



18th ANNUAL REPORT

2016–2017

MOSCHIP SEMICONDUCTOR TECHNOLOGY LIMITED



**DREAM.
INSPIRE.
INNOVATE.**

We identify challenges. We deliver solutions to complex problems. We develop best in class technologies. We create from concept to production to reality to create a better, more connected world.

Damodar Rao Gummadapu
CEO



Dear Shareholders,

Your company delivered satisfactory performance during financial year 2016-17, Consistent YoY revenue growth by 615.50%, Profit after tax increased impressively by 110.51% & EBIDTA Margins increased by 129.86%.

I am very proud to say that we have a very strong and highly motivated associates and management team to help achieve the goals and deliver the value to our stakeholders. You are all part of our success story and the rapid growth that we have achieved, particularly during the last one year.

During the year under review, MosChip successfully achieved following and set the company in a growth path.

- Clear strategy for growth with four business units (Semiconductor, IOT, Systems and IP)
- Established strong management team and increased the associates strength to 400+ across Milpitas, Hyderabad, Bangalore and Pune
- Established a robust Business Development teams across India, US and Europe
- Successfully acquired four companies adding capabilities in Digital/Analog/Mixed Signal Verification, Systems & Board development and end to end IoT/E implementations

This is an important time for MosChip and also for the Industry where, Technology and Innovation alone drive success. Our aim is to strengthen our capabilities across all our business units. We must establish ourselves as a leader in all of our business units from Chip Design to Analytics. Quality Service and on-time delivery is only respected by our clients. The contribution made by each one of you in quality delivery is amazing. Our Company is well respected in the market for the knowledge, quality and efficiency of our Associates.

As a growth strategy, we have defined four Business Units. We have highly qualified leaders to drive each Business Unit. Each leader has a clear understanding of their respective area.

We clearly see that our strategy to grow the company with four business units is working with our recent wins in all the business units and feel strongly that IOT and Systems business units will help to grow the company in coming years.

Coupled with a strong list of clients and complete product development, and life cycle management/solution, single point of accountability for (System Development) hardware, software, QA/testing & Sustenance Engineering capabilities, our Semiconductor business unit is equipped to undertake any size project, scale and complexity.

With the existing robust capabilities in Smart Cities and M2M areas of IOT and strong product set in Systems business Unit, we are gaining more orders from clients across the globe. We are exploring to invest more in these business units to expand capacity, develop new solutions and products to meet the growing demand from our clients. To achieve our goal, we are adding two manufacturing/assembly facilities in about 35,000 sqft built-up space in Hyderabad. These two facilities will be operational shortly.

As we move towards new horizons, I draw strength from "Team - MosChip" and from their dedication to take your company to even greater glory in the coming years. As I conclude, may I on behalf of the Board and the employees of your company, once again thank our valued shareholders, for continued support and confidence reposed on us.

With regards
Damodar Rao Gummadapu
CEO

A handwritten signature in blue ink that reads "G Damodar Rao". The signature is stylized with a large 'G' and a cursive 'Damodar Rao'.

THE GLOBAL LEADER IN PRODUCT DEVELOPMENT

MosChip is an end-to-end product development company with extensive engineering expertise in Chip Design, Systems Design and Development for the Internet of Things (IoT), and Vision Solutions catering to the Aerospace and Defense, Consumer Electronics, Automotive, Medical, Telecommunications, and Mobile industries.

We have established ourselves as a preferred partner for technology and excellence. At MosChip, we strive to provide unparalleled service and support to our clients with on-time delivery being our strength and commitment. Our customer driven approach is our focus. We aim to offer a unique combination of services and solutions giving them an advantage over competitors in their industry by aligning ourselves to the vision of our clients.

Our customer-driven approach focuses on all facets of the product development process, including not only technology but also time-to-market and returns on investment (ROI).

Supported by a focused team of engineering, technology, and domain experts, MosChip has embarked on a journey with a difference – to be a partner in growth.

16+ Years
of Experience

400+
Engineers

400+
Clients

140+
Countries



OUR VISION

To become your partner throughout the entire product development cycle, designing and building comprehensive and best in class solutions on-time to achieve your business and operational goals, and keep you at the forefront of the ever-changing competitive market.

We aim to be recognized as global experts who not only use our expertise to solve our clients' complex problems but also leverage solutions with the promise of a seamless interface between humans and technology.

OUR VALUES

EMPOWERING PEOPLE. EXPANDING POSSIBILITIES.



MosChip is a complete product development company that stimulates the development and character of our people.

We empower people to expand possibilities.

These are Our Values.



Clients First

We succeed when our clients succeed. Our client-driven approach demonstrates our ability to collaborate and execute with excellence.



Integrity is Execution

The culture we continuously build is honest. There are no shortcuts. We deliver excellence with integrity in everything we do.



Embracing a Global Network

We embrace the power of a global network no matter where you perform business.



Driven by Innovation

We challenge innovation at every level. We encourage the growth of our client's future with our highly motivated and qualified team of engineers.



Respect for Individuals

We treat everyone as they should be treated, with the utmost respect. We support an open environment where people can evolve and grow in their ideas and thoughts. We celebrate a diverse cultures and perspectives.

OUR JOURNEY



TURNKEY SOLUTION PROVIDER

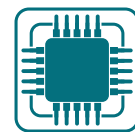
Our experience has given us a clear objective – to be a business focused partner to our clients and offer a unique combination of services and solutions which will give them an advantage in the industry. Supported by a focused team of domain experts, we have expertise in ASIC design and verification, embedded solutions, product and systems engineering, and IoT solutions.



Internet of Things
IoT Enablement



System and FPGA
Platform Solutions



Semiconductor
Development



Engineering Services
with Strategic
Customer Engagement



IP Development for
Vision Processing
and Deep Learning

360-DEGREE ENGINEERING SOLUTIONS

IOT SOLUTIONS

MosChip has vast experience in developing M2M and IoT applications and has delivered end-to-end applications in record time. From industrial controls to high-end machines, heavy equipment, HVAC controls, smart meters, and home appliances, MosChip is capable of delivering M2M solutions by taking responsibility for hardware design, embedded development, cloud connectivity, and smartphone accessibility.



Smart Metering



Smart Lighting



Sales Force Tracking



Diesel Generator
Monitoring



Heavy Equipment
Monitoring



Solar and Windmill
Monitoring

SYSTEMS

MosChip manages Electronic System Hardware and Software Design for Automation Applications. We offer embedded solutions for Analog, Digital, Mixed Signal, and Power Electronics domains used in Industrial, Military, and Aerospace Applications. MosChip is committed to serving the needs of our clients offering exceptional value through highly competent interdisciplinary engagements and numerous years of hands-on experience in the Automatic Test Equipment (ATE) Industry, and Embedded Systems and Software.



Product
Engineering



System Design



Board Design



Original Design
Manufacturing



Compliance and
Certifications



Embedded
Software

SEMICONDUCTOR

With more than a decade experience in product development and semiconductor services, MosChip masters the science behind ASIC, SoC, and FPGA design, verification, synthesis, STA, physical design, SW, and FW development, PCB Board design, testing, silicon bring-up, protocol validation, and certification.



ASIC, SoC Design, and Verification



FPGA Design and Verification



BSP



We provide simple solutions for your complex challenges

Our philosophy is simple. Unparalleled service and support for our clients' business success. Our commitment to meeting the needs, requirements, and expectations of our clients for bottom-line improvements and sustained value is our priority. MosChip's collaborative approach in strategic decision making is aimed at providing and delivering high quality solutions.