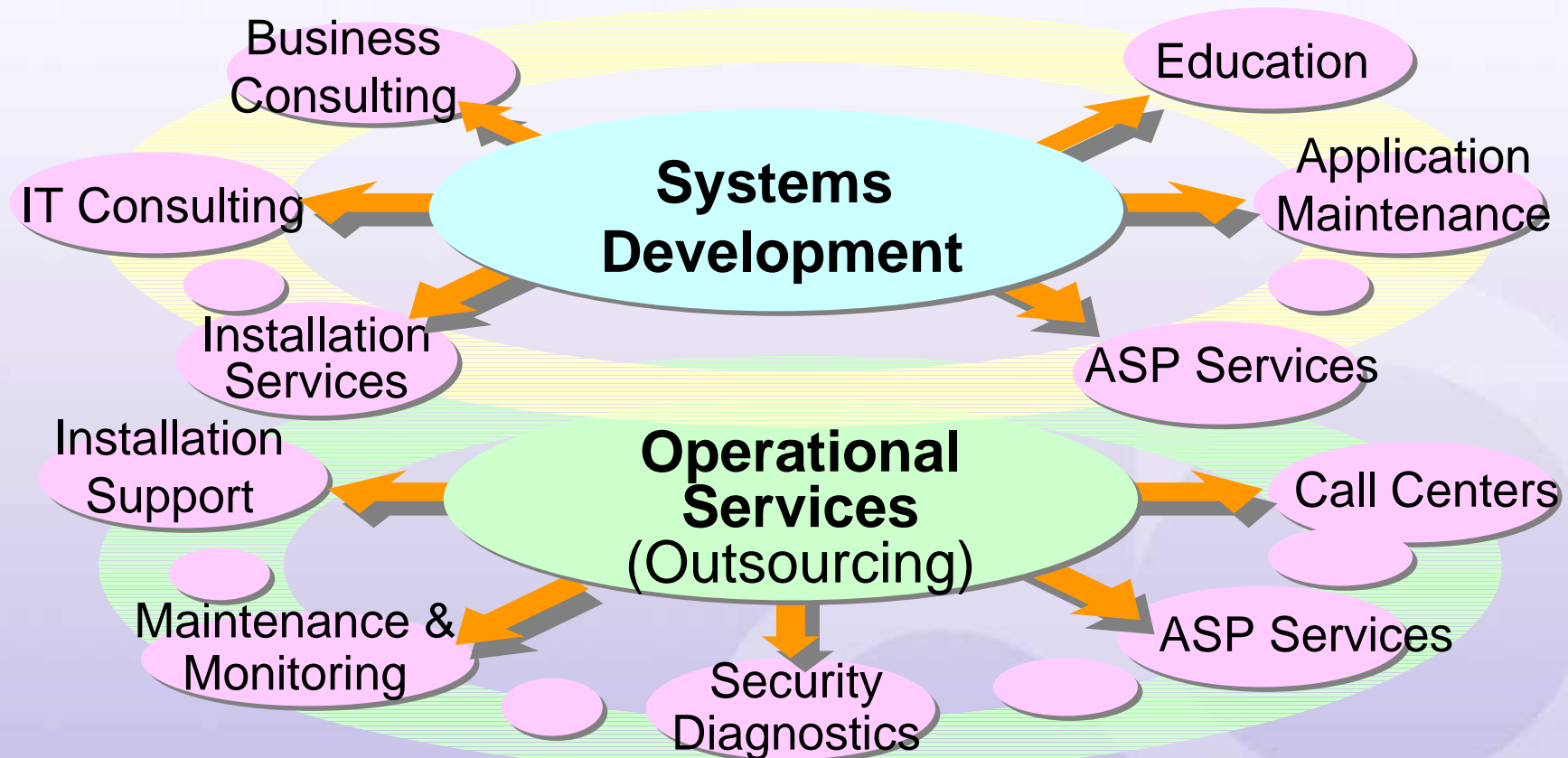


3. Growth Strategy for Services Business

A decorative graphic in the bottom right corner of the slide, consisting of several overlapping circles of varying shades of purple and blue, creating a sense of depth and movement.

