

Philips Lighting

April 2011

Dear customer,

Beginning of this year we announced our intention to divest the QL business to QL Company B.V. in the Netherlands. Meanwhile Philips and QL Company have prepared the transfer and plan to close the deal on June 6th, 2011. This means that from this date onwards, QL Company will be your partner for QL systems.

The production of QL lamps remains at the same location with the same machines, processes, materials etc, so you can expect the same quality as you are used to.

Philips Lighting, will remain your contact for QL systems until June 5th, 2011. You can order as usual with your Philips contact until May 24th, 2011 with a requested delivery date until June 3th, 2011. Orders already placed and accepted by Philips with delivery dates after June 3th, will be shipped and invoiced by QL Company under the same conditions as agreed with Philips. All existing warranty obligations will be transferred to QL Company per June 6th.

You can place your new orders for deliveries at QL Company as of May 24th, 2011. These orders will be confirmed and shipped after June 6th. Attached you will find the vendor data of QL Company. QL Company will inform you separately regarding their proposed distribution set up in each region.

Our local Key account manager will be able to support you, during this transfer process.

We would like to thank you for your continued business and cooperation for so many years in this business. We will stay your partner for all other parts of our product portfolio and look forward to continue serving your business as usual for these products.

Kind regards,

(local KAM).

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