

Philips Lighting B.V.
High Tech Campus 45
5656AE Eindhoven
The Netherlands

Date: 11th of September 2017

Subject: Heads-up – intended SOX product portfolio phase out

Dear business partner,

As you know, the lighting industry is experiencing the most important technological transition since its birth, moving from conventional to LED based lighting. This change is for the better, enabling new lighting experiences to be delivered in a more energy efficient way.

With this transition, the demand for SOX lamps has significantly declined, with sales moving to LED and connected and controllable light systems. This trend is expected to continue. Our SOX lamps have been successful for many years, and we have constantly adapted our activities to the falling demand. However, based on current trends and direction of the market, we intend to phase out the production of SOX lamps in the course of 2020.

The decision has not been taken lightly but is necessary in the changing environment. Please note that this only concerns products from our SOX portfolio and does not involve any other conventional lighting technologies.

We wanted to inform you now so that you can prepare for a smooth transition. Our aim is to serve you, our valued customer, in the best way possible.

We kindly request that you map your future need for SOX products, with an anticipated final order date of July 1st 2019. These products will be produced in the course of 2019 and 2020 in accordance with the mutually agreed delivery time. Attached you will find more details on the affected portfolio. In case you want to investigate a switch to LED technology: the Philips DigiStreet family of LED luminaires is an ideal alternative to existing SOX installations. You could also consider to combine LED luminaires with controls to obtain the latest state of the art lighting system. In that case, please connect with your account manager.

Philips Lighting's global strategy focuses on lighting products, LED, systems and services, including connected LED lighting, aiming to become the main lighting company in the Internet of Things.

If you have any additional questions regarding the global phase-out of SOX lamps, please contact your Philips Lighting account manager.

We very much value our years of partnership, and look forward to sharing future success.

Yours sincerely

David Nicholl
CEO
Philips Lighting UK & Ireland

Dirk Smeyers
Global Product Director HID

Attachment

To ensure a smooth phase-out, we kindly ask you to map your total future SOX lamps need. We have an expected final order date of July 1st 2019, and provided these orders have been confirmed by us in writing, they will be produced in the course of 2019 and 2020 and supplied to you in accordance with the mutually agreed delivery schedule on the basis of our standard terms and conditions of sale.

Please find below the list of products that will be phased out.

Product Description	12NC (GPC)	EOC
MASTER SOX PSG 35W BY22d T50 1SL/12	928148100058	871150059976615
MASTER SOX PSG 55W BY22d T50 1SL/12	928148300058	871150059964315
MASTER SOX-E 18W BY22d 1SL/12	928145200008	871150019280615
MASTER SOX-E 26W BY22d 1SL/12	928145700008	871150017974615
MASTER SOX-E 36W BY22d 1SL/12	928145800008	871150017976015
MASTER SOX-E 66W BY22d 1SL/12	928145900008	871150017978415
MASTER SOX-E 91W BY22d 1SL/12	928146100008	871150017980715
MASTER SOX-E 131W BY22d 1SL/6	928145100008	871150017982110
SOX 35W BY22d 1SL/12	928145500008	871150017973915
SOX 55W BY22d 1SL/12	928146000008	871150017975315
SOX 90W BY22d 1SL/12	928146500008	871150017977715
SOX 135W BY22d 1SL/12	928147000008	871150017979115
SOX 180W BY22d 1SL/6	928147500008	871150017981410
SOX 180W BY22d T65 1SL	928147500006	871150073516410
SOX 35W BY22d T50 1SL/12	928145500018	871150019469515
SOX 55W BY22d T50 1SL/12	928146000018	871150019471815
SOX 90W BY22d T65 1SL/12	928146500018	871150019473215
SOX 135W BY22d T65 1SL/12	928147000018	871150019475615