

Restricted - Policy and Commercial

SECRETARY OF STATE'S MEETING WITH MR AKIKUSA (PRESIDENT OF FUJITSU) AND MR NARUTO (VICE CHAIRMAN OF FUJITSU AND CHAIRMAN OF ICL) TOKYO, 13 JUNE AT 1800.

STEERING BRIEF

Horizon: Post Office Automation Project

The speaking notes provided for your meeting with Mr Akikusa and Mr Naruto are deliberately somewhat fulsome in their gratitude to Fujitsu for supporting ICL through the difficulties with the Horizon project. We know that these difficulties caused deep divisions within the Fujitsu Board and that the hard-line element were particularly outraged when told about the accounting provision required by Fujitsu's auditors. It will therefore be important to use the occasion to strengthen the position of ICL's friends on the Fujitsu Board by stressing the importance which the British Government attaches to that support.