# THE POSSIBILITIES ARE INFINITE FU WTCS 

Contact:
Yuri Momomoto or Scott Ikeda
FOR IMMEDIATE RELEASE
Fujitsu Limited, Public and Investor Relations
Tel (+81-3)6252-2176

## Fujitsu Reports FY2003 First-Half Financial Results

[for first-half fiscal period, ended September 30, 2003]

1. Summary of Consolidated Results (Six months ended September 30)
a. Summary of Consolidated Statements of Operations

|  | $\begin{array}{c}\text { Yen } \\ \text { (millions) }\end{array}$ |  |
| :--- | :---: | :---: | :---: |
| (except per share data) |  |  |$)$

b. Net Sales by Business Segment

|  | $\begin{array}{c}\text { Yen } \\ \text { (millions) }\end{array}$ |  |
| :--- | ---: | :---: | ---: | :---: | :---: |
| (except per share data) |  |  |$)$

## c. Summary of Consolidated Financial Condition

|  | Yen (millions) |  | U.S. Dollars (millions) |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2003 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { March } 31 \\ 2003 \\ \hline \end{gathered}$ | September 30 2003 |
| Total Assets | Y 3,740,469 | Y 4,225,361 | \$ 33,698 |
| Shareholders' Equity | 649,866 | 702,390 | 5,855 |
| Shareholders' Equity Ratio | 17.4 | 16.6 |  |

d. Summary of Consolidated Statements of Cash Flows

|  | Yen <br> (millions) |  | U.S. Dollars (millions) |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { 1st Half } \\ 2003 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { 1st Half } \\ 2002 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { 1st Half } \\ 2003 \\ \hline \end{gathered}$ |
| Cash Flows from Operating Activities | Y 37,424 | Y $(80,996)$ | \$ 337 |
| Cash Flows from Investing Activities | $(30,352)$ | $(10,551)$ | (273) |
| Cash Flows from Financing Activities | $(50,637)$ | 111,582 | (456) |
| Cash and Cash Equivalents at Half-year End | Y 236,658 | Y 316,370 | \$ 2,132 |

Note: All yen figures have been converted to U.S. dollars for convenience only at a uniform rate of $\$ 1=111$ yen.
2. Summary of Consolidated Results (Three months ended September 30)
a. Summary of Consolidated Statements of Operations

|  | Yen(millions)(except per share data) |  |  | U.S. Dollars (millions) (except per share data) |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { 2nd Quarter } \\ 2003 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { 2nd Quarter } \\ 2002 \\ \hline \end{gathered}$ | Change (\%) | $\begin{gathered} \hline \text { 2nd Quarter } \\ 2003 \\ \hline \end{gathered}$ |
| Net Sales | Y 1,203,196 | Y 1,167,392 | +3.1 | \$10,840 |
| Operating Income (Loss) | 19,896 | 5,792 | +243.5 | 179 |
| Income (Loss) Before Income Taxes and Minority Interests | $(18,229)$ | $(142,994)$ | - | (164) |
| Net Income (Loss) | Y $(18,754)$ | Y $(91,010)$ | - | \$ (169) |

b. Net Sales by Business Segment

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \\ \text { (except per share data) } \end{gathered}$ |  |  | U.S. Dollars (millions) (except per share data |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { 2nd Quarter } \\ 2003 \\ \hline \end{gathered}$ | $\begin{gathered} \text { 2nd Quarter } \\ 2002 \\ \hline \end{gathered}$ | Change (\%) | $\begin{gathered} \hline \text { 2nd Quarter } \\ 2003 \\ \hline \end{gathered}$ |
| Software \& Services | Y 525,979 | Y 537,102 | -2.1 | \$4,738 |
| Platforms | 411,572 | 390,622 | +5.4 | 3,708 |
| Electronic Devices | 172,100 | 147,047 | +17.0 | 1,551 |
| Financing | 29,596 | 30,306 | -2.3 | 267 |
| Other Operations | 63,949 | 62,315 | +2.6 | 576 |
| Total | Y 1,203,196 | Y 1,167,392 | +3.1 | \$10,840 |

3. Projections for FY2003 (April 1, 2003 - March 31, 2004)

## Consolidated Earnings Forecast

|  | $\begin{gathered} \text { Yen } \\ \text { (billions) } \end{gathered}$ | Change (\%) |
| :---: | :---: | :---: |
|  | FY2003 (Forecast) | FY02 to FY03 |
| Net Sales | Y 4,750.0 | +2.9 |
| Operating Income | 150.0 | +49.4 |
| Net Income (Loss) | Y 30.0 | - |

[^0]4. Summary of Unconsolidated Results (Six months ended September 30)
a. Summary of Unconsolidated Statements of Operations

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \\ \text { (except per share data) } \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { U.S. Dollars } \\ & \text { (millions) } \\ & \text { (except per share data) } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline \text { 1st Half } \\ & \text { FY2003 } \\ & \hline \end{aligned}$ | 1st Half FY2002 | Change (\%) | $\begin{gathered} \text { 1st Half } \\ \text { FY2003 } \end{gathered}$ |
| Net Sales | Y 1,207,551 | Y 1,238,409 | -2.5 | \$10,879 |
| Operating Income (Loss) | $(44,021)$ | $(23,888)$ | - | (397) |
| Income (Loss) Before Income Taxes | 17,346 | $(183,136)$ | - | 156 |
| Net Income (Loss) | 18,708 | $(104,936)$ | - | 169 |
| Amounts Per Share of Common Stock: |  |  |  |  |
| Net Income (Loss) | Y 9.35 | Y (52.42) |  | \$0.084 |
| Cash Dividends | Y 0.00 | Y 0.00 |  | \$0.000 |

b. Summary of Unconsolidated Financial Condition

|  | Yen(millions)(except per share data) |  |  | $\qquad$ |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2003 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2003 \end{gathered}$ | $\begin{gathered} \text { September } 30 \\ 2003 \end{gathered}$ |
| Total Assets | Y 2,820,007 |  | Y 2,926,275 | \$25,405 |
| Shareholders' Equity | 801,768 |  | 771,133 | 7,223 |
| Shareholders' Equity Ratio | 28.4 | \% | 26.4 |  |
| Shareholders' Equity Per Share | Y 400.81 |  | Y 385.49 | \$3.61 |

5. Projections for FY2003 (April 1, 2003 - March 31, 2004)

Unconsolidated Earnings Forecast

|  | Yen <br> (billions) <br> (except per share data) | Change <br> FY02 to FY03 <br> $(\%)$ |
| ---: | :---: | ---: |
| Net Sales | Y 2,730.0 | +1.3 |
| Operating Income | 40.0 | +83.0 |
| Net Income | 50.0 | - |
| Net Income per Share | 25.00 | - |

Note: All yen figures have been converted to U.S. dollars for convenience only at a uniform rate of $\$ 1=111$ yen.


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