Summary of Consolidated Financial Results for the First Three Quarters of Fiscal Year ending March 31, 2012 (Japanese Accounting Standards)

February 6, 2012

Listed Company Name:	富士ソフト株式会社	Listing Exchanges:	Tokyo Stock Exchange
Securities Code:	9749	URL	http://www.fsi.co.jp/
Representative:	Satoyasu Sakashita, President & Representative Director		
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Scheduled date to submit the Quarterly Securities Report (Shihanki Houkokusho): February 9, 2012
Scheduled date of dividend payment: –
Supplementary documents for quarterly results: Yes
Quarterly results briefing: None

(Figures less than one million yen are omitted)

1. Consolidated Business Results for the Nine Months ended December 31, 2011 (April 1, 2011 – December 31, 2011)

(1) Consolidated operating results (cumulative total)

(Percentages represent year-on-year changes)

	Net sales		Operating income		Ordinary income		Net income	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Nine months ended 12/11	96,808	-0.9	2,751	46.6	2,239	20.1	440	-64.4
Nine months ended 12/10	97,722	-6.5	1,875	-6.5	1,865	-11.3	1,237	-54.7

(Note) Comprehensive income: Nine months ended 12/11: 146 million yen (-87.5%)
Nine months ended 12/10: 1,173 million yen (–%)

	Net income per share	Net income per share/diluted
	Yen	Yen
Nine months ended 12/11	13.83	–
Nine months ended 12/10	38.82	–

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Million yen	Million yen	%
Nine months ended 12/11	152,977	82,958	47.5
Year ended 3/11	169,416	84,278	43.5

Reference: Shareholders' equity Nine months ended 12/11: 72,696 million yen Year ended 3/11: 73,753 million yen

2. Dividends

	Dividend per share				
	End of first quarter	End of interim period	End of third quarter	Year end	Annual
	Yen	Yen	Yen	Yen	Yen
Year ended 3/11	–	10.00	–	10.00	20.00
Year ended 3/12	–	10.00	–		
Year ending 3/12 (forecast)				10.00	20.00

(Note) Revisions to dividend forecasts published most recently: No

3. Forecast for Consolidated Business Results for the Fiscal Year Ending March 31, 2012 (Apr. 1, 2011 – Mar. 31, 2012)

(Percentages represent year-on-year changes.)

	Net sales		Operating income		Ordinary income		Net income		Net income per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	134,000	-0.6	4,500	18.6	3,700	1.4	1,300	-48.2	40.82

(Note) Revision to forecasts of consolidated business results published most recently: No

4. Other

(1) Important changes in subsidiaries during this period: Not applicable

(2) Application of specific accounting treatment to the preparation of quarterly consolidated financial statements: Yes

(3) Changes in accounting principles and changes or restatement of accounting estimates

- (i) Changes in accounting principles due to amendment of accounting standards, etc.: Not applicable
- (ii) Changes in accounting principles other than (i): Yes
- (iii) Changes in accounting estimates: Yes
- (iv) Restatement: Not applicable

(Note) The nature of the changes complicate differentiation between changes in accounting principles and changes in accounting estimates.
For further information, please refer to page 4 of the accompanying materials.

(4) Number of outstanding shares (common shares)

i) Number of shares outstanding at the end of period (including treasury stock):	12/11:	34,746,000 shares	Year ended 3/11:	35,746,329 shares
ii) Number of treasury stock at the end of period:	12/11:	3,329,848 shares	Year ended 3/11:	3,861,218 shares
iii) Average number of shares during the period (quarterly consolidated cumulative period):	12/11:	31,847,631 shares	12/10:	31,885,345 shares

* Status of a quarterly review
This financial summary does not need to undergo a quarterly review under the Financial Instruments and Exchange Act. The quarterly consolidated financial statements have not been reviewed at the time of the announcement of this financial summary.

* Cautionary statement with respect to forward-looking statements
The above forecast has been prepared based on data available on the announcement date. Since the data contains uncertainties, actual results may differ materially from the projections above due to changes in business performance and other factors.
For assumptions concerning financial forecasts, please refer to 1. Qualitative Information on Consolidated Results, etc. for the First Three Quarters Ended December 31, 2011, (3) Qualitative information on the consolidated financial forecasts on page 4 of the accompanying materials.

