

## Customer Management Master Policy

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### Policy Statement

Establishing the right relationship with our customers is central to achieving Fujitsu UK & Ireland's growth objectives. We strive to deploy sales, service, programme, technology and support function (e.g. marketing) resources effectively to ensure that all customer relationships are profitable to Fujitsu UK & Ireland, and that opportunity generation meets the objectives of the company.

Fujitsu observes fair and lawful competition practices, and complies with all applicable competition or anti-trust laws wherever it does business. Fujitsu competes on the basis of the quality and price of its products, services and solutions and has policies addressing fair competition, anti-bribery and corruption.

### Applicability

This policy applies to Fujitsu UK & Ireland. This means all Employees, Contractors and businesses carried on by Fujitsu Services Limited and its subsidiaries and any other company or organisation that is managed by the Chief Executive Officer, Fujitsu United Kingdom and Ireland.

### Policy Owner

This policy is owned by the Executive Director- Public Sector, Nigel Kirby-Green.

### For Further Information

For further details contact Rob Devlen, Strategy and Business Planning Director.

