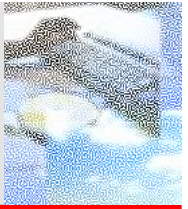


Towards Promotion of OSS Business

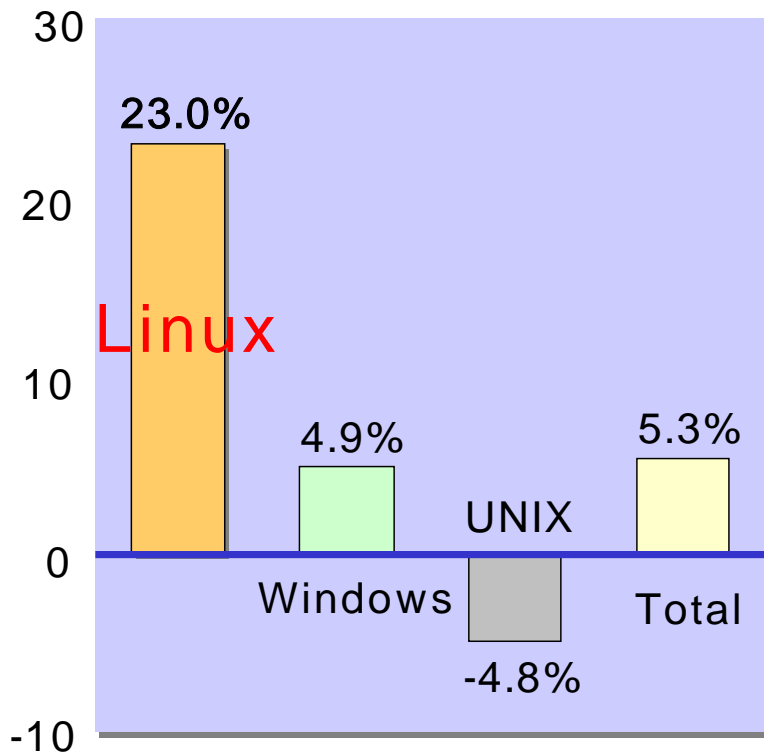
July 28, 2004
Fujitsu Limited
Naoyuki Akikusa

Forecast for Linux market in Japan

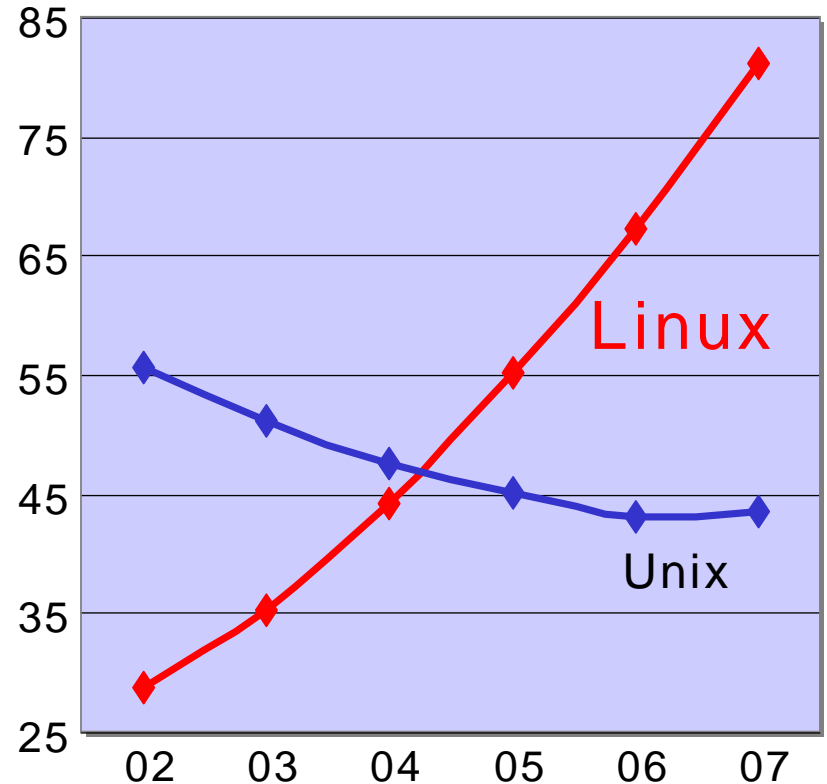


Linux market is growing

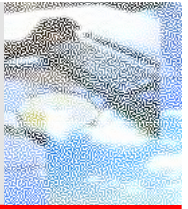
Average growth of OS shipment (%) (2002-2007)



