



July 3, 2018

Re: Price Increases

Dear Philips Advance Customers,

Philips Advance is implementing a general price increase on select LED product families, **effective with product shipments from August 15, 2018**. Specific pricing will vary by category.

The last date for invoicing shipments on existing orders at current price levels is August 14, 2018. All existing orders processed for shipment after this date will be invoiced at the updated price schedule.

Updated price schedules will be available in electronic format on or before July 15, 2018.

Any existing open project quotes will be honored at their current price levels through their validity date and all expired quotes will be subject to the new price schedule.

Please contact your Sales Representative for specific details.

Philips Advance remains committed to delivering outstanding innovation, superior quality and exceptional service levels to our valued partners.

Thank you for your continued support.

Sincerely,

A handwritten signature in black ink, appearing to read 'Damian Gardley'.

Damian Gardley

Head of Sales OEM, Market Lighting US