            | -35.7  | 793.3                |
|                              |                      |                  |        |                      |
| D/E ratio (times)            | 0.53                 | 0.45             | 0.08   | 0.65                 |
| Net D/E ratio (times)        | 0.19                 | 0.14             | 0.05   | 0.22                 |
| Shareholders' equity ratio   | 32.6~%               | 31.4~%           | 1.2~%  | 31.5~%               |
| Owners' equity ratio         | 29.0 %               | 28.6~%           | 0.4 %  | 27.8~%               |

1. D/E ratio: Interest-bearing loans/Owners' equity.

2. Net D/E ratio: (Interest-bearing loans - Cash and cash equivalents at end of period)/Owners' equity.

### **Summary of Cash Flows**

Net cash provided by operating activities in the first half amounted to 60.2 billion yen (US\$772 million). This represents an increase in cash inflows of 5.0 billion yen compared to the first half of fiscal 2011. The increase was attributable to improved income before income taxes and minority interests, as a loss on disaster stemming from the impact of the earthquake was posted in the first half of fiscal 2011, and a lower amount of corporate taxes paid due to the liquidation of a European subsidiary which reduced the previous fiscal year's corporate tax liability.



Net cash used in investing activities was 77.7 billion yen (US\$996 million). Outflows mainly consisted of the acquisition of property, plant and equipment amounting to 53.1 billion yen, primarily related to datacenters, and the acquisition of intangible assets amounting to 28.0 billion yen, primarily software. Compared to the same period in fiscal 2011, net outflows decreased by 14.8 billion yen, reflecting lower capital expenditures on property, plant and equipment.

Free cash flow, the sum of cash flows from operating and investing activities, was negative 17.5 billion yen (US\$224 million), representing a decrease in net cash outflows of 19.8 billion yen compared with the same period in the previous fiscal year. Free cash flow was positive in the second quarter although it was negative in the first quarter as income before income taxes and minority interests amounted to a loss.

Net cash provided by financing activities was 28.4 billion yen (US\$364 million). Cash on hand was used to redeem 60.0 billion yen in straight corporate bonds at maturity, but short-term borrowings were increased to finance a portion of working capital. This represents an increase in net cash inflows of 0.9 billion yen compared to the first half of fiscal 2011.

As a result of the above factors, cash and cash equivalents at the end of the first half of fiscal 2012 were 274.1 billion yen (US\$3,514 million), an increase of 7.4 billion yen compared to the end of fiscal 2011.

To replenish cash on hand, which had temporarily declined because it was used to redeem 60.0 billion yen in straight corporate bonds at maturity in September 2012, the company newly issued 60.0 billion yen in straight corporate bonds in October 2012.

|   |                  |                   |            |                  |                   | (Billion Yen) |
|---|------------------|-------------------|------------|------------------|-------------------|---------------|
|   |                  | FY 2012           |            | Ch               | ange vs. FY 20    | )11           |
|   | First<br>Quarter | Second<br>Quarter | First Half | First<br>Quarter | Second<br>Quarter | First Half    |
| Cash flows from operating activities    | -10.0            | 70.2              | 60.2       | 0.6              | 4.3               | 5.0           |
| Cash flows from investing activities    | -34.3            | -43.4             | -77.7      | 2.2              | 12.6              | 14.8          |
| Free cash flow                          | -44.3            | 26.8              | -17.5      | 2.9              | 16.9              | 19.8          |
| Cash flows from<br>financing activities | 147.4            | -118.9            | 28.4       | 87.7             | -86.8             | 0.9           |
| Total                                   | 103.0            | -92.1             | 10.8       | 90.6             | -69.8             | 20.8          |

### 6. FY2012 Consolidated Earnings Projections

For the first half of fiscal 2012, both net sales and operating income were in line with the projections announced on July 27, 2012. Services business in Japan was steady due to mild recovery of ICT investment. Mobile phone sales exceeded projections on account of strong smartphone sales. On the other hand, LSI devices and electronic components were adversely impacted by weak demand. In addition, services business in Europe was affected by the economic downturn, and PC sales inside and outside Japan fell short of projections due to decline in sales prices. The net loss was also in line with projections.

Taking into consideration the expectation that the downward trend for LSI, electronic components and services business in Europe will continue, Fujitsu will revise its fiscal 2012 projections announced on July 27, 2012, as follows.

Exchange rate projections are also revised to 77 yen for the US dollar and 125 yen to the British pound. The euro remains at 100 yen, the same as July projections.

Fujitsu will revise its net sales projections for the full fiscal year downward by 110.0 billion yen from projections announced in July, to 4,420.0 billion yen. Projected sales for Technology Solutions are being revised downward by 60.0 billion yen. The downward revision reflects the adverse impact on the services business outside Japan due to economic downturn, primarily in Europe, and delayed recovery of investment by North American telecommunications carriers in network products. An exchange rate impact of 15.0 billion yen was factored in. The services business in Japan was stable. Projected sales for Ubiquitous Solutions are being revised downward by 10.0 billion yen, reflecting the impact of deteriorating market conditions and lower sales prices on the PC business both in and outside of Japan as well as the impact of a decline in automobile production on the mobilewear business. Sales of mobile phones are expected to exceed previous projections. Projected sales for Device Solutions are also being revised downward by 65.0 billion yen, with sales lower by 30.0 billion yen for LSI devices and by 35.0 billion yen for LSI devices, primarily in consumer equipment, with the exception of smartphones, and the lower sales projection for LSI devices reflects a significant demand drop for LSI devices, primarily in consumer equipment, with the exception of smartphones, and the lower sales projection for electronic components reflects the impact of weak demand primarily for components used in PCs.

Fujitsu will revise its full-year projection for operating income downward by 35.0 billion yen, to 100.0 billion yen. Device Solutions accounts for 27.0 billion yen of the downward revision, reflecting the fall in demand, while Ubiquitous Solutions accounts for 5.0 billion yen. For the technology Solutions segment, no changes will be made to the previous projection. Steady growth of the services business in Japan offset the adverse impact of declining revenue on the services business outside Japan.

