

SUPPLEMENTARY FIGURES

Consolidated Figures

1. Business Segment Information

		Yen (billions)		Change (%)	Yen (billions)	
		FY2000	FY1999		FY2001 (Forecast)	Change (%)
Services & Software	Net Sales					
	Japan	Y 1,454.4	Y 1,320.8	+10.1	Y 1,550.0	+6.6
	Overseas	562.3	654.5	-14.1	560.0	-0.4
	Unaffiliated customers	2,016.8	1,975.4	+2.1	2,110.0	+4.6
	Intersegment	67.8	77.5	-12.5	70.0	+3.2
	Total	Y 2,084.7	Y 2,053.0	+1.5	Y 2,180.0	+4.6
	Operating Income	Y 120.7	Y 134.9	-10.5	Y 150.0	+24.3
	[As % of Sales]	[5.8%]	[6.6%]		[6.9%]	
Information Processing	Net Sales					
	Japan	1,015.0	1,047.1	-3.1	1,070.0	+5.4
	Overseas	482.4	558.1	-13.6	470.0	-2.6
	Unaffiliated customers	1,497.5	1,605.3	-6.7	1,540.0	+2.8
	Intersegment	264.9	278.9	-5.0	290.0	+9.5
	Total	1,762.4	1,884.2	-6.5	1,830.0	+3.8
	Operating Income	32.4	38.8	-16.4	60.0	+85.2
	[As % of Sales]	[1.8%]	[2.1%]		[3.3%]	
Telecommunications	Net Sales					
	Japan	456.4	417.2	+9.4	510.0	+11.7
	Overseas	393.4	355.1	+10.8	430.0	+9.3
	Unaffiliated customers	849.8	772.4	+10.0	940.0	+10.6
	Intersegment	15.9	11.7	+35.3	10.0	-37.1
	Total	865.7	784.2	+10.4	950.0	+9.7
	Operating Income	32.5	17.1	+89.6	30.0	-7.7
	[As % of Sales]	[3.8%]	[2.2%]		[3.2%]	
Electronic Devices	Net Sales					
	Japan	373.8	296.3	+26.2	410.0	+9.7
	Overseas	385.8	271.8	+41.9	410.0	+6.3
	Unaffiliated customers	759.7	568.1	+33.7	820.0	+7.9
	Intersegment	149.2	148.3	+0.6	140.0	-6.2
	Total	908.9	716.5	+26.9	960.0	+5.6
	Operating Income	113.4	20.1	+462.0	95.0	-16.2
	[As % of Sales]	[12.5%]	[2.8%]		[9.9%]	
Financing	Net Sales					
	Japan	107.2	113.0	-5.2	115.0	+7.3
	Overseas	-	-	-	-	-
	Unaffiliated customers	107.2	113.0	-5.2	115.0	+7.3
	Intersegment	7.8	6.4	+22.2	10.0	+28.2
	Total	115.1	119.5	-3.7	125.0	+8.6
	Operating Income	3.4	3.0	+12.8	4.0	+17.6
	[As % of Sales]	[3.0%]	[2.5%]		[3.2%]	
Other Operations	Net Sales					
	Japan	183.2	158.1	+15.9	195.0	+6.4
	Overseas	69.9	62.4	+12.0	80.0	+14.4
	Unaffiliated customers	253.2	220.6	+14.8	275.0	+8.6
	Intersegment	128.2	125.6	+2.1	140.0	+9.2
	Total	381.4	346.3	+10.2	415.0	+8.8
	Operating Income	8.1	3.4	+134.6	10.0	+23.5
	[As % of Sales]	[2.1%]	[1.0%]		[2.4%]	
Elimination	Net Sales	(634.0)	(648.8)		(660.0)	
	Operating Income	(66.7)	(67.6)		(79.0)	
Total	Net Sales					
	Japan	Y 3,590.2	Y 3,352.8	+7.1	Y 3,850.0	+7.2
	Overseas	1,894.1	1,902.2	-0.4	1,950.0	+3.0
	Unaffiliated customers	5,484.4	5,255.1	+4.4	5,800.0	+5.8
	Intersegment	-	-	-	-	-
	Total	Y 5,484.4	Y 5,255.1	+4.4	Y 5,800.0	+5.8
	Operating Income	Y 244.0	Y 149.9	+62.7	Y 270.0	+10.7
	[As % of Sales]	[4.4%]	[2.9%]		[4.7%]	

