

SUPPLEMENTARY FIGURES

April 25, 2002

Fujitsu Limited

I. Consolidated Figures

1. Segment Information

(1) Business Segment Information *

		Yen (billions)		Change (%)	Yen (billions)	
		FY2000	FY2001		FY2002 (Forecast)	Change (%)
Services & Software	Net Sales					
	Japan	Y 1,454.4	Y 1,534.5	+5.5	Y 1,680.0	+9.5
	Overseas	559.9	551.3	-1.5	600.0	+8.8
	Unaffiliated customers	2,014.3	2,085.8	+3.5	2,280.0	+9.3
	Intersegment	61.9	52.7	-14.8	60.0	+13.7
	Total	Y 2,076.2	Y 2,138.6	+3.0	Y 2,340.0	+9.4
	Operating Income	Y 128.7	Y 157.8	+22.6	Y 180.0	+14.0
	[As % of Sales]	[6.2%]	[7.4%]	[7.7%]		
Platforms	Net Sales					
	Japan	1,471.5	1,361.0	-7.5	1,330.0	-2.3
	Overseas	878.3	654.1	-25.5	580.0	-11.3
	Unaffiliated customers	2,349.8	2,015.2	-14.2	1,910.0	-5.2
	Intersegment	254.5	240.4	-5.5	210.0	-12.7
	Total	2,604.3	2,255.6	-13.4	2,120.0	-6.0
	Operating Income (Loss)	56.5	(57.5)	-	0.0	-
	[As % of Sales]	[2.2%]	[-2.6%]	[0.0%]		
Electronic Devices	Net Sales					
	Japan	373.8	263.2	-29.6	320.0	+21.5
	Overseas	385.8	283.2	-26.6	330.0	+16.5
	Unaffiliated customers	759.7	546.5	-28.1	650.0	+18.9
	Intersegment	149.2	91.0	-39.0	70.0	-23.1
	Total	908.9	637.5	-29.9	720.0	+12.9
	Operating Income (Loss)	113.4	(109.3)	-	(15.0)	-
	[As % of Sales]	[12.5%]	[-17.1%]	[-2.1%]		
Financing	Net Sales					
	Japan	107.2	114.4	+6.7	110.0	-3.9
	Overseas	-	-	-	-	-
	Unaffiliated customers	107.2	114.4	+6.7	110.0	-3.9
	Intersegment	7.8	9.4	+19.8	10.0	+6.0
	Total	115.1	123.9	+7.6	120.0	-3.2
	Operating Income	3.4	4.2	+23.8	5.0	+18.3
	[As % of Sales]	[3.0%]	[3.4%]	[4.2%]		
Other Operations	Net Sales					
	Japan	183.2	187.5	+2.4	190.0	+1.3
	Overseas	69.9	57.2	-18.1	60.0	+4.7
	Unaffiliated customers	253.2	244.8	-3.3	250.0	+2.1
	Intersegment	128.2	126.7	-1.2	130.0	+2.6
	Total	381.4	371.5	-2.6	380.0	+2.3
	Operating Income	8.1	0.2	-96.9	5.0	+1,853.1
	[As % of Sales]	[2.1%]	[0.1%]	[1.3%]		
Elimination	Net Sales	(601.7)	(520.3)		(480.0)	
	Operating Income	(66.2)	(69.8)		(75.0)	
Total	Net Sales					
	Japan	Y 3,590.2	Y 3,460.9	-3.6	Y 3,630.0	+4.9
	Overseas	1,894.1	1,546.0	-18.4	1,570.0	+1.5
	Unaffiliated customers	5,484.4	5,006.9	-8.7	5,200.0	+3.9
	Intersegment	-	-	-	-	-
	Total	Y 5,484.4	Y 5,006.9	-8.7	Y 5,200.0	+3.9
	Operating Income (Loss)	Y 244.0	Y (74.4)	-	Y 100.0	-
	[As % of Sales]	[4.4%]	[-1.5%]	[1.9%]		

*Note: Taking into account similarity of products and services, selling methods and other factors relating to business segments, FY2000 and FY2001 figures have been restated to reflect the new business segment classification to be introduced in FY2002.

