



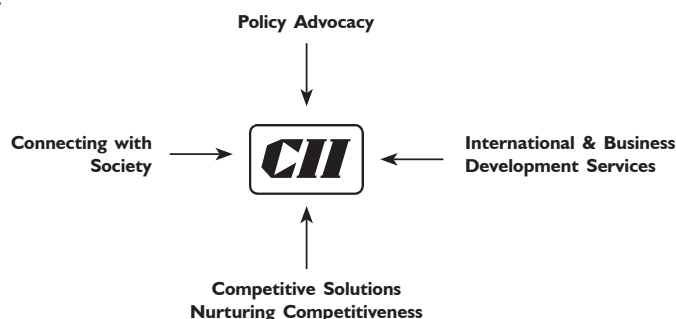
Confederation of Indian Industry

# Membership Dossier

# CII and Membership Services

Since its inception in 1895, CII has led change across sectors, helping its Member companies evolve and adapt to a rapidly changing environment. It works closely with Government on policy issues and offers industry a wide range of specialised services and global linkages to enhance efficiency; build competitiveness and expand business opportunities. Today, CII is a proactive change agent and a nodal point of reference for industry nationally as well as globally.

CII's service portfolio includes:



## Advantage Members

### Benefits to CII Members

As a Member of CII, you will access a world of opportunities, from networking with the corporate majors of Indian and global industry to assisting in framing economic and industrial policies, through close linkage with the Government. CII's proactive approach focusses on helping you to increase efficiency and competitiveness.

#### Networking

- Platform to interact with other Members, Institutions, State & Central Governments
- Fora to meet global business and political leaders
- Participate in topical seminars, training programmes, conferences and meetings
- 8 overseas offices to assist in establishing linkages\*
- 394 Counterpart organizations in 133 countries\*
- Networking opportunities with Indian and global corporate majors
- Platform to enhance business and develop newer markets

#### Policy Work

- Participate in Expert Committees & Task Forces
- Get expert advice on Government legislations, regulations, etc.
- Representations to Central & State Governments and other Institutions

#### Business Services

Special focus on small/micro industry on policy matters, business development, foreign collaborations, trade fair participation, subcontracting, quality, technology & environment initiatives.

- Participate in trade fairs & exhibitions
- Industrial and business delegations are received from overseas and sent out regularly
- ASCON - Affiliated Associations Council - the forum for all sector specific activity
- Develop business through buyer-seller forums
- Visa facilitation / Passport Endorsement Service

#### Learning

- Global trends that affect your business
- Industry best practices on competitiveness
- Improve internal efficiency and productivity
- Get an insight into Government policies and their impact on businesses

#### Sharing

- Share your best practices with other Members
- Help enhance competitiveness of Indian industry

\* As on December 2021

## Caring

- Opportunity to give back to society
- Get involved with important initiatives in the areas of climate change resilience, women empowerment, disaster management and early childhood education.

## Building Excellence

Ten Centres of Excellence (CoEs) – These CoEs provide a diverse range of services through interventions ranging from advocacy, policy research and skill building to turnkey projects, training, consultancy and SME facilitation (cluster):

- CII Institute of Quality, Bengaluru
- CII Naoroji Godrej Centre of Manufacturing Excellence, Mumbai
- CII-Sohrabji Godrej Green Business Centre, Hyderabad
- CII-ITC Centre of Excellence for Sustainable Development, New Delhi
- CII Centre of Excellence for Competitiveness for SMEs, Chandigarh
- CII Institute of Logistics, Chennai
- CII-Suresh Neotia Centre of Excellence for Leadership, Kolkata
- CII-Jubilant Bhartia Food and Agriculture Centre of Excellence, New Delhi
- CII-Triveni Water Institute, New Delhi
- CII Centre of Excellence for Innovation, Entrepreneurship and Start-ups, Hyderabad

## Social Sector Activities

Community development, population, health, literacy, HRD, consumer affairs, rural development - your involvement is needed to make that crucial difference.

