

Innovation led Design. Design led Manufacturing

India Electronics & Semiconductor Association **MEMBERSHIP DOCKET**

The premier trade body committed towards building global awareness for the Indian Electronic Systems Design & Manufacturing (ESDM) industry, supporting its growth through focused initiatives in developing the ecosystem.

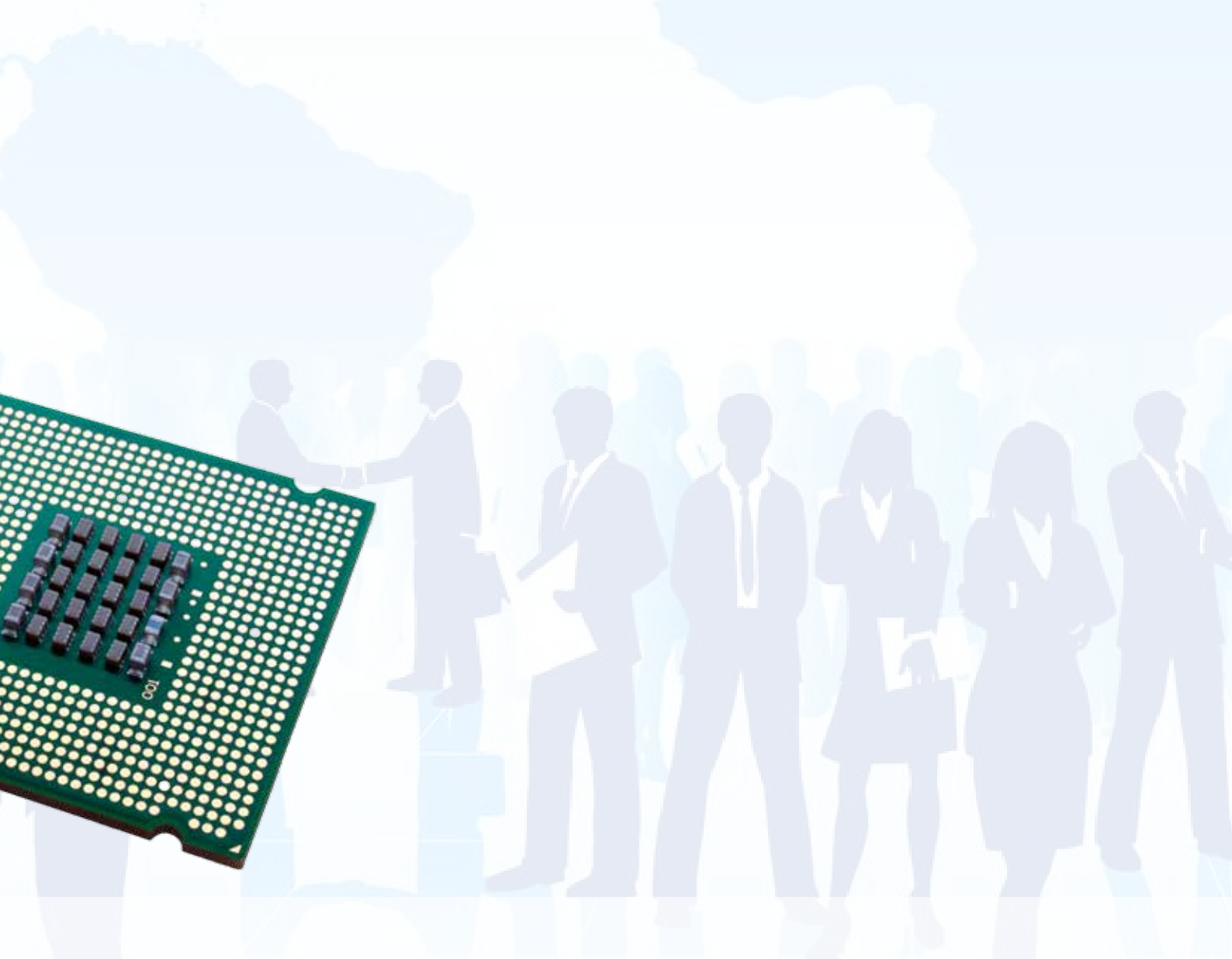


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IESA overview

The India Electronics and Semiconductor Association (IESA) is the premier trade body committed to the development of a vibrant Indian Electronic System Design and Manufacturing (ESDM) ecosystem and evangelizing the dream of establishing “Brand India” that is recognized worldwide as a go-to destination for electronic products. IESA’s vision is to bring the Indian industry, government and academia on a common platform and jointly work towards developing and promoting Made-in-India products for the global markets.

