

With Our Business Partners

We value cooperative and harmonious relations with our business partners and engage in responsible business practices.

Along with acting in accordance with the rule to “act with fairness in our business dealings” articulated in *The FUJITSU Way* code of conduct, we place great value on cooperative and harmonious relationships with business partners in procurement activities, an area in which we take our social responsibilities seriously, and work in close collaboration with

Initiatives in this Area

- Promoting socially responsible procurement
- Collaboration with suppliers in procurement



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 our supply chain, we work together with our suppliers to implement procurement activities grounded in the principles of corporate social responsibility (CSR). In March 2006, based on *The FUJITSU Way*, we articulated a basic stance on procurement under the theme of “promoting CSR-conscious procurement,” and at the same time published new CSR Procurement Guidelines outlining for our business partners various CSR-related considerations we require in order to do business.

These guidelines stipulate items concerning conservation of the global environment, legal compliance and other issues; explain how business partners can comply with them; and urges them to do so.

In fiscal 2007, as another concrete step in promoting CSR considerations in our supply chain, we plan to carry out a survey of our business partners’ handling of CSR issues. We will also strengthen our CSR-related support activities, including providing assistance to help business partners construct environmental management systems and holding briefings on CSR issues.



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

Fujitsu CSR Procurement Guidelines

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.

Collaboration with Business Partners in Procurement

Advancing Green Procurement

We have set forth our 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 activities in this area. In the Stage IV Fujitsu Group Environmental Protection Program, to promote even further reductions in environmental burden, we put importance on having our business partners create environmental management systems (EMS) and acquire third-party accreditation, such as ISO14001. As a result, as of November 2006 we achieved the target of increasing to 100% the procurement ratio from suppliers who have implemented an EMS (see page 37).

We carefully follow trends in environmental regulations on products and have revised some of our Green Procurement Direction accordingly. Going forward, in addition to existing requirements that suppliers establish EMS and strictly observe regulations on specified chemical substances, we will also require suppliers to construct chemical substances management systems (CMS*).

We are committed to working together with our business partners to assure strict compliance with global environmental regulations and pursue environmental activities across our supply chain.

* CMS

Management systems for use of chemical substances in products



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

Information Security in Collaboration with Our Business Partners

Recently there has been a marked increase in the number of information security incidents, such as the loss or theft of notebook PCs or storage media, or data leakage due to infected file-sharing software. We are strengthening our Group-wide internal information security measures (including measures to protect personal information) to prevent the occurrence or reoccurrence of such incidents.

For example, in 2006, continuing activities begun in 2005, we carried out the following initiatives in collaboration with some of our software development, service, and hardware product partners.

- Information Security Seminars
(September 2006 to January 2007) (A total of 53 seminars with approx. 2,300 companies in attendance)
- Questionnaires on the status of our business partners' information security measures
(November–December 2006)
- Audits (on-site) of the information security measures of our business partners
(April 2006 to March 2007)
(This program covered roughly 560 companies.)

In working with business partners, if we provide them with confidential information regarding Fujitsu or a Fujitsu customer, we conclude a contract that stipulates an obligation of confidentiality, and we require that our partners take measures to assure strict observance of confidentiality that are on a par with those that we maintain. If our customer stipulates measures beyond what we normally provide, we address those individual conditions explicitly in our supplier contracts.

Furthermore, to assure strict compliance with contract conditions and even more thorough information management, we implement the following initiatives, particularly with respect to our software development and service business partners, instructing them in information security and thoroughly auditing their activities.

● Information Security Seminars

We have created explicit and easy-to-understand guidelines on information management, distributing these to business partners and holding briefing sessions for them. Judging by requests for us to allow them to post the guidelines on their



Information Security Briefing

company intranets and to allow their middle management in charge of security to attend these briefings, our business partners have reacted enthusiastically to our efforts to help them bolster information security.

● Information Security Audits

We carry 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.