## Information Dissemination

- Access to publications and reports on a wide range of subjects
- Monthly journal - e-Newsletter, CII Communique; subscribe to newsletters on Green Business Opportunities, Quality, WTO Monthly Economic Report, Finance & Taxation, Business Focus
- 62 Corporate / Regional / State / Zonal / District offices providing assistance at all levels\*



## MyCII (www.mycii.in) - CII's Online Business Resource Centre

Helps Members multiply their business prospects; update themselves on latest industry trends; seek guidance from experts on a variety of issues; enrich themselves with a trove of knowledge and interact with peers from industry at the click of a mouse. Sign up now for:



- Information Updates
  - Government Notifications
  - Policy Tracker
  - Investment Tracker
- Business Leads
  - Tender Information
  - B2B Opportunities
  - Market Intelligence
  - Members' Directory
  - MyCII Market Place
- Knowledge Centre
  - Sectoral Reports/Research Papers
  - State of Economy - weekly and monthly
  - Proceedings of Business Conferences/Events
  - Sectoral Vision Documents
- Online Communities
  - Peer Group Networking
  - Advisory Services
  - Discussion Boards
  - Communities
  - Group Webinars

**Customize your alerts (Daily / Weekly / Monthly) according to your areas of interest**

**For more information, please call Membership Services at:  
CII Helpline Toll free No: 1800-103-1244, 00-91-99104 46244, 91 11 41193300**

# CII Membership Eligibility & Rules

## I. Membership Categories

|                         |  |
|-------------------------|--|
| Primary Members         | Any Company or Firm in India engaged in manufacturing activity or present in the services sector including Banks, Financial Institutions, Law Firms, Hospitals, Travel/Tourism & Hospitality, Films, Media: Print and Electronic, Digital Entertainment, Advertising, Publishing, Fashion are eligible. This category of Members shall stand for annual elections to the National/Regional/State Councils and have the right to vote.  |
| Associate Members       | Representative offices of foreign companies operating in India as Liaison Offices under the approval of Reserve Bank of India are eligible. The Associate Membership would be converted into Member category as and when Liaison Office status changes to a full-fledged company with the commencement of commercial production/services generating sales turnover. They shall have no power to occupy a seat on the National/Regional/State Councils and shall not have the right to vote.  |
| Affiliated Associations | National or Regional Associations/Councils/Organisations of industry interests are eligible. Affiliation to CII of such bodies would not affect the autonomy or independence of the affiliated body, which would retain the complete right to decide and to pursue its own line of action. Such affiliated bodies shall not have the right to vote. While National Affiliated Associations shall stand for elections to the National Council, they shall not have the right to vote. Regional Affiliated Associations shall neither have power to occupy a seat on the National/Regional/ State Councils not have the right to vote. |
| Institutional Members   | National or Regional Professional Institutes/Organisations/Boards of industry interests dealing with collection and dissemination of information, research & development, technical upgradation processes, exploration of new resources, etc. as distinct from industry Associations/Councils/ Organisations are eligible. They shall have no power to occupy a seat on the National/Regional/State Councils and shall not have the right to vote.   |
| International Members   | An international Company / Firm / Organisation / Association are eligible to become International Members. They shall not be eligible to stand for election of National Council or Regional Councils or State Councils or any other body and shall also not have the right to vote.  |

## 2. Membership Admission Procedure

- For admission as a Member of the Confederation, a Company or a Firm shall make an application in writing to the Regional Director of the respective Region on the prescribed form, which shall be signed by the applicant. The application shall contain an acceptance of, and an agreement to abide by, the rules and regulations of the Confederation.
- Such an application shall be proposed by one and seconded by another Member and may be admitted by the Regional Council of the concerned Region after the Regional / State office-bearers have approved the application form.
- All admissions, except where expressly otherwise stated, shall be made by a Regional Council and all applications for Membership shall be submitted to the Regional Director of the Region, where the applicant's principal establishment is located, being the largest establishment in terms of Gross Sales Turnover during last financial year of the applicant concerned.
- **Primary Member:** Formal application to accompany annual report/audited accounts, company profile, entrance fee, proof of the latest investment figure in plant and machinery / equipment and annual turnover (either a registration certificate as per MSME Act or a certification by the auditors/authority (for a micro/small/medium scale company), certificate of incorporation (for a newly established company).
- **Associate Member:** Formal application to accompany copy of RBI approval for opening Liaison Office in India & copy of annual report of parent company.
- **International Member:** An international Company / firm / Organisation / Association to submit a formal application in writing to the Secretary & Director General of the Confederation.
- **Affiliation/Institutional Member:** Formal application to accompany Memorandum & Rules of association/institution, list of Governing Council, last annual report & audited accounts, note on annual membership subscription, if any, of association/institution, list of Members, payment, etc.
- **The newly Set up Firms and Start Ups:** Annual subscription of ₹ 10,500 (This rate is applicable for the first two years of admission or until the start of commercial production/service whichever is earlier)
- **Multiple Membership:** Any company having Membership in more than one Region pays 15% of subscription subject to a minimum of ₹2,000/- as surcharge per Region.
- **Add on Membership:** Any company having membership in more than one State in the Region from where the company's primary membership is, can take the 'Add On' membership on a payment of ₹5,000/- surcharge per location.