IESA is a catalyst; a partner who works with all stakeholders of the ESDM industry. As a trade body, we share with our members - domestic and multinational companies - a common goal of improving their global positioning and recognition and, in the process, creating more avenues for business expansion on a global scale.

As a knowledge partner, IESA shares a common vision with the Indian Government of building Brand India and putting the Indian ESDM industry on the global radar.

As a partner in sustainable growth, IESA works closely with the industry and the academia to nurture talent, encourage entrepreneurship and mentor future leaders to take the industry forward in the years to come.

One of the key objectives is to create an enabling ecosystem that catalyzes ESDM industry’s growth and leadership.

Membership is restricted to corporate bodies:

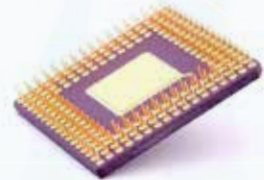
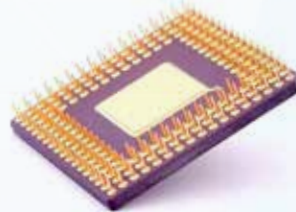
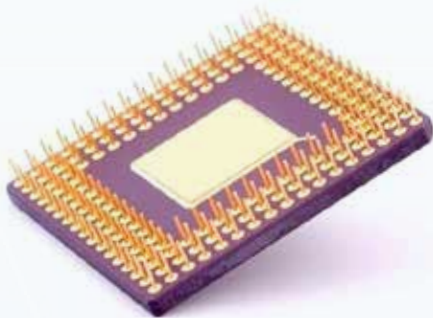
a) Indian ESDM companies

- India headquartered
- Public sector

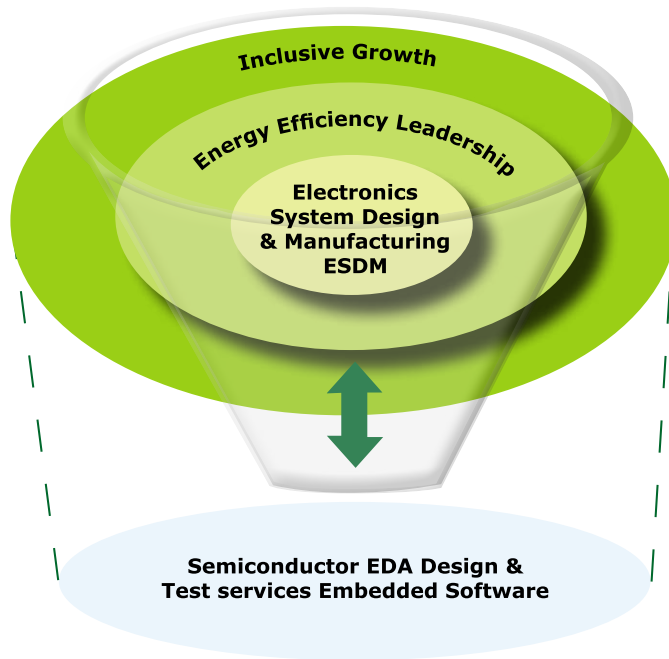
b) Multinational companies

b) Others

- ATMP companies
- Distributors of equipment & materials
- Design services
- EDA companies
- Embedded semiconductor software and hardware companies
- Equipment manufacturers
- Legal firms
- Semiconductor/electronics system
- Service provider (semiconductors / electronics design & manufacturing ecosystem)
- Universities
- Venture capitalists
- Other ecosystem participants

