

# PHILIPS

Standardization / improving performance

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# Strategy Corporate Treasury

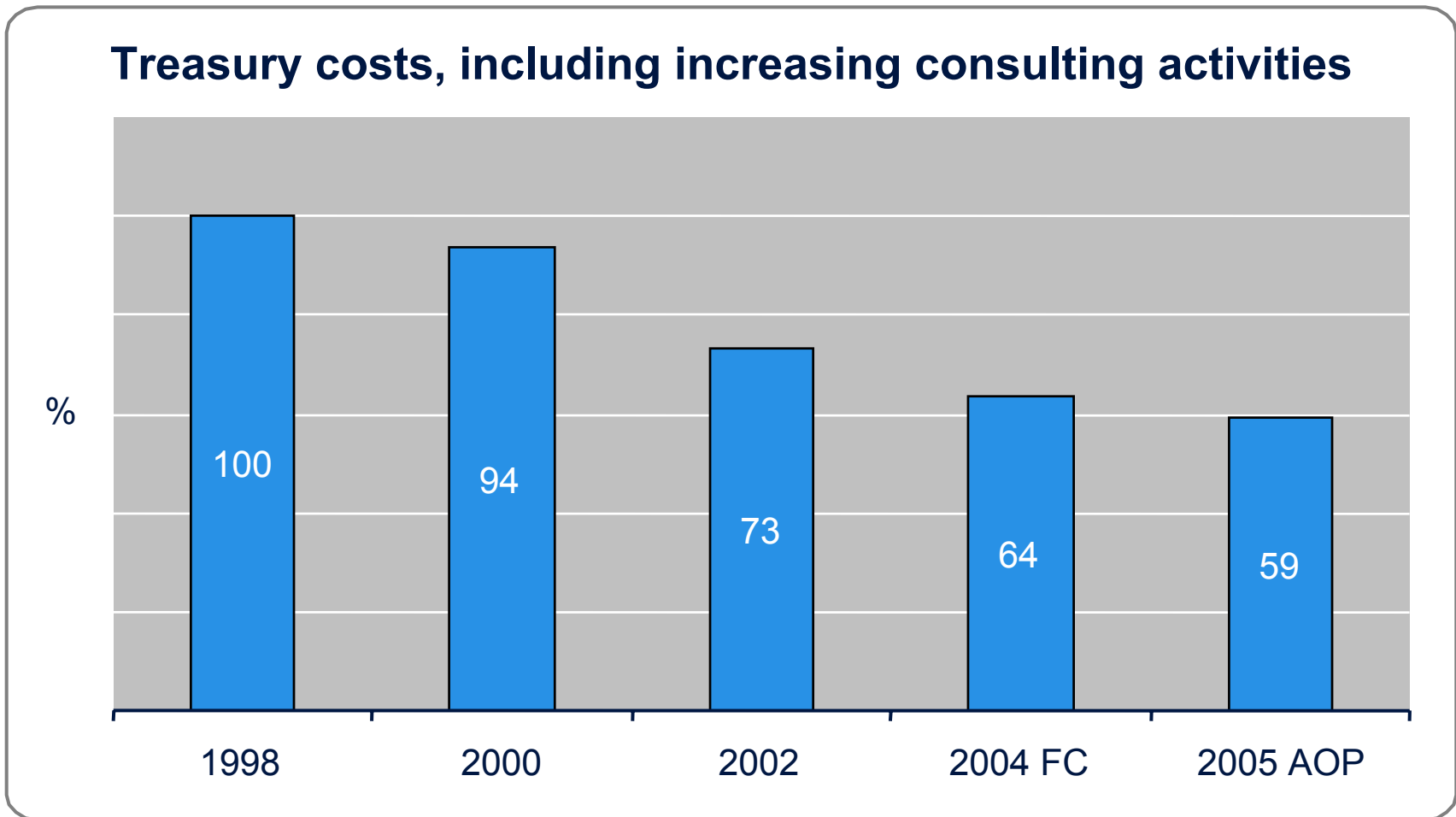
Move from transaction executing and processing through standardization, straight-through processing and centralization to

# CONSULTING

# Corporate Treasury

From	Active in over 150 countries, many with own Treasury organization
Via	4 Regional Finance Centres
To	1 Centralized Treasury with 4 regional consulting teams in Hong Kong, Shanghai, New York, Sao Paulo

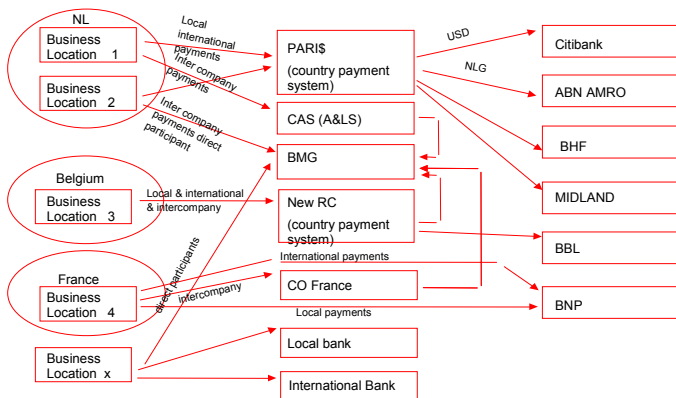
# Cost Saving within Treasury



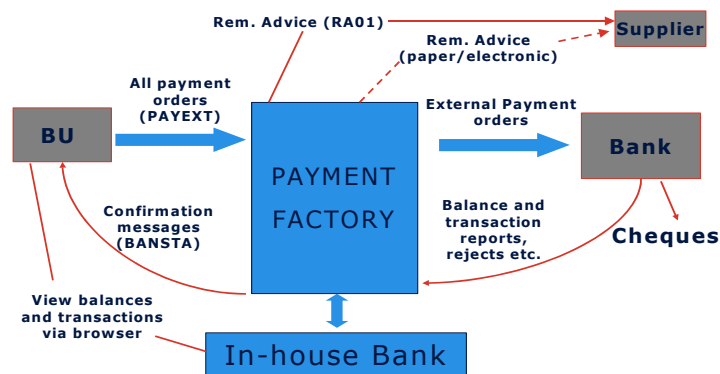
# Increased focus on Consulting: Standardization and Centralization Payment Services

Achieved : EUR 10 m. savings p.a.  
Next : EUR 20 m. savings p.a.

## TRADITIONAL PROCESS



## PAYMENT FACTORY PROCESS



	1998	2004
Interfaces	>200	1
Banks	>100	2
People	>150	4

# Increased focus on Consulting: Sales Financing

## Philips Medical Capital

- Achieved : increased sales, socket control and asset management (secondary market) in USA and Europe
- Next : Asia

## Export Finance Programs

- Achieved : LATAM EXIM Bank – backed Export Receivables Sales Program  
Atradius – backed Export Receivables Sales Program
- Next : Atradius – backed cross border leasing program

# Increased focus on Consulting: Sustainable Savings on Workplace Management

Next: EUR 100 m. savings p.a.

