



Sweda Canada takes on ISS45

February 20, 2001

FUJITSU-ICL EXPANDS PRESENCE IN CANADA

SWEDA CANADA INC. AGREEMENT DELIVERS FUJITSU RETAIL SOLUTIONS TO SUPERMARKETS

NEW ORLEANS, Feb. 20, 2001 — Fujitsu-ICL Systems Inc. and Sweda Canada Inc., the largest retail technology provider in Canada, announced today a partnership in which Sweda offers Fujitsu point-of-sale solutions to small- and mid-sized supermarket retailers in six key Canadian markets.

The agreement, effective immediately, allows Sweda to resell Fujitsu's TeamPoS® 2000 point-of-sale (POS) system and ISS45 POS software to independent and grocery chains in Ontario, Quebec, New Brunswick, Nova Scotia, Prince Edward Island and Newfoundland. Terms of the agreement were not disclosed.

"Fujitsu-ICL has rock-solid technology, market presence and a reputation for offering superior, scaleable and serviceable hardware and software," said Jack Bartholomew, president of Sweda Canada, based in Toronto. "The TeamPoS 2000 and ISS45 software are ideal for the small and mid-sized supermarkets that need flexibility, affordability and ease of use." Bartholomew projects that there are at least 10,000 grocery stores throughout Canada requiring just this type of scaleable, Windows NT®-based solution.

Ron Omohundro, executive vice president and general manager of Fujitsu-ICL's transaction systems division, says the Sweda agreement presents an ideal opportunity for Fujitsu to further expand its Canadian presence.

"This agreement with Sweda, the largest provider of retail technology solutions in Canada, gives us a significant opportunity – and advantage – to demonstrate to Canadian retailers the Fujitsu difference in terms of retail hardware, software and service," said Omohundro. "Signing with Sweda is one of the best ways for Fujitsu to further expand its presence in North America."

Fujitsu's TeamPoS 2000 is a complete point-of-sale system that reduces total cost of ownership, improves customer service, supports advanced Customer Relationship Management programs and simplifies how retailers manage, expand and maintain their in-store technologies. The TeamPoS 2000 is based on the most widely supported industry standards and supports the richest POS applications for both fat and thin-client architectures. Fujitsu's ISS45 software is a proven, reliable software application specifically tailored to supermarkets. Its reliability and open-systems design allows supermarket retailers to perform with precision, no matter the mix or number of peripherals.

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ABOUT FUJITSU-ICL SYSTEMS INC.

Fujitsu-ICL Systems Inc. is a subsidiary of Fujitsu Limited (TSE: 6702), a \$50 billion provider of Internet-based information technology solutions for the global marketplace. The company supplies bricks-and-clicks solutions that build on its established market leadership in retail and financial systems with innovative, Internet-based customer relationship management technologies.

Its Transaction Systems division has almost 30 years experience in providing hardware/software solutions and services for retail point-of-sale (POS), specialized mobile computing and automated-teller-machine (ATM) applications. Its Transaction Applications division provides retail POS software applications and Internet-enabled customer relationship management (CRM) solutions that enable its clients to build high-value, personalized relationships with their customers.

Web sites: www.fjicl.com, www.fujitsu.com

ABOUT SWEDA CANADA INC.

Sweda Canada Inc. is a total solution provider focused exclusively on the retail industry. Established in Canada in 1957, Sweda Canada Inc. has been providing systems, services and support to customers nationwide for more than 40 years. Worldwide, Sweda has been providing innovative retail solutions to the global market since 1936. Operations worldwide, through Sweda Asia and Innovax Concepts Corporation, currently span North America and Asia.

Web site: www.sweda.com

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