

Table 2

## Fujitsu Horizontal Business Segments

Fiscal Year ending March 31

Amount in (US\$ Mill*)	<b>2007</b>	% of Total	07/06 Change	2006	% of Total	2005	% of Total	2004	% of Total
<b>Major Business Segments:</b>									
Software & Services	\$20,495	100.0%	2.2%	\$20,055	100.0%	\$20,565	100.0%	\$18,533	100.0%
65% Japan	\$13,239	64.6%	-4.4%	\$13,853	69.1%	\$14,327	69.7%	\$13,700	
Overseas	\$7,256	35.4%	17.0%	\$6,202	30.9%	\$6,237	30.3%	\$4,834	
<i>Operating Income</i>	<i>\$1,304</i>	<i>6.4%</i>	<i>6.8%</i>	<i>\$1,221</i>	<i>6.1%</i>	<i>\$906</i>	<i>4.4%</i>	<i>\$1,228</i>	<i>6.6%</i>
Platforms Revenues	\$5,879	100.0%	-7.4%	\$6,351	100.0%	\$6,860	100.0%	\$14,232	100.0%
71% Japan	\$4,201	71.5%	-6.8%	\$4,509	71.0%	\$6,860	100.0%	\$10,545	
Overseas	\$1,678	28.5%	-8.9%	\$1,842	29.0%	\$0	0.0%	\$3,687	
<i>Operating Income</i>	<i>\$63</i>	<i>1.1%</i>	<i>-73.1%</i>	<i>\$233</i>	<i>3.7%</i>	<i>\$422</i>	<i>6.2%</i>	<i>\$9</i>	<i>0.1%</i>
Electronic Devices Revenue	\$6,372	100.0%	1.8%	\$6,261	100.0%	\$7,428	100.0%	\$6,498	100.0%
60% Japan	\$3,818	59.9%	-9.1%	\$4,202	67.1%	\$4,438	59.7%	\$2,724	
Overseas	\$2,553	40.1%	24.0%	\$2,059	32.9%	\$2,990	40.3%	\$3,775	
<i>Operating Income</i>	<i>\$159</i>	<i>2.5%</i>	<i>-46.1%</i>	<i>\$295</i>	<i>4.7%</i>	<i>\$305</i>	<i>4.1%</i>	<i>-\$280</i>	<i>-4.3%</i>
<b>Total</b>	<b>\$42,608</b>	<b>100%</b>	<b>1.1%</b>	<b>\$42,148</b>	<b>100%</b>	<b>\$44,512</b>	<b>100%</b>	<b>\$42,185</b>	<b>100%</b>
<i>Operating Income</i>	<i>\$1,521</i>	<i>3.6%</i>	<i>12.5%</i>	<i>\$1,352</i>	<i>3.2%</i>	<i>\$1,497</i>	<i>3.4%</i>	<i>\$1,330</i>	<i>3.2%</i>

## Fujitsu International Business Segments

### By Customer Revenue:

Japan	\$34,061	79.9%	-2.4%	\$34,906	82.8%	\$37,612	84.5%	\$32,331	76.6%
<i>Operating Income</i>	<i>\$1,603</i>	<i>4.7%</i>	<i>-1.7%</i>	<i>\$1,630</i>	<i>4.7%</i>	<i>\$1,756</i>	<i>4.7%</i>	<i>\$1,462</i>	<i>4.5%</i>
Europe	\$6,152	14.4%	10.9%	\$5,549	13.2%	\$5,579	12.5%	\$4,772	11.3%
<i>Operating Income</i>	<i>\$202</i>	<i>3.3%</i>	<i>0.1%</i>	<i>\$201</i>	<i>3.6%</i>	<i>\$109</i>	<i>2.0%</i>	<i>\$33</i>	<i>0.7%</i>
Americas	\$3,695	8.7%	15.9%	\$3,188	7.6%	\$2,794	6.3%	\$2,342	5.6%
<i>Operating Income</i>	<i>\$71</i>	<i>1.9%</i>	<i>-40.6%</i>	<i>\$119</i>	<i>3.7%</i>	<i>\$41</i>	<i>1.5%</i>	<i>-\$171</i>	<i>-7.3%</i>
Asia/Pacific	\$6,743	15.8%	6.9%	\$6,306	15.0%	\$5,634			
<i>Operating Income</i>	<i>\$98</i>	<i>1.4%</i>	<i>-25.4%</i>	<i>\$131</i>	<i>2.1%</i>	<i>\$113</i>			
Other/Eliminations	-\$8,044	-18.9%	3.1%	-\$7,801	-18.5%	-\$7,107	-16.0%	\$2,740	6.5%
<i>Operating Income</i>	<i>-\$452</i>	<i>5.6%</i>	<i>-38.1%</i>	<i>-\$729</i>	<i>9.3%</i>	<i>-\$522</i>	<i>7.3%</i>	<i>\$116</i>	<i>4.2%</i>
<b>Total</b>	<b>\$42,608</b>	<b>84.2%</b>	<b>1.1%</b>	<b>\$42,148</b>	<b>85.0%</b>	<b>\$44,512</b>	<b>87.3%</b>	<b>\$42,185</b>	<b>100.0%</b>
<i>Operating Income</i>	<i>\$1,521</i>	<i>3.6%</i>	<i>12.5%</i>	<i>\$1,352</i>	<i>3.2%</i>	<i>\$1,497</i>	<i>3.4%</i>	<i>\$1,330</i>	<i>3.2%</i>

Source: Annex Research