

10. FY2012 Third-Quarter Consolidated Business Segment Information

a. Net Sales* and Operating Income

	Yen (Billions)		Change (%)	Constant currency (%)**
	3Q FY2012 (10/1/12~12/31/12)	3Q FY2011 (10/1/11~12/31/11)		
Technology Solutions				
Sales:				
Japan	Y 451.2	443.4	+1.8	+2
Outside Japan	249.3	242.6	+2.7	-1
Total	<u>700.6</u>	<u>686.1</u>	+2.1	+1
Operating income:				
Services	21.7	22.1	-1.8	
[Operating income margin]	[3.8%]	[4.0%]		
System Platforms	1.8	3.7	-52.0	
[Operating income margin]	[1.5%]	[3.0%]		
Total operating income	<u>23.5</u>	<u>25.9</u>	-9.1	
[Operating income margin]	<u>[3.4%]</u>	<u>[3.8%]</u>		
Ubiquitous Solutions				
Sales:				
Japan	200.3	233.8	-14.3	-14
Outside Japan	66.1	67.3	-1.8	-3
Total	<u>266.5</u>	<u>301.1</u>	-11.5	-12
Operating income	-2.0	2.0	-	
[Operating income margin]	<u>[-0.8%]</u>	<u>[0.7%]</u>		
Device Solutions				
Sales:				
Japan	73.0	82.1	-11.1	-11
Outside Japan	56.4	56.0	+0.7	-3
Total	<u>129.5</u>	<u>138.1</u>	-6.3	-8
Operating income	-9.3	-8.4	-	
[Operating income margin]	<u>[-7.2%]</u>	<u>[-6.1%]</u>		
Other/Elimination and Corporate***				
Sales	-48.3	-45.8	-	-
Operating income	-16.3	-16.4	-	
Total				
Sales:				
Japan	681.3	720.0	-5.4	-5
Outside Japan	366.9	359.6	+2.0	-1
Total	<u>1,048.2</u>	<u>1,079.7</u>	-2.9	-4
Operating income	Y <u>-4.1</u>	<u>3.1</u>	-	
[Operating income margin]	<u>[-0.4%]</u>	<u>[0.3%]</u>		

b. Net Sales* by Principal Products and Services

(Billion Yen)

	FY2011				FY2012				
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	Comparison to 3Q FY2011	
								Change (%)	Constant Currency (%)**

<Services>

Solutions / System Integration	168.5	207.7	191.5	257.1	170.5	210.2	194.8	+1.7	+2
Infrastructure Services	365.5	376.9	367.6	436.3	343.1	365.3	381.7	+3.8	+2

<System Platforms>

System Products	62.8	68.7	57.8	93.2	49.1	61.7	58.6	+1.4	+1
Network Products	62.2	72.9	69.1	76.5	64.3	75.9	65.4	-5.4	-6

<Ubiquitous Solutions>

PCs / Mobile Phones	190.8	207.4	232.4	258.7	170.6	249.3	206.9	-11.0	-11
Mobilewear	44.5	72.8	68.7	78.5	63.9	65.4	59.5	-13.4	-14

<Device Solutions>

LSI****	77.0	85.7	75.6	88.7	67.8	76.2	70.6	-6.6	-8
Electronic Components	64.0	62.1	62.8	69.5	62.7	62.3	59.3	-5.7	-8

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 third 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.