

Letter from the Chief Procurement Officer

Dear Philips Suppliers,

Philips is continually challenged to ensure supply continuity and to deliver cost-effective products and solutions of unequalled quality to fulfill the growing demands of our customers. In order to cope with these demands, Philips is transforming its Purchasing function into world class Supply Management geared towards winning in the marketplace.

A key element of this transformation is the creation of a powerful network of suppliers to realize synergies and common goals. With a total purchasing value representing over two-thirds of our top-line sales, we can add substantial value to both Philips and our suppliers. But we can only do this if we work closely together as true partners for growth.

I am therefore pleased to welcome you to our supplier website! It provides you with the latest news and information about working with Philips, as well as direct access to tools and applications for Philips Supply Management, the three Philips Sectors and Philips General Purchasing.

This site is one of the first steps to further intensify our communications with you and to present one face to our suppliers. We of course welcome your thoughts and suggestions for further development of this site via the online feedback form!

Kind regards,

Maarten de Vries

Chief Procurement Officer, Chief Information Officer and member of the Group Management Committee of Royal Philips Electronics