Accompanying Materials – Contents

1. Qualitative Information on Consolidated Results, etc. for the First Three Quarters Ended December 31, 2011 2
(1) Qualitative information on consolidated results. 2
(2) Qualitative information on the consolidated financial position. 3
(3) Qualitative information on the consolidated financial forecasts. 4

2. Matters Relating to Summary Information (Other). 4
(1) Important changes in subsidiaries during this quarter 4
(2) Application of specific accounting treatment to the preparation of quarterly consolidated financial statements 4
(3) Changes in accounting principles and changes or restatement of accounting estimates 4
(4) Additional information 4

3. Consolidated Financial Statements 5
(1) Consolidated balance sheet 5
(2) Consolidated statements of income and consolidated statements of comprehensive income 7
(3) Note on going concern assumptions 9
(4) Segment information 9
(5) Note when there is a considerable change in the amount of shareholders' equity 10

1. Qualitative Information on Consolidated Results, etc. for the First Three Quarters Ended December 31, 2011

(1) Qualitative information on consolidated results

During the first three quarters of the fiscal year under review, the Japanese economy continued to face considerable uncertainty, chiefly reflecting lackluster overseas economies created by unstable monetary conditions, including a financial crisis in Europe and the prolonged appreciation of the yen. These factors were only partially offset by a gradual recovery in production activities, which had halted in the wake of the Great East Japan Earthquake and weak consumer spending.

In the IT industry, companies generally maintained a conservative stance.

In this environment, the FUJISOFT Group began executing its five-year first management plan from the fiscal year under review. Under this plan, the Group boldly developed its businesses based on a five-pillar strategy (strengthening the foundations of the contract business, becoming a prime vendor, productization, globalization, and bolstering Group capabilities).

To further strengthen project management and to bolster earnings, the Group also sought to standardize and streamline development operations by adopting a common framework as initiatives continued from the previous fiscal year. Moreover, to enhance integrated Group management, it focused on strengthening cross sales and alliance, and bolstering its solidarity.

In business activities, as part of its efforts to launch the EC solution business in China, FUJISOFT reached an agreement with ShopEX, a leading software development company in China, to create an alliance to launch the business of building EC sites for Japanese companies seeking to enter the EC market in China. FUJISOFT started offering one-stop services, ranging from consulting before market entry to post-entry operational support. In operations related to infrastructure support, such as data centers, marketing along with execution and support services in China are conducted by Vinculum China Co., Ltd., a consolidated subsidiary of FUJISOFT.

In the cloud business, using the private cloud foundations that were developed in the last fiscal year, the Group continued to promote the FUJISOFT Group distribution cloud system, a SaaS-type system for customers in the distribution industry. As part of these efforts, starting in October 2011, VIXUS INCORPORATED, a consolidated subsidiary of FUJISOFT, started offering the “FSCloud Gift and Reservation,” an SaaS-type gift marketing and management system that allows central control of data related to orders, from receiving orders for gifts through to settlement of orders and customer data.

In addition, the Group has been conducting a wide range of sessions on the use of cloud computing and mobile instruments. This included a series of FUJISOFT Solution Seminars 2011 in four cities in Japan, which started in Tokyo in November 2011, under the theme Cloud & Mobile Innovation. Among other things, case examples of the use of cloud computing and mobile instruments in both the domestic and international markets and relevant update information were introduced during these sessions.

In September 2011, FUJISOFT launched FSGreen Chemical Report, a system that supports investigations of chemical agent information. For this system, the Company reached an agreement with Oki Electric Industry Co., Ltd. on a sales partnership in areas of chemical agent information management solutions. Together with Oki Electric’s system for calibrating chemical agents in products, control of chemical agents in compliance with the RoHS Directive that prohibits the use of toxic chemical substances, and REACH Regulations that restrict the manufacture and import of chemical products within EU borders is simplified. This is offered as a solution that enables user companies to efficiently implement operations of chemical agent control, from the collection of necessary information to management and reporting.

