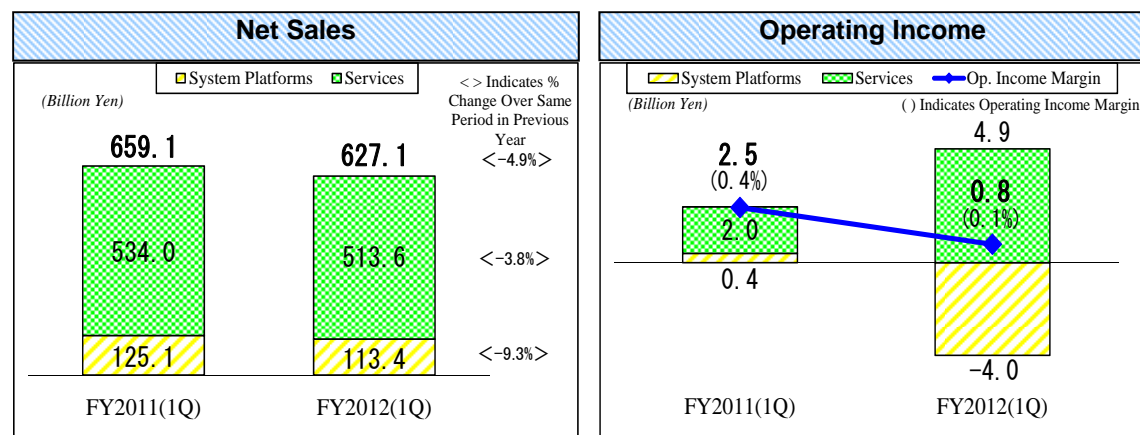


3. Results by Business Segment

Information on fiscal 2012 first-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 627.1 billion yen (US\$7,938 million), down 4.9% from the first quarter of fiscal 2011. Sales in Japan 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. Server-related sales were also adversely impacted by a decline in large-scale system deals. Sales of network 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 area. In system integration services, despite the impact of fewer large-scale system deals in the financial services sector and a shift toward spending on hardware by telecommunications carriers, sales as a whole were essentially unchanged due to a recovery in manufacturing, retailing and public sector spending. Infrastructure service sales were weak. Sales outside Japan declined 12.3%. On a constant currency basis, sales fell by 7%. Contributing factors included a lower level of spending on optical transmission systems by North American telecommunications carriers, as well as a decline in sales of UNIX servers. Other server related sales were adversely impacted by the economic downturn in Europe and a slowing pace of recovery in the US.

	(Billion Yen)	
	First Quarter FY 2012	Change vs. 1Q FY 2011
Net Sales	627.1	-4.9%
Japan	402.2	-0.1%
Outside Japan	224.8	-12.3%
Operating Income	0.8	-1.6

The segment posted operating income of 0.8 billion yen (US\$10 million), a decrease of 1.6 billion yen compared to the first quarter of fiscal 2011. In Japan, despite the impact of lower sales with large-scale system integration and server-related system deals in addition to the increment of R&D spending mainly for network products, income rose overall on the back of higher network-related sales. Outside Japan, improvements were made to the profitability of the European infrastructure services business, but income deteriorated on the impact of lower optical transmission systems and server-related sales.

(1) Services

Net sales in the Services sub-segment were 513.6 billion yen (US\$6,501 million), down 3.8% from the same period a year earlier. In Japan, sales were essentially unchanged from the first quarter of fiscal 2011. For system integration services, despite the impact of fewer large-scale system deals in the financial services sector, in addition to a shift toward spending on hardware by telecommunications carriers to deal with higher

(Billion Yen)

	First Quarter FY 2012	Change vs. 1Q FY 2011
Net Sales	513.6	-3.8%
Japan	315.7	-0.7%
Outside Japan	197.8	-8.4%
Operating Income	4.9	2.8

communications traffic, sales as a whole were essentially unchanged due to a recovery in manufacturing, retailing and public sector spending. Sales of infrastructure services were weak. Despite an increase in wireless LAN and other network service deals fueled by the need to accommodate a larger volume of communications traffic, infrastructure service sales were adversely impacted by a shift in the network services' ISP business away from packaged products that include connection fees for stand-alone products. Sales outside Japan declined 8.4%. On a constant currency basis, sales declined 3%. As a result of the economic downturn in Europe and the slowing pace of recovery in the US, there is a rising sense of caution with regard to ICT investments, which, in turn, led to lower sales.

Operating income for the Services sub-segment was 4.9 billion yen (US\$62 million), an increase of 2.8 billion yen compared to the first quarter of fiscal 2011. In Japan, income increased due to a rise in deals of network services, despite the impact of fewer large-scale system deals. Outside Japan, earnings were adversely impacted by a decline in sales and an increase in expenses related to retirement benefit obligations in the UK, but overall operating income improved as a result of a continued upturn in the profitability of the European services business.

