

28 November 2011

## ***SANYO's withdrawal from the market***

Dear Business partner,

This letter is to advise you that SANYO Electric has decided to completely withdraw from the sales & marketing of projectors.

SANYO Electric will also withdraw the SANYO brand from the market of projectors by 31 March 2012.

We will accept final orders for projector products through 31 March 2012. After 31 March 2012 we will not be in the position to supply you with projector products anymore.

We will continue to honor our warranty repair and service obligations with respect to SANYO products.

Details of help lines, call centres, warranty claims processing and information on how to continue purchasing of SANYO spare parts after 31 March 2012 will be distributed in the coming months.

We ask you to remain patient with us whilst we implement these changes to the SANYO after sales support structure and the administration processes involved.

Until the 31 March 2012 please continue with your current arrangements regarding warranty repairs, warranty claims processing and purchasing of SANYO spare parts.

Lastly, we would like to express our sincere appreciation for your commitment to SANYO's projector business and we wish you to continue to support our business until the complete withdrawal of SANYO and the SANYO brand from the market.

Yours sincerely

SANYO Sales & Marketing Europe GmbH



Takashi Hirao  
President