

For Our Shareholders and Investors

We carry out our responsibilities to shareholders and investors by paying a fair return from profits and disclosing information in good faith.

Basic Policy on Returns to Shareholders

Our basic policy is to provide shareholders with a stable return and to secure sufficient internal reserves to strengthen our financial position for future growth and improved profitability in the mid to long term.

For fiscal 2004, we increased our dividend by three yen per share to six yen for the year.

Basic Policy on Information Disclosure

We recognize that timely and appropriate disclosure of company information to shareholders, investors and securities analysts is the bedrock of a healthy securities market. Based on this awareness, we disclose information in accordance with Japanese securities and exchange law and with disclosure regulations for stock exchanges where Fujitsu stock is listed. Also, it is our policy to disclose information promptly, accurately and fairly whenever it may affect investment decisions, even without any regulatory obligation and when it may be adverse to Fujitsu.

Timing of Annual Shareholders' Meeting

In order to have as many as possible of our shareholders attend, we schedule our shareholders' meeting to avoid days when many other such meetings take place in Japan. Also, in consideration of the needs of our overseas shareholders, English agendas for the meeting and ballots for the exercise of voting rights are dispatched about three weeks in advance.

Since fiscal 2002, we have introduced a means to enable shareholders to exercise their voting rights using the Internet.

Communicating with Shareholders and Investors

We are actively involved in IR activities in Japan and abroad, including briefing sessions for institutional investors and securities analysts, responding to individual requests from investors, visiting Japanese and international investors, and transmitting information through the Fujitsu website.

We also disseminate press releases, thus providing information through the media to individual investors and to society.

A Variety of Meetings for the Investor Community

In addition to briefings on financial results, we provide a variety of presentations on management policy and specific business briefings targeted



Management direction briefing



Business briefing

at institutional investors and securities analysts.

In these presentations, senior managers speak on various topics: the president discusses the broad management picture, top executive officers use financial data and other materials to describe business conditions, presidents of the various business groups speak about practical strategy and executive officers speak on conditions at the front lines. Besides these presentations, we also hold small-scale meetings when appropriate, and respond to individual requests on a one-on-one basis.

For overseas institutional investors, we hold road shows twice a year in Europe and North America, and local staff also visit investors. In addition, we strive to provide the same level information to overseas parties as to those in Japan. For example, we have set down the principle of simultaneously posting important press releases in English and Japanese on our website.

Communicating with Individual Shareholders and Investors

For individual shareholders or investors, we prepare and send out interim and year-end financial reports. We promptly disclose IR materials used at analyst briefings or materials and images from the year-end presentation of results on our website, utilizing PDF files and streaming technology. We have also placed an inquiry form on the website for two-way communication.

From fiscal 2004, we began inviting individual shareholders to Fujitsu Forum* so that they might gain a more concrete understanding of the company.

* **Fujitsu Forum:** An annual exhibition that includes lectures and seminars by knowledgeable persons within and outside the company, as well as the latest solutions we are offering to customers to meet the challenges they face.