Fujitsu will also revise its full-year projection for net income downward by 35.0 billion yen, reflecting downward of operating income and expenses of about 10 billion yen related to the transfer of ownership of LSI assembly and test facilities.

### FY 2012 Full-Year Consolidated Forecast

|                           | Fiscal 2011<br>Full-Year<br>Results | July<br>Forecast | Fiscal<br>2012<br>Full-Year<br>Forecast | Change<br>Fore | vs. July<br>cast<br>Change<br>(%) | Chang<br>FY 2 |       |
|---------------------------|-------------------------------------|------------------|---|----------------|-----------------------------------|---------------|-------|
| Net Sales                 | 4,467.5                             | 4,530.0          | 4,420.0                                 | -110.0         | -2.4                              | -47.5         | *-1.1 |
| Operating Income          | 105.3                               | 135.0            | 100.0                                   | -35.0          | -25.9                             | -5.3          | -5.0  |
| [Operating Income Margin] | [2.4%]                              | [3.0%]           | [2.3%]                                  | [-0.7%]        |                                   | [-0.1%]       |       |
| Net Income                | 42.7                                | 60.0             | 25.0                                    | -35.0          | -58.3                             | -17.7         | -41.5 |

\* Change (%) Constant Currency; -0

#### **Operating Income by Business Segment**

| Technology Solutions               | 171.2 | 180.0 | 180.0 | -     |
|------------------------------------|-------|-------|-------|-------|
| Services                           | 124.0 | 130.0 | 130.0 | -     |
| System Platforms                   | 47.2  | 50.0  | 50.0  | -     |
| Ubiquitous Solutions               | 19.9  | 25.0  | 20.0  | -5.0  |
| Device Solutions                   | -10.1 | 15.0  | -12.0 | -27.0 |
| Other/Elimination and<br>Corporate | -75.7 | -85.0 | -88.0 | -3.0  |

| 8.7   | 5.1 |
|-------|-----|
| 5.9   | 4.8 |
| 2.7   | 5.8 |
| 0.0   | 0.3 |
| -1.8  | -   |
| -12.2 | -   |

(Billion Yen)

Note: The impact of exchange rate fluctuation has been calculated by using the average U.S. dollar, euro and British pound exchange rates for fiscal 2011 to translate the current period's net sales outside Japan into yen.

#### [Reference]

#### Breakdown of annual dividend payments

|                    | Dividend Per Share |                    |                  |
|--------------------|--------------------|--------------------|------------------|
| Record Date        | End of First Half  | End of Fiscal Year | Annual Basis     |
| Payment for FY2011 | 5 yen              | 5 yen              | 10 yen           |
| Payment for FY2012 | 5 yen *            | 5 yen (planned)    | 10 yen (planned) |

\*Effective Date: November 22, 2012

### 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)

|                         |                         |                         |                     |           |              | (Million Yen) |  |
|-------------------------|-------------------------|-------------------------|---------------------|-----------|--------------|---------------|--|
|                         |                         | Reportable              | e Segments          |           |              |               |  |
|                         | Technology<br>Solutions | Ubiquitous<br>Solutions | Device<br>Solutions | Sub-Total | Other<br>(*) | 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        |  |

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

\* 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

|                         | <b>J</b> 1              | e                       |                     |           |              | (Million Yen) |
|-------------------------|-------------------------|-------------------------|---------------------|-----------|--------------|---------------|
|                         |                         | Reportable              |                     |           |              |               |
|                         | Technology<br>Solutions | Ubiquitous<br>Solutions | Device<br>Solutions | Sub-Total | Other<br>(*) | 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

|                         | • •                     | C C                     |                     |           |              | (Million Yen) |
|-------------------------|-------------------------|-------------------------|---------------------|-----------|--------------|---------------|
|                         |                         | Reportable              | Segments            |           |              |               |
|                         | Technology<br>Solutions | Ubiquitous<br>Solutions | Device<br>Solutions | Sub-Total | Other<br>(*) | 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)

|                         |                         |                         |                     |           |              | (Million Yen) |  |
|-------------------------|-------------------------|-------------------------|---------------------|-----------|--------------|---------------|--|
|                         |                         | Reportable              | e Segments          |           |              |               |  |
|                         | Technology<br>Solutions | Ubiquitous<br>Solutions | Device<br>Solutions | Sub-Total | Other<br>(*) | 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        |  |

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

\* 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 F | (Million Yen) |          |              |            |           |           |
|-----------------|---------------|----------|--------------|------------|-----------|-----------|
| Ionon           | Total         |          |              |            |           |           |
| Japan           |               | EMEA     | The Americas | APAC/China | Sub-total | Total     |
| 1,378           | 8,540         | 339,559  | 135,587      | 218,127    | 693,273   | 2,071,813 |
| ( 6             | 6.5%)         | ( 16.4%) | ( 6.6%)      | ( 10.5%)   | ( 33.5%)  | ( 100.0%) |

|   | First Half of Fiscal 2011 (April 1, 2011 to September 30, 2011) |               |              |               |           |           |  |  |  |
|---|---|---------------|--------------|---------------|-----------|-----------|--|--|--|
| ſ | Ionon   | Outside Japan |              | Outside Japan |           |           |  |  |  |
|   | Japan   | EMEA          | The Americas | APAC/China    | Sub-total | Total     |  |  |  |
| ſ | 1,346,806   | 392,843       | 149,703      | 202,965       | 745,511   | 2,092,317 |  |  |  |
|   | ( 64.4%)  | ( 18.8%)      | ( 7.1%)      | ( 9.7%)       | ( 35.6%)  | ( 100.0%) |  |  |  |

| Second Quarter of Fiscal 2012 (July 1, 2012 to September 30, 2012) |               |              |            |           |           |  |  |  |
|--|---------------|--------------|------------|-----------|-----------|--|--|--|
| Ionon  | Outside Japan |              |            |           | Total     |  |  |  |
| Japan  | EMEA          | The Americas | APAC/China | Sub-total | Total     |  |  |  |
| 759,560  | 170,964       | 70,659       | 113,260    | 354,883   | 1,114,443 |  |  |  |
| ( 68.2%)   | ( 15.3%)      | ( 6.3%)      | ( 10.2%)   | ( 31.8%)  | ( 100.0%) |  |  |  |

| Second Quarter of Fiscal 2011 (July 1, 2011 to September 30, 2011) |           |              |            |           |           |  |  |  |  |
|--|-----------|--------------|------------|-----------|-----------|--|--|--|--|
| Ionon  |           | Total        |            |           |           |  |  |  |  |
| Japan  | EMEA      | The Americas | APAC/China | Sub-total | Total     |  |  |  |  |
| 727,130  | 200,710   | 74,401       | 104,005    | 379,116   | 1,106,246 |  |  |  |  |
| ( 65.7%  | ) (18.2%) | ( 6.7%)      | ( 9.4%)    | ( 34.3%)  | ( 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.