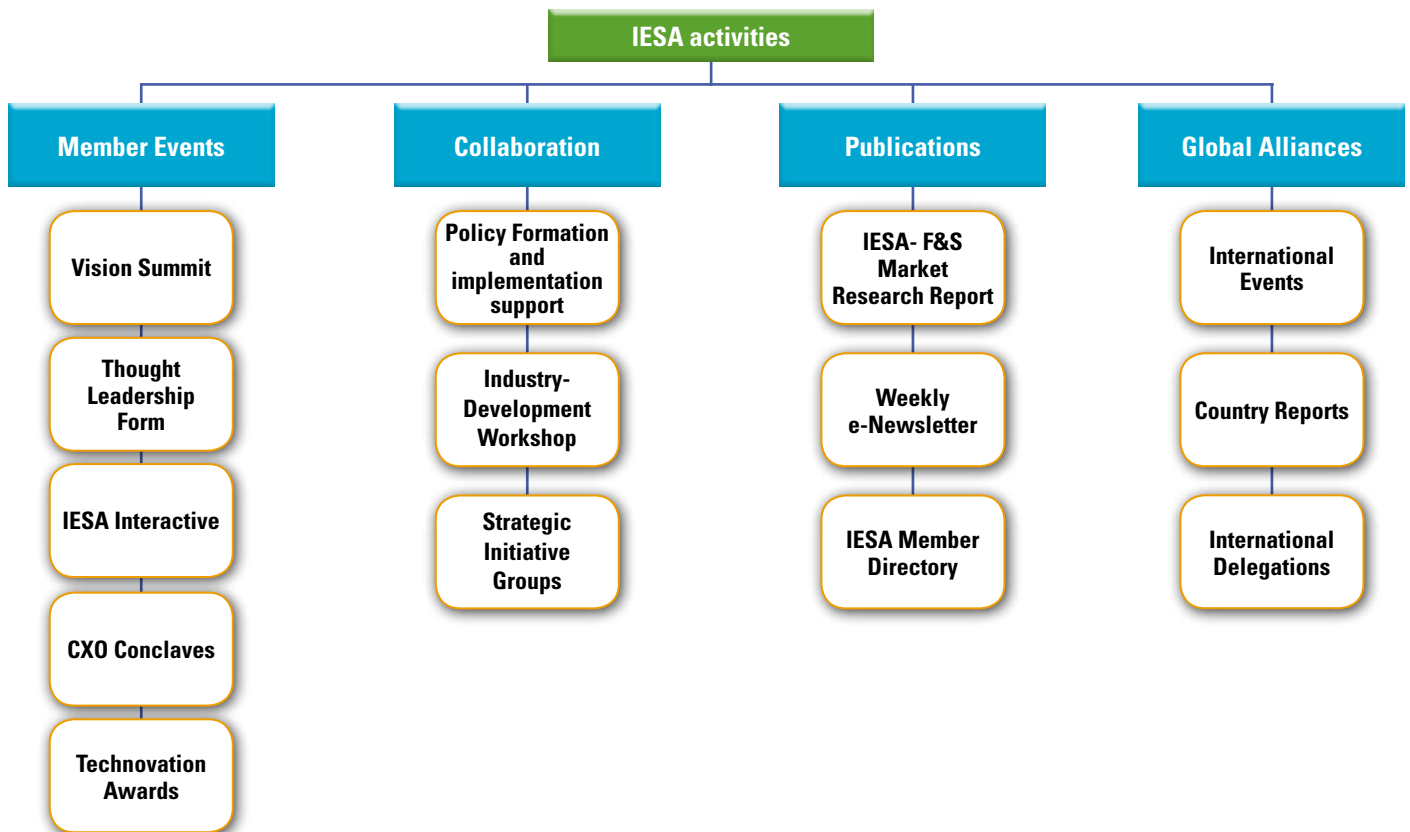


IESA's Vision: Driving Electronics as a National Agenda



- Electronics Manufacturing
- Semiconductor Manufacturing
- Embedded Software
- Chip Design
- Electronic System Design
- Aerospace & Defence
- Automotive
- Consumer
- Energy
- IT/OA
- Industrial
- Medical
- Network Telecom
- Mobile Phones

In active partnership with the Government of India, domestic industry bodies & global partners



How to become a member

To enroll as an IESA member, please follow a simple process:

- Fill the membership application form
- Attach all the documents mentioned in the checklist of documents
- Enclose the necessary remittances

Eligibility

Any organization, firm, society, company or division thereof and involved in the activity of business or research in the area of ESDM or associated services, is eligible for membership.