2. Composition of Sales by Geographic Location

	FY2000	FY1999	FY2001 (Forecast) (%)
Japan	66	64	66
The Americas	14	13	14
Europe	13	16	12
Other	7	7	8

3. Services & Software

Composition of Sales

	FY2000	FY1999	FY2001 (Forecast) (%)
Services	62	62	65
Software	16	16	17
Maintenance	22	22	18

4. Information Processing

(1) Composition of Sales

	FY2000	FY1999	FY2001 (Forecast) (%)
Servers	18	20	19
PCs & Peripherals	61	57	61
Other Hardware	21	23	20

(2) PC Shipments

a. By Geographic Location

(Million Units)

	FY2000	FY1999	FY2001 (Forecast)
Japan	3.00	2.58	3.40
Europe	3.35	2.69	3.51
North America	0.16	0.16	0.16
Asia	0.07	0.05	0.10
Total	6.58	5.48	7.17

b. By Product Category

	FY2000	FY1999	FY2001 (Forecast) (%)
Desktop	53	52	51
Notebook	47	48	49

(3) HDD Production

(Million Units/Year)

	FY2000	FY1999	FY2001 (Forecast)
	23.78	22.80	26.00

5. Telecommunications

(1) Composition of Sales by:

a. Product Category

	FY2000	FY1999	FY2001 (Forecast) (%)
Switching	24	21	20
Transmission	56	63	58
Mobile	20	16	22

b. Geographic Location

	FY2000	FY1999	FY2001 (Forecast) (%)
North America	79	70	72
Asia	7	9	7
Europe	9	7	12
Submarine Systems	3	12	7
Other	2	2	2

(2) Mobile Telephone Shipments

	FY2000	FY1999	(Million Units) FY2001 (Forecast)
	1.65	1.03	2.29

6. Electronic Devices

(1) Production of Semiconductors (Worldwide by value)

	FY2000	FY1999	Change (%)	FY2001 (Forecast)	(Billion Yen) Change (%)
	630	530	+18.9	690	+9.5
[Internal Use]	[89]	[90]	[-1.1]	[90]	[+1.1]

(2) Composition by Product Category (Semiconductors)

	FY2000	FY1999	FY2001 (Forecast) (%)
Logic	46	53	43
Flash Memory	29	22	36
RAM	8	11	7
Compound semiconductor	17	14	14

(3) Production Capacity of Semiconductors as of fiscal year-end

	FY2000	FY1999	(Million Units/Month) FY2001 (Forecast)
Flash Memory* (8Mbit equivalent)	36	24	60

*The figures include the amount Fujitsu procures from Fujitsu AMD Semiconductor Ltd.

(4) Composition of Capital Expenditure

	FY2000	FY1999	Change (%)	FY2001 (Forecast)	(Billion Yen) Change (%)
Semiconductors	206.2	88.0	+134.4	190.0	-7.9
PDP	14.5	6.2	+133.3	23.0	+59.4
LCD	1.2	0.8	+55.1	9.0	+626.4
Other	27.3	18.6	+46.5	38.0	+39.2
Total	<u>249.2</u>	<u>113.6</u>	<u>+119.4</u>	<u>260.0</u>	<u>+4.3</u>

7. R&D Expenditure

	FY2000	FY1999	Change (%)	FY2001 (Forecast)	(Billion Yen) Change (%)
	403.4	401.0	+0.6	385.0	-4.6
As % of Sales	7.4%	7.6%		6.6%	

8. Capital Expenditure, Depreciation

	Yen (billions)			Yen (billions)	
	FY2000	FY1999	Change(%)	FY2001 (Forecast)	Change(%)
Capital Expenditure					
Services & Software	65.0	64.7	+0.5	75.0	+15.3
Information Processing	54.9	89.2	-38.4	70.0	+27.5
Telecommunications	44.2	35.5	+24.6	50.0	+13.0
Electronic Devices [Semiconductors]	249.2 [206.2]	113.6 [87.9]	+119.4 [+134.6]	260.0 [190.0]	+4.3 [-7.9]
Financing	-	-	-	-	-
Other Operations	12.2	9.8	+24.5	15.0	+22.5
Corporate *	12.5	12.9	-3.6	10.0	-19.3
Total	438.0	325.7	+34.5	480.0	+9.6
Japan	338.1	227.4	+48.7	395.0	+16.8
Overseas	99.9	98.3	+1.6	85.0	-14.9
Depreciation	323.4	301.5	+7.3	390.0	+20.6

* Including capital expenditure for the parent's Administrative Divisions and R&D expenditures, which can not be allocated.

