

Philips Lighting N.A.

10275 West Higgins Road
Rosemont, IL 60018

January 14, 2013

To: OEM Customers

RE: Announcement of new VP Sales, OEM – Damian Gardley

Dear OEM Customers,

Philips continues to realign its business to ensure we can provide exceptional service and the innovative solutions that meet our customers lighting need, and this often includes bringing in talented individuals from outside the industry who are experienced in enterprise solution models. With this in mind, I am pleased to announce that effective January 7, 2013, Damian Gardley has joined Philips as the Vice President of OEM Sales.

As the President and CEO of Philips Lighting North America, which includes all of the Philips businesses in Latin America and Canada, I will rely on Damian to run the OEM commercial sales team for traditional lamp, ballast and LED components. He will be tasked with understanding your unique needs and challenges to develop strategies that will support and increase your businesses. Damian comes to Philips with extensive knowledge of the OEM channel, having most recently served as Director of Sales at LG Chem Power, Inc. (LGCPI), a supplier of lithium-ion energy storage systems and subsidiary of the \$20B Korean chemical company LG Chem, LTD.

At LG Chem Power, Damian was responsible for developing, implementing and directing sales and marketing strategies, as well as product line P&L for LGCPI's lithium-ion battery business in North America. He has successfully established and secured new business with global vehicle OEM's, as well as electric utilities and utility power conversion system integrators. Prior to LG Chem Power, he was the Global Sales Manager for the Ford Customer Group at Delphi.

Please join us in welcoming Damian to our Philips team. We trust that Damian will be able to apply his leadership skills and extensive business acumen to our OEM channel and continue to manage it as an independent business to both Philips' and your future successes!

Sincerely,



Bruno Biasiotta
President/CEO Philips Lighting Americas