



Corporate Profile 2007

Motorola India at a Glance

Headquarters: Gurgaon

Sales Offices: Delhi, Mumbai and Bangalore

6 R&D centres in India

Bangalore – Motorola Labs, Motorola Software Group, Core Network Division

Hyderabad – Motorola Software Group, Embedded Communication Computing

Manufacturing plant to come up at Sriperumbudur near Chennai in 2007

Soumitra (Sammy) Sana

Country President, Motorola India & Managing Director, Motorola Software Group India

India: R&D Hub

- Investment in technology and R&D has grown from US\$ 50 million in 2002 to US\$ 85 million in 2005; plans to grow the investment by 10-15% year on year
- Almost 40% of software used in Motorola phones worldwide is designed in India
- Nearly 3500 engineers
- Launched Motorola Labs at Bangalore in April 2005
- Motorola Software Group R&D facility in HiTech city in Hyderabad inaugurated in October 2006

Motorola is a Fortune 100 global communications leader that provides Seamless Mobility products and solutions across broadband, embedded systems and wireless networks. Seamless Mobility harnesses the power of technology convergence and enables smarter, faster, cost-effective and flexible communication to reach the people, things and information you need at your home, auto, workplace and all spaces in between. Motorola is structured into the following three businesses:

Mobile Devices

Malcolm Dawe
Vice President & General Manager-Mobile Devices (India)

Rajiv Mehta
Director Sales – Mobile Devices South-West Asia

Lloyd Mathias
Marketing Director - India

Offers market-changing icons of personal technology - transforming the device formerly known as the cell phone into a universal remote control for life. A leader in multi-mode, multi-band communications products and technologies, Mobile Devices division designs, sells and services wireless subscriber and server equipment for cellular systems, portable energy storage products and systems, servers and software solutions, related software and accessory products.

Government & Public Safety

Subodh Vardhan,
Director Sales and Country Head, Government and Public Safety

Provides integrated radio communications and information solutions. It has more than 65 years of experience in meeting the mission-critical requirements of public safety, government and enterprise customers worldwide.

Mobile computing, advanced data capture, wireless infrastructure and RFID to a wide range of customer segments, from retail, manufacturing, asset tracking and management, travel and transportation, to wholesale distribution and healthcare, and a wide range of other industries and application areas

Home & Networks Mobility

Soumitra (Sammy) Sana
Country President, Motorola India

Delivers proven capabilities in cellular, wireless broadband and wireline access technologies, with recognized leadership in integrating core networks through wireless IP, wireless softswitch and IP multimedia subsystems.

The group is advancing seamless mobility with innovative technology solutions, as well as a billion dollar services business with an expanded portfolio delivering support, integration, applications and management.

It also provides a scalable, integrated end-to-end system for the delivery of broadband services that keep consumers informed, entertained and connected. Its technology enables network operators and retailers to create and execute on new business opportunities by providing innovative products and services to the home.

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Motorola had sales of US \$42.8 billion in 2006

A Corporate Social Citizen

As a global corporate citizen, Motorola creates products and technologies that benefit society, by making things smarter and life better for people around the world. Motorola is dedicated to operating ethically, protecting the environment and supporting the communities in which it does business.

Key Initiatives in India

Education/Community Development:

- Motorola is developing a unique model using its Canopy™ wireless broadband solution to promote e-education initiatives in the country.
- Has funded NGOs in Bangalore to promote education for underprivileged/ street children, women empowerment, care for the aged, and computer literacy. Donations by Motorola have been utilized by NGOs in setting up:
 - a library for the underprivileged children
 - a school van to facilitate the students and teachers to commute between the NGO's centers in Bangalore
 - a kitchen and dining hall for mentally challenged
 - an Audiology Remediation Lab for the mentally challenged who have speech and hearing impairments
- Has tied up with Microsoft to donate PCs to NGOs supported by Microsoft's Unlimited Potential Program.
- Annual Reach-out Day event provides NGOs with an opportunity to display/sell their products at Motorola's R&D centres. Motorola employees and their families are invited for the event.

Disaster Relief:

Kashmir Earthquake: 2005

- Motorola Foundation donated US \$500,000 towards rescue and relief work and has also donated 200 Portables and over 50 Mobiles to the Ministry of Home Affairs (MHA), Jammu and Kashmir Police and the Indian Army for the earthquake relief efforts.

Tsunami Relief: 2004

- Motorola contributed more than US \$1 million by way of corporate and employee contributions (cash / kind) and equipment worth US \$800,000 including 440 very/ultra high frequency (V/UHF) wireless radios and 100 GSM mobile phones to the authorities in the states of Andhra Pradesh, Tamil Nadu and Kerala, besides Andaman & Nicobar Islands.

Gujarat Earthquake: 2001

- Donated 112 two-way radios, one Trunking System and 25 mobile phones to the Gujarat Government.
- Motorola Foundation donated US \$70,000 towards

India: R&D Hub

Mohan Kumar

Corp. Vice President, Mobile Software

Sammy Sana

Managing Director, Motorola Software Group, India

Motorola has developed India as a global hub for cutting edge R&D work, including technologies and applications of the future, enabling the Seamless Mobility experience. India is also a major centre for sourcing software solutions.

- Motorola opened its first R&D facility in India in 1991 and has 6 R&D centers in the country now.
- The R&D centers at Bangalore and Hyderabad are engaged in creating the technology, applications and unifying architecture to realize Motorola's vision of Seamless Mobility, and software development for the various communications solutions that Motorola offers globally.
- India is the hub for creating products for regional and emerging markets.
- Motorola's investment in technology and R&D in India has grown to US \$85 million in the year 2005, up from approximately US \$50 million in 2002. It plans to grow this investment by 10-15% each year.
- Motorola Labs in India was launched in April 2005. The Lab is involved in six areas of excellence including Wireless Access Research, Networks Research, Human Interaction Research, Applications Research, Embedded Systems Research and Physical Realization Research
- R&D centre of Core Networks Division (CND) a part of Motorola Networks & Enterprise works on new telecom switching technologies, and products across CDMA and GSM/UMTS networks.
- Nearly 3500 engineers
- Motorola Software India is perhaps the first software development organization to report SCAMPI Version 1.1 Class A appraisal using CMMI continuous representation and to have demonstrated Level 5 process maturity status using 'equivalent staging'.

India Firsts

- First to launch sub US \$40 handsets in India (April 2005)
- Deployed India's first commercial GPRS network in Mumbai in 2002
- Set up the country's first WLL based CDMA network in Madhya Pradesh in 1998
- Deployed India's single largest end-to-end GSM network for a region in South India in 2002-03
- Commissioned India's first TETRA System with Delhi Metro Rail in 2002.
- Motorola Radios inducted by the Indian Army in 2002.
- Partnered with the state of Rajasthan to build a wireless broadband grid using its MOTOw4 Canopy™ platform
- First to launch sub-US\$ 40 handset in the country
- Sub-US\$ 30 MOTO FONE premiered in November 2006

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