

## 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. Nine Months of Fiscal 2012 (April 1, 2012 to December 31, 2012)

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

(Million Yen)

	Reportable Segments				Other (*)	Total
	Technology Solutions	Ubiquitous Solutions	Device Solutions	Sub-Total		
Net Sales						
External customers	2,001,657	733,140	357,945	3,092,742	15,500	3,108,242
Inter-segment	39,420	82,756	40,250	162,426	34,578	197,004
Total net sales	2,041,077	815,896	398,195	3,255,168	50,078	3,305,246
Operating Income (Loss)	70,685	8,367	-16,362	62,690	-5,111	57,579

\* 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	3,255,168
Net Sales of "Other" Category	50,078
Elimination of Intersegment Transactions	-185,182
Net Sales in Consolidated Income Statements	3,120,064

(Million Yen)

Reconciliation of Operating Income (Loss)	Amount
Total of Reportable Segments	62,690
Operating Income of "Other" Category	-5,111
Corporate Expenses *	-54,903
Elimination of Intersegment Transactions	891
Operating Income (Loss) in Consolidated Income Statements	3,567

\* 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.

### 3. Impairment losses on fixed assets and information regarding goodwill for each reporting segment

Impairment losses relating to the LSI device business and others of 26,538 million yen were recorded in business structure improvement expenses.

In addition, goodwill impairment losses of 24,895 million yen and impairment losses on other intangible assets of 3,154 million yen for the European subsidiary Fujitsu Technology Solutions (Holding) B.V. (hereafter FTS). These losses are not allocated to the business segments because income figures for the Fujitsu Group's business segments represent operating income.

Goodwill amortization costs and the unamortized balance of goodwill for FTS are included in figures for income and assets of the Technology Solutions reporting segment.

### III. Nine Months of Fiscal 2011 (April 1, 2011 to December 31, 2011)

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

(Million Yen)

	Reportable Segments				Other (*)	Total
	Technology Solutions	Ubiquitous Solutions	Device Solutions	Sub-Total		
Net Sales						
External customers	2,017,907	734,865	378,461	3,131,233	31,832	3,163,065
Inter-segment	53,671	82,142	48,171	183,984	34,989	218,973
Total net sales	2,071,578	817,007	426,632	3,315,217	66,821	3,382,038
Operating Income (Loss)	71,673	6,418	-13,240	64,851	-244	64,607

\* 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	3,315,217
Net Sales of "Other" Category	66,821
Elimination of Intersegment Transactions	-209,981
Net Sales in Consolidated Income Statements	3,172,057

(Million Yen)

Reconciliation of Operating Income (Loss)	Amount
Total of Reportable Segments	64,851
Operating Income of "Other" Category	-244
Corporate Expenses *	-54,654
Elimination of Intersegment Transactions	296
Operating Income in Consolidated Income Statements	10,249

\* 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. Third Quarter of Fiscal 2012 (October 1, 2012 to December 31, 2012)

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

(Million Yen)

	Reportable Segments				Other (*)	Total
	Technology Solutions	Ubiquitous Solutions	Device Solutions	Sub-Total		
Net Sales						
External customers	687,464	238,152	115,958	1,041,574	2,759	1,044,333
Inter-segment	13,171	28,356	13,546	55,073	11,612	66,685
Total net sales	700,635	266,508	129,504	1,096,647	14,371	1,111,018
Operating Income (Loss)	23,591	-2,061	-9,323	12,207	-1,959	10,248

\* 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	1,096,647
Net Sales of "Other" Category	14,371
Elimination of Intersegment Transactions	-62,767
Net Sales in Consolidated Income Statements	1,048,251

(Million Yen)

Reconciliation of Operating Income (Loss)	Amount
Total of Reportable Segments	12,207
Operating Income of "Other" Category	-1,959
Corporate Expenses *	-17,818
Elimination of Intersegment Transactions	3,447
Operating Income (Loss) in Consolidated Income Statements	-4,123

\* 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.

## 3.Impairment losses on fixed assets and information regarding goodwill for each reporting segment

Impairment losses relating to the LSI device business and others of 26,538 million yen were recorded in business structure improvement expenses.

In addition, goodwill impairment losses of 24,895 million yen and impairment losses on other intangible assets of 3,154 million yen for the European subsidiary Fujitsu Technology Solutions (Holding) B.V. (hereafter FTS). These losses are not allocated to the business segments because income figures for the Fujitsu Group's business segments represent operating income.

Goodwill amortization costs and the unamortized balance of goodwill for FTS are included in figures for income and assets of the Technology Solutions reporting segment.

## V. Third Quarter of Fiscal 2011 (October 1, 2011 to December 31, 2011)

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

(Million Yen)

	Reportable Segments				Other (*)	Total
	Technology Solutions	Ubiquitous Solutions	Device Solutions	Sub-Total		
Net Sales						
External customers	672,961	274,200	123,587	1,070,748	5,947	1,076,695
Inter-segment	13,202	26,998	14,599	54,799	11,861	66,660
Total net sales	686,163	301,198	138,186	1,125,547	17,808	1,143,355
Operating Income (Loss)	25,951	2,083	-8,402	19,632	855	20,487

\* 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	1,125,547
Net Sales of "Other" Category	17,808
Elimination of Intersegment Transactions	-63,615
Net Sales in Consolidated Income Statements	1,079,740

(Million Yen)

Reconciliation of Operating Income (Loss)	Amount
Total of Reportable Segments	19,632
Operating Income of "Other" Category	855
Corporate Expenses *	-18,120
Elimination of Intersegment Transactions	831
Operating Income in Consolidated Income Statements	3,198

\* 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

Nine Months of Fiscal 2012 (April 1, 2012 to December 31, 2012) (Million Yen)

Japan	Outside Japan				Total
	EMEA	The Americas	APAC/China	Sub-total	
2,059,869 ( 66.0%)	538,696 ( 17.3%)	201,009 ( 6.4%)	320,490 ( 10.3%)	1,060,195 ( 34.0%)	3,120,064 ( 100.0%)

Nine Months of Fiscal 2011 (April 1, 2011 to December 31, 2011) (Million Yen)

Japan	Outside Japan				Total
	EMEA	The Americas	APAC/China	Sub-total	
2,066,855 ( 65.2%)	594,213 ( 18.7%)	213,082 ( 6.7%)	297,907 ( 9.4%)	1,105,202 ( 34.8%)	3,172,057 ( 100.0%)

Third Quarter of Fiscal 2012 (October 1, 2012 to December 31, 2012) (Million Yen)

Japan	Outside Japan				Total
	EMEA	The Americas	APAC/China	Sub-total	
681,329 ( 65.0%)	199,137 ( 19.0%)	65,422 ( 6.2%)	102,363 ( 9.8%)	366,922 ( 35.0%)	1,048,251 ( 100.0%)

Third Quarter of Fiscal 2011 (October 1, 2011 to December 31, 2011) (Million Yen)

Japan	Outside Japan				Total
	EMEA	The Americas	APAC/China	Sub-total	
720,049 ( 66.7%)	201,370 ( 18.6%)	63,379 ( 5.9%)	94,942 ( 8.8%)	359,691 ( 33.3%)	1,079,740 ( 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.