Growth Strategy for Services Business

Expand Range of Service Offerings



Re-usable Software Solutions

Enhance Competitiveness Through Lower Costs,
Shorter Delivery Times, Higher Quality

Packaged Solutions

ERP (Glovia) / CRM / SCM / PLM

Software Componentization
Embed Middleware with
Common Functions

Promote EJB
Componentization
INTERSTAGE

Software Componentization & Middleware Embedded w/ Common Functions

IT Systems for Customers

Solutions

Integration

Application Packages
(GLOVIA, etc.)

EJB Componentization

EJB Application
Components
(Business Logic)

Establish Component
Distribution Market

Search
Engine

Security

E-procure-
ment

...

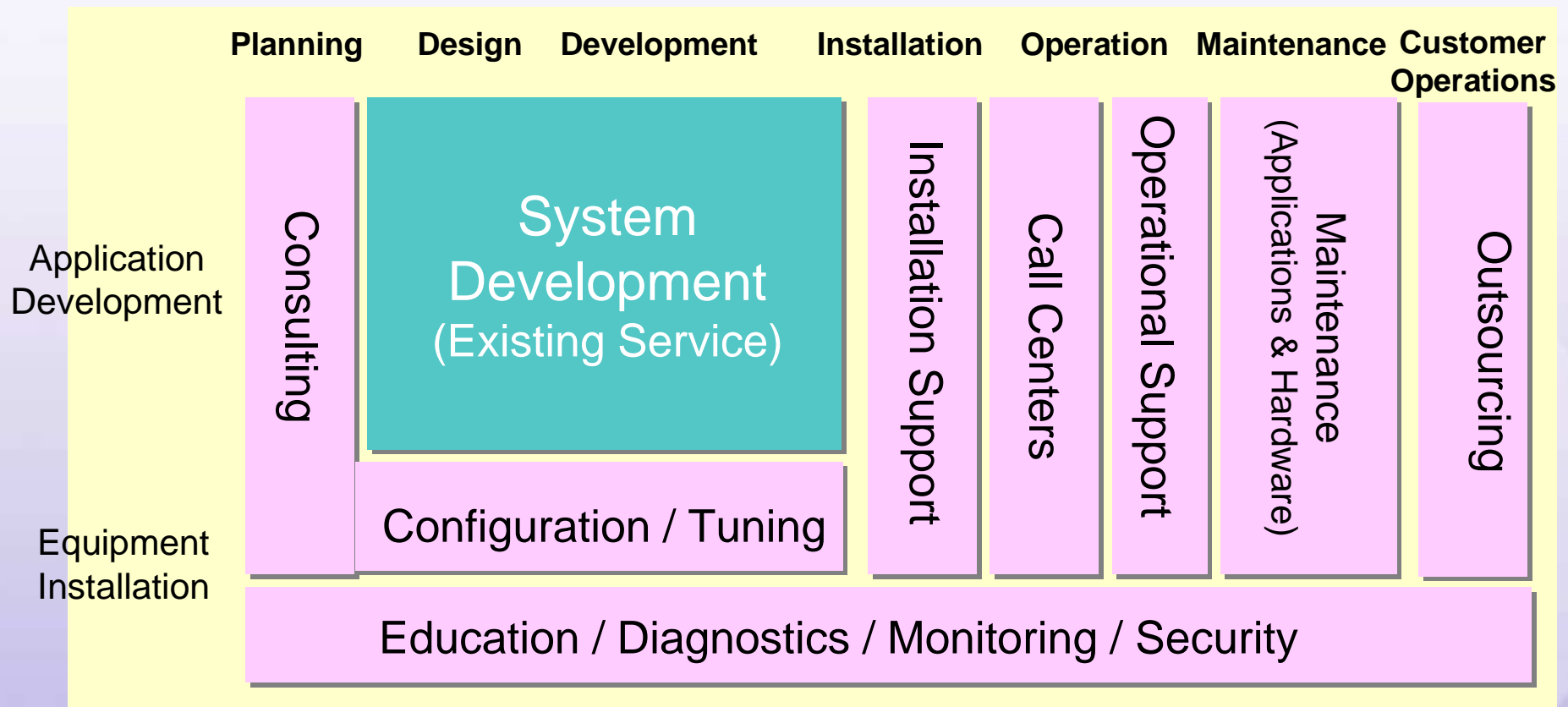
E-voting

Middleware (INTERSTAGE)

Embedded with Common Functions

Expansion of Services: PROPOSE

Commercialization of Service Products (Since 1992)
Service Packages, Menus, Series