(unit: Linux and Unix shipment thousand)



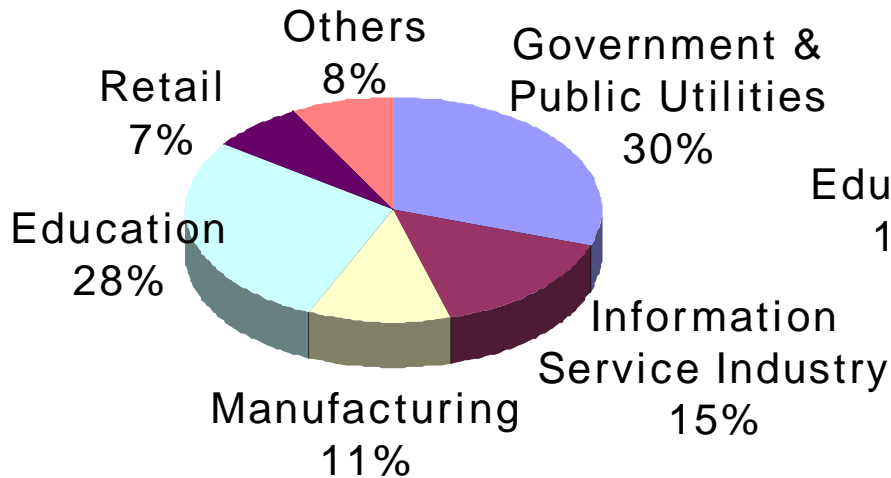
Rapid Growth of Linux



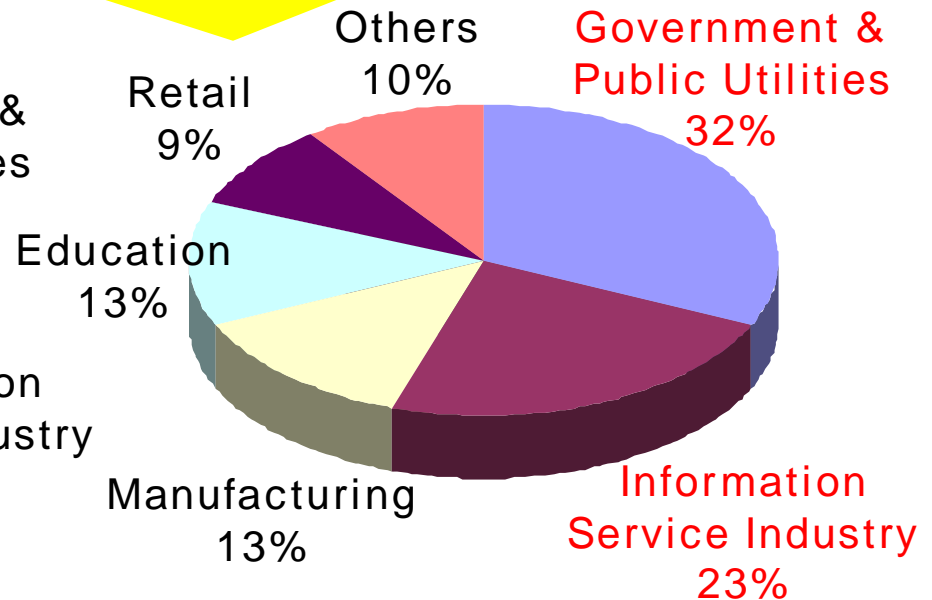
Shipment of PRIMERGY-Linux

66% UP

FY2002

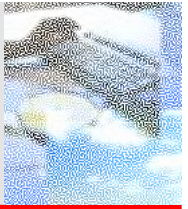


FY2003



Utilization of Linux system is growing, especially for e-Japan applications in Government & Public Utilities and web services in the Information service industry.