## 8. Consolidated Per Share Data

The calculations basis for earnings and net loss per share in the first half and second quarter, as well as diluted earnings per share is as follows:

|   | Unit            | FY2012<br>4/1/12-9/30/12 | FY2011<br>4/1/11-9/30/11 |
|---|-----------------|--------------------------|--------------------------|
| Earnings (net loss) per share   | yen             | -5.34                    | 2.79                     |
| {Calculation basis}   |                 |                          |                          |
| Net income (net loss)   | million yen     | -11,059                  | 5,774                    |
| Deduction from net income   | million yen     | -                        | -                        |
| Net income for common share (net loss)  | million yen     | -11,059                  | 5,774                    |
| Average number of common shares outstanding                                       | thousand shares | 2,069,345                | 2,069,614                |
| 2. Diluted earnings per share   | yen             | -                        | 2.79                     |
| {Calculation basis}   |                 |                          |                          |
| Adjustment for net income (net loss)  | million yen     | -                        | -10                      |
| [Adjustment related to dilutive securities issued by subsidiaries and affiliates] | million yen     | [-]                      | [-10]                    |
| [Bonds payable and other costs]   | million yen     | [-]                      | [-]                      |
| Increase in number of common shares   | thousand shares | -                        | -                        |

Diluted earnings per share for the first half of FY2012 are not calculated due to loss per share, although the company has potential ordinary share.

|   | Unit            | FY2012<br>7/1/12-9/30/12 | FY2011<br>7/1/11-9/30/11 |
|---|-----------------|--------------------------|--------------------------|
| Earnings (net loss) per share   | yen             | 6.16                     | 12.65                    |
| {Calculation basis}   |                 |                          |                          |
| Net income  | million yen     | 12,737                   | 26,178                   |
| Deduction from net income   | million yen     | -                        | -                        |
| Net income for common share   | million yen     | 12,737                   | 26,178                   |
| Average number of common shares outstanding                                       | thousand shares | 2,069,342                | 2,069,605                |
| 2. Diluted earnings per share   | yen             | 6.15                     | 12.65                    |
| {Calculation basis}   |                 |                          |                          |
| Adjustment for net income   | million yen     | -3                       | -4                       |
| [Adjustment related to dilutive securities issued by subsidiaries and affiliates] | million yen     | [-3]                     | [-4]                     |
| [Bonds payable and other costs]   | million yen     | [-]                      | [-]                      |
| Increase in number of common shares   | thousand shares | -                        | -                        |

### 9. Major Subsequent Events

After the completion of the first half of FY2012, Fujitsu issued the following straight bonds.

#### **30th Series Unsecured Straight Bonds**

- 1. Total amount of issue 40 billion yen
- 2. Interest rate 0.331% per annum
- 3. Issue price 100% of the denomination of each bond
- 4. Term and redemption methodOctober 16, 2015 (3 years), Bullet repayment
- 5. Payment date October 16, 2012
- 6. Collateral The bonds are not secured by any pledge, mortgage or other charge on any assets or revenues of the Company or of others, nor are they guaranteed. There are no assets reserved as security for the bonds.
- 7. Application of funds The amount is scheduled to be allocated for redemption and repayment of the bonds and loans that will reach maturity by the end of March, 2013.

#### **31st Series Unsecured Straight Bonds**

- 1. Total amount of issue 20 billion yen
- 2. Interest rate 0.476% per annum
- 3. Issue price 100% of the denomination of each bond
- 4. Term and redemption method October 16, 2017 (5 years), Bullet repayment
- 5. Payment date October 16, 2012
- 6. Collateral The bonds are not secured by any pledge, mortgage or other charge on any assets or revenues of the Company or of others, nor are they guaranteed. There are no assets reserved as security for the bonds.
- 7. Application of funds The amount is scheduled to be allocated for redemption and repayment of the bonds and loans that will reach maturity by the end of March, 2013.

### **10. Notes to Consolidated Financial Statements**

(1) Significant Changes to Subsidiaries in the Current Reporting Period (changes to specified subsidiaries resulting from changes in scope of consolidation)

There are none.

(2) Application of accounting procedures specific to preparation of quarterly consolidated financial statements

There are none.

#### (3) Changes in accounting policies and accounting estimates, and restatements

- 1. Changes in accounting policies arising from revision of accounting standards: None
- 2. Changes arising from other factors: None
- 3. Changes in accounting estimates: None
- 4. Restatements: None

#### (4) Cautionary Note Regarding Assumptions of a Going Concern

There are none.

#### (5) Compliance with Quarterly Review Procedures

These materials fall outside the jurisdiction of the quarterly review procedures of the Financial Instruments and Exchange Act. Therefore, at the time of disclosure, a portion of the review has not yet been completed. Upon completion of the review, a statutory quarterly report will be submitted on November 14, 2012.

#### (6) Significant Changes in Shareholders' Equity

There are none.

#### (7) Precautions on Usage of Earnings Projections

These materials may contain forward-looking statements that are based on management's current information, views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Actual results may differ materially from those projected or implied in the forward-looking statements due to, without limitation, the following factors listed below.

For information regarding the assumptions used to prepare these projections, please refer to "FY2012 Consolidated Earnings Projections" on page 32.