In the Research and Development field, FUJISOFT succeeded in the long-term preservation of regenerated cartilage created from ear cartilage for implant applications, which was the first time such a feat had been accomplished. This is an outcome of our commitment to a practical development activity for creating an implant-type regenerated cartilage for congenital facial disorders. We are preparing for clinical tests for commercialization in the future and at the same time continuing with our efforts in clinical studies.

Moreover, in January 2012, FUJISOFT opened its Kobe Office in Kobe City, Hyogo Prefecture, for the purpose of strengthening its business in the Hanshin area. We seek to provide comprehensive, high-quality services in embedded software development, etc., focusing mainly on such areas as energy, social infrastructure, factory automation, and home electronics.

As a result of these initiatives, net sales for the first three quarters of the consolidated fiscal year under review stood at 96,808 million yen, down 0.9% year on year. However, operating income rose 46.6% from the previous fiscal year, to 2,751 million yen, and ordinary income climbed 20.1% year on year, to 2,239 million yen. These gains were attributable to a decline of 4.6% year on year in selling, general, and administrative expenses, which stood at 19,657 million yen, mainly reflecting ongoing cost-cutting initiatives. Net income amounted to 440 million yen, down 64.4% year on year, mainly because of the recording of a loss on the closure of an office and the loss on valuation of investment securities as extraordinary losses, as well as a rise in income taxes.

Results by business segment were as follows:
(i) SI (system integration) business
Although sales of embedded software telecommunications control systems and operation software from the financial sector were weak, sales of operation software from the distribution and manufacturing sectors were robust. As a result, net sales stood at 90,650 million yen, up 0.4% year on year. Operating income was 2,083 million yen, up 43.3% from the previous fiscal year.

(ii) Facility business
Net sales were 1,472 million yen, down 8.4% year on year, primarily reflecting rent income from office buildings owned by the Company and certain subsidiaries. Operating income rose 17.7% year on year, to 628 million yen, partly because of a change in the depreciation method.

(iii) Other businesses
Net sales amounted to 4,685 million yen, down 19.9% year on year. This was mainly attributable to a decline in revenues in the data entry business, contact center business and other businesses, and a fall in revenues as a result of the exclusion of Mercury Staffing Co., Ltd. from the scope of consolidation. However, as a result of an improvement in the cost to sales ratio, operating income reached 38 million yen, compared with an operating loss of 111 million yen for the same period of the previous fiscal year.

(2) Qualitative information on the consolidated financial position

(Total assets)
Total assets stood at 152,977 million yen at the end of the third quarter under review, down 16,439 million yen from the end of the preceding consolidated fiscal year. Current assets were 45,319 million yen (down 12,215 million yen from the end of the previous fiscal year), and noncurrent assets were 107,657 million yen (falling 4,224 million yen).
The main factors in the change in current assets included cash and deposits of 14,576 million yen, falling 7,468 million yen from the end of the preceding consolidated fiscal year, and notes and accounts receivable-trade of 22,878 million yen, a decline of 5,507 million yen.
The main factors of the change in noncurrent assets included goodwill, intangible assets, of 3,247 million yen, falling 958 million yen from the end of the preceding consolidated fiscal year, and investment securities, investments and other assets, of 14,060 million yen, falling 956 million yen.

(Liabilities)
At the end of the third quarter under review, total liabilities amounted to 70,018 million yen, down 15,118 million yen from the end of the previous fiscal year. Current liabilities were 41,762 million yen (falling 13,337 million yen from the end of the previous fiscal year), and noncurrent liabilities were 28,256 million yen (declining 1,781 million yen).
Primary factors in the change in current liabilities included short-term loans of 15,112 million yen, down 10,440 million yen.
The decrease in noncurrent liabilities was mainly because of scheduled repayments of long-term loans payable of 20,184 million yen, falling 1,457 million yen.

(Net assets)
Net assets declined 1,320 million yen from the end of the preceding fiscal year, to 82,958 million yen at the end of the third

quarter under review. This was mainly attributable to the repurchase of FUJISOFT's own stock. As a result of the repurchase, the amount of its treasury stock now stands at 6,624 million yen (declining 1,476 million yen from the end of the previous fiscal year). The equity ratio rose to 47.5%, up from 43.5% at the end of the previous fiscal year.

(3) Qualitative information on the consolidated financial forecasts

For the full-year results forecasts for the fiscal year ending March 2012, there is no change in the forecasts announced on November 7, 2011.

