



**TO: Valued Customers and Channel Partners of Sanyo  
Component Europe, Semiconductor Division**

**SUBJ: ON Semiconductor to Integrate Sanyo Component Europe, Semiconductor  
Division Business Systems and Processes**

**DATE: November 2010**

Dear Valued Customers and Channel Partners,

ON Semiconductor Corporation recently announced the signing of a definitive purchase agreement providing for the acquisition of SANYO Semiconductor Co., Ltd., a subsidiary of SANYO Electric, and other assets related to SANYO Electric's semiconductor business.

On Monday, January 31<sup>st</sup> 2011, all Sanyo Component Europe (SCE), Semiconductor Division's business processes and systems will be replaced by existing ON Semiconductor practices and procedures. The changes to be implemented will directly impact continuing business operations and relationships with all Direct and Channel Partners for SCE, Semiconductor Division.

ON Semiconductor's customer-facing teams – including our sales force, quality service staff, customer service representatives (CSR), distribution channel teams, and supply chain managers – will work closely with you to ensure a smooth transition; providing timely answers to any questions as well as supporting continued uninterrupted product delivery.

For your convenience, details regarding the changes to specific business processes and systems can be found online at [www.onsemi.com/transitionssce](http://www.onsemi.com/transitionssce). The changes we are specifically asking you to prepare for include alterations to the following processes:

- Finished Goods Lot Numbering
- Freight Terms
- Invoicing and Remittance
- Purchase Ordering
- Returns: for Credit/Replacement and Failure Analysis
- Shipping: Packaging, Labeling, Routing
- Standard Terms and Conditions

Current customers and distributors of SCE, Semiconductor Division products can expect to be contacted by their SCE, Semiconductor Division Sales Account Manager to finalize this business transition. If you have any questions prior to hearing from your Account Manager, please contact your customer service representative (CSR). We ask that you share this information with the appropriate teams within your organization to assist us in providing targeted customer support during this transition.



In addition to your local sales support teams, there is additional support available on our web site at <http://www.onsemi.com/transitionssce>. Should you have questions that you wish to pose directly to the global team responsible for supporting you through this integration process, please email questions to [customerquestions@onsemi.com](mailto:customerquestions@onsemi.com).

On behalf of the entire ON Semiconductor team, I want to thank you for your continuing business and support through this conversion process.

Keith Jackson  
President and CEO  
ON Semiconductor