9. Exchange Rates

(1) Average Rates

FY2000	FY1999
\$1=111 yen	\$1= 112 yen

(2) Forecast Average Rates for FY2001

1H	2H
\$1=120 yen	\$1=100 yen

10. Consolidated Statements of Cash Flows

	Yen (billions)		
	FY2000	FY1999	FY2001 (Forecast)
(A) Net cash provided by operating activities	596.4	477.0	520.0
[Net Income]	[8.5]	[42.7]	[50.0]
[Depreciation *]	[453.8]	[387.4]	[460.0]
[Others]	[134.0]	[46.9]	[10.0]
(B) Net cash used in investing activities	(466.8)	(348.2)	(570.0)
(C) Free cash flows (A)+(B)	129.6	128.7	(50.0)
(D) Cash flows provided by financing activities	(137.6)	(271.2)	-
(E) Total (C)+(D)	(7.9)	(142.4)	(50.0)

*Including Amortization of Goodwill

11. Employees

	(Thousands)	
	2000/3/31	2001/3/31
Japan	116	116
Overseas	72	71
Total	188	187

12. Retirement Benefit Plan

(1) Itemization of Projected Benefit Obligation, etc.
(as of March 31, 2001, consolidated domestic accounts)

	Yen (billions)
a. Projected benefit obligation	(1,570)
b. Plan assets	1,010
[plan assets for retirement benefit plan stock holding trust]	[280]
c. Accrued severance benefit	100
d. Prepaid pension cost	(10)
Total (a+b+c+d)	(470)
Breakdown of total	
i. Unrecognized net obligation at transition	(240)
ii. Unrecognized actuarial loss	(320)
iii. Unrecognized prior service cost (reduced obligation)	90
Total (i+ii+iii)	(470)

(2) Basis for Tabulating Projected Benefit Obligation

a. Discount rate	3.0%
b. Amortization period for net obligation at transition	10 years (one-time amortization for parent company)
c. Method of allocating actuarial loss	fixed amount(*) allocated from next period * employees' average remaining employment period
d. Method of allocating prior service obligation	fixed amount (10 years)

Unconsolidated Figures

1. Unconsolidated Net Sales by Business Segment

	Yen (billions)			Yen (billions)	
	FY2000	FY1999	Change (%)	FY2001 (Forecast)	Change (%)
Services & Software					
Japan	1,022.4	924.8	+10.6	1,055.0	+3.2
Overseas	5.5	9.4	-40.7	10.0	+78.6
Total	1,028.0	934.3	+10.0	1,065.0	+3.6
Information Processing					
Japan	1,087.9	1,123.3	-3.2	1,140.0	+4.8
Overseas	323.8	333.6	-3.0	335.0	+3.5
Total	1,411.8	1,457.0	-3.1	1,475.0	+4.5
Telecommunications					
Japan	389.9	362.1	+7.7	430.0	+10.3
Overseas	184.1	210.2	-12.4	215.0	+16.7
Total	574.1	572.3	+0.3	645.0	+12.3
Electronic Devices					
Japan	268.0	198.9	+34.8	300.0	+11.9
Overseas	100.0	88.6	+12.9	115.0	+14.9
Total	368.1	287.5	+28.0	415.0	+12.7
[Semiconductors]	[353.3]	[269.8]	[+31.0]	[380.0]	[+7.5]
Total Sales					
Japan	2,768.5	2,609.2	+6.1	2,925.0	+5.7
Overseas	613.6	641.9	-4.4	675.0	+10.0
Total	<u>3,382.2</u>	<u>3,251.2</u>	<u>+4.0</u>	<u>3,600.0</u>	<u>+6.4</u>

2. R&D Expenditure

	FY2000	FY1999	Change (%)	(Billion Yen)	
				FY2001 (Forecast)	Change (%)
	328.7	339.0	-3.0	305.0	-7.2
As % of Sales	9.7%	10.4%		8.5%	

3. Capital Expenditures, Depreciation

	Yen (billions)		Change (%)	Yen (billions)	
	FY2000	FY1999		FY2001 (Forecast)	Change (%)
Capital Expenditures					
Services & Software	19.8	19.5	+1.4	30.0	+51.4
Information Processing	24.8	32.6	-24.0	30.0	+20.8
Telecommunications	22.9	20.4	+12.4	30.0	+30.5
Electronic Devices [Semiconductors]	65.8 [60.4]	32.9 [32.4]	+99.8 [+86.4]	60.0 [40.0]	-8.9 [-33.8]
Corporate *	<u>2.9</u>	<u>10.0</u>	<u>-70.8</u>	<u>5.0</u>	<u>+70.1</u>
Total	<u><u>136.4</u></u>	<u><u>115.7</u></u>	<u><u>+17.9</u></u>	<u><u>155.0</u></u>	<u><u>+13.6</u></u>
Depreciation	116.2	116.0	+0.2	130.0	+11.8

*Including capital expenditures for the Administrative Division that can not be allocated.

