KEYSIGHT
TECHNOLOGIES

Agenda

- Keysight Technologies at a Glance
- Best Practice Guidelines on Internal Compliance Program

Keysight at a Glance

REVENUE IN FY17	$3.2 billion (~66% from outside U.S)
EMPLOYEES	~12,600
PRESIDENT and CEO	Ron Nersesian
GLOBAL HEADQUARTERS	Santa Rosa, California
CUSTOMER LOCATIONS	100+ countries
MANUFACTURING AND R&D LOCATIONS	U.S., Europe, Asia Pacific
NYSE	KEYS

Ron Nersesian
President and CEO

Keysight Industry Segments

Communications

Expertise in precision measurement across the broadest frequency ranges and modulations

We help customers develop emerging forms of connections

Network Test, Visibility, Security

Expertise in large-scale traffic and security attack simulation combined with data access into operations

We provide customers trusted environments to develop, deploy, and operate their networks

Electronic Industrial

Expertise in high density electronics of all sizes and power levels

We help customers from design, verification and manufacturing to installation and maintenance

Services

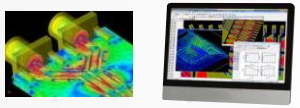
Expertise in helping customers extract the best from their test environments

We help customers find ways to maximize asset usage, streamline engineering operations and reduce risk

Best-in-Class Solutions

ACROSS DESIGN, TEST, AND OPTIMIZATION

#1



Simulation Software

#1

Ixia Network Test

#2

Ixia Network Visibility

#1

Network Analyzers

Core Solution Platforms & Market Position

#1

Signal Analyzers

#1

Signal Sources

#2

Oscilloscopes

Best Practice Guidelines on Internal Compliance Program

Elements of Internal Compliance Program

Policy	Training / Record Retention	Screening	Compliance Review Program
☑ Management Commitment	☑ Education/ Training Program	☑ Order Processing Flow	☑ Audit
☑ Global Trade Policy Statement	☑ Record keeping	☑ RPL Screening	
☑ Designated Employee		☑ Prod / Country Screening	
☑ Distribution of Regulatory Material		☑ Enhanced Proliferation Control Initiative Screening	
		☑ High Risk Diversion Profile	
		☑ Notification of Non Compliance & evaluation	

Policy

Management Commitment

It is Keysight Technologies (“KT”) policy to **comply** with the U.S. Export Administration Regulations (**EAR) & SGCA (Strategic Goods Control Act)** and adhere to the country specific export control regulations where KT operates, e.g. Singapore

This Internal Control Program (ICP) is maintained by Keysight Technologies (“**KT**”) Singapore Export Control team. It is implemented to ensure compliance to US EC & SGCA regulations. It is to be used together with the KT Corporate ICP and the KT Singapore Export Control Procedure.

These regulations essentially impose controls on each **KT transaction**, i.e. Sales, Support, Service & Repair, Consulting, and Training.

Training

Self Paced e-Learning (online/website)

Classroom (face to face)

Types of Training Activities

WebEx (Conference/PC sharing)

Government / Industry workshops and seminars.

