

## Relations with business partners

# Mutual Trust and Prosperous Coexistence



## Open and Fair Transactions

The Toyota Auto Body Group strictly observes market rules and pursues fair transactions. For each transaction, we are in full compliance for basic contract agreements, and we are making efforts to ensure openness and fairness along with rational and we are creating fair opportunities for entry for domestic and overseas suppliers who desire to have new transactions.

We are also strengthening consolidation with suppliers to build relationships of mutual trust and mutual prosperity.

## Prosperous coexistence with suppliers

We are taking an active part in aiming to establish basic procurement policies of mutual trust and prosperity.

For example, we offer the development center Presentation Room for receiving proposals for new products and technology from our suppliers.

In FY2005, 25 companies used the Presentation Room, resulting in a lively exchange of numerous proposals between the development department and our suppliers.

For communicating important policies of Toyota Auto Body, we also have a procurement policy presentation meeting. In April 2006, 174 companies participated and at the meeting we presented awards to outstanding supplier for their policies on quality and cost.



The convention to present Toyota Auto Body purchasing policy



Awards to the suppliers who displayed significant achievements

We also have activities for deepening mutual brainstorming and exchanges with the aim to be No.1 company in terms of cost, and to be only 1 in terms of technology.

In particular, a research meeting has been set up which involves the three themes of management, quality, and cost. Meetings are held regularly and good mutual communication is achieved through presentations. There are also lectures concerning safety and quality.



Presentation for mutual study and communication

## The Toyota Auto Body Kyowa-kai

The Toyota Auto Body Kyowa-kai, consisting of a supplier's voluntary group of 120 companies, is deepening mutual exchanges and brainstorming for creating the No.1 minivans and SUVs in the world. At our "Superior case presentation" that concerns such a matters as safety and quality, presented their daily research results, and of the participating 82 case examples in FY2005, 11 were selected as superior case.



Superior case presentation

