

With Our Business Partners



Our Basic Stance

Based on the statement “We build mutually beneficial relationships” in the Corporate Values of the Fujitsu Way, we seek to build close relationships with our partners, working to create long-term mutual benefit and learning from each other. As good business partners, we wish to enhance each other’s capabilities, aiming at the common goals of sustained growth and prosperity.

Promoting Socially Responsible Procurement

In our procurement activities, we pursue a policy based on harmonious coexistence with our business partners, fair and proper evaluation and selection of suppliers, and the promotion of socially responsible procurement activities. Not just in our own business activities but throughout the entire supply chain, we work together with our suppliers to implement procurement activities grounded in the principles of corporate social responsibility (CSR). In March 2006, we articulated a basic stance on procurement under the theme of “promoting CSR-conscious procurement,” and at the same time published CSR Procurement Guidelines outlining for our business partners various CSR related considerations we require in order to do business.

In fiscal 2007, to further strengthen CSR procurement, we not only performed a survey of the state of CSR in our business partners in Japan but also confirmed the status of CSR in individual overseas partners, primarily those in Southeast Asia.

In fiscal 2008, we added the state of CSR management to the standards by which we assess our business partners and, for those in Southeast Asia, we have started to promote global CSR procurement by giving briefings that explain CSR.

 **Fujitsu Procurement Policy and CSR Procurement Guideline**
<http://www.fujitsu.com/global/about/procurement/policy/>

Collaboration with Business Partners in Procurement

Promoting Green Procurement

We have set out the basic requirements for environmentally sound procurement of parts, materials and products in the “Fujitsu Group Green Procurement Direction” and are working with our business partners on green procurement activities (see page 67).

In the Stage V Fujitsu Group Environmental Protection Program, to promote further reductions in environmental burdens, we requested cooperation from our business partners in configuring, operating and enhancing their environmental management systems (EMS). In practical terms, we held explanatory meetings urging them to further advance and acquire third-party accreditation of their EMS and/or comply with the Fujitsu Group Environmental Management System (FJEMS).

Also, to achieve the proper control of the use of chemical substances in products throughout the entire supply chain, we are asking partners to cooperate in applying the guidelines issued by JGPSSI*1 by forming a CMS*2 to strengthen control of the chemical substances contained.

*1 JGPSSI

Abbreviation for the Japan Green Procurement Survey Standardization Initiative.

*2 CMS

Chemical substances Management System.

 **Fujitsu Group Green Procurement Direction**
<http://www.fujitsu.com/global/about/procurement/green/>

Fujitsu CSR Procurement Guideline

1. Protection of the Global Environment

Complying with the Fujitsu Group Green Procurement Direction, we promote the establishment of environmental management systems (“EMS”), and we aim to supply products and services that involve low environmental load and do not contain hazardous substances.

2. Compliance with Laws and Regulations

We adhere to applicable laws, regulations and accepted social practices governing our local and global businesses.

3. Respect for Human Rights, Labor, Health and Safety

- We respect individuals’ human rights and do not unfairly discriminate against people based on race, color, religion, creed, sex, social status, and physical or mental disability, and we do not engage in human rights abuses such as sexual harassment. Also, we do not induce anybody to infringe such human rights.
- We establish comfortable work environments for the security and health of our employees.
- We do not use child labor or any form of forced or compulsory labor.

4. Assurance of Safety and Quality of Products and Services

We maintain high standards of safety and quality in our products and services.

5. Maintenance and Promotion of Information Security

We maintain and promote information security in order to properly protect our own information and information systems and those of third parties.

6. Fair Trade and Corporate Ethics

1. Fair Trade

We promote fair, transparent and free competition and do not engage in any illicit trade.

2. Protection of Confidential Information

We maintain and promote proper handling of confidential information, including third parties’ confidential and personal information.

3. Protection of Intellectual Property

We strive to obtain, maintain and utilize the intellectual property of others, understanding the role that intellectual property plays as an important resource to underpin organizations’ business activities.

4. Prohibition of Bribes

We do not engage in any bribery of public officials or any similar activities, or any corruption, extortion, or appropriation through the abuse of one’s position in the organization.

Promoting CSR in Collaboration with Our Business Partners

●CSR Seminars

In November 2007, Fujitsu held a meeting to brief some 180 business partners on CSR. The briefing covered the principles of Fujitsu CSR Procurement and the Fujitsu CSR Deployment Guidebook (which conforms with the JEITA Supply Chain CSR Promotion Guidebook), etc.

Simultaneously with the briefing, we carried out a questionnaire-based survey of the state of our partners' implementation of CSR. In February 2008 we gave them feedback on the results of the survey and requested them to make their own improvements.

In future, as well as continuing the above CSR surveys, we intend to promote CSR procurement while considering the need to create a support framework for those partners who need to make improvements.



The Fujitsu CSR Deployment Guidebook

●Rigorous Compliance

The Group is working to ensure rigorous compliance throughout the entire supply chain including business partners.

The rapidly deepening recession in the second half of fiscal 2008 formed a severe operating environment for procurement in manufacturing industry, but Fujitsu worked in good faith, giving precedence to full compliance with the laws governing procurement transactions, including the law on subcontractors and the Worker Dispatch Law.

Also, in the period from December 2008 through January 2009, we held trainings that directed the attention of management and workers in our major solutions-related partners towards legal-compliance issues.

●Promoting Information Security Measures

The Group's efforts since fiscal 2006 to strengthen information security have proved effective, stopping the use of file-swapping software, a major cause of information leakage, but there are still occasional accidents due to the careless loss of entry passes and mobile phones, or the theft of briefcases, etc., so we cannot claim to have eliminated the problem. We are therefore continuing with efforts to prevent reoccurrences and further strengthen information security (including measures to protect personal information) within the Group.

In fiscal 2008, working with business partners who perform software development and services or who manufacture some of our hardware, we have mainly taken the following approaches:

- Information Security Seminars (May 2008 through Jan. 2009)
A total of some 3,000 companies and 4,000 individuals.
- Questionnaires on the status of our business partners' information security measures (Nov. 2008 through Jan. 2009)
- Audits (on-site) of the information security measures of our business partners (Apr. 2008 through Mar. 2009)
A total of some 200 companies.

Particularly, we have carried out information security audits of our business partners to verify the state of their operational management of confidential information. If a major problem is discovered, and if subsequent improvements are not apparent, we review our dealings with that company and implement a cessation of new orders to that company as necessary.

Our System for Evaluating Business Partners

In 1997, Fujitsu established its suppliers' performance review (SPR*1) system. Since then, to strengthen our business partnerships, we have introduced a total evaluation program to some 220 of our main suppliers based on this system and it covers their quality, technology, price, supply, environment and reliability.

Also, from fiscal 2008, in the category of "environment and reliability" we have added evaluation standards for the status of our partners' CSR and information security.

For partners in our solutions business, we set up a similar review system (PPR*2) in 2004, and extended this in 2008 to each of the partners of some 20 Fujitsu Group companies.

- *1 SPR
Suppliers' Performance Review
- *2 PPR
Partners' Performance Review

Social Gatherings with Our Business Partners

Since 1997, Fujitsu has held social gatherings with business partners. At these gatherings, as well as presenting letters of thanks to suppliers who have made exceptional contributions, Fujitsu seeks to encourage stronger cooperation by sharing purchasing policy based on the Fujitsu business plan. The fiscal 2008 meeting was held in January 2009, attended by representatives from some 300 companies.

With Our Customers

With Our Employees

For Our Shareholders and Investors

With Our Business Partners

With Global and Local Communities

For the Environment