The factors that are considered most important for granting membership with IESA are:

- Credible management team
- Track record in business operations
- Robust financial commitment
- Local content in the products and services

A minimum of five working days are needed to process your application. IESA may call upon the applicant to furnish additional information, if needed. IESA can reject a membership application without assigning any reason thereof.

IESA Membership structure

Member companies have the following two options - whichever is higher would be applicable:

Membership category	Option 1 (Current No. of employees - onsite + offsite + permanent staff)	Option 2 (Annual turnover of last year in India) (1 USD = approx. INR 55) The USD conversion rate will be adjusted as per the market rate	Voting Rights	Fee per annum (INR in Lakhs)
A+	1000 and above	≥ USD 100 Mn (INR 550 Cr)	6	3.00 + S. Tax
A	500 to 999	≥ USD 50 Mn (INR 275 Cr)	5	2.00 + S. Tax
B	100 to 499	≥ USD 10 Mn (INR 55 Cr)	4	1.50 + S. Tax
C	50 to 99	≥ USD 8 Mn (INR 44 Cr)	3	1.00 + S. Tax
D	Less than 50	≥ USD 2 Mn (INR 11 Cr)	2	0.75 + S. Tax
E	Small & Medium Enterprise (with employees less than 50) with >2 years in existence from date of Incorporation & ≤ USD 1 Mn (INR 5.5Cr)		1	0.30 + S. Tax
F	Start-ups (with employees less than 50) and upto 2 years in existence from date of Incorporation		0	0.10 + S. Tax
AM	Associate Members - belonging to semiconductor & electronics ecosystem (educational institutions / legal firms / consultants)		0	0.25 + S. Tax
IM	International Members (headquartered abroad and having no representation in India)		0	USD 4500 + S. Tax

Notes:

- S. Tax implies Service Tax of 12.36% needs to be added to the Annual Membership fees
- Member companies can opt for a higher category of membership but not a lower category
- People employed indicate no. of people employed in the ESDM area
- Overall revenue (Semicon/ Embedded/ and all others) is a clear measurable in case of a public company
- For others it would be the employee strength in the ESDM area to decide the minimum category
- International members are not eligible for voting rights
- 'E&F' categories are applicable only to India based start-ups and not MNCs setting up office in India
- The USD conversion rate will be adjusted as per the market rate
- All payments have to be made by NEFT transfer or demand draft/ cheque in favor of "India Electronics & Semiconductor Association" and payable at Bangalore (taxes as applicable)

Check list of documents to be attached with the application form

If an applicant meets the eligibility criteria, it may apply for membership by sending any of the following to the IESA Secretariat:

- Membership application form completed in all respects (duly signed and with company seal).
- Brief company profile on the company letterhead / printed corporate brochure.
- An attested copy of Memorandum and Articles of Association to be provided in case of companies.
- Balance Sheet of last financial year. Start up companies may attach a copy of their Project Report / Business Plan.
- Certificate signed by the Company Auditor or Chief Executive Officer (CEO) of the applicant or equivalent, stating its gross turnover from VLSI design and embedded software (for design companies) and electronic / solar PV manufacturing or services (for manufacturing companies and related ecosystem participants) in the last financial year (Start-ups may give projections for the current financial year).
- Details of each of the promoters, in terms of educational and professional background, and the financial contribution that each promoter has made to the company. In case of 100% owned subsidiaries, a profile of the parent company needs to be attached.
- In case the company has applied for listing at the Software Technology Parks of India STPI, a copy of the application / Greencard issued by STPI needs to be attached. If the company has not applied for STPI registration, please specify it.
- Annual subscription fee payable for the period April-March

Code of conduct

All members of IESA are bound to conform to the Code of Conduct of the Association, as under:

Relationship with client

Dealings with clients must be conducted in an ethical manner; terms of agreements should be clearly and precisely expressed and fulfilled in good faith; work undertaken should be carried out promptly and efficiently and client's interests properly safeguarded and confidentiality maintained.