(2) Additional details for platforms segment

		Yen (billions)			Yen (billions)	
		FY2000	FY2001	Change (%)	FY2002 (Forecast)	Change (%)
Personal computers	Net Sales*	632.9	502.1	-20.7	500.0	-0.4
	Operating Income	32.0	10.4	-67.5	11.0	+5.8
HDD	Net Sales	323.9	236.6	-27.0	210.0	-11.2
	Operating Loss	(3.2)	(32.2)	-	(10.0)	-
Transmission Equipment in North America	Net Sales	289.0	159.2	-44.9	100.0	-37.2
	Operating Income (Loss)	32.4	(46.2)	-	(25.0)	-
Other products (Information processing related)	Net Sales	615.0	646.6	+5.1	630.0	-2.6
	Operating Income (Loss)	(9.8)	36.3	-	9.0	-75.2
Other products (Telecommunications related)	Net Sales	489.0	470.6	-3.8	470.0	-0.1
	Operating Income (Loss)	5.1	(25.9)	-	15.0	-
Total	Net Sales	2,349.8	2,015.2	-14.2	1,910.0	-5.2
	Operating Income (Loss)	56.5	(57.5)	-	0.0	-

* Net Sales = Sales to unaffiliated customers

2. Composition of Sales by Customer's Geographic Location

	FY2000	FY2001	FY2002 (%) (Forecast)
Japan	66	69	70
Europe	13	13	12
The Americas	14	11	10
Other	7	7	8

3. Services & Software

Composition of Sales

	FY2000	FY2001	FY2002 (%) (Forecast)
Solutions/SI	43	45	47
Infrastructure Services	57	55	53

4. Platforms

(1) PC Shipments

a. By Geographic Location

(Million Units)			
	FY2000	FY2001	FY2002 (Forecast)
Japan	3.00	2.58	2.60
Europe	3.35	3.04	3.30
North America	0.16	0.12	0.12
Asia	0.07	0.09	0.10
Total	6.58	5.83	6.12

b. By Product Category

	FY2000	FY2001	FY2002 (%) (Forecast)
Desktop	53	49	46
Notebook	47	51	54

(2) HDD Production

	FY2000	FY2001	FY2002 (Forecast)
	23.78	14.05	10.70

(Million Units)

(3) Mobile Telephone Shipments

	FY2000	FY2001	FY2002 (Forecast)
	1.65	2.26	2.77

(Million Units)

5. Electronic Devices

(1) Production of Semiconductors (Worldwide by value)

	FY2000	FY2001	Change (%)	FY2002 (Forecast)	Change (%)
	607.0	398.0	-34.4	430.0	+8.0
[Internal Use]	[89.0]	[66.0]	[-25.8]	[50.0]	[-24.2]

(Billion Yen)

(2) Composition by Product Category (Semiconductors)

	FY2000	FY2001	FY2002 (%) (Forecast)
Logic	41	54	53
System memories	43	35	38
Compound Semiconductor and others	16	11	9

(3) Production Capacity of Semiconductors at end of period

	FY2000	FY2001	FY2002 (Forecast)
Flash Memory* (16Mbit equivalent)	18.0	23.0	25.0

(Million Units/Month)

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

(4) Composition of Capital Expenditure

	FY2000	FY2001	Change (%)	FY2002 (Forecast)	Change (%)
Total	249.2	180.2	-27.7	90.0	-50.1
[Semiconductors]	[196.8]	[122.3]	-37.9	[45.0]	-63.2
[PDP]	[14.4]	[25.1]	+74.6	[12.0]	-52.4
[LCD]	[1.2]	[2.5]	+108.2	[5.0]	+93.8

(Billion Yen)

6. R&D Expenditure

	FY2000	FY2001	Change (%)	FY2002 (Forecast)	(Billion Yen) Change (%)
	403.4	349.8	-13.3	315.0	-10.0
As % of Sales	7.4%	7.0%		6.1%	

7. Capital Expenditures, Depreciation

	FY2000	FY2001	Change (%)	FY2002 (Forecast)	(Billion Yen) Change (%)
Capital Expenditures					
Services & Software	65.0	46.5	-28.4	85.0	+82.6
Platforms	99.2	59.9	-39.5	55.0	-8.3
Electronic Devices [Semiconductors]	249.2 [196.8]	180.2 [122.3]	-27.7 [-37.9]	90.0 [45.0]	-50.1 [-63.2]
Corporate* and others	24.6	20.1	-18.2	10.0	-50.4
Total	438.0	306.9	-29.9	240.0	-21.8
Japan	338.1	244.4	-27.7	205.0	-16.1
Overseas	99.9	62.5	-37.4	35.0	-44.0
Depreciation	323.4	351.8	+8.8	310.0	-11.9

