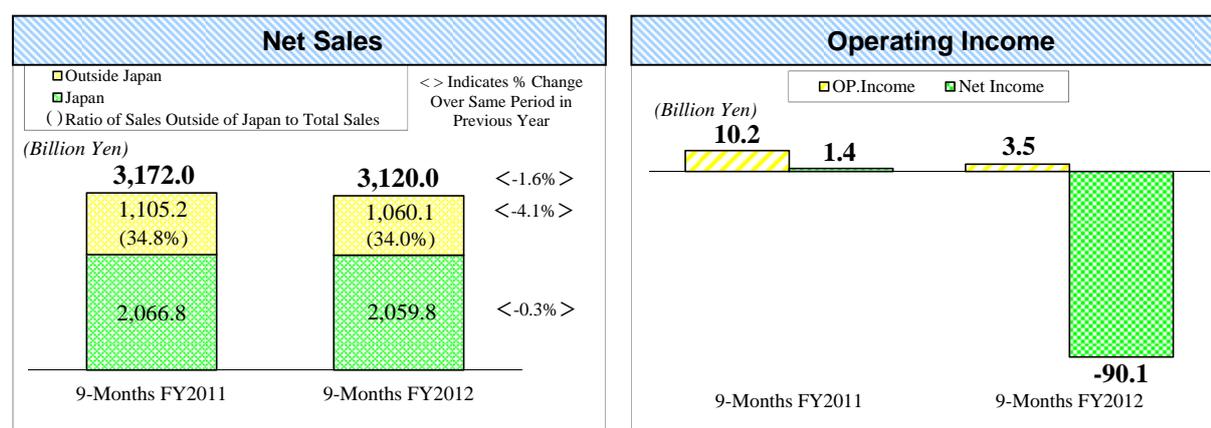


## 4. Overview of FY2012 Nine-Months Consolidated Results

*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=87 yen, the approximate Tokyo foreign exchange market rate on December 31, 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 nine months of fiscal 2011 to translate the current period's net sales outside Japan into yen.*

### <Profit and Loss>



Consolidated net sales for the first nine months of fiscal 2012 were 3,120.0 billion yen (US\$35,862 million), a decline of 1.6% from the first nine months of fiscal 2011.

Net sales in Japan were essentially unchanged. Sales of LSI devices, electronic components, and PCs declined as a result of either weak demand or price competition, and sales revenues stemming from the next-generation supercomputer system, for which deliveries peaked in fiscal 2011, also declined, but sales of mobile phones rose, primarily in the first half, and sales of network products also increased. Sales outside of Japan fell by 4.1%. Sales of infrastructure services, particularly in Europe, were hurt by deteriorating economic conditions, and there were also lower sales of optical transmission systems in North America and PCs in Europe.

For the first nine months of fiscal 2012, the average yen exchange rates against major currencies were 80 yen for the US dollar (representing yen depreciation of 1 yen), 102 yen for the euro (appreciation of 9 yen), and 127 yen for the British pound (essentially unchanged) compared with the same period of the previous fiscal year. As a result, the impact of foreign exchange fluctuations for the period was to decrease net sales by approximately 20 billion yen compared to the first nine months of fiscal 2011. Sales generated outside Japan as a percentage of total sales were 34%, a decrease of 0.8 of a percentage points compared to the first nine months of the previous fiscal year.

Gross profit was 831.8 billion yen, down 23.8 billion yen from the same period in fiscal 2011. In addition to the impact of lower sales of LSI devices and PCs, the decline was attributable to higher procurement costs in Europe for components and materials denominated in US dollars because of the depreciation of the euro against the dollar, mainly during the first half of the fiscal year. The gross profit

margin was 26.7%, a decline of 0.3 of a percentage point from the first nine months of the prior fiscal year.

Selling, general and administrative expenses were 828.3 billion yen, a decline of 17.1 billion yen from the third quarter of fiscal 2011, primarily as a result of efforts across the group to generate cost efficiencies and the impact of foreign exchange fluctuations. There was, however, continued upfront development spending in new business areas.

As a result of the above factors, Fujitsu recorded operating income of 3.5 billion yen (US\$40 million), a decline of 6.6 billion yen from the same period in the previous fiscal year.

In other income and expenses, Fujitsu recorded a loss of 85.0 billion yen, representing a deterioration of 66.1 billion yen from the same period in the previous fiscal year. Other expenses of 59.1 billion yen in restructuring expenses and 28.0 billion yen in impairment losses were recorded in the third quarter.

The restructuring expenses primarily stem from the LSI device business. These consist of losses relating to transfer of production facilities and impairment losses of standard logic LSI devices production line, for which capacity utilization rates have been declining. The losses relating to transfer of production facilities consist of two items. One is guarantees, for a set period of time, on a portion of the operational costs of the Iwate Plant and test facilities that were transferred. The other is personnel-related expenses and others in accordance with the transfer of the LSI assembly and testing facilities.