Relations with fellow members

Dealings with fellow members must be conducted in a positive and professional manner and in utmost courtesy and fairness; property rights, work results, confidential data and vendor/client relations of fellow members ought to be respected; and no engagement in harmful, disparaging or predatory tactics will be entertained.

Relations with principals

Members shall represent principals in a fair and business like manner in accordance with their contract, their property and other rights; and provide full and accurate business records.

Relations with employees

Members shall strive to employ high caliber staff and offer fair and equal opportunities for growth and development. Relevant training and constant upgrading of the employees has to be provided in line with job responsibilities. Also, employees have to be informed of their obligation to keep important data confidential, and of the fact that any professional misconduct constituting of unauthorized disclosure of confidential nature or violation of copyright laws will cause employers to take disciplinary action.

Relations with public

Members shall promote effective use of information technology as an instrument for social and economic good and act as good corporate citizens and fulfill their responsibilities to the community.

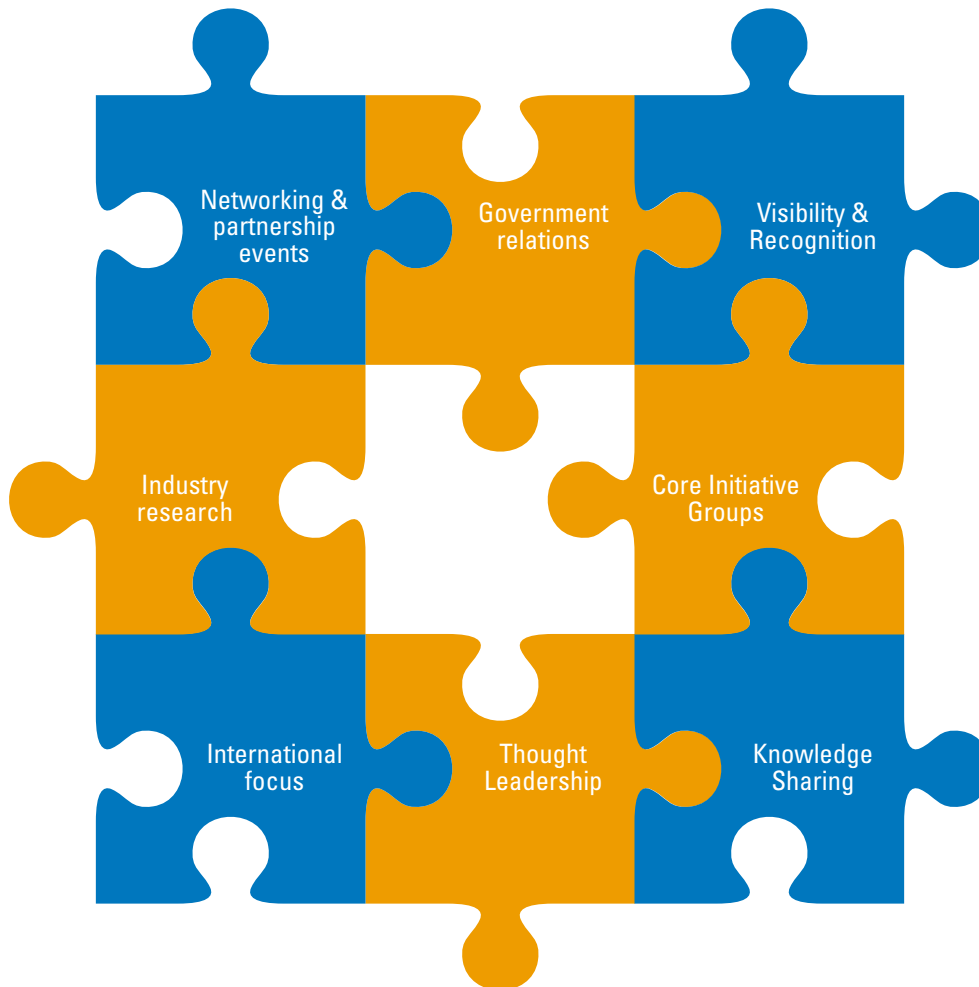
Relations with international community

Members shall promote communication with foreign countries, based on international cooperation. They would not harm India's image, while conducting business abroad.

