

Fujitsu's Services and Software Business

December 2, 2002
Fujitsu Limited

1. Overview of Services & Software

Services & Software: Central to Fujitsu's Business Strategy

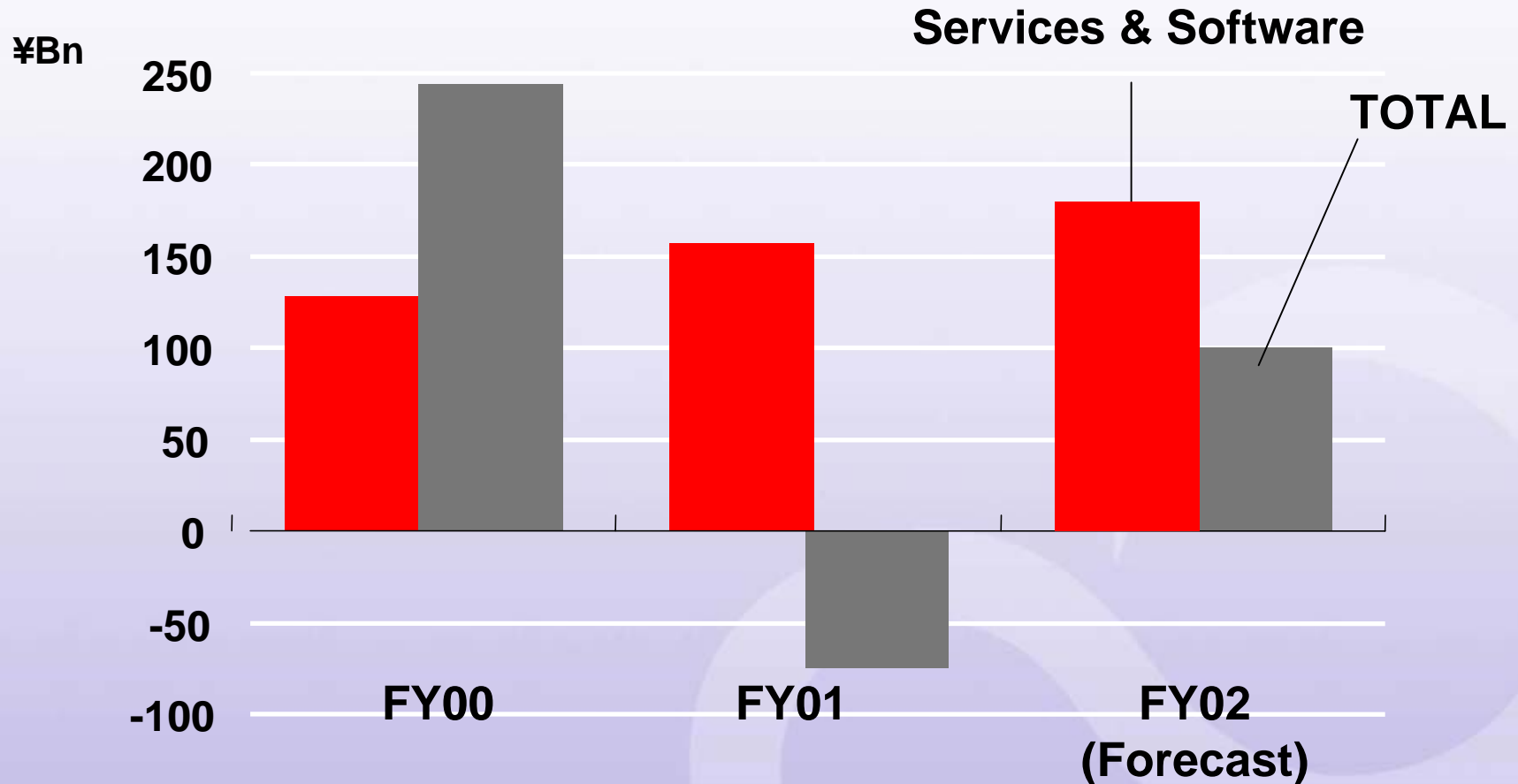
Increasing Share of Overall Revenues

	FY00	FY01	FY02 (Forecast)
Services & Software	37%	42%	44%
Platforms	43%	40%	35%
Electronic Devices	14%	11%	14%
Financing	2%	2%	2%
Other	4%	5%	5%

* Breakdown of consolidated net sales; FY02 forecast as of October 29, 2002.

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Steady Contributor to Operating Income



* Consolidated operating income; FY02 forecast as of October 29, 2002.

Services & Software

Sales and Operating Income Margins (Japan/Overseas)

(billion yen)

		FY2000	FY2001	FY2002 (Forecast)
Net Sales	Japan	1,454	1,534	1,600
	Overseas	559	551	530
	Total	2,014	2,085	2,130
Operating Income Margins	Japan	11%	12%	12%
	Overseas	-5%	-4%	0%
	Total	6%	7%	8%
	Operating Income (billion yen)	128	157	180

Note: Consolidated Services & Software net sales and operating income margins.
Operating income margin is calculated excluding intersegment sales. FY02 forecast
as of October 29, 2002.