Fujitsu impaired unamortized balance of the goodwill relating to Fujitsu Technology Solutions (Holding) B.V. recorded at the time of acquisition as the initial business plan is recognized impracticable in light of the deteriorating business environment in Europe. On the other hand, gain on foreign exchange, net were improved from the same period in previous fiscal year.

Fujitsu reported a consolidated net loss of 90.1 billion yen (US\$1,036 million), a deterioration of 91.5 billion yen from the first nine months of fiscal 2011.

## Results by Business Segment

Information on fiscal 2012 nine months 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 2,041.0 billion yen (US\$23,460 million), down 1.5% from the first nine months of fiscal 2011. In Japan, sales rose 1%. 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, sales were 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. 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 due to a recovery in spending, primarily in the manufacturing and public sectors. Sales of infrastructure services also rose as a result of strong sales of outsourcing services, in addition to higher demand related to network services, as telecommunications carriers tried to keep up with higher volumes of communications traffic. Sales outside Japan declined 5.9%. On a constant currency basis, sales fell by 4%. Contributing factors included lower sales of optical transmission systems in the first half of the fiscal year due to a shift toward spending on wireless networks by North American telecommunications carriers, as well as a decline in sales of UNIX servers in anticipation of the introduction of new models. Infrastructure services sales declined on account of the economic downturn in Europe and the US.

The segment posted operating income of 70.6 billion yen (US\$811 million), down 0.9 billion yen compared to the first nine months 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 for network products, income rose overall on the back of higher network-related sales. Outside Japan, operating income declined as a result of the impact of lower sales of optical transmission systems and UNIX servers in North America and lower sales in the European business, as well as increased expenses related to retirement benefit obligations in the UK.

(Billion Yen)		
	9 Months FY2012	Change vs. 9 Months FY2011
Net Sales	2,041.0	-1.5 %
Japan	1,331.7	1.0 %
Outside Japan	709.3	-5.9 %
Operating Income	70.6	-0.9

### (a) Services

Net sales in the Services sub-segment amounted to 1,665.8 billion yen (US\$19,147 million), down 0.7% from the same period a year earlier. In Japan, sales rose 1.5% from the first nine months 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 and public sectors. In Infrastructure services, overall sales rose on steady growth of outsourcing services and higher demand related to network services, as telecommunications carriers tried to keep up with higher volumes of communications traffic. This was despite negative factors in the ISP business, which included a drop in subscribers and a shift from packaged products that include connection fees to stand-alone products. Sales outside Japan declined 4.3%. On a constant currency basis, sales declined 3%. While the datacenter business in Australia and North America grew 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 59.1 billion yen (US\$679 million), an increase of 6.9 billion yen compared to the same period of fiscal 2011. In Japan, operating income increased due to such factors as higher sales of network services, despite the impact of fewer large-scale system deals. Outside Japan, operating income was adversely impacted by a decline in sales in Europe and an increase in expenses related to retirement benefit obligations in the UK, despite the positive impact of higher sales and cost efficiencies in Australia and North America.

(Billion Yen)

	9 Months FY2012	Change vs. 9 Months FY2011
Net Sales	1,665.8	-0.7%
Japan	1,049.3	1.5%
Outside Japan	616.4	-4.3%
Operating Income	59.1	6.9

### (b) System Platforms

Net sales in the System Platforms sub-segment were 375.2 billion yen (US\$4,313 million), a decline of 4.7% from the first nine months of fiscal 2011. Sales in Japan were essentially unchanged. Sales of server-related products declined compared to the first nine months 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 the adverse impact of fewer large-scale system deals.

Sales of network products, including mobile phone base stations, rose on account of higher investments by telecommunications carriers to deal with higher network traffic and to expand LTE coverage. Sales outside Japan declined 15%. On a constant currency basis, sales decreased 13%. Contributing factors included lower sales of optical transmission systems in the first half of the fiscal year due to a shift toward spending on wireless networks by North American telecommunications carriers, as well as a decline in sales of UNIX servers in anticipation of the introduction of new models.

(Billion Yen)

	9 Months FY2012	Change vs. 9 Months FY2011
Net Sales	375.2	-4.7%
Japan	282.4	-0.7%
Outside Japan	92.8	-15.0%
Operating Income	11.5	-7.9

The System Platforms sub-segment posted operating income of 11.5 billion yen (US\$132 million), down 7.9 billion yen compared to the first nine months of fiscal 2011. In Japan, although operating income was boosted by higher sales of network products, overall operating income declined due to the impact of lower sales of server-related products and higher upfront R&D spending for network products. Outside Japan, operating income was adversely impacted by lower sales of optical transmission systems and UNIX servers to North America.