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

8. Exchange Rates

(1) Average Rates

FY2000	FY2001
\$1=111yen	\$1=125yen

(2) Forecast Average Rates for FY2002

1H	2H
\$1=130yen	\$1=120yen

9. Consolidated Statements of Cash Flows

(Billion Yen)

	FY2000	FY2001	FY2002 (Forecast)
(A) Cash Flows from Operating activities	596.4	306.5	200.0
[Net Income]	[8.5]	[(382.5)]	[0.0]
[Depreciation *]	[453.8]	[438.9]	[360.0]
[Others]	[134.0]	[250.1]	[(160.0)]
(B) Cash Flows from Investing activities	<u>(466.8)</u>	<u>(409.4)</u>	<u>(300.0)</u>
(C) Free Cash Flows (A)+(B)	129.6	(102.8)	(100.0)
(D) Cash Flows from Financing activities	<u>(137.6)</u>	<u>91.3</u>	<u>30.0</u>
(E) Total (C)+(D)	<u><u>(7.9)</u></u>	<u><u>(11.5)</u></u>	<u><u>(70.0)</u></u>

*Including Amortization of Goodwill

10. Employees

(Thousands)

	2001/3/31	2002/3/31
Japan	116	116
[Parent Company]	[42]	[40]
Overseas	71	54
Total	<u>187</u>	<u>170</u>

11. Breakdown of Restructuring charges

	Yen (billions)	Main Items
	FY2001	
Services & Software	(42.8)	1) Restructuring and realignment of ICL/DMR for expanding global IT services business
Information Processing	(100.3)	1) Exiting HDD business for desktop PC's 2) Consolidating production of servers and storage systems
Telecommunications	(65.5)	1) Exiting from North American PBX Business 2) Reducing production of optical transmission equipment in North America
Electronic Devices	(208.4)	1) Closing North American semiconductor plant 2) Realigning production of domestic semiconductor lines
Total	<u>(417.0)</u>	

12. Retirement Benefit Plan

(1) Itemization of Projected Benefit Obligation, etc.

(as of March 31, 2002, consolidated domestic accounts)

	Yen (billions)
a. Projected benefit obligation	(1,660.0)
b. Plan assets	990.0
[plan assets for retirement benefit plan stock holding trust]	[227.0]
c. Accrued severance benefit	115.0
d. Prepaid pension cost	(15.0)
Total (a+b+c+d)	(570.0)
Breakdown of total	
i. Unrecognized net obligation at transition	(210.0)
ii. Unrecognized actuarial loss	(440.0)
iii. Unrecognized prior service cost (reduced obligation)	80.0
Total (i+ii+iii)	(570.0)

(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	Straight-line method over employees' average remaining employment period starting from next period
d. Method of allocating prior service obligation	Straight-line method over 10 years

II. Unconsolidated Figures

1. Net Sales by Business Segment

	(Billion Yen)				
	FY2000	FY2001	Change (%)	FY2002 (Forecast)	Change (%)
Services & Software					
Japan	1,022.4	1,074.0	+5.0	1,085.0	+1.0
Overseas	3.1	4.6	+48.5	5.0	+7.9
Total	1,025.6	1,078.6	+5.2	1,090.0	+1.1
Platforms					
Japan	1,477.9	1,358.1	-8.1	1,345.0	-1.0
Overseas	510.5	362.0	-29.1	305.0	-15.8
Total	1,988.4	1,720.2	-13.5	1,650.0	-4.1
Electronic Devices					
Japan	268.0	170.8	-36.3	175.0	+2.4
Overseas	100.0	64.6	-35.3	85.0	+31.4
Total	368.1	235.5	-36.0	260.0	+10.4
[Semiconductors]	[353.3]	[218.9]	[-38.0]	[255.0]	[+16.5]
Total Sales					
Japan	2,768.5	2,603.0	-6.0	2,605.0	+0.1
Overseas	613.6	431.4	-29.7	395.0	-8.4
Total	3,382.2	3,034.4	-10.3	3,000.0	-1.1

2. R&D Expenditure

	(Billion Yen)				
	FY2000	FY2001	Change (%)	FY2002 (Forecast)	Change (%)
	328.7	283.7	-13.7	255.0	-10.1
As % of Sales	9.7%	9.4%		8.5%	

3. Capital Expenditures, Depreciation

	(Billion Yen)				
	FY2000	FY2001	Change (%)	FY2002 (Forecast)	Change (%)
Capital Expenditures					
Services & Software	19.8	14.5	-26.8	35.0	+141.3
Platforms	47.8	26.4	-44.6	35.0	+32.2
Electronic Devices	65.8	33.4	-49.2	30.0	-10.3
[Semiconductors]	[60.4]	[25.3]	[-58.1]	[25.0]	[-1.2]
Corporate *	2.9	1.0	-65.5	-	-
Total	136.4	75.4	-44.7	100.0	+32.5
Depreciation	116.2	126.0	+8.4	100.0	-20.6

*Including capital expenditures for administrative divisions that can not be allocated.