HPC System: RIKEN*



IA server with Linux for the HPC system

PC cluster A 512nodes /1024CPUs (CPU:Xeon 3.06GHz)



GigabitEthernet
Network

Total: 1024nodes/2048CPUs
Total Performance :
12.5 TFLOPS

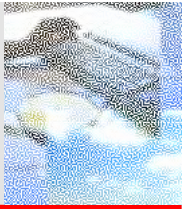


PC cluster B/C/D/E [128nodes /256CPUs] × 4sets

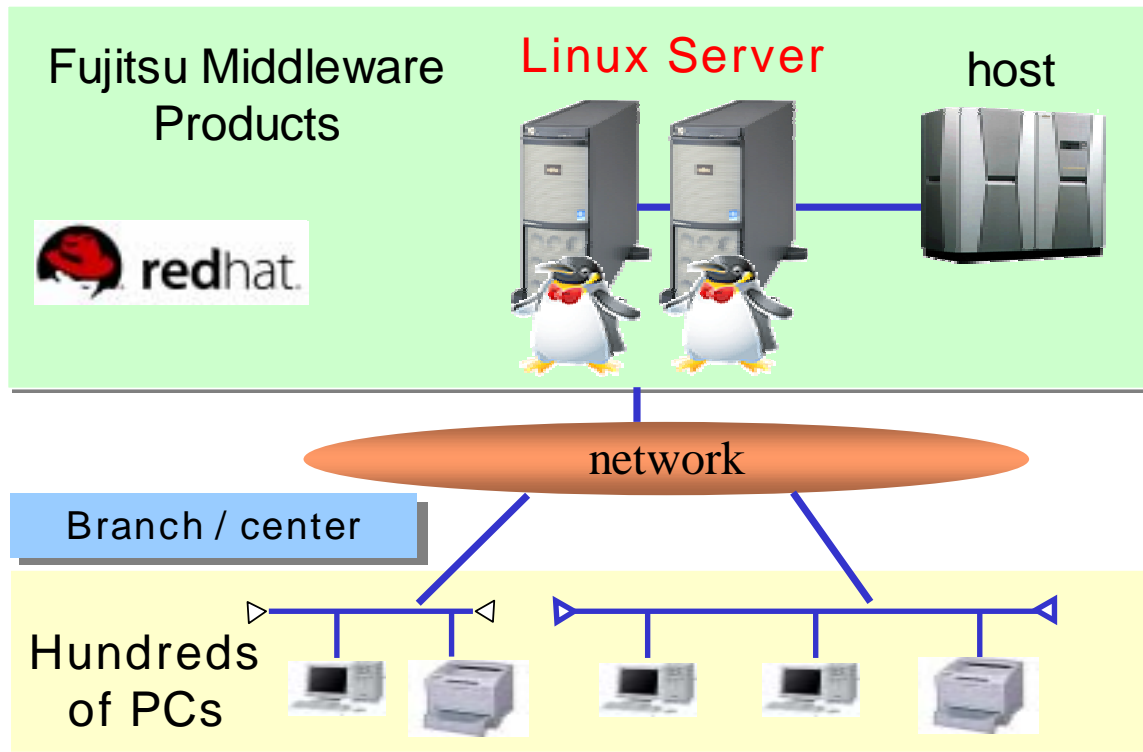
*Rankings: 2nd Largest Supercomputer system in Japan after Earth Simulator; 7th on Linpack Top 500 Supercomputer sites (/ / www.top500.org) (June 2004)

Branch System:

The Bank of Tokyo-Mitsubishi, Ltd.

