

Dear Margaret,

Thank you for sending Mark's letter. Mike Coupe has asked me to respond on his behalf.

I would first like to emphasise that we are committed to supporting our suppliers and partners because it is vital that we all help each other during this challenging time. The businesses we work with are working flat out to supply us with product and going above and beyond to deliver direct to our stores. We are proud to be working alongside them to feed the nation and we will do all that we can to help.

In answer to the specific measures that you identified in your email:

Firstly, on paying suppliers upon delivery. We have committed to pay small suppliers immediately with nearly 1,500 small businesses who have less than £100,000 annual turnover with Sainsbury's benefitting. In addition, we have pledged support to suppliers and partners that we will work collaboratively to support them with vital cash flow where needed. Support will be available to suppliers who find themselves in distress as a result of the ongoing uncertainty and we are encouraging suppliers who would like to hear more to contact us to discuss criteria for support via our Supplier Support team at [together.with@sainsburys.co.uk](mailto:together.with@sainsburys.co.uk) or their regular Sainsbury's contact.

Secondly, on providing a sale guarantee for farmers currently planning their annual field crops. We have already issued our summer programmes, which includes the supply of broccoli until the end of the UK season, so we are committed as per our usual process.

Thirdly, on speeding up the delivery of sales contracts for the dairy sector. Through the Sainsbury's Dairy Development Group and a Cost of Production Model (COP) we already do this and have been offering COP price for over six years for the volume of milk we require.

Finally, on emergency food providers supply of essential products. We are aware that coronavirus is placing huge pressure on foodbanks that we work with. This has been escalated as a matter of priority within Sainsbury's and we are currently working through both our own and industry-wide response to help foodbanks. We hope to be able to provide more information shortly.

I hope this answers all of your questions and concerns and please do not hesitate to get in touch if you have any further questions.

Your sincerely,

Joe Eldridge | Senior Public Affairs Adviser