• General economic and market conditions in key markets (particularly in Japan, North America, Europe, and Asia, including China)

- Rapid changes in the high-technology market (particularly semiconductors, PCs, etc.)
- Fluctuations in exchange rates or interest rates
- Fluctuations in capital markets
- Intensifying price competition
- Changes in market positioning due to competition in R&D
- Changes in the environment for the procurement of parts and components
- Changes in competitive relationships relating to collaborations, alliances and technical provisions
- Risks related to public regulations, public policy and tax matters

- Risks related to product or services defects
- Potential emergence of unprofitable projects

• Risks related to R&D investments, capital expenditures, business acquisitions, business restructuring, etc.

- Risks related to natural disasters and unforeseen events
- Changes in accounting policies

# **Part III: Supplementary Information**

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

## a. Net Sales\* and Operating Income

| $\begin{tabular}{ c c c c c c c c c c c c c c c c c c c$   |
|--|
| FY 2012         Change vs.<br>Previous         FY 2011         Change(%)<br>vs.<br>Forecast**         Constant currency<br>vs.<br>Forecast***           Technology Solutions         Sales:<br>Japan         FY 2011         (%)****           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           Total         2,925.0         -60.0         2,934.9         -0.3         1           Operating income margin<br>(Operating income margin]         [5.5%]         (0.1%)         [5.2%]         -1.1.2           System Flatforms         50.0         0.0         124.0         +4.8         -1.1.2           (Operating income margin]         [6.5%]         [0.2%]         [8.4%]         10.2.2.3           Total         50.0         0.0         47.2         +5.8           (Operating income margin]         [8.8%]         [0.2%]         [7.12         +5.1           (Operating income margin]         [8.8%]         [0.2%]         [7.12         +5.1           Japan         25.0         5.0         84.9         +1.1         1           Outside Japan         25.0         1.154.2         -0.8         0  |
| Current<br>Forecast**         Previous<br>(Actual)         vs.           Forecast**         (Actual)         FY 2011         (%)****           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           Total         2,925.0         -60.0         2,934.9         -0.3         1           Operating income<br>Services         130.0         0.0         124.0         +4.8         (Operating income margin]         [5,5%]         (0.1%)         [5,2%]         -1           System Platforms         50.0         0.0         171.2         +5.1         -1           (Operating income margin]         [6,2%]         [0.2%]         [8,3%]         -1         -1           Total operating income margin]         [6,2%]         0.0         171.2         +5.1         -5           Ubiquitous Solutions         Sales:         Japan         250.0         -15.0         269.3         -7.2         -2           Total         1,145.0         -10.0         -1,154.2         -0.8         0           Operating income margin]         [1.7%]         [-0.5%]         [1.7%]                              |
| Forecast**         (Actual)         FY 201         (%)****           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           Total         2,925.0         -60.0         2,934.9         -0.3         1           Operating income:         Services         130.0         0.0         47.2         +5.8           [Operating income margin]         [5.5%]         [0.1%]         [52.9%]         -5.0         124.0         +4.8           [Operating income margin]         [5.5%]         [0.1%]         [52.9%]         -5.5         10.0         -1.1         -1.1           Total operating income margin]         [6.2%]         [0.2%]         [8.4%]         +5.1         -0.1           Ubiquitous Solutions         Sales:         -2.0         -15.0         269.3         -7.2         -2.2           Total         1,145.0         -10.0         1,154.2         -0.8         0           Operating income margin]         [1.7%]         [-0.5%]         [1.7%]         -2.2         -2.2           Total         250.0         -5.0         1.1   |
| Technology Solutions       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         Total       2,925.0       -60.0       2,934.9       -0.3       1         Operating income:       Services       130.0       0.0       124.0       +4.8         [Operating income margin]       [5,5%]       [0.1%]       [5,2%]       +5.8         [Operating income margin]       [8,8%]       [0.2%]       [8,4%]       +5.8         [Operating income margin]       [8,8%]       [0.2%]       [8,4%]       +5.8         [Operating income margin]       [8,8%]       [0.2%]       [8,4%]       +5.8         [Operating income margin]       [8,8%]       [0.2%]       [5.8%]       -5.0         Vbiquitous Solutions       Sales:       Japan       220.0       -15.0       284.9       +1.1       1         Outside Japan       220.0       -5.0       15.4%       -0.8       0         Operating income       20.0       -5.0       19.9       +0.3       0         Operating income margin]       [1.7%]       [-0.5%]       11.7%]       -6.7  |
| 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         Total       2,925.0       -60.0       2,934.9       -0.3       1         Operating income:       990.0       0.0       124.0       +4.8       10         System Platforms       50.0       0.0       44.8       44.8       10         Operating income margin]       [5.5%]       [0.1%]       [5.2%]       7.2       +5.8         [Operating income margin]       [8.8%]       [0.2%]       [8.4%]       +1.1       1         Outside Japan       250.0       5.0       884.9       +1.1       1         Outside Japan       250.0       5.0       884.9       +1.1       1         Outside Japan       250.0       -15.0       269.3       -7.2       -2         Total       11.45.0       -10.0       1.154.2       -0.8       0         Operating income       20.0       -5.0       19.9       +0.3       0         Operating income       20.0       -5.0       19.9       +0.3       0         Operating income <th< th=""></th<>   |
| 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           Total         2,925.0         -60.0         2,934.9         -0.3         1           Operating income:<br>Services         130.0         0.0         124.0         +4.8           [Operating income margin]         [5.5%]         0.0         47.2         +5.8           [Operating income margin]         [8.8%]         [0.2%]         [8.4%]         71.1         +5.1           [Operating income margin]         [6.2%]         [0.2%]         [8.4%]         +5.1         1           Ubiquitous Solutions         Sales:         Japan         895.0         5.0         884.9         +1.1         1         1           Japan         250.0         -15.0         269.3         -7.2         -2         -2           Total         1,145.0         -10.0         1,154.2         -0.8         0           Operating income         20.0         -5.0         19.9         +0.3           [Operating income         20.0         -5.0         19.9         +0.3           Operating income <t< th=""></t<>  |
| Outside Japan         990.0         -65.0         1.022.3         -3.2         -1           Total         2.925.0         -60.0         2.934.9         -0.3         1           Operating income:<br>Services         130.0         0.0         124.0         +4.8         -1           System Plaforms         50.0         0.0         171.2         +5.8         -5.8         -1.1         -1.1           Ubiquitous Solutions         58.0         0.0         171.2         +5.1         -5.8         -1.1         1           Operating income margin]         [8.8%]         [0.2%]         [8.4%]         -5.8         -1.1         1           Ubiquitous Solutions         Sales:         Japan         250.0         -15.0         269.3         -7.2         -2           Total         1,145.0         -1.00         1,154.2         -0.8         0           Operating income         20.0         -5.0         19.9         +0.3         -1.1           Device Solutions         Sales:         Japan         320.0         -40.0         342.9         -6.7         -7           Outside Japan         245.0         -25.0         241.7         +1.4         3         -3           <  |
