

SUPPLEMENTARY FIGURES

Consolidated Figures

1. Business Segment Information

		Yen (billions)		Change (%)	Yen (billions)	Change (%)
		FY1999	FY1998		FY2000 (Forecast)	
Services & Software	Net Sales					
	Japan	Y 1,320.8	Y 1,260.7		Y 1,450.0	
	Overseas	654.5	773.8		690.0	
	Unaffiliated customers	1,975.4	2,034.5		2,140.0	
	Intersegment	77.5	58.2		60.0	
	Total	Y 2,053.0	Y 2,092.8	-1.9	Y 2,200.0	+7.2
	Operating Income	Y 134.9	Y 166.3	-18.9	Y 170.0	+26.0
	[As % of Sales]	[6.6%]	[7.9%]		[7.7%]	
Information Processing	Net Sales					
	Japan	1,047.1	1,074.8		1,085.0	
	Overseas	558.1	726.5		525.0	
	Unaffiliated customers	1,605.3	1,801.4		1,610.0	
	Intersegment	278.9	300.6		260.0	
	Total	1,884.2	2,102.0	-10.4	1,870.0	-0.8
	Operating Income	38.8	94.0	-58.7	50.0	+28.7
	[As % of Sales]	[2.1%]	[4.5%]		[2.7%]	
Telecommunications	Net Sales					
	Japan	417.2	396.1		440.0	
	Overseas	355.1	284.8		430.0	
	Unaffiliated customers	772.4	681.0		870.0	
	Intersegment	11.7	10.7		10.0	
	Total	784.2	691.8	+13.4	880.0	+12.2
	Operating Income	17.1	15.6	+9.6	40.0	+133.2
	[As % of Sales]	[2.2%]	[2.3%]		[4.5%]	
Electronic Devices	Net Sales					
	Japan	296.3	238.2		410.0	
	Overseas	271.8	268.4		370.0	
	Unaffiliated customers	568.1	506.6		780.0	
	Intersegment	148.3	103.1		150.0	
	Total	716.5	609.8	+17.5	930.0	+29.8
	Operating Income	20.1	(83.3)	-	115.0	+469.9
	[As % of Sales]	[2.8%]	[-13.7%]		[12.4%]	
Financing	Net Sales					
	Japan	113.0	-		110.0	
	Overseas	-	-		-	
	Unaffiliated customers	113.0	-		110.0	
	Intersegment	6.4	-		10.0	
	Total	119.5	-	-	120.0	+0.4
	Operating Income	3.0	-	-	3.0	-0.9
	[As % of Sales]	[2.5%]	-		[2.5%]	
Other Operations	Net Sales					
	Japan	158.1	157.5		175.0	
	Overseas	62.4	61.7		65.0	
	Unaffiliated customers	220.6	219.3		240.0	
	Intersegment	125.6	100.9		130.0	
	Total	346.3	320.2	+8.1	370.0	+6.8
	Operating Income	3.4	7.0	-50.6	7.0	+100.7
	[As % of Sales]	[1.0%]	[2.2%]		[1.9%]	
Elimination	Net Sales	(648.8)	(573.7)	-	(620.0)	-
	Operating Income	(67.6)	(67.4)	-	(75.0)	-
Total	Net Sales					
	Japan	Y 3,352.8	Y 3,127.5		Y 3,670.0	
	Overseas	1,902.2	2,115.4		2,080.0	
	Unaffiliated customers	5,255.1	5,242.9		5,750.0	
	Intersegment	-	-		-	
	Total	Y 5,255.1	Y 5,242.9	+0.2	Y 5,750.0	+9.4
	Operating Income	Y 149.9	Y 132.2	+13.4	Y 310.0	+106.7
	[As % of Sales]	[2.9%]	[2.5%]		[5.4%]	

2. Consolidated Net Sales by Geographic Location

	FY1999	FY1998	FY2000 (Forecast) (%)
Japan	64	60	64
Europe	16	19	14
North America	13	14	15
Others	7	7	7

3. Services & Software

(1) Composition of Sales

	FY1999	FY1998	FY2000 (Forecast) (%)
Services	62	58	64
Software	16	17	17
Maintenance	22	25	19

4. Information Processing

(1) Composition of Sales

	FY1999	FY1998	FY2000 (Forecast) (%)
Servers	20	25	20
PCs & Peripherals	57	55	58
Other Hardware	23	20	22

(2) PC Shipments

a. By Geographic Location

(Thousand Units)

	FY1999	FY1998	FY2000 (Forecast)
Japan	2,580	2,160	3,000
Europe	2,690	1,410	4,500
North America	160	220	190
Asia	50	30	70
Total	5,480	3,820	7,760

b. Composition of PC Sales by Product Category

	FY1999	FY1998	FY2000 (Forecast) (%)
Desktop	52	55	52
Notebook	48	45	48

(3) HDD Production

(Million Units/Year)

