

EMAIL to Gareth Rhys Williams, Government Chief Commercial Officer, dated 18 January from Paul Patterson Fujitsu Europe CEO:

Gareth,

Thank you for your note and I want to again reassure you of Fujitsu's ongoing commitment to our current business with His Majesty's Government. We remain committed to delivering all of our contracts to the high level of service expected, as covered during our meeting last week.

I wanted to clarify our current thinking, following on from our discussions:

1. It is our intention to pause bidding for work with new Government customers. This is until such time as the Inquiry has reported, or, with prior consultation and support from such new Government customer.
2. In support of Government, where there are existing customer relationships or an agreed need for Fujitsu skills and capability, it is our intention to bid as appropriate in line with public procurement processes.
3. Where we are already actively engaged in a live procurement, we will sensitively assess our continued involvement whilst seeking not to disrupt ongoing procurement processes or disrupt essential Government work.

This is effective immediately and we will be keen to overview detailed contracts at our next engagement.

We will of course keep Vincent as our Crown Representative aware of any bids in process as we already do via the Monthly Strategic Supplier meeting.

Please do not hesitate to contact me on this or any matter for clarity or query.

Yours sincerely,

Paul