Environmental Accounting

1. Cost/Benefit Trends

	(Billion Yen)							
	FY1998		FY1999		FY2000		FY2001 (Forecast)	
	Costs	Benefits	Costs	Benefits	Costs	Benefits	Costs	Benefits
Fujitsu	8.0	9.7	8.5	10.3	8.2	11.1	9.6	12.7
Major subsidiaries	7.0	8.4	8.2	11.9	10.9	13.5	11.9	15.3
Total	15.0	18.1	16.7	22.2	19.1	24.6	21.5	28.0

2. Itemization of Fiscal Year 2000 Results ^{*1}

		(Billion Yen)		
Costs	Item	Fujitsu	Major subsidiaries	Total
Costs within operating areas				
Pollution control cost	Cost of preventing air, water, soil and other pollution	2.7	3.1	5.8
Environmental protection cost	Energy conservation cost, cost of global warming prevention	1.9	2.0	3.9
Resource recycling cost	Cost for refuse reduction and processing, and more efficient resource utilization, such as water conservation and rain water reuse	1.4	2.6	4.0
Sewerage system cost	Public sewerage system costs	0.4	0.4	0.8
Upstream and downstream costs	Cost of limiting upstream and downstream environmental impact related to manufacturing and service activities (including waste products, packing recycling and reuse, green purchasing, etc.)	0.1	0.5	0.6
Administrative activities costs	Environmental protection management costs (manpower for environmental protection, obtaining and retaining ISO14001 certification, measurement of environmental impact, etc.)	1.2	1.3	2.5
R&D and solutions business costs	Environmental protection costs for R&D activities and costs related to environmental solutions business (green products, design and development of environment-friendly technology, environment-related solutions business)	0.3	0.7	1.0
Community activities costs	Environmental protection costs of community-related activities ("green" promotion, preparation of environmental reports, environmental advertising, etc.)	0.1	0.2	0.3
Environmental damage costs (risk avoidance)	Costs connected with damage to the environment (remediation of polluted soil and water, indemnities, etc.)	0.1	0.1	0.2
Total		8.2	10.9	19.1

		(Billion Yen)		
Benefits	Item	Fujitsu	Major subsidiaries	Total
Benefits in operating areas				
Pollution prevention benefits	Avoidance of losses from operations due to non-compliance with laws or regulations; contribution of environmental protection activities in relation to value added to manufacturing activities ^{*2}	8.2	6.9	15.1
Environmental protection benefits	Savings from reduced use of electric power, oil, gas, etc.	0.9	0.7	1.6
Resource retrieval benefits	Savings from reduced amount of waste	0.5	4.3	4.8
Upstream and downstream benefits	Sales of valuable or reusable products as the result of recycling	0.1	0.5	0.6
Administrative activities benefits	Efficiencies resulting from ISO14001 certification and in-house training of inspectors, etc.	0.2	0.2	0.4
R&D and solutions business benefits	Contribution to sales of green products, environmentally friendly products and environmental solutions business	0.9	0.4	1.3
Community activities benefits	Value of improved image as the result of environmental PR activities	0.1	0.1	0.2
Benefits from preventing environmental losses	Value of avoiding indemnity payments to residents thanks to preventive measures ^{*3}	0.2	0.4	0.6
Total		11.1	13.5	24.6

*1 Classification system is in accordance with “Establishing an Environmental Accounting System” (2000 Report) of the Environmental Protection Agency.

*2 Calculated as the sum of proportions of product value-added at each plant, depending on the proportion of environmental protection activities undertaken at each site.

*3 Estimate of risk avoidance assuming such events arise

3. Third party certification

This information is being released following examinations of Fujitsu's fiscal 2000 environmental accounting by Shin Nihon Environmental Management and Quality Research Institute (formerly Ota Showa Environmental Quality Research Institute). Information on the improvement indicator, which shows the relationship between environmental impact and the cost of environmental protection measures, will be released separately.