| Total         2,925.0         -60.0         2,934.9         -0.3         1           Operating income:<br>Services<br>[Operating income margin]<br>System Platforms         130.0         0.0         124.0         +4.8           [Operating income margin]<br>System Platforms         [5.5%]         [0.1%]         [5.2%]         +5.8           [Operating income margin]         [8.8%]         [0.2%]         [8.4%]         +5.8           [Operating income margin]         [6.2%]         [0.2%]         [5.8%]         +5.1           Ubiquitous Solutions         [0perating income margin]         [6.2%]         [0.2%]         [5.8%]         +1.1         1           Outside Japan         250.0         -15.0         269.3         -7.2         -2         -2           Total         1,145.0         -10.0         1,154.2         -0.8         0           Operating income         20.0         -5.0         19.9         +0.3           [Operating income margin]         [1.7%]         [-0.5%]         [1.7%]         -4.0         342.9         -6.7         -7           Outside Japan         245.0         -25.0         241.7         +1.4         3         -3           Operating income         (12.0)         -27.0         (10.1) |
| $\begin{array}{c c c c c c c c c c c c c c c c c c c $   |
| Šervices       130.0       0.0       124.0       +4.8         [Operating income margin]       [5.5%]       [0.1%]       [5.2%]       50.0         System Platforms       50.0       0.0       47.2       +5.8         [Operating income margin]       [8.8%]       [0.2%]       [8.4%]       +5.8         Total operating income margin]       [6.2%]       [0.2%]       [8.4%]       +5.8         Ubiquitous Solutions       [6.2%]       [0.2%]       [5.8%]       +5.1         Outside Japan       250.0       -15.0       269.3       -7.2       -2         Total       1,145.0       -10.0       1,154.2       -0.8       0         Operating income       20.0       -5.0       19.9       +0.3       0         [Operating income       20.0       -5.0       19.9       +0.3       0         Device Solutions       [1.7%]       [-0.5%]       [1.7%]       -1.4       3         Total       320.0       -40.0       342.9       -6.7       -7         Outside Japan       245.0       -25.0       241.7       +1.4       3         Total       565.0       -65.0       584.7       -3.4       -3         Op  |
| Šervices       130.0       0.0       124.0       +4.8         [Operating income margin]       [5.5%]       [0.1%]       [5.2%]       50.0         System Platforms       50.0       0.0       47.2       +5.8         [Operating income margin]       [8.8%]       [0.2%]       [8.4%]       +5.8         Total operating income margin]       [6.2%]       [0.2%]       [8.4%]       +5.8         Ubiquitous Solutions       [6.2%]       [0.2%]       [5.8%]       +5.1         Outside Japan       250.0       -15.0       269.3       -7.2       -2         Total       1,145.0       -10.0       1,154.2       -0.8       0         Operating income       20.0       -5.0       19.9       +0.3       0         [Operating income       20.0       -5.0       19.9       +0.3       0         Device Solutions       [1.7%]       [-0.5%]       [1.7%]       -1.4       3         Total       320.0       -40.0       342.9       -6.7       -7         Outside Japan       245.0       -25.0       241.7       +1.4       3         Total       565.0       -65.0       584.7       -3.4       -3         Op  |
| System Platforms<br>[Operating income margin]<br>Total operating income<br>[Operating income margin]         50.0<br>[0.2%]         0.0<br>[0.2%]         47.2<br>[8.4%]<br>[18.4%]<br>[171.2]         +5.8<br>(171.2]           Ubiquitous Solutions<br>Sales:<br>Japan         895.0<br>250.0         5.0<br>(1.5.%)         884.9         +1.1         1           Outside Japan         250.0         -15.0         269.3         -7.2         -2           Total         1,145.0         -10.0         1,154.2         -0.8         0           Operating income<br>[Operating income         20.0         -5.0         19.9         +0.3           Device Solutions  |
| [Õperating income margin]<br>Total operating income<br>[Operating income margin]       [8.8%]<br>180.0<br>[6.2%]       [0.2%]<br>(0.0       [8.4%]<br>171.2<br>[5.8%]       +5.1         Ubiquitous Solutions       50       884.9<br>(1.5%]       +1.1       1         Sales:<br>Japan<br>Outside Japan       250.0<br>(1.1%]       5.0       884.9<br>(-1.5.0       +1.1       1         Outside Japan       250.0<br>(1.1%]       -15.0       269.3<br>(-1.5.0       -269.3<br>(-1.5.0       -7.2<br>(-2.2%)       -2.2         Total       20.0       -5.0       19.9<br>(1.7%]       +0.3       0         Operating income<br>(Operating income margin)       20.0<br>(1.7%]       -5.0       19.9<br>(1.7%)       +0.3         Device Solutions       320.0       -40.0<br>(1.7%]       342.9<br>(-0.5%)       -6.7<br>(-7.7)       -7.7<br>(-4.5%)       -7.7<br>(-1.1%]         Outside Japan       245.0       -25.0       241.7<br>(-1.7%]       +1.4       -3         Operating income<br>(Operating income<br>(Operating income margin)       (-2.1%)       -27.0<br>(-4.5%)       (10.1)       -         Other/Elimination and Corporate******       Sales       (215.0)       25.0       (206.3)       -       0                                       |
| Total operating income<br>[Operating income margin]         180.0<br>[6.2%]         0.0<br>[0.2%]         171.2<br>[5.8%]         +5.1           Ubiquitous Solutions<br>Sales:<br>Japan         Sales:<br>Japan         895.0<br>250.0         5.0<br>-15.0         884.9<br>269.3         +1.1         1           Outside Japan         250.0         -15.0         269.3         -7.2         -2           Total         1,145.0         -10.0         1,154.2         -0.8         0           Operating income<br>[Operating income margin]         20.0         -5.0         19.9         +0.3           Device Solutions         320.0         -40.0         342.9         -6.7         -7           Japan         320.0         -40.0         342.9         -6.7         -7           Outside Japan         245.0         -25.0         241.7         +1.4         3           Total         565.0         -65.0         584.7         -3.4         -3           Operating income<br>[Operating income margin]         [12.0]         -27.0         (10.1)         -           Other/Elimination and Corporate*****         5ales         (215.0)         25.0         (206.3)         0  |
| Image: Coperating income margin         [6.2%]         [0.2%]         [5.8%]           Ubiquitous Solutions         Sales:<br>Japan         895.0         5.0         884.9         +1.1         1           Outside Japan         250.0         -15.0         269.3         -7.2         -2           Total         1,145.0         -10.0         1,154.2         -0.8         0           Operating income<br>(Operating income margin)         20.0         -5.0         19.9         +0.3         0           Device Solutions         Sales:<br>Japan         220.0         -5.0         19.9         +0.3         0           Device Solutions         5.0         5.0         342.9         -6.7         -7         -7           Outside Japan         245.0         -25.0         241.7         +1.4         3         3           Total         565.0         -65.0         584.7         -3.4         -3           Operating income<br>[Operating income         (12.0)         -27.0         (10.1)         -           Other/Elimination and Corporate*****         Sales         (215.0)         25.0         (206.3)         -         0   |
