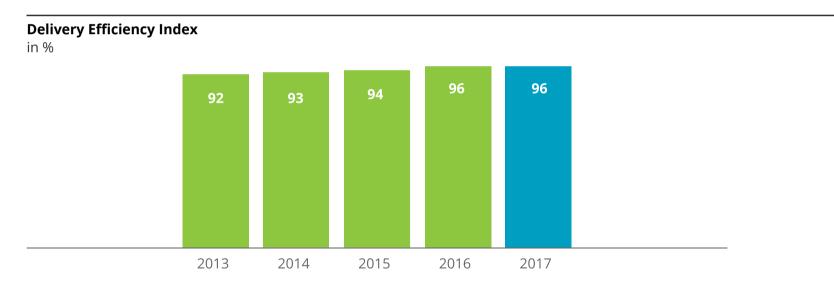
Note 3: Customer service



Delivery

We monitor our service reliability in terms of timely delivery to the customer's premises, aiming to be consistently higher than 95%. In 2017, service performance was 96%.



Responsiveness

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Agreed

Business change is driven by a deeper understanding of customer needs obtained through market research, customer discussions, focus groups and targeted surveys. Results are integrated into the CRM system.

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