



This information is best reviewed by your financial team. If you're not the person responsible for cash management, please forward this to your CFO, controller, treasurer, or credit manager.

Dear Supplier,

Philips appreciates the working relationships we have with our suppliers and we are always looking for ways to strengthen our important business partnerships. For this reason, I am asking you to give our Philips C2FO program your full consideration.

We have partnered with C2FO to facilitate accelerated payment of approved supplier invoices via their secure C2FO marketplace. C2FO has many years of experience helping numerous suppliers fulfill their cash flow needs.

For a small discount, you can receive early payment directly from Philips to improve your cash flow at rates that are often less than the cost of borrowing short-term working capital.

The best part about C2FO is that you determine your early payment offer, so you are in control. When your offer is accepted, Philips will initiate early payment on the next immediate payment run.

C2FO is rapidly expanding as suppliers realize its money-saving advantages and simplicity:

- **Low cost:** Creates a new working capital option at a rate you choose
- **Flexible:** Eliminates paperwork and contracts with on demand access
- **Useful:** Lowers your days sales outstanding (DSO)
- **Secure:** Provides secure access to view your approved invoices
- **Helpful:** Gives you world-class support M-F, 8.30am-5.30pm
- **Simple:** Offers easy account activation and your payment process doesn't change

While we believe Philips C2FO is the most-supplier friendly option for improving your working capital efficiency, the final decision to use C2FO is yours.

Please activate your C2FO account at your earliest convenience. If you have questions, our support team is ready to help you.

Thank you for your continued partnership with Philips.

Richard Crane

Chief Procurement Officer

P.S. There is no cost or obligation when you activate your C2FO account. It simply gives you the opportunity to see how C2FO could improve your company's cash flow and save you money.





此信息适用于您的财务团队。如果现金管理不在您的负责范围之内，请将本信息转给您的首席财务官、财务主管、会计或信贷经理，谢谢合作！

尊敬的供应商：

飞利浦非常重视并一直致力于增强我们和供应商的合作关系，因此我们在这将飞利浦C2FO项目介绍给我们的供应商合作伙伴们。

我们将和C2FO公司合作（该公司有着多年的经验，帮助过许多企业来满足他们的现金流管理需求），通过C2FO平台提供创新便利的供应链服务方案：您可以通过此平台，针对您已被批准的发票，根据市场情况自行选定利率来争取获得提前付款。您只需提供些许折扣，便可以从飞利浦获得提前付款，从而改善您的现金流并节省资金成本。

其中很好的一点是你们将自行决定你们要求提前付款的出价，所以你们将自己掌握主动权。如果你们的出价被接受，飞利浦将根据其内部付款流程在下次执行付款时安排相关的提前付款，付款仍会通过目前的汇兑流程直接从飞利浦支付给您。

我们相信飞利浦C2FO项目将是您提升营运资金使用效率的便利工具，但是否使用C2FO平台仍将是您自己的决定。

请您根据下文提供的信息，直接联系您在C2FO的专属客户经理，即可立即激活并启用账户。（友情提醒：当您激活并启用您的C2FO账户时，并不会收取费用或产生义务；这个账户将给您提供机会，当您有需要时可通过C2FO平台提升贵公司的现金流并节省资金成本。）

如果您有任何问题，C2FO的支持团队将随时为您提供协助及操作流程培训。请通过电子邮件 philips@c2fo.com 或致电 400.621.9758 来联系我们。

感谢您对飞利浦一直以来的支持和合作！

Richard Crane
Chief Procurement Officer

欢迎扫描下方二维码关注C2FO的微信公众号

