

15<sup>th</sup> March 2018

Dear Cargil Solutions

I wanted to recognise you at our 2018 Xerox UK Channel Partner Congress to thank you for your considerable contribution to our business.

You have achieved annual equipment revenue growth for the third year running and you continue to deliver substantial unit placements in the A4 marketplace. You have successfully launched the new range of Versalink A4 products into your customer base throughout 2017, clearly demonstrating the benefits of Connectkey and App technology. You have embraced the Innovation Centre to enhance the growth of your business, running a number of successful customer events, working with the Xerox team to deliver presentations that are relevant in today's market.

We would like to thank you for all your hard work, dedication and focus with Xerox and we look forward to continuing our journey into 2018 and beyond.

Yours sincerely,



Carlo Longhi  
Director and General Manager  
UK & Ireland Indirect Channels