2. Matters Relating to Summary Information (Other)

(1) Important changes in subsidiaries during this period (changes in specified subsidiaries resulting in change in scope of consolidation)

Not applicable.

(2) Application of specific accounting treatment to the preparation of quarterly consolidated financial statements

(Calculation of tax expense)

Certain consolidated subsidiaries make a reasonable estimate of the effective tax rate after the application of tax effect accounting to income before income taxes for the current fiscal year and multiply quarterly income before income taxes by the estimated effective tax rate.

(3) Changes in accounting principles and changes or restatement of accounting estimates

(Change in depreciation method)

The Group has traditionally applied the declining balance method, but starting the first quarter of this fiscal year, it is applying the straight-line method. The Group reviewed its assets and found that most are used regularly and for the long term (including the Group's own buildings and accessories, and assets related to data centers). The Group expects that the stock business will become more important going forward. Given this, it determined that the straight-line method, which levels out the periodic allocation of depreciation, is more suitable for reflecting actual business conditions. Because of the change, depreciation declined 564,644,000 yen compared to the amount calculated by the declining balance method. Operating income, ordinary income, and income before income taxes rose 535,441,000 yen.

(4) Additional information

(Change of the statutory effective tax rate used in the preparation of quarterly consolidated financial statements)

The Law to Revise the Income Tax, etc., in Order to Construct A Tax System Addressing Changes In The Socio-Economic Structure (Law No. 114 of 2011) and The Act on Special Measures for Securing Financial Resources Necessary for Reconstruction from the Great East Japan Earthquake (Law No. 117 of 2011) were promulgated on December 2, 2011, going into effect for the fiscal years beginning on or after April 1, 2012. As a result, the statutory effective tax rate used to calculate deferred tax assets and deferred tax liabilities were changed as follows, depending on the time of expected reversal of temporary differences, etc.

Until March 31, 2012	40.6%
From April 1, 2012 until March 31, 2015	38.0%
From April 1, 2015	35.6%

As a result of this change in the tax rate, the amount of deferred tax assets, valuation difference on available-for sale securities, and deferred gains or losses on hedges decreased 299,734,000 yen, 11,048,000 yen, and 804,000 yen, respectively. The amount of income taxes expensed during the first three quarters of the consolidated fiscal year under review increased 287,882,000 yen.

3. Consolidated Financial Statements

(1) Consolidated balance sheet

(Thousand yen)

	FY2010 (As of March 31, 2011)	Q3 FY2011 (As of December 31, 2011)
Assets		
Current assets		
Cash and deposits	22,045,272	14,576,794
Notes and accounts receivable–trade	28,385,475	22,878,398
Short-term investment securities	163,762	155,874
Merchandise	268,126	331,840
Work in process	1,453,968	2,849,565
Raw materials and supplies	31,761	32,649
Other	5,217,966	4,534,811
Allowance for doubtful accounts	-31,394	-40,049
Total current assets	57,534,939	45,319,885
Noncurrent assets		
Property, plant and equipment		
Buildings and structures	56,699,169	56,939,056
Accumulated depreciation	-17,909,718	-19,100,992
Buildings and structures, net	38,789,451	37,838,063
Land	30,415,744	30,415,744
Construction in progress	105,817	121,872
Other	16,569,432	16,900,033
Accumulated depreciation	-9,536,934	-10,501,009
Other, net	7,032,497	6,399,024
Total property, plant and equipment	76,343,510	74,774,704
Intangible assets		
Goodwill	4,206,566	3,247,930
Software	7,096,069	6,652,311
Other	397,547	373,247
Total intangible assets	11,700,182	10,273,489
Investments and other assets		
Investment securities	15,016,768	14,060,148
Other	8,892,729	8,595,926
Allowance for doubtful accounts	-71,866	-47,009
Total investments and other assets	23,837,631	22,609,065
Total noncurrent assets	111,881,325	107,657,259
Total assets	169,416,264	152,977,145

(Thousand yen)