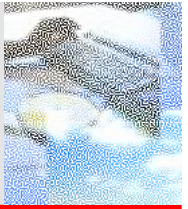


The first Application of Enterprise Linux system in a major bank



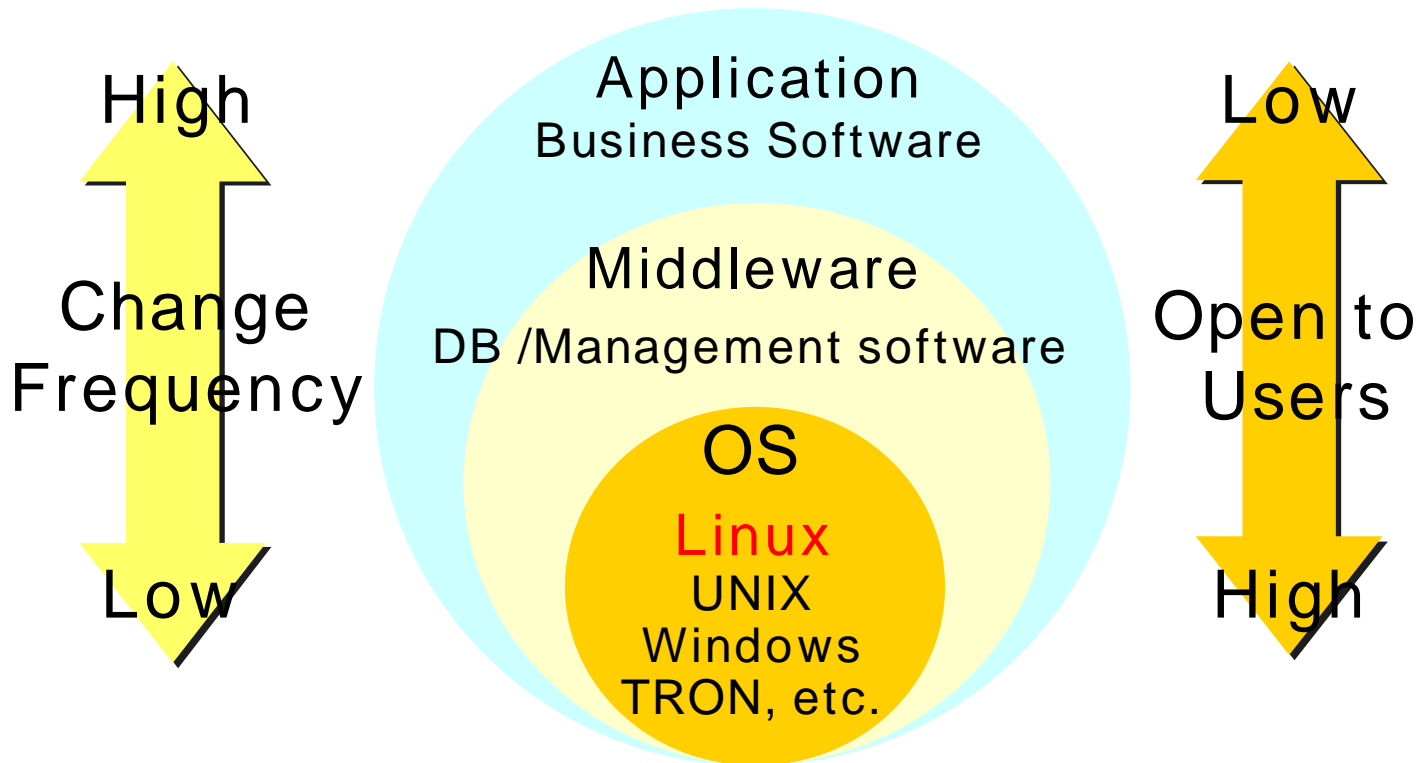
Cut over in the spring of 2005

Linux and Software structure

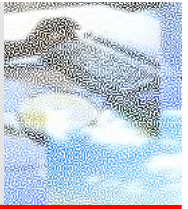


To assure High reliability and High security in total system

➔ Full knowledge of OS structure and Software reliability are required

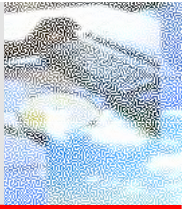


Fujitsu Activities for OSS



- Development Collaboration for Enterprise Linux Server (with Intel)
- Fusion of Interstage (Fujitsu Middleware) and OSS components
- Building good relationship with OSS community

