

## COMPANY ANNOUNCEMENT

8 December 2011

Dear Colleague,

Stakeholder engagement is playing an increasingly important role in our business success. Engaging key stakeholders effectively can help us identify new opportunities, improve client retention and enhance our corporate positioning.

That's why we have published a document called "Influencing external stakeholders – a guide for managers".

The document is designed to help you better represent Sodexo's interests when engaging with stakeholders, understand our stakeholder engagement strategy at a corporate level and even give you advice on how to influence stakeholders on particular issues.

The guidance in the document will also help you build relationships, develop a better insight into client needs and mitigate risks. Please visit [SodexoNet / our company / what we stand for / better tomorrow plan / stakeholder engagement](#) to find out more.

To complement the publication of "Influencing external stakeholders – a guide for managers" and reinforce our commitment to corporate responsibility, we have also launched a lobbying policy statement.

The policy defines the legal and ethical parameters for any lobbying activity carried out on behalf of the business. Please familiarise yourself with the policy at [SodexoNet / tools & resources / policies / lobbying policy](#).

Kind regards

Tony Cooke  
Government Relations Director, Sodexo UK & Ireland