## 2a. Entrance Fee

| Manufacturing & Services Enterprises          |   |                    |
|---|---|--------------------|
| Enterprises                                   | Criteria  | Fee                |
| Newly registered Firms                        | Any company which has not yet started commercial production/services.   | ₹ 3,150            |
| Startups                                      | As per the Government of India definition prevailing at the time of admission (Any Firm up to a period of ten years from the date of incorporation/ registration in India. Turnover of the entity for any of the financial years since incorporation/ registration has not exceeded one hundred crore rupees) | ₹ 3,150            |
| Micro   | Investment < ₹ 1 crore and Turnover < ₹ 5 crores  | ₹ 3,150            |
| Small   | Investment < ₹ 10 crores and Turnover < ₹ 50 crores   | ₹ 3,150            |
| Medium  | Investment < ₹ 50 crores and Turnover < ₹ 250 crores  | ₹ 10,500           |
| Large   | More than ₹ 50 crores of Investment and Turnover of ₹ 250 crores  | ₹ 21,000           |
| Associate Member                              | India Liaison Office (Representative Offices of foreign companies operating in India as Liaison Offices)  | ₹ 10,500           |
| International Member                          | International Company / firm/ Organisation / Association  | US\$ 1,000         |
| Affiliated Association / Institutional Member | Professional Institutes / Associations / Institutes / Organisations – National<br>/ Boards of Industry Interests – Regional   | ₹ 2,000<br>₹ 1,000 |

- Proof of the latest investment figure in plant and machinery / equipment and annual turnover is to be submitted.
- In the case of a Member which joins more than one Region of the Confederation, the entrance fee shall be payable only once
- Entrance fee shall be refunded in case the application is rejected

## 2b. Subscription

### Primary Member

The annual subscription due from each Member shall be calculated on a slab system on the basis of its Gross Sales Turnover during the last financial year in the case of existing Member or on the basis of an estimated turnover for such existing Members who have not finalised their Gross Sales Turnover figures or for a new Member at the following rates:

|         | Gross Sales Turnover                                    | Annual Subscription ( ₹ ) |
|---------|---|---------------------------|
| Slab 1  | Not exceeding ₹ 30 lakhs                                | ₹ 7,350                   |
| Slab 2  | Exceeding ₹ 30 lakhs but not exceeding ₹ 50 lakhs       | ₹ 11,760                  |
| Slab 3  | Exceeding ₹ 50 lakhs but not exceeding ₹ 1 crore        | ₹ 16,170                  |
| Slab 4  | Exceeding ₹ 1 crore but not exceeding ₹ 5 crores        | ₹ 22,050                  |
| Slab 5  | Exceeding ₹ 5 crores but not exceeding ₹ 10 crores      | ₹ 29,400                  |
| Slab 6  | Exceeding ₹ 10 crores but not exceeding ₹ 15 crores     | ₹ 36,750                  |
| Slab 7  | Exceeding ₹ 15 crores but not exceeding ₹ 25 crores     | ₹ 44,100                  |
| Slab 8  | Exceeding ₹ 25 crores but not exceeding ₹ 40 crores     | ₹ 58,800                  |
| Slab 9  | Exceeding ₹ 40 crores but not exceeding ₹ 100 crores    | ₹ 84,000                  |
| Slab 10 | Exceeding ₹ 100 crores but not exceeding ₹ 250 crores   | ₹ 1,09,200                |
| Slab 11 | Exceeding ₹ 250 crores but not exceeding ₹ 500 crores   | ₹ 1,58,400                |
| Slab 12 | Exceeding ₹ 500 crores but not exceeding ₹ 750 crores   | ₹ 1,88,100                |
| Slab 13 | Exceeding ₹ 750 crores but not exceeding ₹ 1000 crores  | ₹ 2,42,000                |
| Slab 14 | Exceeding ₹ 1000 crores but not exceeding ₹ 2000 crores | ₹ 2,86,000                |
| Slab 15 | ₹ 2000 crores and above                                 | ₹ 3,30,000                |