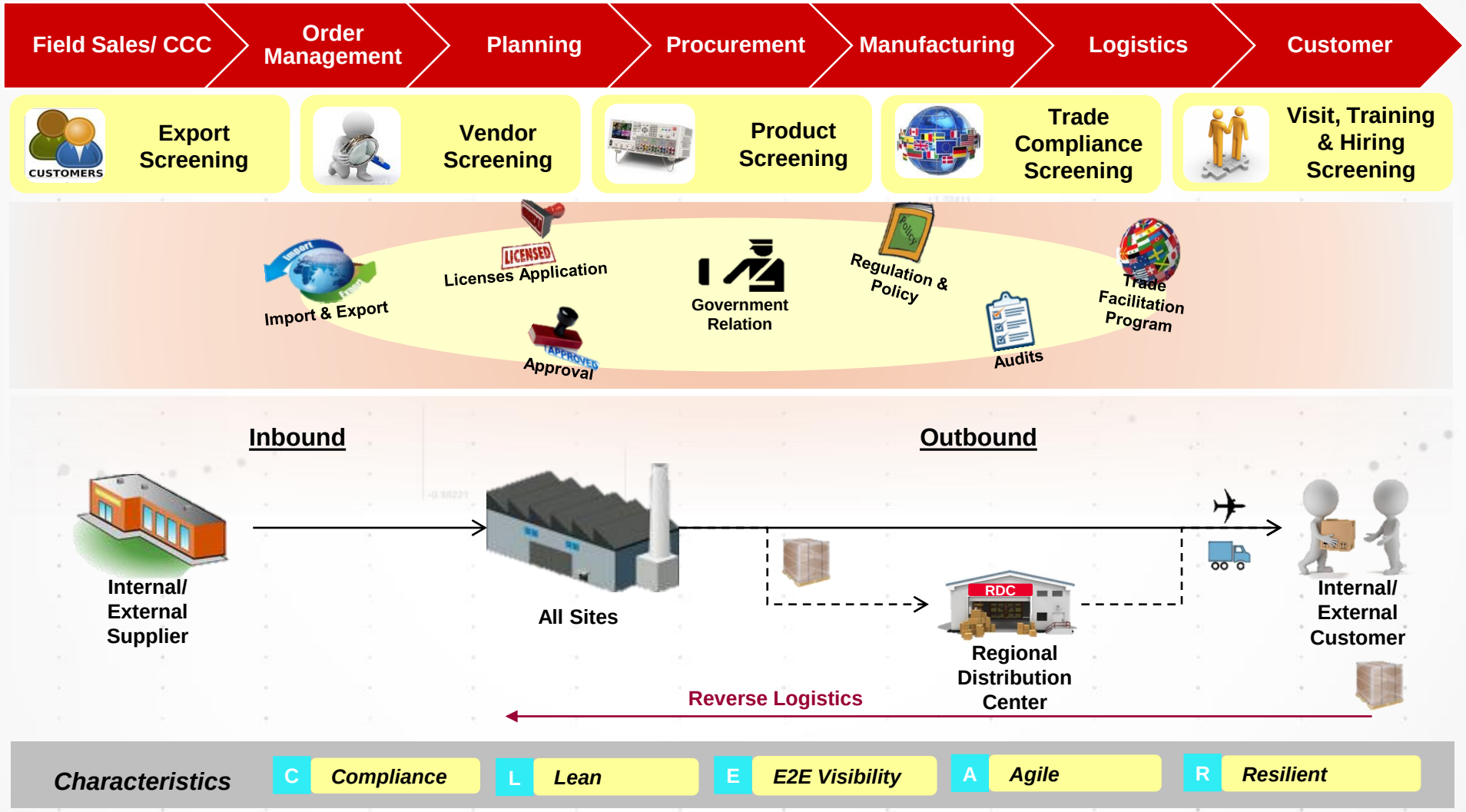
E-mail messages on specific export issues.

Record Keeping

Record Retention	• Statutory requirement for record keeping 5 years • Hard copy & soft copy • Records may be maintained in on-site or off-site storage under record series
Records to be maintained	• License applications (including all supporting documentation and forms, to include memo's, notes, correspondence, import certificates, and user certifications, computer safeguard plans, etc.) • Customer screening documents • Contracts/purchase orders and KT order acknowledgement • End-to-end shipping documents • Financial records

Screening

Order Processing Flow with Global Trade and Logistics Operating Model



Screening

Export Control Screening

In simple terms, export control means assuring that Keysight sells its products only…

- *To Authorized Buyers*
- *In Authorized Locations*
- *For Authorized Purposes*

Screening

Product/Country Compliance Screening

It is Keysight Technologies' classification policy to classify all parts, products, software and technology that Keysight sells or supports according to international/national legislation and regulations and international agreements.

