

GLOVIA INTERNATIONAL

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*****For Immediate Release*****

Leading Brazilian Television Transmitter Manufacturer Selects glovia.com to Manage Business Operations

Glovia Affiliate Partner, Fotini Informatica, Instrumental in Securing New Business

El Segundo, Calif., May 11, 2004 — Glovia International, a subsidiary of Fujitsu and a leading provider of extended ERP solutions for engineer-to-order and high volume manufacturers, announced today that Linear Electronic Equipment, a world-wide leading manufacturer of television transmitters, has selected Glovia's extended ERP solution, glovia.com, to improve management of critical business processes and visibility of company-wide operations. Glovia's Brazilian affiliate partner, Fotini Informatica, managed all aspects of the sales process and will handle the implementation and support of the product locally, which Linear viewed as a strong selling point during the selection process.

Once glovia.com is implemented, Linear will have a comprehensive, fully integrated solution to manage their entire product lifecycle – from design, manufacturing and fulfillment to installation, service and support. The modular, flexible design of glovia.com also allows Linear to add capabilities as their business grows, their needs change, or as they change business processes.

"Other systems we considered were for more general business use, while glovia.com was specifically designed to meet our manufacturing needs. Fotini's fully dedicated staff did an excellent job of accurately representing Glovia and the functionality of their solution," stated Mr. Carlos Frutuoso, director for Linear. "glovia.com's comprehensive functionality will enable us to achieve control and assess vital company operations that our current legacy solution is unable offer."

Fotini Informatica played an instrumental role in Linear's decision to select glovia.com. With over twenty years experience working in the software industry around the world and recently focused in South America, Fotini was able to address business needs and concerns specific to the region and provide an additional level of confidence to Linear by managing the implementation and supporting the solution locally.

"We are proud of the fact we conducted all the presentations and negotiations in Portuguese," stated George Kiziroglu, president of Fotini Informatica. "This provides the customer with a level of comfort and shows we are truly able to represent, sell, and support Glovia's extended ERP solution from a local company familiar with the business practices and needs of the region."

"Having an affiliate partner with the vast knowledge of and experience with both high technology solutions and the business practices associated with the region will greatly help us expand into Brazil," said Yuji Nakasu, president and CEO of Glovia International. "glovia.com has been developed to support the actual ways manufacturers produce products and provides comprehensive functionality to enable companies, such as Linear, to manage mission critical operations from one simple interface in order to gain control of their operations as well as analyze their overall business performance."

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About Linear Electronic Equipment, Inc.

With 26 years of strong market presence, Linear is a reliable provider of modern technology optimized for TV signals transport and distribution. For several years Linear has been considered the prominent Latin America provider of the largest TV transmitters from Mexico to Argentina, including Brazil. With a production line that includes VHF and UHF TV transmitters from 10W to 5000W and analog and digital microwave systems, Linear has manufactured and installed more than 25,000 transmitters in 40 countries.

Supported by a highly trained and qualified staff of 160 employees and by a wide scale of modern test instruments, machinery and tools, Linear always has high quality, high volume production capabilities available in a short period of time. Linear is always ready to present the best solution for TV broadcasting. For more information about Linear and their products please visit www.linear.com.br.

About Fotini Informatica

Fotini has been in the software market for over 20 years and is specialized in rapid development of business critical solutions, having vast experience in implementations of large applications in short periods, in several industries in more than 30 countries all over the world.

Fotini was founded by George Kiziroglu the current president and owner of the company. Fotini's mission is to provide to their clients high level, flexible and integrated applications to their business, so the solution fits their business needs. Fotini has in the past been involved in the following vertical markets: Manufacturing, Telecommunications, Health Care, Transportation and Logistics, and Food. For more information on Fotini and the services and products they offer please visit www.fotinisystems.com.br.

About Glovia International, Inc.

Glovia International, Inc., a subsidiary of Fujitsu (Tokyo Stock Exchange: 6702), is one of the world's most experienced and solidly backed providers of extended ERP solutions for businesses of any size – from small and mid-sized companies to global enterprises. The powerful and flexible Glovia ERP suite, glovia.com, provides for the unique needs of engineer-to-order, make-to-order, high volume and mixed-mode manufacturing environments through comprehensive, end-to-end functionality for the entire product lifecycle. Headquartered in El Segundo, Calif., Glovia has helped manufacturers to cut costs, improve productivity, and meet customer demands for over 30 years. For more information, please visit www.glovia.com or call (800) 223-3799.

About Fujitsu

Fujitsu is a leading provider of customer-focused IT and communications solutions for the global marketplace. Pace-setting technologies, highly reliable computing and communications platforms, and a worldwide corps of systems and services experts uniquely position Fujitsu to deliver comprehensive solutions that open up infinite possibilities for its customers' success. Headquartered in Tokyo, Fujitsu Limited (TSE:6702) reported consolidated revenues of 4.7 trillion yen (US\$45 billion) for the fiscal year ended March 31, 2004. For more information, please see: www.fujitsu.com.

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