Reasons for Promoting PROPOSE

Shift Away from Man-Hour/Month Model

Expand High Value-Added Business

Ensure More Consistent/Stable Revenues

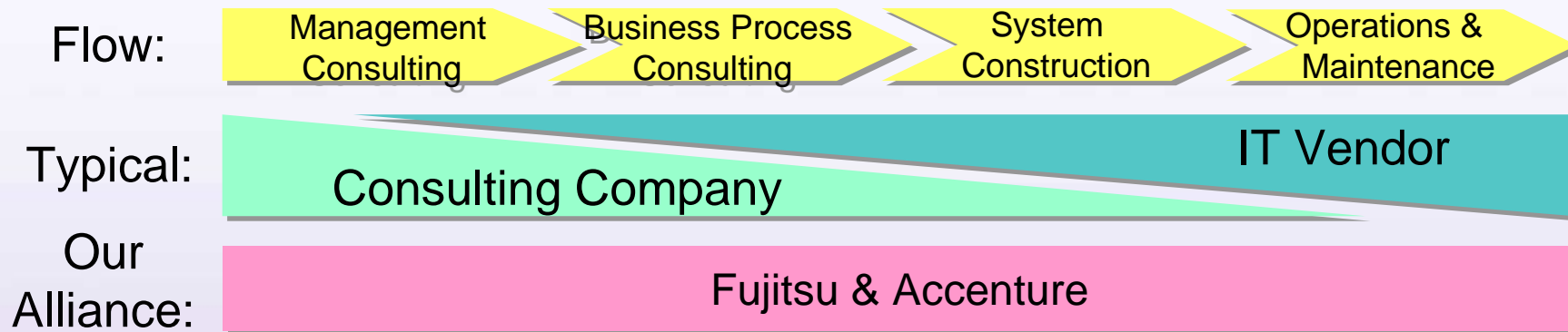
Improvement in Cash Flow

Business Targets for PROPOSE (FY2003)

Increase PROPOSE Share of Total Software & Services Revenue from 40% to 60%

Strategic Alliance with Accenture

Increase Customer Satisfaction and Open New Markets by Providing Comprehensive Services - from Management Consulting through Systems Operation and Maintenance



【Target】

Consulting Fields

Electronics & Precision Instruments
Automotive
e-Japan

Training Areas

Strategic Outsourcing Areas

【Organization】

Steering Committee

Board Members

Steering Subcommittee

General Managers

Admin Office

Co-op Teams

Implementation Coordinators

- Offering Development, Proposal Writing
- Consulting, Etc.

ICL/DMR Business Direction

Consolidate Operations to Increase Profitability

DMR: Focus on IT Consulting

(Specialized Fields)

