

Part III: Supplementary Information

1. Forecast for FY 2012 Consolidated Business Segment Information

a. Net Sales* and Operating Income

	Yen (Billions)		Yen (Billions)		
	FY 2012	Change vs.	FY 2011	Change(%)	Constant currency
	Current	Previous		vs.	
	Forecast**	Forecast***	(Actual)	FY 2011	(%)****
Technology Solutions					
Sales:					
Japan	Y 1,930.0	-	1,912.5	+0.9	+1
Outside Japan	1,055.0	-15.0	1,022.3	+3.2	+4
Total	2,985.0	-15.0	2,934.9	+1.7	+2
Operating income:					
Services	130.0	-	124.0	+4.8	
[Operating income margin]	[5.4%]	-	[5.2%]		
System Platforms	50.0	-	47.2	+5.8	
[Operating income margin]	[8.6%]	-	[8.4%]		
Total operating income	180.0	-	171.2	+5.1	
[Operating income margin]	[6.0%]	-	[5.8%]		
Ubiquitous Solutions					
Sales:					
Japan	890.0	-	884.9	+0.6	+1
Outside Japan	265.0	-5.0	269.3	-1.6	+4
Total	1,155.0	-5.0	1,154.2	+0.1	+1
Operating income	25.0	-	19.9	+25.4	
[Operating income margin]	[2.2%]	-	[1.7%]		
Device Solutions					
Sales:					
Japan	360.0	-	342.9	+5.0	+5
Outside Japan	270.0	-	241.7	+11.7	+11
Total	630.0	-	584.7	+7.7	+8
Operating income	15.0	-	(10.1)	-	
[Operating income margin]	[2.4%]	-	[-1.7%]		
Other/Elimination and Corporate*****					
Sales	(240.0)	-	(206.3)	-	-
Operating income	(85.0)	-	(75.7)	-	-
Total					
Sales:					
Japan	2,980.0	-	2,961.4	+0.6	+1
Outside Japan	1,550.0	-20.0	1,506.0	+2.9	+5
Total	4,530.0	-20.0	4,467.5	+1.4	+2
Operating income	Y 135.0	-	105.3	+28.2	
[Operating income margin]	[3.0%]	-	[2.4%]		
< Ratio of sales outside Japan >	< 34.2% >	< -0.3% >	< 33.7% >		

b. Net Sales* by Principal Products and Services

	Yen (Billions)		Yen (Billions)		
	FY 2012	Change vs.	FY 2011	Change(%)	Constant currency
	Current	Previous		vs.	
	Forecast**	Forecast***	(Actual)	FY 2011	(%)****
Technology Solutions					
Services:					
Solutions / System Integration	Y 850.0	-	824.8	+3.0	+3
Infrastructure Services	1,555.0	-15.0	1,546.4	+0.6	+1
	2,405.0	-15.0	2,371.2	+1.4	+2
System Platforms:					
System Products	270.0	-	282.7	-4.5	-3
Network Products	310.0	-	280.8	+10.4	+10
	580.0	-	563.6	+2.9	4
Total	2,985.0	-15.0	2,934.9	+1.7	+2
Ubiquitous Solutions					
PCs / Mobile Phones	875.0	-5.0	889.5	-1.6	-0
Mobilewear	280.0	-	264.7	+5.8	+6
Total	1,155.0	-5.0	1,154.2	+0.1	+1
Device Solutions					
LSI*****	340.0	-	327.1	+3.9	+4
Electronic Components	290.0	-	258.6	+12.1	+12
Total	630.0	-	584.7	+7.7	+8

Notes:

- * Net sales include intersegment sales.
- ** Current forecast as of July 27, 2012.
- *** Previous forecast as of April 27, 2012.
- **** The impact of exchange rate fluctuation has been calculated by using the average U.S. dollar, euro and British pound exchange rates for FY2011 to translate the current period's net sales outside Japan into yen.
- ***** "Other/Elimination and Corporate" includes Japan's next-generation supercomputer project; facility services and the development of information services for Fujitsu Group companies; and welfare benefits for Fujitsu Group employees, as well as strategic expenses such as basic research and joint costs associated with Group management conducted by the parent company.
- ***** Sales figures for LSI include intrasegment sales to the electronic components segment.