Intellectual property protection

Members shall neither use nor encourage the use of pirated software in their own and their client's organizations.

IESA membership benefits



Membership services

Membership services aims at enhancing the Industry reach out through membership and core groups. These core groups focus on various segments/ sectors of the ESDM industry such as Aerospace & Defense; Automotive; Consumer; Education; Identification/ Biometrics; Industrial; Medical; Solar PV; Telecom & Wireless etc.

Events

IESA has kept up its focus on enhancing member engagement through high quality events thereby providing opportunities for knowledge sharing and networking. The flagship event of the IESA Vision Summit is a global leadership conclave for the semiconductor and electronics industry.

Government relations

IESA has been engaging with the central and state governments to create a favorable ecosystem for the semiconductor and ESDM industry in India which is critical for the growth and sustenance of the industry.

Industry research

IESA industry research has been instrumental in highlighting areas of potential growth and challenges within the sector. The reports, published along with reputed consulting firms in the country, have served as a credible source of data and analysis for policy-makers, investors, analysts, players in the industry, and the media.

IESA LIST OF MEMBERS

Abhi Electronics Accord Aceic Advantest AllGo ALMT Legal Altera
Amara Raja AMD ams Analog Devices Apache Applied Materials
Applied Micro Aptina ARM Arrow Electronics ASM Audiocodes Aura
Aurva Avago Avnet Berkeley BeWo Bharat Electronics Black Pepper
Brisa Broadcom BVC Cadence Caliber Calypto Cellworks Chelsio Chowki
Circuitsutra Cir-Q-Tech Tako Cisco Concept2Silicon CosmicCircuits CSR
Cypress Disha eInfochips Elde InterTech Elektronika element14 Elveego
Embedded Systems EMPI EmuPro EnSilica Ernst & Young EVDAT
Excel Industries FormulatelP Forus Health Freescale Global Edge HCL
Henkel Ibsiden IBM IIT Bangalore Imagination Imec Infineon Infotech
Intel Mobile Intel Technology Interra Intersil IP Astra IP Infusion Ittiam
iWave K & S Partners Kacper Karamchand Kasura KLA Tencor KSK Surya
Lam Research Lanco Solar Lattice Law Firm LSI Mahindra Satyam
Majmudar & Partners Mandate Manipal Global Education Marvell
Masamb Maxim Maxlinear Melange Mentor Graphics Microchip Microsemi
Mindtree MosChip Narnix NiST NavSemi NI Systems Nvidia NXP
Open-Silicon Oxys Pace PESIT PMC-Sierra Posedge Pravahya QLogic
Qualcomm Rambus Chip Ricoh RV-VLSI Saankhya Labs Sagitaur Ventures
Sakri Silab Tech Samsung SanDisk Sankalp Sankhya Sanmina-SCI
Sasi Institute Saskaen Secure Meters Seer Akademi Sibridge SigmaEdge
Signalchip Simmtronics Sling Media SLN Smartplay SoftJin Soliton Sony
Sri Shakthi Institute ST Ericsson STMicroelectronics SureWaves Suventure
Synapse Synopsys TSMC TCS Tata Power Solar Tech Vulcan Tejas Networks
Tensilica Terminus Tessolve Texas Instruments The JGI Group Tomen Toradex
Toshiba Totsol Ventures TranSwitch Truechip TVS Motor UL Unisem UTL
Videocon Vitesse Wafer Space Wipro Wish IT World Peace Xilinx

* List as on March 2013

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