

## 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. First Quarter of Fiscal 2012 (April 1, 2012 to June 30, 2012)

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

(Million Yen)

|                         | Reportable Segments     |                         |                     |           | Other<br>(*) | Total     |
|-------------------------|-------------------------|-------------------------|---------------------|-----------|--------------|-----------|
|                         | Technology<br>Solutions | Ubiquitous<br>Solutions | Device<br>Solutions | Sub-Total |              |           |
| Net Sales               |                         |                         |                     |           |              |           |
| External customers      | 614,372                 | 211,801                 | 118,032             | 944,205   | 9,307        | 953,512   |
| Inter-segment           | 12,748                  | 22,813                  | 12,343              | 47,904    | 10,384       | 58,288    |
| Total net sales         | 627,120                 | 234,614                 | 130,375             | 992,109   | 19,691       | 1,011,800 |
| Operating Income (Loss) | -821                    | -2,035                  | -3,656              | -6,512    | -1,477       | -7,989    |

\* 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                | 992,109 |
| Net Sales of "Other" Category               | 19,691  |
| Elimination of Intersegment Transactions    | -54,430 |
| Net Sales in Consolidated Income Statements | 957,370 |

(Million Yen)

| Reconciliation of Operating Income (Loss)                 | Amount  |
|---|---------|
| Total of Reportable Segments                              | -6,512  |
| Operating Income of "Other" Category                      | -1,477  |
| Corporate Expenses *                                      | -17,620 |
| Elimination of Intersegment Transactions                  | -1,130  |
| Operating Income (Loss) in Consolidated Income Statements | -26,739 |

\* 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.

## III. First Quarter of Fiscal 2013 (April 1, 2013 to June 30, 2013)

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

(Million Yen)

|                         | Reportable Segments     |                         |                     |           | Other<br>(*) | Total     |
|-------------------------|-------------------------|-------------------------|---------------------|-----------|--------------|-----------|
|                         | Technology<br>Solutions | Ubiquitous<br>Solutions | Device<br>Solutions | Sub-Total |              |           |
| Net Sales               |                         |                         |                     |           |              |           |
| External customers      | 666,354                 | 191,379                 | 134,547             | 992,280   | 2,630        | 994,910   |
| Inter-segment           | 11,234                  | 24,569                  | 10,837              | 46,640    | 10,552       | 57,192    |
| Total net sales         | 677,588                 | 215,948                 | 145,384             | 1,038,920 | 13,182       | 1,052,102 |
| Operating Income (Loss) | 2,582                   | -17,145                 | 7,637               | -6,926    | -1,547       | -8,473    |

\* 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                | 1,038,920 |
| Net Sales of "Other" Category               | 13,182    |
| Elimination of Intersegment Transactions    | -52,869   |
| Net Sales in Consolidated Income Statements | 999,233   |

(Million Yen)

| Reconciliation of Operating Income (Loss)          | Amount  |
|--|---------|
| Total of Reportable Segments                       | -6,926  |
| Operating Income of "Other" Category               | -1,547  |
| Corporate Expenses *                               | -16,622 |
| Elimination of Intersegment Transactions           | 2,259   |
| Operating Income in Consolidated Income Statements | -22,836 |

\* 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.Issues relating to changes in reporting segments.

As stated in "Change in Accounting Policies," accounting policies changes of the first quarter of this fiscal year are applied retroactively, and this retroactive application is reflected on the segment information for the first quarter of fiscal 2012.

As a result, compared to the figure prior to the retroactive application, the segment operating income for the Technology Solutions segment for the first quarter of fiscal 2012 has been reduced by 1,696 million yen.

### [Related Information]

#### Geographical Information

#### Net Sales

First Quarter of Fiscal 2012 (April 1, 2012 to June 30, 2012) (Million Yen)

| Japan    | Outside Japan |              |            |           | Total     |
|----------|---------------|--------------|------------|-----------|-----------|
|          | EMEA          | The Americas | APAC/China | Sub-total |           |
| 618,980  | 168,595       | 64,928       | 104,867    | 338,390   | 957,370   |
| ( 64.7%) | ( 17.6%)      | ( 6.8%)      | ( 10.9%)   | ( 35.3%)  | ( 100.0%) |

First Quarter of Fiscal 2013 (April 1, 2013 to June 30, 2013) (Million Yen)

| Japan    | Outside Japan |              |            |           | Total     |
|----------|---------------|--------------|------------|-----------|-----------|
|          | EMEA          | The Americas | APAC/China | Sub-total |           |
| 583,772  | 200,560       | 97,397       | 117,504    | 415,461   | 999,233   |
| ( 58.4%) | ( 20.1%)      | ( 9.7%)      | ( 11.8%)   | ( 41.6%)  | ( 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.