

Summary Translation of Question & Answer Session at Sustainability Briefing for Media Members, Investors and Analysts, and Industry Analysts

Date: December 10, 2024

Location: Live-streamed via Webcast Studio from Fujitsu Technology Park

Presenter: Takashi Yamanishi, Corporate Executive Officer, EVP, CSSO

Questioner A

Q1: I believe that you have various expertise related to supply chains, and you have also handled GLOVIA and ERP. So, including what was mentioned about both financial and non-financial indicators, could you please share with us the background behind Fujitsu being a leader in this field and successfully developing the ESG Management Platform?

A1: Fujitsu advocates for data-driven and purpose-driven management. Even in Fujitsu's sustainability initiatives or contributions to achieving a sustainable society through our digital services, we believe that data-driven management is a key factor. It is from this perspective that we have established our technologies and product portfolio and have, for example, developed technologies, including secure data conversion technologies, such as our blockchain technology, and technologies that extract and analyze data from multiple internal and external data sources. As a result, we have successfully developed our ESG Management Platform. This achievement was also realized with our knowledge that we have acquired through discussions with suppliers and participating in creating the standards for the World Business Council for Sustainable Development (WBCSD) from the beginning.

Q2: I believe that you also made various announcements, such as this regarding your climate change initiatives at the COP29. Please tell us what the reaction has been and what significance this has.

A2: In terms of reactions, we believe that our initiatives, including being the first in the world to announce solutions that conforms with methodologies such as Green × Digital Consortium and Partnership for Carbon Transparency, as well as starting activities that involve the actual supply chain, have been highly regarded, including by the WBCSD. In addition, although this might be more of a discussion of the COP meeting as a whole, by participating in it, we have come to understand that the expectations for digital technology, including data collaborations, in regard to solving societal issues are incredibly high.

Questioner B

Q1: Does the ease of use of the ESG Management Platform change depending on which ERP the customer is using, such as, for example, SAP and GLOVIA?

A1: The ESG Management Platform is not a service that is dependent on a specific ERP.

Q2: For product carbon footprints (PCF), I believe that it would be easy to collect the information if you use electronic data interchange, but would it also be possible to extract PCF data from transactions in which the supplier is not constantly connected to the network, such as ad hoc transactions, or in which the supplier uses the purchase management system Maintenance, Repair and Operations for items such as equipment and supplies?

A2: Yes, it is possible. It is because we have conformed to industry and global standards taking into account such versatility.

Q3: Is my understanding correct that customers such as, for example, those in the manufacturing industry with an extensive supply chain are able to flexibly use the ESG Management Platform?

A3: Yes, that is correct.

Questioner C

Q1: I believe that you have set sustainability transformation as one of the missions of Fujitsu Uvance. Sustainability and business are essentially seen as hard to coexist with each other, so I would like to hear your thoughts on the relationship between these two things.

A1: My thoughts are that Fujitsu's business, or Fujitsu itself, must have a growth in profitability that is sustainable as we tackle sustainability. For example, I believe that there are limits to the amount of money that can be spent on donations and charity, and that to make a significant impact, we must have solid growth as a business and be profitable.

Q2: To be a bit more straightforward with my question, between sustainability and business, which do you believe should come first?

A2: I believe that sustainability should come first.

Questioner D

Q1: What do you believe motivates the supplier companies your company hopes to engage with to cooperate in and understand the significance of sustainability initiatives?

A1: Each of the companies has announced their initiatives for sustainability, and many are working to reduce carbon emissions. In the midst of this, one of the efforts these companies have made is to support Fujitsu's activity. The twelve companies that have worked alongside Fujitsu in this effort were partners in the layers of the supply chain for such things as components. They are, of course, also receiving similar requests from companies other than Fujitsu or are anticipating receiving such requests, so we believe that they felt that there was a benefit to being ahead of the curve in tackling this.