## Ubiquitous Solutions

Net sales in the Ubiquitous Solutions segment were 815.8 billion yen (US\$9,377 million), on par with the first nine months of fiscal 2011. Sales in Japan were essentially unchanged. Overall unit shipments of PCs increased because of large-volume orders received from corporations, but sales declined on sluggish sales of consumer PCs and lower sales prices. Sales of mobile phones increased as a result of the expansion in the market for smartphones and tablet devices. Sales of the

Mobilewear sub-segment's car audio and navigation systems remained essentially unchanged, as the impact of lower vehicle sales this period, following the conclusion of the government's subsidy program for eco-friendly vehicles ended in September 2012, was offset by production disruptions during the same period last fiscal year, when vehicle production was temporarily suspended in the wake of the Great East Japan Earthquake. Sales outside Japan declined 3.1%. On a constant currency basis, sales rose by 1%. Unit sales of PCs weakened, and sales prices also declined. Sales of mobilewear rose compared to the first nine months of fiscal 2011, when there was a temporary suspension of automobile production outside Japan because of the flooding in Thailand.

The Ubiquitous Solutions segment posted operating income of 8.3 billion yen (US\$95 million), an increase of 1.9 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 restructuring initiatives in mobilewear, even though there was a decline in PC sales prices. Outside 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, mainly in the first half of the fiscal year.

(Billion Yen)		
	9 Months FY2012	Change vs. 9 Months FY2011
Net Sales	815.8	-0.1%
Japan	626.4	0.8%
Outside Japan	189.4	-3.1%
Operating Income	8.3	1.9

## Device Solutions

Net sales in Device Solutions amounted to 398.1 billion yen (US\$4,576 million), a decline of 6.7% compared to the first nine months of fiscal 2011. Sales in Japan declined 11.3%. LSI device sales decreased mainly as a result of a delay in the recovery of the market LSI devices used in digital audio-visual equipment and because shipments of CPUs for the next-generation supercomputer system were completed during the same period in the previous fiscal year. Sales of electronic components, particularly of batteries, also fell. Sales outside Japan were essentially unchanged from the first nine months of fiscal 2011. LSI device sales declined, mainly to Europe. For electronic components, sales of batteries, particularly to the US, declined, but sales of semiconductor packages to Asia increased, primarily in the first half.

	9 Months FY2012	Change vs. 9 Months FY2011
Net Sales	398.1	-6.7%
Japan	223.2	-11.3%
Outside Japan	174.9	0.1%
Operating Income	-16.3	-3.1

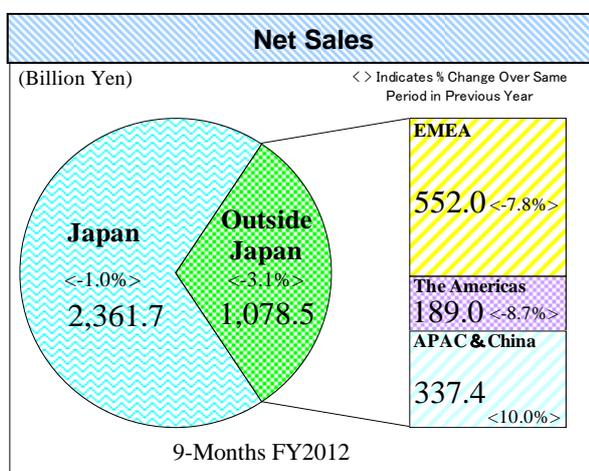
The Device Solutions segment recorded an operating loss of 16.3 billion yen (US\$187 million), representing a deterioration of 3.1 billion yen compared to the first nine months of fiscal 2011. In Japan, earnings were adversely affected by lower sales of LSI devices and a decline in production line capacity utilization rates. Production lines for 300mm wafers maintained high utilization rates, but capacity utilization rates on the production lines for products of standard logic devices continued to decline. Operating income for electronic components deteriorated because of the impact of lower sales and the burden of development expenditures incurred by an affiliate developing semiconductors for communications equipment. Outside Japan, operating income for electronic components rose as a result of higher sales of semiconductor packages.

## Other/Elimination and Corporate

This segment recorded an operating loss of 59.1 billion yen (US\$679 million), a deterioration of 4.5 billion yen from the first nine months of fiscal 2011. This was on account of up-front investments associated with the development of new businesses and other factors.

### <Geographic Information>

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



### Operating Income

	Third Quarter FY2012	Change vs. 3Q FY2011	9 Months FY2012	Change vs. 9 Months FY2011
Japan	13.9 [1.8%]	-5.5 [-0.6%]	76.2 [3.2%]	8.3 [0.4%]
Outside Japan	2.4 [0.7%]	0.1 [0.1%]	-12.9 [-1.2%]	-11.9 [-1.1%]
EMEA	0.9 [0.5%]	-1.3 [-0.6%]	-15.1 [-2.7%]	-10.3 [-1.9%]
The Americas	-1.2 [-2.0%]	-0.3 [-0.6%]	-3.8 [-2.0%]	-3.9 [-2.1%]
APAC & China	2.7 [2.5%]	1.8 [1.5%]	6.0 [1.8%]	2.3 [0.6%]

Note: Numbers inside brackets indicate operating income margin.