- GST (Goods and Services Tax) 18% is applicable on the annual subscription & entrance fee amount.
- Any company having Membership in more than one Region (multiple Membership), will pay 15% of subscription plus applicable taxes subject to a minimum of ₹2,000/- plus applicable taxes as surcharge, per Region. Similarly, any company desirous of taking membership in more than one State in the Region from where the company's primary membership is, can take the 'Add On' membership on a payment of ₹5,000/- surcharge per location plus applicable taxes.
- Yearly renewal subscription becomes due on 1<sup>st</sup> January. Members are required to provide latest Gross Sales Turnover figures to CII every year for calculating the renewal subscription, If the Gross Sales Turnover figures are not submitted, billing will be on 20% increase on Gross Sales Turnover of previous year.
- Membership Subscription is calculated on the basis of calendar year (January - December)

**Newly Set up Firms and not yet started commercial production / Services / Start Ups:** Annual subscription of ₹10,500

**Associate Member:** Annual subscription of ₹1,05,000

## International Member - Overseas Organisations/Companies:

| Gross Sales Turnover  | Annual Subscription (in US\$) |
|---|-------------------------------|
| Upto US \$ 100 million  | 1,500                         |
| Exceeding US \$ 100 million but not exceeding US\$ 1000 million | 2,000                         |
| Exceeding US \$ 1000 million                                    | 3,000                         |

- The International Member, with Headquarters in one country, having joined the Confederation for more than one country, where their branch office is located, (Multiple Membership) shall pay 15% surcharge plus applicable taxes per country, to cover expenses.

**Affiliated Association / Institutional Member:** Annual subscription of ₹ 25,000 (National) and ₹ 15,000 (Regional)

**First payment:** 1<sup>st</sup> qtr = full; 2<sup>nd</sup> qtr = 3/4; 3<sup>rd</sup> qtr = half; 4<sup>th</sup> qtr = 1/4 subscription.

### 3. Resignation

Any Member may withdraw from the Confederation by giving three months notice, in writing, to the Secretary, of his intention to do so provided that the annual subscription for the current year and any other dues have been fully paid up.

#### 3a. Cessation of Membership

A Member shall *ipso facto* cease to be a member of the Confederation:

- in case it defaults in paying subscription;
- in case it resigns in the manner laid down.

Matters relating to expulsion, resignation, cessation etc. shall be decided as per the Rules of the Confederation.

### 4. Members' Participation

It is important that all Members are aware of, and take advantage of, the services provided. Only Members' participation in the events and use of the various services will be a measure of the adequacy of the secretariat's endeavours. It is only through members' feedback that new services can be developed and evolved.

#### 4a. Participation Levels

**Zone:** The first level of participation is at the zonal level where Members can participate in the Zonal Councils and other zonal activities.

**State:** The second level of participation enables Members to participate in State Councils, which determine the official policy on State issues. CII is represented on various official State Government advisory committees and experts from within the Membership are nominated on these bodies.

**Region:** The third level of participation enables Members to take part in the Regional Council, members of which have the final say on all policy matters affecting the Region.

**National Committee:** CII National Committees play a vital role in India's economic and industrial development and the composition of such committees comes from CII Membership.

**The National Council:** This is the all-India policy making body of CII. Many of the seats in the Council are filled through the election process. Every Member is free to put forward ideas, draft policy proposals and present them to the President, President-Designate or Vice President.

**Associations Council (ASCON):** Being a high level representative group for 100+ sectors, the focus of ASCON is on monitoring the overall health of Indian industry, "consensus building" within industry to arrive at a crucial commonality of approach, project industry image (through sectoral exhibitions, export development work), shifting industry focus to non-conventional areas like energy conservation, pollution control, total quality management and technology development, and regular meetings with policy makers of the Government of India to resolve bilateral issues.

### 5. CII Industrial Divisions

These Divisions deal with specific industry sectors, represent and provide a national point of reference on these specific sectors. Divisional Membership is open to manufacturing organisations, who are already CII Members, on an additional subscription.

| Divisions                         | Annual Subscription* ( ₹ ) |
|-----------------------------------|----------------------------|
| Cement                            | ₹ 10,000                   |
| Mining and Construction Equipment | ₹ 10,000                   |
| Office Automation & Imaging       | ₹ 10,000                   |
| Railway Equipment                 | ₹ 10,000                   |
| Transmission Line                 | ₹ 10,000                   |
| Technical Textiles                | ₹ 10,000                   |

\* GST 18% is applicable on the Annual Subscription.

