

## Message from the new President of FUJITSU COMPONENT LIMITED

I, Nobutake Matsumura, recently took office as the President and Representative Director of FUJITSU COMPONENT LIMITED (hereinafter referred to as FCL). We thank you for your continued patronage of FCL products.



**Nobutake Matsumura**  
President and Representative Director

In 1995, Fujitsu Takamisawa Component Limited was established through the merging of the electromechanical component businesses of the Fujitsu Group. In 2001, FCL was jointly established through stock transfer as a newly created holding company by Takamisawa Electric Co., Ltd. and its acquiring company, Fujitsu Takamisawa Component Limited, and was listed on the Second Section of the Tokyo Stock Exchange. Six years have passed since that time. Under the direction of former president Ono, we began various efforts toward a shift to a for-profit organization, including production innovation activities utilizing the Toyota Production System (TPS). We have been profitable since 2003, and a corporate restructuring is underway. As we develop the company's foundation, we also endeavor to strengthen the organization and conduct management operations with a strong intention to reconstruct and grow the company.

We believe that the keys to growth lie in "Strengthening our development proposal ability" and "Global development." To strengthen our development proposal ability, it is necessary to increase the human resources to develop design, production, dies, etc., and to systematically pass-on this knowledge about our accumulated core technologies. We have already changed the engineer training curriculum and have commenced the training for mid-level engineers. FCL handles discrete products, such as relays and connectors; input/output devices, such as keyboards, touch panels, and thermal printers; network products, such as KVM switches; and other electronic components. These mechatronics

products represent the sensibility of the Japanese, and we have achieved satisfactory results for over 50 years. By forwarding our many years of knowledge pertaining to the accumulated core technologies and establishing a system for refining these technologies, we believe that we can develop value-added products that are superior to those of our United States, European, and Japanese competitors and provide them to our customers.

Furthermore, we will institute a system that allows us to support businesses worldwide in the midst of globalization and diversification. We will enhance our production innovation activities in the development and sales divisions, remove communication barriers in the company, and establish a customer-focused system where customer opinions and market demands reach the all corners of the company.

Achieving these will allow us to establish cooperative relationships with our customers, develop value-added products and solutions on a global scale, and make FCL a proactive company that discusses developmental dreams with its customers.

FCL will make continuous efforts to provide "high reliability and high quality," "technical proposal ability," and "cost competitiveness" to become a business partner that assists customers with their timely improvement of products as well as contributes to the environment and society as a responsible company.

We look forward to your continued patronage of our products in the future.