Classification

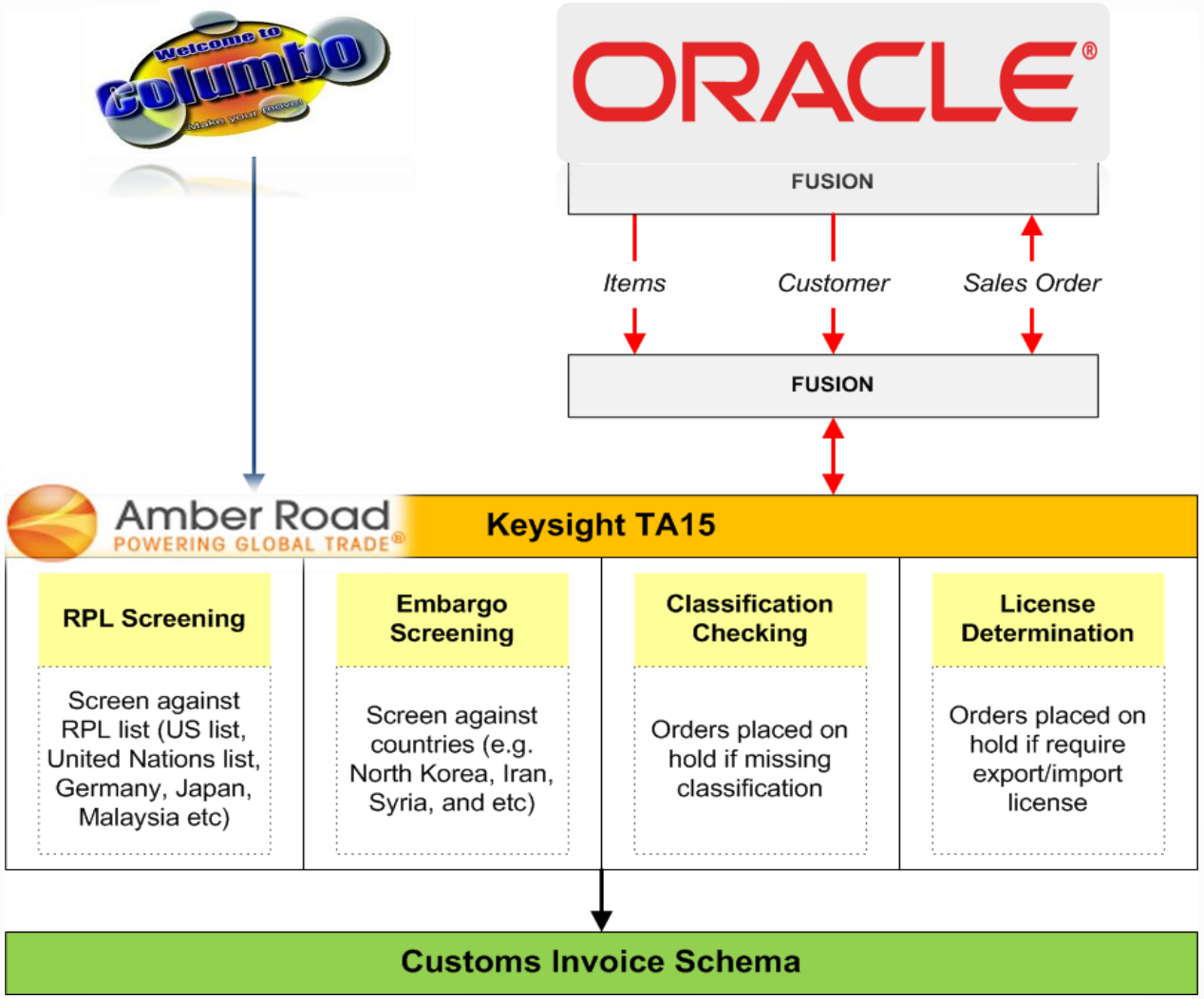
- All Keysight products are classified according to Strategic Goods (Control) Order 2018, BIS's Commodity Control List (CCL), DTC's International Traffic in Arms Regulations (ITAR) and other applicable international rules. Export and re-exports are controlled based on the specific product classification and the ultimate destination, as well as end use or end user when necessary.
- The Classification Team has sole responsibility for assigning Customs and Export Administration classifications. The Classification Team must classify all goods for which Keysight Technologies is the importer or exporter of record.

Export Authorization

- Controlled commodities can be identified by using TA lookup functionality, i.e. retrieving the US and non US ECCN for a particular product. Depending on the ultimate destination country, controlled part/product will require an export- or re-export-authorization, except those commodities eligible for any license exception
- Keysight will pursue and use export authorizations in the following order:
  a) License Exceptions/No License Required
  b) Individual Licenses (IVL)
  c) Munitions Licenses

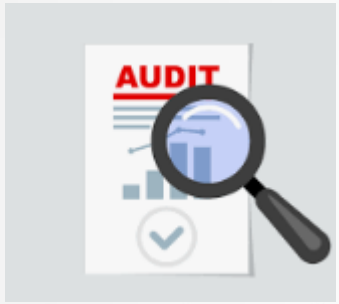
Screening

Product/Country Compliance Screening – Trade Automation System



Compliance Review Program

Compliance Audit



- Export screening
- Classification
- Country of Origin (CoO)
- Valuation
- Transactions review

The audit system includes :

- Verification of license documents, records of export transactions, customer screening records
- Compliance with the ICP procedures.

Thank
you