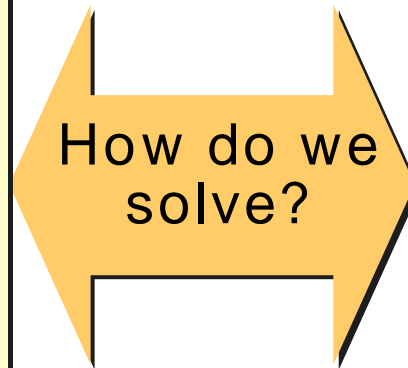
Dilemma with growing OSS business



Software Business

Continual and
credible support

Getting return from
Development
Investment

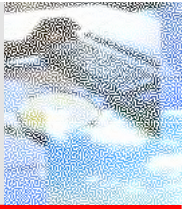


OSS

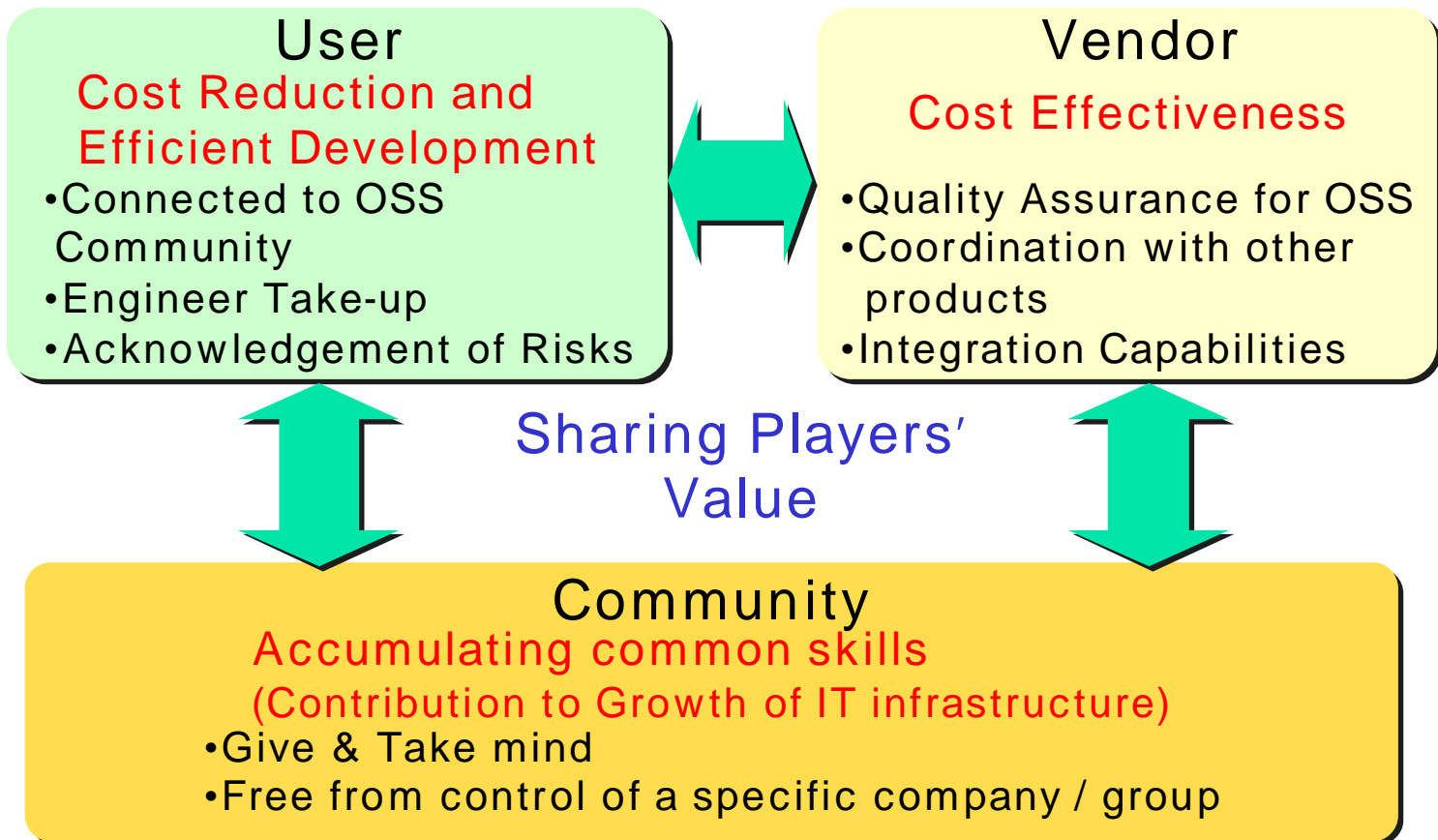
Community
Base

Volunteer
Base

For OSS Business growth



Necessary to build Win-Win relationship



The logo features a red infinity symbol positioned above the word "FUJITSU". The word "FUJITSU" is rendered in a red, serif typeface with a classic, slightly condensed appearance. The infinity symbol is a simple, clean line drawing.

THE POSSIBILITIES ARE INFINITE