	FY2010 (As of March 31, 2011)	Q3 FY2011 (As of December 31, 2011)
Liabilities		
Current liabilities		
Accounts payable–trade	7,565,036	6,203,967
Short-term loans payable	25,553,766	15,112,966
Current portion of bonds	44,000	10,000
Current portion of long-term loans payable	8,362,240	8,563,660
Accrued expenses	6,087,058	5,234,682
Income taxes payable	782,048	327,286
Provision for directors' bonuses	127,468	93,827
Provision for loss on construction contracts	397,602	240,035
Other	6,180,044	5,975,697
Total current liabilities	55,099,265	41,762,123
Noncurrent liabilities		
Bonds payable	15,000	5,000
Long-term loans payable	21,641,490	20,184,393
Provision for retirement benefits	5,112,338	5,188,762
Provision for directors' retirement benefits	410,958	378,652
Other	2,858,415	2,499,682
Total noncurrent liabilities	30,038,202	28,256,490
Total liabilities	85,137,467	70,018,614
Net assets		
Shareholders' equity		
Capital stock	26,200,289	26,200,289
Capital surplus	28,438,965	28,438,965
Retained earnings	36,453,608	34,157,748
Treasury stock	-8,101,442	-6,624,865
Total shareholders' equity	82,991,421	82,172,137
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	-69,764	-115,889
Deferred gains or losses on hedges	5,654	-11,221
Revaluation reserve for land	-9,051,088	-9,051,088
Foreign currency translation adjustment	-122,466	-297,628
Total accumulated other comprehensive income	-9,237,665	-9,475,828
Subscription rights to shares	109,728	93,878
Minority interests	10,415,312	10,168,343
Total net assets	84,278,797	82,958,531
Total liabilities and net assets	169,416,264	152,977,145

(2) Consolidated statements of income and consolidated statements of comprehensive income

Consolidated statements of income

Consolidated first three quarters result

(Thousand yen)

	Q3 FY2010 (From April 1, 2010 to December 31, 2010)	Q3 FY2011 (From April 1, 2011 to December 31, 2011)
Net sales	97,722,602	96,808,573
Cost of sales	75,234,753	74,400,362
Gross profit	22,487,849	22,408,210
Selling, general and administrative expenses	20,611,890	19,657,137
Operating income	1,875,958	2,751,072
Non-operating income		
Interest income	7,147	6,482
Dividends income	101,381	102,443
Equity in earnings of affiliates	99,020	–
Cancellation income for system services	906,193	–
Subsidy income	378,101	135,005
Other	112,296	161,246
Total non-operating income	1,604,140	405,177
Non-operating expenses		
Interest expenses	623,298	516,083
Equity in losses of affiliates	–	291,605
Cancellation loss for system services	867,030	–
Foreign exchange losses	87,806	82,627
Other	36,962	26,898
Total non-operating expenses	1,615,098	917,215
Ordinary income	1,865,001	2,239,034
Extraordinary income		
Gain on sales of investment securities	166,964	41,257
Insurance premiums refunded cancellation	1,251	–
Gain on reversal of office transfer expenses	9,296	–
Gain on negative goodwill	18,587	–
Total extraordinary income	196,099	41,257
Extraordinary loss		
Loss on retirement of noncurrent assets	11,076	–
Loss on valuation of investment securities	–	89,415
Office transfer expenses	76,976	–
Loss on closing of office	–	183,351
Loss on adjustment for changes of accounting standard for asset retirement obligations	11,008	–
Total extraordinary loss	99,062	272,767
Income before income taxes	1,962,038	2,007,524
Income taxes–current	141,756	399,988
Income taxes–deferred	343,124	1,028,777
Total income taxes	484,881	1,428,765
Income before minority interests	1,477,157	578,759
Minority interests in income	239,494	138,360
Net income	1,237,662	440,398

Consolidated statements of comprehensive income

Consolidated first three quarters result

(Thousand yen)

	Q3 FY2010 (From April 1, 2010 to December 31, 2010)	Q3 FY2011 (From April 1, 2011 to December 31, 2011)
Income before minority interests	1,477,157	578,759
Other comprehensive income		
Valuation difference on available-for-sale securities	-135,407	-71,701
Deferred gains or losses on hedges	-28,507	-31,286
Foreign currency translation adjustment	-140,277	-323,939
Share of other comprehensive income of associates accounted for using equity method	613	-4,990
Total other comprehensive income	-303,579	-431,918
Comprehensive income	1,173,577	146,841
Comprehensive income attributable to		
Comprehensive income attributable to owners of the parent	1,067,847	202,236
Comprehensive income attributable to minority interests	105,730	-55,394