III. Consolidated Figures for the Fourth Quarter

1. Consolidated Statements of Operations

	Yen (millions)		
	Three months ended March 31		
	FY2001	FY2000	Change (%)
Net sales	Y 1,560,507	Y 1,781,098	-12.4
Operating costs and expenses:			
Cost of goods sold	1,182,355	1,299,208	-9.0
Selling, general and administrative expenses	347,614	345,818	+0.5
	<u>1,529,969</u>	<u>1,645,026</u>	
Operating income	30,538	136,072	-77.6
Other income (expenses):			
Net interest	(7,600)	(6,676)	
Equity in earnings of affiliated companies, net	1,117	4,517	
Amortization of unrecognized obligation for retirement benefits	(8,897)	(4,571)	
Restructuring charges	(113,559)	(14,108)	
Loss on devaluation of marketable securities	(20,535)	(10,574)	
Gain on sales of subsidiaries' stock	-	3,714	
Gain on sales of marketable securities	-	6,297	
Other, net	(1,601)	2,747	
	<u>(151,075)</u>	<u>(18,654)</u>	
Income (Loss) before income taxes and minority interests	(120,537)	117,418	-
Income taxes	(19,631)	50,926	-
Minority interests	(733)	(6,179)	-88.1
Net income (loss)	<u>Y (101,639)</u>	<u>Y 60,313</u>	-

2. Consolidated Business Segment Information

		Yen (millions)		
		Three months ended March 31		
		FY2001	FY2000	Change (%)
Services & Software	Net Sales			
	Japan	Y 591,348	Y 560,808	+5.4
	Overseas	152,140	158,489	-4.0
	Unaffiliated Customers	743,488	719,297	+3.4
	Intersegment	15,190	23,153	-34.4
	Total	Y 758,678	Y 742,450	+2.2
	Operating Income [As % of Sales]	Y 90,315 [11.9%]	Y 70,007 [9.4%]	+29.0
Information Processing	Net Sales			
	Japan	290,025	369,569	-21.5
	Overseas	102,699	117,949	-12.9
	Unaffiliated Customers	392,724	487,518	-19.4
	Intersegment	91,450	95,802	-4.5
	Total	484,174	583,320	-17.0
	Operating Income [As % of Sales]	14,012 [2.9%]	19,327 [3.3%]	-27.5
Telecommunications	Net Sales			
	Japan	131,948	162,660	-18.9
	Overseas	55,797	116,962	-52.3
	Unaffiliated Customers	187,745	279,622	-32.9
	Intersegment	4,357	6,665	-34.6
	Total	192,102	286,287	-32.9
	Operating Income (Loss) [As % of Sales]	(19,726) [-10.3%]	39,140 [13.7%]	-
Electronic Devices	Net Sales			
	Japan	60,950	95,909	-36.5
	Overseas	69,821	99,460	-29.8
	Unaffiliated Customers	130,771	195,369	-33.1
	Intersegment	21,869	40,171	-45.6
	Total	152,640	235,540	-35.2
	Operating Income (Loss) [As % of Sales]	(36,146) [-23.7%]	24,267 [10.3%]	-

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		Yen (millions)		
		Three months ended March 31		
		FY2001	FY2000	Change (%)
Financing	Net Sales			
	Japan	Y 44,127	Y 35,448	+24.5
	Overseas	-	-	-
	Unaffiliated Customers	44,127	35,448	+24.5
	Intersegment	3,171	1,484	+113.7
	Total	Y 47,298	Y 36,932	+28.1
		Operating Income	Y 1,354	Y 1,008
	[As % of Sales]	[2.9%]	[2.7%]	
Other Operations	Net Sales			
	Japan	49,049	47,119	+4.1
	Overseas	12,603	16,725	-24.6
	Unaffiliated Customers	61,652	63,844	-3.4
	Intersegment	34,502	33,763	+2.2
	Total	96,154	97,607	-1.5
		Operating Income	587	151
	[As % of Sales]	[0.6%]	[0.2%]	
Elimination	Net Sales	(170,539)	(201,038)	
	Operating Income	(19,858)	(17,828)	
Total	Net Sales			
	Japan	Y 1,167,447	Y 1,271,513	-8.2
	Overseas	393,060	509,585	-22.9
	Unaffiliated Customers	1,560,507	1,781,098	-12.4
	Intersegment	-	-	-
	Total	1,560,507	Y 1,781,098	-12.4
		Operating Income	Y 30,538	Y 136,072
	[As % of Sales]	[2.0%]	[7.6%]	

For purposes of comparison, certain reclassifications of the Consolidated Business Segment Information for the fourth quarter of FY2000 have been made to conform to that of the fourth quarter FY2001 presentation.