CRM/Business Intelligence

Enterprise Application Integration

Develop Business Outside North America

ICL: Focus on IT Infrastructure-Related Services

Business in UK

Restructure Mainland Europe Business

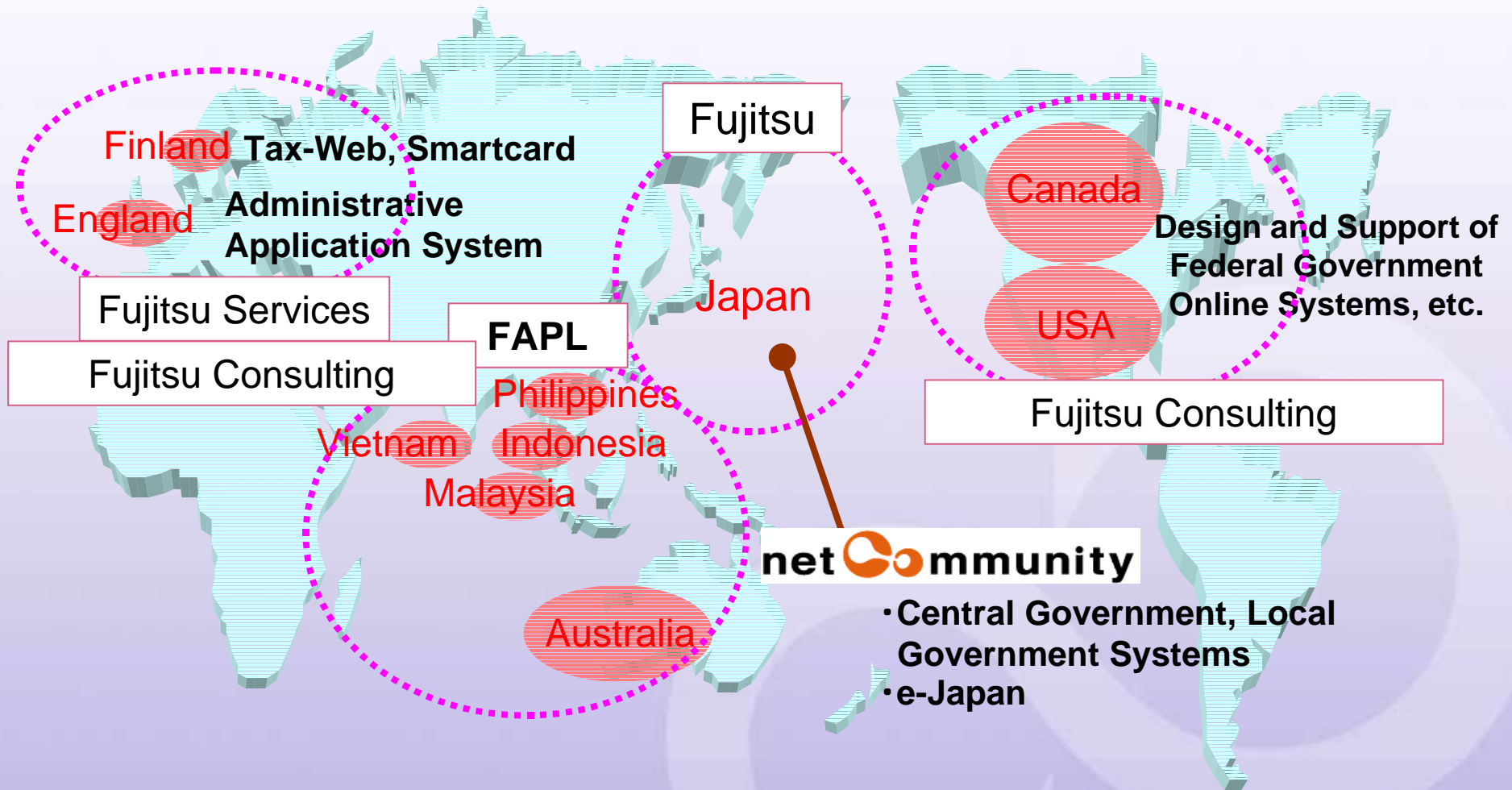
Adopt Customer-Oriented Sales Organization

Promote Fujitsu Brand Principles

Develop Business Emphasizing Long-term
Customer Relationships

Promote Global e-Government Business

Expand Business Through Promotion of Best Practices from Various Countries



Recent Initiatives in Services

New Products, Alliances, Etc.

- Apr. '01 World's First to Introduce EJB Components Compliant with Portability Standards**
- May '01 Announced Medical Information System Alliance with GE Medical Systems**
- Jul. '01 Opened Fujitsu Tokyo System Center (third major system center)**
- Jul. '01 Introduced "Business Support Services" to Assist Customers w/Business Reform**
- Oct. '01 Tokyo Futures Exchange Orders Next-Generation System**
- Nov. '01 Won ¥46.5 Billion Terminal Order from Japan Racing Association**
- Nov. '01 Released "Collabo Agent" Retailer-Vendor SCM Support System**
- Nov. '01 Released "GLOVIA.com v6" ERP Solution for Manufacturing Sector**
- Dec. '01 @nifty Introduces World's First IPv6 Trial Service**
- Dec. '01 Fujitsu and Mitsubishi Chemical Form Alliance in New Genome Drug Technology**
- Dec. '01 Released "RosettaNet Solution Service" for Global B2B**
- Jan. '01 Nordstrom Inc. (US Department Store) Orders 10,000 POS Terminals**
- Jan. '01 TJX Co Inc. (US retail company) Orders 12,000 POS Terminals**
- Jan. '01 Introduced "Secure Package Distribution Service" for Secure Info Exchange**
- Feb. '02 Announced Global Push in IT Services; ICL and DMR Reorganized**
- Feb. '02 Fujitsu and Accenture Join Forces in Total Solutions Business**