| Ubiquitous Solutions         Sales:         Japan       895.0       5.0       884.9       +1.1       1         Outside Japan       250.0       -15.0       269.3       -7.2       -2         Total       1,145.0       -10.0       1,154.2       -0.8       0         Operating income<br>(Operating income margin)       20.0       -5.0       19.9       +0.3         Device Solutions         Sales:       Japan       225.0       -40.0       342.9       -6.7       -7         Japan       245.0       -25.0       241.7       +1.4       3         Total       565.0       -65.0       584.7       -3.4       -3         Operating income<br>(Operating income margin]       (12.0)       -27.0       (10.1)       -         Other/Elimination and Corporate*****       5ales       (215.0)       25.0       (206.3)       -       0   |
| Sales:       Japan       895.0       5.0       884.9       +1.1       1         Outside Japan       250.0       -15.0       269.3       -7.2       -2         Total       1,145.0       -10.0       1,154.2       -0.8       0         Operating income       20.0       -5.0       19.9       +0.3       0         Device Solutions       Sales:       Japan       320.0       -40.0       342.9       -6.7       -7         Japan       245.0       -25.0       241.7       +1.4       3         Total       565.0       -65.0       584.7       -3.4       -3         Operating income       (12.0)       -27.0       (10.1)       -         Operating income       (12.0)       -27.0       (10.1)       -         Other/Elimination and Corporate*****       52.0       20.0       -0.0       -       0   |
| Sales:       Japan       895.0       5.0       884.9       +1.1       1         Outside Japan       250.0       -15.0       269.3       -7.2       -2         Total       1,145.0       -10.0       1,154.2       -0.8       0         Operating income       20.0       -5.0       19.9       +0.3       0         Device Solutions       Sales:       Japan       320.0       -40.0       342.9       -6.7       -7         Japan       245.0       -25.0       241.7       +1.4       3         Total       565.0       -65.0       584.7       -3.4       -3         Operating income       (12.0)       -27.0       (10.1)       -         Operating income       (12.0)       -27.0       (10.1)       -         Other/Elimination and Corporate*****       52.0       20.0       -0.0       -       0   |
| Japan<br>Outside Japan<br>Total       895.0<br>250.0       5.0<br>-15.0       884.9<br>269.3       +1.1       1         Operating income<br>[Operating income margin]       1,145.0       -10.0       1,154.2       -0.8       0         Operating income<br>[Operating income margin]       20.0<br>[1.7%]       -5.0<br>[-0.5%]       19.9<br>[1.7%]       +0.3         Device Solutions   |
| Outside Japan<br>Total       250.0       -15.0       269.3       -7.2       -2         Total       1,145.0       -10.0       1,154.2       -0.8       0         Operating income<br>[Operating income margin]       20.0       -5.0       19.9       +0.3         Device Solutions       [1.7%]       [-0.5%]       [1.7%]       -6.7       -7         Japan<br>Outside Japan       320.0       -40.0       342.9       -6.7       -7         Outside Japan       245.0       -25.0       241.7       +1.4       3         Total       565.0       -65.0       584.7       -3.4       -3         Operating income<br>[Operating income margin]       [12.0]       -27.0       (10.1)       -         Other/Elimination and Corporate*****       Sales       (215.0)       25.0       (206.3)       -       0   |
| Total       1,145.0       -10.0       1,154.2       -0.8       0         Operating income<br>[Operating income margin]       20.0       -5.0       19.9       +0.3         Device Solutions       [1.7%]       [-0.5%]       [1.7%]       +0.3         Japan       320.0       -40.0       342.9       -6.7       -7         Outside Japan       245.0       -25.0       241.7       +1.4       3         Total       565.0       -65.0       584.7       -3.4       -3         Operating income<br>[Operating income       (12.0)       -27.0       (10.1)       -         Other/Elimination and Corporate*****       25.0       25.0       (206.3)       -       0   |
| [Operating income margin]       [1.7%]       [-0.5%]       [1.7%]         Device Solutions       Sales:       Japan       320.0       -40.0       342.9       -6.7       -7         Outside Japan       245.0       -25.0       241.7       +1.4       3         Total       565.0       -65.0       584.7       -3.4       -3         Operating income<br>[Operating income margin]       [12.0)       -27.0       (10.1)       -         Other/Elimination and Corporate*****       Sales       (215.0)       25.0       (206.3)       -       0   |
| [Operating income margin]       [1.7%]       [-0.5%]       [1.7%]         Device Solutions       Sales:       Japan       320.0       -40.0       342.9       -6.7       -7         Outside Japan       245.0       -25.0       241.7       +1.4       3         Total       565.0       -65.0       584.7       -3.4       -3         Operating income<br>[Operating income margin]       [12.0)       -27.0       (10.1)       -         Other/Elimination and Corporate*****       Sales       (215.0)       25.0       (206.3)       -       0   |
| Device Solutions         Sales:       Japan       320.0       -40.0       342.9       -6.7       -7         Outside Japan       245.0       -25.0       241.7       +1.4       3         Total       565.0       -65.0       584.7       -3.4       -3         Operating income<br>[Operating income margin]       (12.0)       -27.0       (10.1)       -         Other/Elimination and Corporate*****       25.0       25.0       (206.3)       -       0  |
| Sales:       320.0       -40.0       342.9       -6.7       -7         Outside Japan       245.0       -25.0       241.7       +1.4       3         Total       565.0       -65.0       584.7       -3.4       -3         Operating income<br>[Operating income margin]       (12.0)       -27.0       (10.1)       -         Other/Elimination and Corporate****       25.0       25.0       (206.3)       -       0  |
| Japan<br>Outside Japan       320.0<br>245.0       -40.0<br>-25.0       342.9<br>241.7       -6.7<br>+1.4       -7         Total       565.0       -65.0       584.7       -3.4       -3         Operating income<br>[Operating income margin]       (12.0)<br>[-2.1%]       -27.0<br>[-4.5%]       (10.1)<br>[-1.7%]       -         Other/Elimination and Corporate*****<br>Sales       (215.0)       25.0       (206.3)       -       0  |
| Outside Japan       245.0       -25.0       241.7       +1.4       3         Total       565.0       -65.0       584.7       -3.4       -3         Operating income<br>[Operating income margin]       (12.0)       -27.0       (10.1)       -         Other/Elimination and Corporate*****       5ales       (215.0)       25.0       (206.3)       -       0   |
| Total       565.0       -65.0       584.7       -3.4       -3         Operating income [Operating income margin]       (12.0)       -27.0       (10.1)       -         Image: Income margin income margin [Operating income margin]       (12.0)       -27.0       (10.1)       -         Other/Elimination and Corporate****       (215.0)       25.0       (206.3)       -       0   |
| Operating income<br>[Operating income margin]       (12.0)<br>[-2.1%]       -27.0<br>[-4.5%]       (10.1)<br>[-1.7%]       -         Other/Elimination and Corporate****<br>Sales       (215.0)       25.0       (206.3)       -       0   |
| [Operating income margin]       [-2.1%]       [-4.5%]       [-1.7%]         Other/Elimination and Corporate****       (215.0)       25.0       (206.3)       -       0   |
| Other/Elimination and Corporate****         (215.0)         25.0         (206.3)         -         0   |
| <b>Sales</b> (215.0) 25.0 (206.3) - 0  |
| <b>Sales</b> (215.0) 25.0 (206.3) - 0  |
|  |
| <b>Operating income</b> (60.0) -5.0 (75.7) -   |
|  |
| Total  |
| Sales:   |
| <b>Japan 2,970.0</b> -10.0 2,961.4 +0.3 0  |
| <b>Outside Japan 1,450.0</b> -100.0 1,506.0 -3.7 -1  |
| <b>Total</b> 4,420.0 -110.0 4,467.5 -1.1 -0  |
| <b>Operating income Y 100.0</b> -35.0 105.3 -5.0   |
| [Operating income margin] [2.3%] [-0.7%] [2.4%]  |
|  |
| < <b>Ratio of sales outside Japan</b> > < <b>32.8%&gt;</b> <-1.4%> <33.7%>   |