IV. Environmental Accounting

1. Cost/Effect Trends

	FY1999		FY2000		FY2001		(Billion Yen) FY2002 (Forecast)	
	Costs	Effects	Costs	Effects	Costs	Effects	Costs	Effects
	Fujitsu	8.5	10.3	8.2	11.1	7.7	12.3	8.0
Major subsidiaries	8.2	11.9	10.9	13.5	11.0	12.0	11.0	12.0
Total	16.7	22.2	19.1	24.6	18.7	24.3	19.0	24.5

2. Itemization of Fiscal Year 2001 Results ^{*1}

Costs	Item	(Billion Yen)		
		Fujitsu	Major subsidiaries	Total
Costs in business operations				
Pollution prevention costs	Costs of preventing air/water pollution and soil contamination and other activities	2.7	3.2	5.9
Environmental protection costs	Costs incurred through energy-saving measures, plus costs of measures to combat global warming	1.0	1.4	2.4
Resource recycling costs	Costs of waste reduction and disposal, plus costs of efficient resource usage measures, such as water conservation and rainwater use	1.4	2.7	4.1
Wastewater treatment fees	Fees for water treatment utilities	0.5	0.3	0.8
Upstream/downstream costs	Costs of lowering upstream/downstream environmental burden of manufacturing and service activities (recycling/re-use costs for waste products and packaging, costs of Green Procurement, etc.)	0.2	0.6	0.8
Management costs	Management-related environmental protection costs (personnel expenses for environmental promotion activities, costs of gaining/maintaining ISO14001 certification, costs of measuring environmental burden, etc.)	1.0	1.4	2.4
R&D/solutions business costs	Environmental protection costs for R&D activities and costs associated with environmental solutions business (design/development costs for Green Products and environmental technologies, environmental solutions business costs)	0.4	1.2	1.6
Social activities costs	Environmental protection costs of social activities (costs of greenification programs, environmental report production and environmental publicity)	0.2	0.1	0.3
Environmental clean-up costs (Risk avoidance)	Costs of environmental clean-up operations (costs of eliminating soil/groundwater contamination, environmental compensation, etc.)	0.3	0.1	0.4
Total		7.7	11.0	18.7

(Continued)

		(Billion Yen)		
Effects	Item	Fujitsu	Major subsidiaries	Total
Effects in business operations				
Pollution prevention effects	Savings from avoiding losses*2 from plant closure due to failure to observe environmental laws and regulations, plus contribution of environmental protection activities to the value added*3 by manufacturing activities	8.4	5.5	13.9
Environmental protection effects	Costs savings from reductions in consumption of electricity, oil and gas	1.4	1.0	2.4
Resource recycling effects	Cost savings from reductions and effective use of waste	0.9	3.8	4.7
Upstream/downstream effects	Sales value of recycled and re-used products	0.1	0.7	0.8
Management effects	Efficiency improvements due to ISO14001 systems, effects of in-house employee training	0.2	0.3	0.5
R&D/solutions business effects	Sales contribution of Green Products, other eco-friendly products and environmental solutions business	1.0	0.4	1.4
Social activities effects	Value of corporate image enhancement from environment-related publicity	0.1	0.1	0.2
Environmental pollution prevention effects (Risk avoidance)	Savings from avoiding compensation payments to residents for groundwater and soil contamination*4	0.2	0.2	0.4
Total		12.3	12.0	24.3

*1 Classification system is in accordance with "Developing an Environmental Accounting System" (Year 2000 Report) of Ministry of the Environment.

*2 Avoidance of losses : value added/days of operation x days lost

*3 Contribution of environmental protection activities in relation to value added : value added x maintenance and management cost to facilities related to environmental protection/total generated cost

*4 Estimate of risk avoidance assuming such events arise

3.Third party examination

This information is being released following examination of Fujitsu's fiscal 2001 environmental accounting report by Shin Nihon Environmental Management and 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.