# Membership Profile

SECTORS BELOW INCLUDE MULTI-PRODUCT/MULTI-SERVICE COMPANIES

| Sector (Product/Service) |   | Members |
|--------------------------|---|---------|
| <b>A)</b>                | <b>Agriculture, Seeds &amp; Fish Farming</b>  |         |
|                          | Agriculture products/seeds/flowers/plants/crops/manure/poultry & fish farms, marine plants, general   | 285     |
| <b>B)</b>                | <b>Mining and Quarrying</b>   |         |
|                          | Mining & quarrying/Coal/Lignite/Crude petroleum & natural gas/Uranium/Thorium/Metal ores              | 744     |
| <b>C)</b>                | <b>Manufactured Products</b>  |         |
|                          | Food products and Beverages   | 278     |
|                          | Chemicals   | 369     |
|                          | Iron & Steel  | 490     |
|                          | Drug & Pharmaceuticals  | 154     |
|                          | Motor Vehicles & parts (bodies/engines), other trpt equipments (railway/aircraft/motorcycles)         | 418     |
|                          | Electrical machinery and Electronic, Telecommunication  | 389     |
|                          | Rubber & Plastic products   | 247     |
|                          | Textile goods, yarn, furnishings, garments & accessories  | 296     |
|                          | Instruments (for measuring/checking), Medical equipments/appliances, Watches and Clocks               | 177     |
|                          | Furniture/gems & jewellery/handicrafts/cosmetics&toiletries/stationery/film/sport,fitness goods-toys) | 88      |
|                          | Paper/Paper products/packaging material   | 77      |
|                          | Publishing, Printing and Reproduction of Recorded Media   | 29      |
|                          | Footwear, gaiters and the like; parts of such articles  | 14      |
|                          | Wood/laminates and products of wood except Furniture  | 44      |
| <b>D)</b>                | <b>Services</b>   |         |
|                          | Consulting (Engg/Technical/Legal/Mgmt/Share)/Research & Devpt/placement                               | 621     |
|                          | Computer (hardware & software-multimedia/internet/CAD) & Telecommunications                           | 345     |
|                          | Membership organisation activities - industry associations/chambers/federations                       | 301     |
|                          | Education - Technical/Management/Higher - & Training - Vocational/Computer                            | 786     |
|                          | Construction (property devt/roads/rail-beds/bridges/runways/power & indl plants)                      | 94      |
|                          | Financial Services - banks/insurance/leasing/financial intermediation                                 | 211     |
|                          | Travel/Tourism/Transport (land/water/air) travel agency, cargo, courier & storage                     | 133     |
|                          | Healthcare  | 126     |
|                          | Hotels, Restaurants & Catering  | 90      |
|                          | Electricity/Gas and Water supply  | 34      |
|                          | Infrastructure & Real Estate  | 112     |
|                          | Media & Entertainment   | 58      |



## Confederation of Indian Industry

The Confederation of Indian Industry (CII) works to create and sustain an environment conducive to the development of India, partnering Industry, Government and civil society, through advisory and consultative processes.

CII is a non-government, not-for-profit, industry-led and industry-managed organization, with around 9,000 members from the private as well as public sectors, including SMEs and MNCs, and an indirect membership of over 300,000 enterprises from 286 national and regional sectoral industry bodies.

For more than 125 years, CII has been engaged in shaping India's development journey and works proactively on transforming Indian Industry's engagement in national development. CII charts change by working closely with Government on policy issues, interfacing with thought leaders, and enhancing efficiency, competitiveness and business opportunities for industry through a range of specialized services and strategic global linkages. It also provides a platform for consensus-building and networking on key issues.

Extending its agenda beyond business, CII assists industry to identify and execute corporate citizenship programmes. Partnerships with civil society organizations carry forward corporate initiatives for integrated and inclusive development across diverse domains including affirmative action, livelihoods, diversity management, skill development, empowerment of women, and sustainable development, to name a few.

As India strategizes for the next 25 years to India@100, Indian industry must scale the competitiveness ladder to drive growth. It must also internalize the tenets of sustainability and climate action and accelerate its globalisation journey for leadership in a changing world. The role played by Indian industry will be central to the country's progress and success as a nation. CII, with the Theme for 2023-24 as **'Towards a Competitive and Sustainable India@100: Growth, Inclusiveness, Globalisation, Building Trust'** has prioritized 6 action themes that will catalyze the journey of the country towards the vision of India@100.

With 65 offices, including 10 Centres of Excellence, in India, and 8 overseas offices in Australia, Egypt, Germany, Indonesia, Singapore, UAE, UK, and USA, as well as institutional partnerships with 350 counterpart organizations in 133 countries, CII serves as a reference point for Indian industry and the international business community.

### Confederation of Indian Industry

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1800 103 1244 (Toll Free)



#### Email us at

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Connect via social media  
on



CII is just a  
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anywhere

Get real time access to

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