

With Our Business Partners

We value our cooperative relationships with business partners and deal fairly with them.

Procurement Policy

On December 10, 1991, we established guidelines to ensure fairness and transparency in our procurement activities in Japan and abroad.

These guidelines are the foundation of the procurement policy we have been following since then.

Procurement Ties with Our Business Partners

Amid increased interest in activities whereby a business carries out its social responsibilities, such as environmental protection, legal compliance and risk management, we are fulfilling our social responsibilities in the supply chain through such means as our "Green Procurement" efforts. Going forward, we will define concrete procurement standards and conduct our activities in accordance with them.

Green Procurement

Implementing a comprehensive environmental management system (EMS), including obtaining ISO14001 certification, is becoming an indispensable condition for moving forward as a global business. We are therefore advancing our environmental management system throughout the Group. Aiming to further reduce environmental burdens in the supply chain, we have set forth the Fujitsu Group Green Procurement Direction in cooperation with our business partners, and we plan to expand the list of applicable items to encompass all procurement.

In order to implement this plan, we are requesting that our business partners build their own environmental management systems and totally phase out designated hazardous substances, and we will check on their progress using various types of surveys. For business partners who are not able to meet the standards, our purchasing and other related departments will provide consistent support to help them build, operate and firmly establish an EMS (see P57).

Basic Posture Regarding Procurement Activities

1. Coexistence and Mutual Prosperity with Our Business Partners

We procure the necessary raw materials, parts and services for producing and developing our products from many and varied business partners. We then add value to these materials and provide them as a finished product. In other words, many of our products are made with the cooperation of our business partners.

In these cooperative relationships, we have built up long-term relationships of trust through many years of continued hard work together. We aim for a relationship of coexistence and mutual prosperity where each as a good partner enables the other to work the more effectively so that we can continue to prosper together.

2. Based on Fair and Impartial Evaluation, Select Business Partners in Japan and Overseas without Prejudice

We choose our business partners based on an overall evaluation of the economic rationale, including factors such as the company's reliability, technological capabilities, the attributes of the required articles or services (specifications/quality/performance, etc.) and the conditions under which they will be provided (delivery date, price, etc.)

Integral with the above overall evaluation, we are committed to selecting business partners without discrimination regarding the size of the business or whether it is in Japan or overseas. We will always offer impartial and fair entry opportunities to any and all those wanting to become new business partners, and we will make every effort to respond responsibly to all such requests.

3. Comply with Laws and Social Standards

Our employees comply with laws and social standards, whether in Japan or abroad, and are not to violate them under any circumstance.

Those involved in procurement activities are to fully understand the laws that relate to such activities (anti-monopoly laws, subcontracting laws, foreign-exchange laws, etc.). In addition to their efforts to comply with the letter of the law, they also respect the spirit of the law as they carry out their business.

Procurement in Keeping with Corporate Social Responsibilities

In order to carry out procurement in accordance with the concepts embodied in *The FUJITSU Way*, we plan to ask our business partners for cooperation as follows.

Procurement in Keeping with Corporate Social Responsibilities

1. Respect human rights, prohibit unfair discrimination
2. Comply with laws and regulations
3. Maintain confidentiality and protect personal information
4. Protect intellectual property
5. Reject unethical behavior
6. Act with fairness in business dealings
7. Secure workplace safety and health
8. Prohibit child labor and forced labor

EMS Improvement Seminars

We held presentations on "Upgrading Your EMS" over April and May of 2005 for about 1,000 Fujitsu Group business partners as part of our Green Procurement efforts in Japan. At the presentations, we encouraged these business partners to obtain ISO14001 certification. Even greater efforts to help cope with global environmental problems will be required as the EU directive on the restriction on hazardous substances (RoHS) and the Kyoto Protocol come into effect. We will therefore expand the reach of Green Procurement throughout the supply chain through continued efforts with our business partners.



"Upgrading Your EMS" presentation