	FY1999	FY1998	FY2000 (Forecast)
	22.8	18.2	31.0

5. Telecommunications

(1) Composition of Sales by:

a. Product Category

	FY1999	FY1998	FY2000 (Forecast)	(%)
Switching	21	24	19	
Transmission	63	58	62	
Mobile	16	18	19	

b. Geographic Location

	FY1999	FY1998	FY2000 (Forecast)	(%)
North America	70	61	76	
Asia	9	19	8	
Europe	7	7	8	
Submarine Systems	12	8	5	
Others	2	5	3	

(2) Mobile Telephone Shipments

	FY1999	FY1998	FY2000 (Forecast)	(Million Units)
	1.03	1.51	1.82	

6. Electronic Devices

(1) Production of Semiconductors (Worldwide by value)

	FY1999	FY1998	Change (%)	FY2000 (Forecast)	(Billion Yen) Change (%)
	530	480	+10.4	640	+20.8
[Internal Use]	[90]	[80]	[12.5]	[90]	[-]

(2) Composition by Product Category (Semiconductors)

	FY1999	FY1998	FY2000 (Forecast)	(%)
Logic	53	52	49	
Flash Memory	22	17	28	
RAM	11	15	9	
Others	14	16	14	

(3) Production Capacity of Semiconductors as of the year-end (Million Units/Month)

	FY1999	FY1998	FY2000 (Forecast)
Flash Memory * (8Mbit equivalent)	24.0	9.0	36.0

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

(4) Composition of Capital Expenditures

	FY1999	FY1998	Change (%)	FY2000 (Forecast)	(Billion Yen) Change (%)
Semiconductors	87.9	80.4	+9.4	160.0	+82.0
PDP	6.1	4.7	+29.7	25.0	+309.8
LCD	0.7	0.6	-	7.0	+900.0
Others	18.9	12.2	+54.9	28.0	+48.1
Total	113.6	97.9	+16.0	220.0	+93.7

7. R&D Expenditures

	FY1999	FY1998	Change (%)	FY2000 (Forecast)	(Billion Yen) Change (%)
	401.0	395.0	+1.5	400.0	-0.3
As % of Sales	7.6%	7.5%	-	7.0%	-

8. Capital Expenditures, Depreciation

	Yen (billions)		Change (%)	Yen (billions)	
	FY1999	FY1998		FY2000 (Forecast)	Change (%)
Capital Expenditures					
Services & Software	64.7	48.9	+32.4	80.0	+23.6
Information Processing	89.2	79.9	+11.6	85.0	-4.7
Telecommunications	35.5	41.2	-13.9	50.0	+40.9
Electronic Devices [Semiconductors]	113.6 [87.9]	97.9 [80.4]	+16.0 [+9.4]	220.0 [160.0]	+93.7 [+82.0]
Financing	-	-	-	-	-
Other Operations	9.8	9.6	+1.8	10.0	+1.7
Corporate *	12.9	11.3	+13.5	5.0	-61.1
Total	325.7	288.8	+12.8	450.0	+38.2
Japan	227.4	207.0	+9.8	350.0	+53.9
Overseas	98.3	81.8	+20.1	100.0	+1.7
Depreciation	301.5	334.1	-9.7	355.0	+17.7

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

9. Exchange Rates

(1) Average Rates

FY1999	FY1998
\$1= 112 yen	\$1=128 yen

(2) Forecast Average Rates for FY2000

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

10. Employees

	(thousand)	
	1999/03/31	2000/03/31
Japan	114	116
Overseas	74	72
Total	188	188

Unconsolidated Figures

1. Unconsolidated Net Sales by Product Area

	Yen (billions)			Yen (billions)	
	FY1999	FY1998	Change (%)	FY2000 (Forecast)	Change (%)
Services & Software					
Japan	924.8	914.5	+1.1	1,005.0	+8.7
Overseas	9.4	12.6	-25.7	5.0	-47.0
Total	934.3	927.2	+0.8	1,010.0	+8.1
Information Processing					
Japan	1,123.3	1,116.7	+0.6	1,130.0	+0.6
Overseas	333.6	381.5	-12.6	355.0	+6.4
Total	1,457.0	1,498.3	-2.8	1,485.0	+1.9
Telecommunications					
Japan	362.1	362.9	-0.2	385.0	+6.3
Overseas	210.2	155.1	+35.5	225.0	+7.0
Total	572.3	518.0	+10.5	610.0	+6.6
Electronic Devices					
Japan	198.9	158.5	+25.4	280.0	+40.7
Overseas	88.6	88.9	-0.4	115.0	+29.8
Total	287.5	247.5	+16.2	395.0	+37.4
[Semiconductors]	[269.8]	[225.0]	[+19.9]	[375.0]	[+39.0]
Total Sales					
Japan Sales	2,609.2	2,552.8	+2.2	2,800.0	+7.3
Overseas Sales	641.9	638.3	+0.6	700.0	+9.0
Total	3,251.2	3,191.1	+1.9	3,500.0	+7.7

2. R&D Expenditures

				(Billion Yen)	
	FY1999	FY1998	Change (%)	FY2000 (Forecast)	Change (%)
	339.0	329.4	+2.9	330.0	-2.7
As % of Sales	10.4%	10.3%	-	+9.4	-