(2) System Platforms

Net sales in the System Platforms sub-segment were 113.4 billion yen (US\$1,435 million), a decrease of 9.3% from the first quarter of fiscal 2011. Sales in Japan increased 2%. 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. Server-related sales were also adversely impacted by a decline in large-scale system deals. Sales of network products

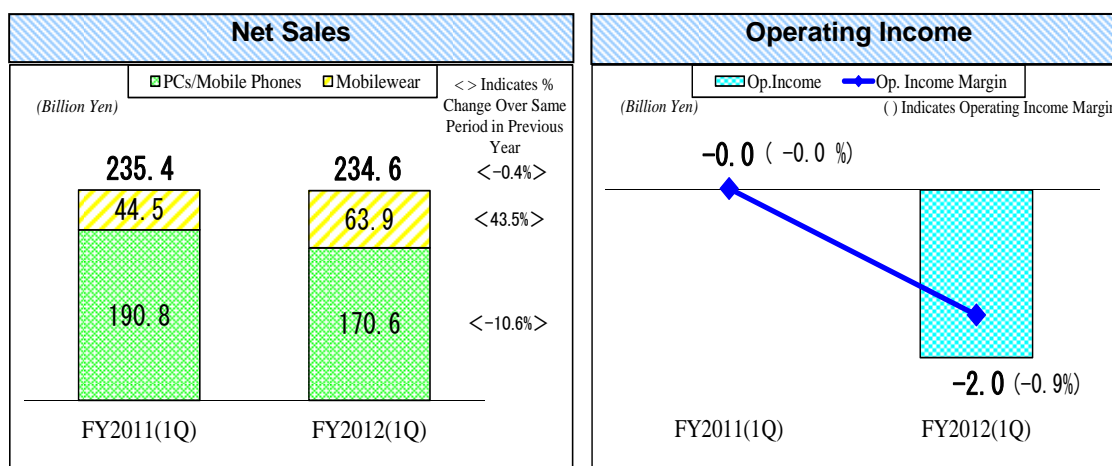
(Billion Yen)

	First Quarter FY 2012	Change vs. 1Q FY 2011
Net Sales	113.4	-9.3%
Japan	86.4	2.0%
Outside Japan	26.9	-33.1%
Operating Income	-4.0	-4.5

including mobile phone base stations and other network products climbed owing to increased investments to deal with higher network traffic and to expand LTE coverage area. Sales outside Japan declined 33.1%. On a constant currency basis, sales decreased by 29%. Sales of optical communications systems declined on lower spending by North American telecommunications carriers. Sales of UNIX servers fell, and x86 server sales were also weak due to the economic downturn in Europe.

The System Platforms sub-segment recorded an operating loss of 4.0 billion yen (US\$51 million), representing a deterioration of 4.5 billion yen from the same period of the previous year. In Japan, although income from server-related products declined due to the impact of lower sales in addition to the increment of R&D spending mainly in network products, overall operating income rose on the effect of increased sales of network products. Outside Japan, income deteriorated on the adverse impact of lower sales of optical transmission systems to North America, UNIX servers and x86 servers.

Ubiquitous Solutions



Net sales in the Ubiquitous Solutions segment were 234.6

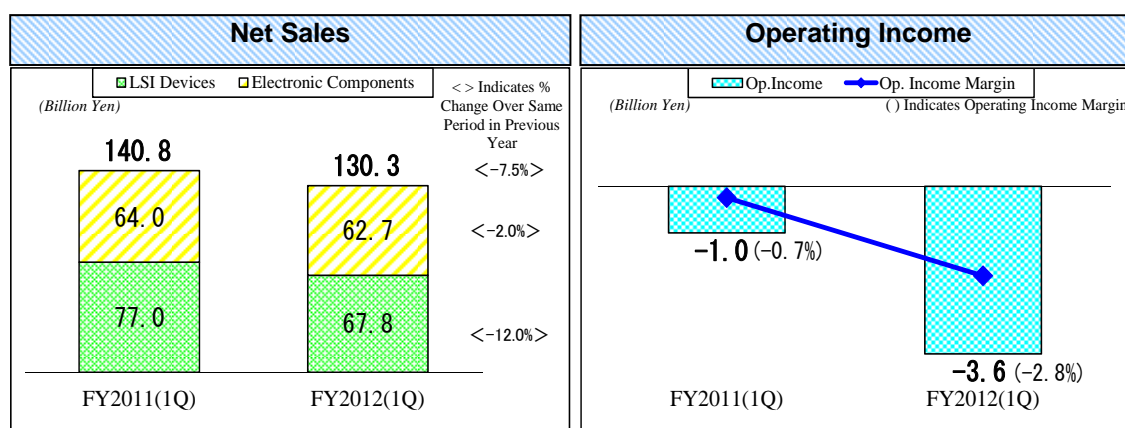
(Billion Yen)

billion yen (US\$2,970 million), essentially unchanged from the first quarter of fiscal 2011. Sales in Japan declined 1.7%. Although PC sales benefitted from a large-scale order in the financial sector, overall sales of PCs were essentially flat on account of intensified price competition in the consumer market, as companies took steps to reduce inventory. In the mobile phone business, sales fell. The introduction of new models in first quarter was limited while the release of numerous new models is planned for the second quarter. Sales of the Mobilewear sub-segment's car audio and navigation systems increased due to the lower production of automobiles in the first quarter of fiscal 2011 due to the impact of the Great East Japan Earthquake. Sales outside Japan increased 3.8%. On a constant currency basis, sales increased by 12%. Sales of the Mobilewear sub-segment's car audio and navigation systems increased due to lower automobile production outside Japan in the first quarter of fiscal 2011. Although unit sales of PCs increased, particularly in Europe, intensified price competition led to sales remaining essentially unchanged from the same period of the previous year.