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

|                                |      | en<br>ions) |             | Yen<br>(Billions) |           |                   |
|--------------------------------|------|-------------|-------------|-------------------|-----------|-------------------|
|                                | FY   | 2012        | Change vs.  | FY 2011           | Change(%) | Constant currency |
|                                | Cui  | rent        | Previous    |                   | vs.       |                   |
|                                | Fore | cast**      | Forecast*** | (Actual)          | FY 2011   | (%)****           |
| Technology Solutions           |      |             |             |                   |           |                   |
| Services:                      |      |             |             |                   |           |                   |
| Solutions / System Integration | Y    | 850.0       | -           | 824.8             | +3.0      | +3                |
| Infrastructure Services        | 1    | ,505.0      | -50.0       | 1,546.4           | -2.7      | -1                |
|                                | 2    | ,355.0      | -50.0       | 2,371.2           | -0.7      | 0                 |
| System Platforms:              |      |             |             |                   |           |                   |
| System Products                |      | 270.0       | -           | 282.7             | -4.5      | -3                |
| Network Products               |      | 300.0       | -10.0       | 280.8             | +6.8      | +7                |
|                                |      | 570.0       | -10.0       | 563.6             | +1.1      | +2                |
| Total                          | 2    | ,925.0      | -60.0       | 2,934.9           | -0.3      | +1                |
| Ubiquitous Solutions           |      |             |             |                   |           |                   |
| PCs / Mobile Phones            |      | 875.0       | -           | 889.5             | -1.6      | -0                |
| Mobilewear                     |      | 270.0       | -10.0       | 264.7             | +2.0      | +3                |
| Total                          | 1    | ,145.0      | -10.0       | 1,154.2           | -0.8      | 0                 |
| Device Solutions               |      |             |             |                   |           |                   |
| LSI*****                       |      | 310.0       | -30.0       | 327.1             | -5.3      | -4                |
| Electronic Components          |      | 255.0       | -35.0       | 258.6             | -1.4      | -1                |
| Total                          | Y    | 565.0       | -65.0       | 584.7             | -3.4      | -3                |

#### [Half-Yearly Breakdown of Net Sales]

(Billion Yen)

|                              | First-Half<br>(Actual) | Second-Half<br>(Forecast) | Full Year<br>(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.

\*\*\*\*\* "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.

<sup>\*\*\*\*</sup> 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.