(3) Note on going concern assumptions

Not applicable

(4) Segment information

[Segment Information]

I Q3 FY2010 (From April 1, 2010 to December 31, 2010)

1. Information on sales and profit and loss by reported segment

(Thousand yen)

	Reported segments			Others (Note 1)	Total	Adjustment (Note 2)	Amount on consolidated statement of income (Note 3)
	SI business	Facility business	Total				
Net sales							
Sales to outside customers	90,266,806	1,607,775	91,874,581	5,848,020	97,722,602	–	97,722,602
Inter-segment sales or transfers	24,844	661,543	686,388	832,438	1,518,826	(1,518,826)	–
Total	90,291,650	2,269,319	92,560,970	6,680,458	99,241,428	(1,518,826)	97,722,602
Segment profit (loss)	1,453,387	534,074	1,987,462	-111,647	1,875,814	144	1,875,958

Notes:

1. "Others" is a business segment that is not included in the reported segments and includes the data entry business, contact center business and temporary staff dispatch business etc.
2. An adjustment of segment profit (loss) of 144,000 yen includes the elimination of inter-segment transactions of 144,000 yen.
3. The segment profit (loss) has been adjusted to the operating income stated in the consolidated income statement.

2. Information on impairment loss in fixed assets and goodwill by reported segment

Not applicable.

II Q3 FY2011 (From April 1, 2011 to December 31, 2011)

1. Information on sales and profit and loss by reported segment

(Thousand yen)

	Reported segments			Others (Note 1)	Total	Adjustment (Note 2)	Amount on consolidated statement of income (Note 3)
	SI business	Facility business	Total				
Net sales							
Sales to outside customers	90,650,110	1,472,543	92,122,654	4,685,918	96,808,573	–	96,808,573
Inter-segment sales or transfers	48,828	563,922	612,750	696,094	1,308,845	(1,308,845)	–
Total	90,698,939	2,036,466	92,735,405	5,382,013	98,117,418	(1,308,845)	96,808,573
Segment profit	2,083,084	628,440	2,711,525	38,613	2,750,138	934	2,751,072

Notes:

1. "Others" is a business segment that is not included in the reported segments and includes the data entry business and contact center business etc.
2. An adjustment of segment profit of 934,000 yen includes an elimination of inter-segment transactions of 934,000 yen.
3. The segment profit has been adjusted to the operating income stated in the consolidated income statement.
4. Change in depreciation method

   Starting the first quarter of this fiscal year, the Company is applying the straight-line method for the depreciation of property, plant, and equipment instead of the declining balance method. As a result, segment profit increased 356,810,000 yen in the SI business, 176,438,000 yen in the Facility business, and 2,192,000 yen in Others compared with the segment profit calculated by the declining balance method.

2. Information on impairment loss in fixed assets and goodwill by reported segment

   Not applicable

(5) Note when there is a considerable change in the amount of shareholders' equity

(Share repurchase)

In accordance with the provisions of Article 459, paragraph 1 of the Companies Act, FUJISOFT implemented a share repurchase program based on the resolution on matters concerning share repurchases adopted a the meeting of the Board of Directors held on November 21, 2011. Details are as follows:

- Period of share repurchase: From November 22, 2011 through December 31, 2011
- Class of shares: Common shares of FUJISOFT stock
- Total number of shares repurchased: 468,600 shares
- Total repurchase amount: 621,530,000 yen
- Method of repurchase: Repurchase on the market provided by the Tokyo Stock Exchange

(Retirement of treasury stock)

In accordance with the provisions of Article 178 of the Companies Act, FUJISOFT implemented the retirement of treasury stock based on the resolution on the retirement of treasury stock adopted by the meeting of the Board of Directors held on November 21, 2011. Details are as follows:

- Date of retirement: December 9, 2011
- Class of shares retired: Common shares of FUJISOFT stock
- Total number of shares retired: 1,000,329 shares
- Total retirement amount: 2,098,542,000 yen