



COLLABORATIVE BUSINESS RELATIONSHIP POLICY

Taylor Woodrow is the Civil Engineering Division of VINCI Construction UK Ltd. We construct complex projects in the UK rail, road and energy sectors.

Collaboration is at the heart of our business; we do not complete our projects alone. We recognise that where people work openly, across organisational boundaries, we can all be successful.

Our Business Values create the environment and shape the culture which will allow us to perform to the best of our abilities creating success we can share with all our colleagues, partners and customers.

Our business management system, 'The Way We Work', defines our processes and procedures and allow us to operate with collaboration as a core value. 'The Way We Work' sets out predictable and high performing best practices for management to follow and communicate to our teams, partners and customers.

To continue to be successful, we are always seeking to improve our collaboration skills and therefore we:

- Engage with our partners at the corporate and project level.
- Commit to maintaining and developing our collaborative working framework.
- Ensure our employees are competent in managing collaborative business relationships.
- Assess opportunities for collaboration with customers, joint-venture partners and suppliers.
- Select capable partners who want to work with us.
- Share and communicate our business strategy with partners and customers.
- Plan together, ensuring we assess mutually beneficial value, goals, risks, leadership qualities, management requirements and create effective means of communications.
- Measure joint performance and resolve any issues.
- Learn and develop together.
- Re-assess each relationship's relevance and review improvements.

We communicate this policy to our employees to ensure understanding. It is available via our intranet and to any interested party.

Review

This policy shall be reviewed on an annual basis and as and when necessary to reflect changes in relevant legislation.

Julian Gatward
Managing Director
Taylor Woodrow