## 2. Miscellaneous Forecasts for FY 2012

#### a. R&D Expenses

|               | Ye       | n         | Ye         | Yen        |            |
|---------------|----------|-----------|------------|------------|------------|
|               | (Billio  | ons)      | (Billions) |            | (Billions) |
|               | FY20     | )11       | FY2        | Change vs. |            |
|               | 1H       | Full-year | 1H         | Full-year  | previous   |
|               | (Actual) | (Actual)  | (Actual)   | (Forecast) | forecast*  |
|               | 116.5    | 238.3     | 114.6      | 240.0      | 5.0        |
| As % of sales | 5.6%     | 5.3%      | 5.5%       | 5.4%       | 0.2%       |

#### b. Capital Expenditures and Depreciation

|                      |   | Yen      |           | Yen        |            | Yen        |
|----------------------|---|----------|-----------|------------|------------|------------|
|                      | _ | (Billi   | ons)      | (Billions) |            | (Billions) |
|                      | _ | FY2      | 011       | FY2        | Change vs. |            |
|                      |   | 1H       | Full-year | 1H         | Full-year  | previous   |
|                      |   | (Actual) | (Actual)  | (Actual)   | (Forecast) | forecast*  |
| Capital Expenditures | - |          |           |            |            |            |
| Technology Solutions | Y | 35.7     | 73.4      | 29.1       | 85.0       | -          |
| Ubiquitous Solutions |   | 7.0      | 15.6      | 7.0        | 15.0       | -          |
| Device Solutions     |   | 22.1     | 47.2      | 19.6       | 35.0       | -          |
| Other/Corporate      |   | 0.3      | 4.3       | 3.6        | 5.0        | -          |
| Total                | - | 65.3     | 140.6     | 59.5       | 140.0      |            |
| Depreciation         | Y | 64.3     | 131.5     | 57.8       | 130.0      | -          |

#### c. Cash Flows

|  |   | Ye       | en        | Ye         | en         | Yen        |     |
|--|---|----------|-----------|------------|------------|------------|-----|
|  |   | (Billi   | ons)      | (Billions) |            | (Billions) |     |
|  | - | FY2      | 011       | FY2012     |            | Change vs. |     |
|  |   | 1H       | Full-year | 1H         | Full-year  | previous   |     |
|  |   | (Actual) | (Actual)  | (Actual)   | (Forecast) | forecast*  |     |
| (A) Cash flows from operating activities | Y | 55.2     | 240.0     | 60.2       | 150.0      | -140.0     | *** |
| [Net income]                             |   | [5.7]    | [42.7]    | [-11.0]    | [25.0]     | -35.0      |     |
| [Depreciation & goodwill amortization**] |   | [102.1]  | [209.5]   | [95.4]     | [210.0]    | -          |     |
| [Others]                                 |   | [-52.6]  | [-12.2]   | [-24.1]    | [-85.0]    | -105.0     |     |
| (B) Cash flows from investing activities |   | (92.6)   | (190.8)   | (77.7)     | (190.0)    | -          |     |
| (C) Free cash flow (A)+(B)               |   | (37.4)   | 49.1      | (17.5)     | (40.0)     | -140.0     |     |
| (D) Cash flows from financing activities | _ | 27.5     | (138.9)   | 28.4       | 60.0       | 140.0      | *** |
| (E) Total (C)+(D)                        | Y | (9.9)    | (89.7)    | 10.8       | 20.0       | -          |     |
|  |   |          |           |            |            |            |     |

Notes:

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Previous forecast as of July 27, 2012.
 Depreciation & goodwill amortization i

Depreciation & goodwill amortization include amortization of intangible assets.

Change vs previous forecast

Cash flows from operating activities : -140.0

[Contributing factors]

Special contribution to the pension fund of a UK subsidiary, expenditure related to the transfer of ownership of LSI assembly and test facilities and a decline in cash flow due to deterioration in earnings.

Cash flows from financing activities : 140.0

[Contributing factors]

Issuance of bonds and increase in borrowings

#### d. Exchange Rates

Average rate:

| _             | (Yen     | l)       | (Ye      | (Yen)      |           |
|---------------|----------|----------|----------|------------|-----------|
|               | FY 20    | 11       | FY 2     | Change vs. |           |
| -             | 1H       | 2H       | 1H       | 2H         | previous  |
|               | (Actual) | (Actual) | (Actual) | (Forecast) | forecast* |
| U.S. dollar   | 80       | 78       | 79       | 77         | -3        |
| euro          | 114      | 104      | 101      | 100        | -         |
| British pound | 129      | 123      | 126      | 125        | -5        |

**Reference information:** A 1 yen fluctuation (depreciation/appreciation) is expected to have the following effect on operating income in 1H FY 2012.

U.S. dollar : Increase/decrease by approximately 0.2 billion yen.

euro : Increase/decrease by approximately 0.2 billion yer.

British pound : Increase/decrease by approximately 0 billion yea.

A 1 yen fluctuation (depreciation/appreciation) is expected to have the following effect on operating income in 2H FY 2012.U.S. dollar : Increase/decrease by approximately 0.5 billion yen.

euro : Increase/decrease by approximately 0.5 billion yen.

British pound : Increase/decrease by approximately 0.2 officing yer.

#### e. PC Shipments

|   | (Million Units)<br>FY2011 |                       | (Million Units)<br>FY2012 |                         | (Million Units)<br>Change vs. |
|---|---------------------------|-----------------------|---------------------------|-------------------------|-------------------------------|
| - |                           |                       |                           |                         |                               |
|   | 1H<br>(Actual)            | Full-year<br>(Actual) | 1H<br>(Actual)            | Full-year<br>(Forecast) | previous<br>forecast*         |
| - | 2.71                      | 6.02                  | 2.87                      | 7.00                    | -                             |

#### f. Mobile Phone Shipments

|   | (Million Units) |           | (Million Units) |            | (Million Units) |
|---|-----------------|-----------|-----------------|------------|-----------------|
|   | FY2011          |           | FY2012          |            | Change vs.      |
|   | 1H              | Full-year | 1H              | Full-year  | previous        |
| _ | (Actual)        | (Actual)  | (Actual)        | (Forecast) | forecast*       |
|   | 3.40            | 8.00      | 3.80            | 8.00       | -               |

Notes:

Previous forecast as of July 27, 2012.