	First Quarter FY 2012	Change vs. 1Q FY 2011
Net Sales	234.6	-0.4%
Japan	175.8	-1.7%
Outside Japan	58.7	3.8%
Operating Income	-2.0	-2.0

The Ubiquitous Solutions segment posted an operating loss of 2.0 billion yen (US\$25 million), representing a year-on-year deterioration of 2.0 billion yen. In Japan, income was essentially unchanged due to reduced R&D expenses for mobile phones and higher mobilewear sales, even with the impact of declining sales prices for PCs. While operating income outside Japan benefitted from higher sales of mobilewear, it was also affected by declining PC sales prices and higher procurement costs in Europe denominated in US dollars on the depreciation of the euro against the dollar.

Device Solutions



Note: LSI Devices sales include intrasegment sales to the electronic components business.

Net sales in Device Solutions amounted to 130.3 billion yen (US\$1,649 million), a decline of 7.5% compared to the first quarter of fiscal 2011. Sales in Japan declined 11.4%. LSI device sales decreased as shipments of CPUs for the next-generation supercomputer system were completed during the first quarter of fiscal 2011, and sales of LSI devices for use in Fujitsu's own servers were sluggish. In addition, sales of LSI devices for digital audio-visual equipment were adversely impacted by the delayed recovery in market conditions. Sales of electronic components, particularly of batteries, also fell. Sales outside Japan declined 2%. However, sales increased 1% on a constant currency basis. For electronic components, sales of semiconductor packages, primarily to Asia, increased as a result of the market recovery.

	(Billion Yen)	
	First Quarter FY 2012	Change vs. 1Q FY 2011
Net Sales	130.3	-7.5%
Japan	72.0	-11.4%
Outside Japan	58.3	-2.0%
Operating Income	-3.6	-2.6

The Device Solutions segment recorded an operating loss of 3.6 billion yen (US\$46 million), representing a deterioration of 2.6 billion yen from the first quarter of fiscal 2011. In Japan, earnings of LSI devices were adversely affected by lower sales and the decline in production line capacity utility rates. Production lines for 300mm wafers are maintaining high utilization rates, although basic product lines remain at a low level. Outside Japan, electronic components were adversely impacted by yen appreciation although there was a positive effect from increased sales of semiconductor packages.

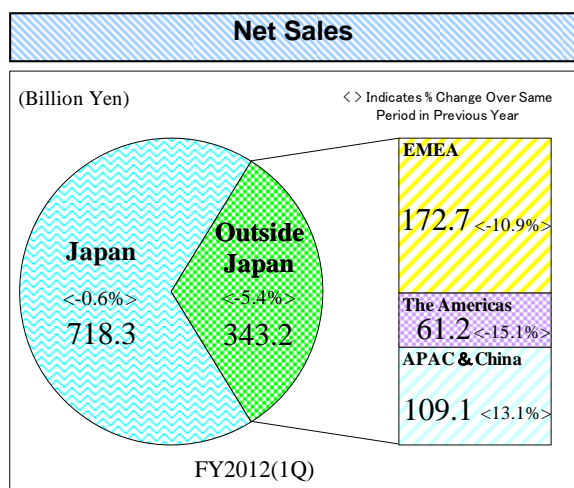
Other/Elimination and Corporate

This segment recorded an operating loss of 20.2 billion yen (US\$256 million), a deterioration of 1.6 billion yen from the first quarter of fiscal 2011. This was on account of up-front costs associated with the development of new businesses and other factors.

Operational testing of the K computer, which is the next-generation supercomputer jointly developed by Fujitsu and RIKEN, was completed in June 2012. It is due to go into full-scale operations for shared use at the end of September after undergoing operational environment configuration, adjustment, and user registration.

Geographic Information

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



Operating Income (Billion Yen)

	First Quarter FY 2011	First Quarter FY 2012	Change vs. 1Q FY 2011
Japan	4.6 [0.6%]	5.9 [0.8%]	1.2 [0.2%]
Outside Japan	-5.0 [-1.4%]	-12.4 [-3.6%]	-7.4 [-2.2%]
EMEA	-6.6 [-3.4%]	-10.9 [-6.3%]	-4.2 [-2.9%]
The Americas	1.0 [1.4%]	-2.2 [-3.7%]	-3.3 [-5.1%]
APAC & China	0.6 [0.6%]	0.7 [0.7%]	0.1 [0.1%]

Note: Numbers inside brackets indicate operating income margin.