3. Capital Expenditures, Depreciation

	Yen (billions)		Change (%)	Yen (billions)	
	FY1999	FY1998		FY2000 (Forecast)	Change (%)
Capital Expenditures					
Services & Software	19.5	16.4	+18.7	30.0	+53.5
Information Processing	32.6	33.6	-2.9	40.0	+22.5
Telecommunications	20.4	18.5	+10.5	30.0	+46.7
Electronic Devices [Semiconductors]	32.9 [32.4]	24.4 [23.4]	+35.0 [+38.5]	65.0 [55.0]	+97.1 [+69.8]
Corporate *	10.0	7.4	+34.8	5.0	-50.4
Total	115.7	100.5	+15.1	170.0	+46.9
Depreciation	116.0	129.8	-10.7	135.0	+16.3

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

4. Introduction of retirement benefits plan

(1) Discount rate 3.0%

(2) Unrecognized net obligation (at the beginning of FY2000)

	The parent company	Domestic consolidated subsidiaries	Total	(Billion Yen)
PBO	980.0	600.0	1,580.0	
Unrecognized net obligations	420.0	240.0	660.0	

(3) Resolution of unrecognized net obligations

The parent company -	one-time amortization and establishment of stock holding trust
Domestic consolidated subsidiaries -	ten-year amortization

5. Net unrealized gain on marketable securities (on an unconsolidated basis)

	(Billion Yen)		
	2000/03/31	1999/03/31	change
Net unrealized gain	2,400.3	1,075.5	1,324.8
[Related companies]	[2,290.2]	[1,018.5]	[1,271.6]

Environmental Accounting

Fujitsu introduced an environmental accounting system in fiscal 1998 and will continue to make the results public, with a report on the fiscal 1999 results.

1. Cost/Benefit Trends

	FY1999	FY1998	(Billion Yen) FY2000 (estimate)
	Costs/Benefits	Costs/Benefits	Costs/Benefits
Fujitsu	8.5 / 10.3	8.0 / 9.7	8.9 / 12.0
Consolidated subsidiaries	8.2 / 11.9	7.0 / 8.4	9.4 / 12.8
Total	16.7 / 22.2	15.0 / 18.1	18.3 / 24.8

* Notes:

Costs and benefits are based on the Environmental Protection Agency's "Guidelines for Understanding and Publicizing the Costs of Environmental Conservation" published in March, 1999.

2. Breakdown of Results for Fiscal 1999

		(Billion Yen)		
Costs	Details	Fujitsu	Consolidated Subsidiaries	Total
Direct Costs	Costs of environmental protection to maintain production activities (Introduction of environmental facilities, maintenance expenses, etc.)	3.9	3.7	7.6
Indirect Costs	Environmental promotion activities (personnel costs), obtaining EMS certification, maintenance expenses	1.3	1.8	3.1
Energy Conservation Costs	Costs for energy conservation measures	1.0	0.1	1.1
Recycling Costs	Costs for collection, recycling and reuse of waste products	0.3	0.3	0.6
	Waste processing costs	0.8	1.0	1.8
Research and Development Costs	Costs for developing green products and environmental technology	0.3	0.6	0.9
Costs for Public Information	Costs for promotion of green spaces, creation of environmental reports, and environmental publicity	0.3	0.3	0.6
Other	Costs for dealing with environmental risks, such as groundwater contamination	0.6	0.4	1.0
Total		8.5	8.2	16.7

Benefits	Details	(Billion Yen)		
		Fujitsu	Consolidated Subsidiaries	Total
Environmental Protection Activities in Support of Production	Contribution of environmental protection activities to overall value added through production activities (*1)	3.7	4.0	7.7
Energy Conservation Activities	Reduction of expenses resulting from reduced use of electricity, oil and gas	1.3	0.7	2.0
Recycling Activities	Sales of new products and reusable products utilizing recycled waste materials	0.7	2.9	3.6
	Cost reductions resulting from decreased volume of waste materials	0.1	0.3	0.4
Risk Management	Expenses avoided for facility operation losses due to non-observance of legal restrictions (*2)	2.0	1.3	3.3
	Expenses avoided for resident indemnification and insurance covering groundwater pollution	0.7	1.6	2.3
Environmental Business Activities	Contribution to sales by environmental business products (solutions, green products)	0.6	0.1	0.7
Increased Efficiency of Environmental Activities	Cost reductions from decreased paper use and utilization of management systems	0.9	0.9	1.8
Environmental Education Activities	Cost benefits resulting from in-house education of environmental ISO construction consultants and inspectors	0.3	0.1	0.4
Total		<u>10.3</u>	<u>11.9</u>	<u>22.2</u>

Notes:

*1. Calculated on the basis of the proportion of the overall value added to products through production activities that is accounted for by the facility's environmental protection activities.

*2. Estimated value of risk avoided in a hypothetical risk situation.

3. Audit

The above figures, part of Fujitsu's 2000 Environmental Activities Report, were audited by the Showa Ota Environmental Management and Quality Research Institute. Other figures, showing environmental efficiency relating to environmental performance and activity costs, will be issued soon.