

Business Partner Relations

Mutual Trust and Mutual Prosperous Coexistence

We at Toyota Auto Body are following a basic policy of the speediest procurement of the finest materials at the lowest cost based on our basic principle of “realizing mutual prosperous coexistence and secure, long-term growth in working toward strengthening our mutual management with the opening of transactions and mutual trust with suppliers serving as a foundation.”

■ Mutual Prosperous Coexistence With Suppliers

■ Procurement Policy Presentation Meeting

Every year, Toyota Auto Body holds a procurement policy presentation meeting.

In April 2010, 194 suppliers came to the meeting, where we explained important policies for this fiscal year for sharing targets.

[Important Policies]

1. Strengthening safety management
2. Quality **kaizen** efforts that are noticeable by our customers
3. Creating competitive costs through introducing RRCI[※] activities

※RRCI (Ryohin-Renka meaning “low-cost non-defective product” Cost Innovation)

Through these activities, we are working toward growing and expanding by even further strengthening coordination with our suppliers.



Procurement policy presentation meeting

Business Partner Relations

■ Supplier CSR Activities

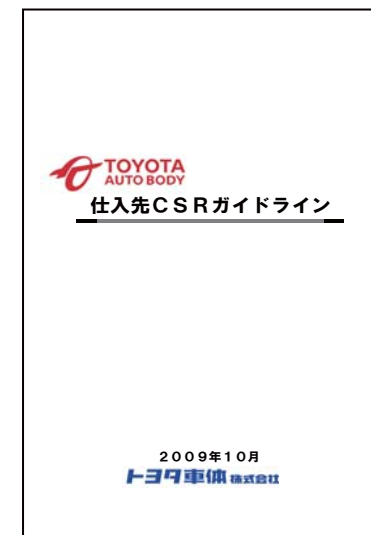
Toyota Auto Body is progressing in sharing CSR Policy activities with Toyota Motor Corporation. CSR activity content is summarized in the CSR Guidelines and we are explaining the content to suppliers and we are looking to achieve cooperation in CSR efforts.

[CSR Guideline Main Points]

Contributing to making an affluent society and comfortable coexistence with the earth through provision of products and service.

[Requests to Our Suppliers]

- Sharing management for CSR
- Request concerning providing products and service
ex.(Product development and manufacturing that is noticeable to our customers)
- Request for processes that make products and services
ex.(Corporate activities that take into consideration compliance, human rights, and society)



 [“CSR Guidelines”](#)

■ Exchanges and Mutual Research With Business Partners

■ Exchanges and Mutual Research at the Toyota Auto Body Kyowakai.

The Kyowakai comprises a Toyota Auto Body voluntary group of 117 companies that aim to deepen mutual research and improvement through thematic and departmental research activities.

In FY2009, in addition to lectures on compliance and safety, there are electronic vehicle lectures as part of our environmental efforts that address the times with pragmatic research activities. In FY2010, we are progressing with activities that incorporate our policy of addressing important management issues.



A compliance lecture meeting