

1) ISC Addresses the Needs of the Stevia players worldwide

The **International Stevia Council** is a global trade association representing the interests of all the players in the stevia value chain: leaf growers, stevia extract producers and manufacturers of steviol glycosides, ingredient users, such as food and beverages manufacturers, as well as individuals, companies and organisations with an interest in the stevia value chain.

ISC's vision is to be the authoritative voice for the stevia industry to improve the diets and health of people globally by addressing sugars and calories in food. In order to fulfil this vision, ISC has embarked upon several initiatives to highlight the safety, the quality and the recognition of stevia and steviol glycosides.

Benefits of Companies Joining the ISC

The global landscape for stevia is rapidly changing: with the increased adoption of stevia in food and beverage products, consumers' questions concerning the safety, the plant-based status, the labelling, the sustainability etc, are inevitably increasing, together with public scrutiny. These are just some of the issues that the different players in the stevia value chain face and a single global voice is needed to address these challenges.

ISC is listening, engaging and responding to these issues in order to offer the following best in practice benefits to companies manufacturing or using stevia extracts and steviol glycosides:

1. Engagement with global regulators to create a favourable regulatory landscape for stevia in all markets around the world:
 - Support new regulatory authorizations
 - Help reduce inconsistencies in existing stevia regulations
 - Remove regulatory barriers
 - Expand stevia uses in additional food categories
2. Global Surveillance of New Initiatives Involving Stevia
 - Develop plans to identify and mitigate risks
3. Ingredient Reputation Management
 - Programs to protect the "halo" around stevia amidst new challenges
 - Programs to promote Stevia's unique value proposition and points of differences
 - Established tools for an industry response to different audiences and stakeholders

Added Values

A pan industry forum to influence the development of stevia:

- Establish a platform where the voice of all the players in the stevia value chain is heard and can influence the setting of the wider ISC industry agenda.
- Discuss the interests and resolve the concerns of the different members
- Develop programs to establish best practices guidance on aspects of interest to the members
- Issue industry data reports summarising industry data and adoption trends

A forum to engage with industry participants:

- Establish a dialogue with leaf suppliers and ingredient users companies to address common issues.
- Develop a common agenda with all the players in the stevia value chain to commonly address the different needs of these players.



2) ISC Structure and Governance

The ISC is a not for profit trade organisation and has two categories of membership: Full membership with voting rights and Associate membership with no voting rights.

Full Members

- ⇒ **Refiner Members:** for the manufacturers of high purity stevia extracts/steviol glycosides.
- ⇒ **Ingredient User Members:** for F&B companies, flavour/ingredient houses and other users of stevia/steviol glycosides.
- ⇒ **Leaf Supplier Members:** for stevia leaf suppliers.

3) ISC Membership Fees

Full Members

- ⇒ **Refiner/Producer:** are subdivided in 4 categories based on refiner members' qualifying sales*:
 - Category A: company with >15% of total refiner members' qualifying sales - Fees USD 30,000
 - Category B: company with > 5% but < 15% of total refiner members' qualifying sales - Fees USD 25,000
 - Category C: company with >1% but <5% of total refiner members' qualifying sales – Fees USD 20,000
 - Category D: company with < 1% of total refiner members' qualifying sales - Fees USD 15,000(*Qualifying Sales means a refiner member's audited or otherwise verifiable B2B sales of refined stevia/steviol glycosides with a purity level in accordance to JECFA specifications or equivalent approved specifications for the 12 months to June 30 prior to the association's relevant fiscal year).
- ⇒ **Ingredient Users:** All users of high purity Stevia (F&B companies, flavour and ingredient houses)
The membership fees will be as follows:
 - Fee USD 5,000 per year for companies with stevia related turnover of < 1 million USD
 - Fee USD 7,500 per year for companies with stevia related turnover of < 2.5 millions USD
 - Fee USD 15,000 per year for companies with stevia related turnover of < 5 millions USD
 - Fee USD 20,000 per year for companies with stevia related turnover of > 10 millions USD
- ⇒ **Leaf Suppliers:** Fee USD 6,000 per year
All producers of stevia leaf and growers and representatives of stevia leaf producers, including the leaf producers trade associations at national or regional level

Associate Members

- ⇒ **Stevia Stakeholders:** Fee USD 8,000 per year
Individuals, companies or organisations with an interest in the stevia value chain.
- ⇒ **Stevia Stakeholder with participation at the Committees:** Fee USD 12,000 per year
Those companies/individuals that do not fulfill the Full Member categories and wish to be involved in the work of the ISC Committees by: attending the meetings/calls of the Technical Issues Committee and the External Affairs Committee, participating at the discussion and provide views on the topics addressed at Committees level, proposing new topics for discussion. The companies/individuals cannot exercise voting rights neither at Committee nor at GA levels. Their representatives cannot be elected in the Board.
- ⇒ **Leaf Suppliers:** Fee USD 2,000 per year
Individual stevia leaf growers may choose to be an Associate member and receive information about the industry.



4) Value Proposition

Full members:

Benefits:

Full members will participate in the governance and priority setting of the ISC through a comprehensive program of rights and access:

- * Voting Rights
- * Participation at the External Affairs and the Technical Issues Committees
- * Participation at Board Level
- * Participation at the Annual General Assembly

In addition members will receive a valuable benefit package:

- * Receipt of Member Only Industry Information
 - * Regulatory developments, communication activities, technical activities
 - * Industry Forecast and Trends in the Industry Data Report
 - * Submission of questions/proposals/issues to the ISC Board and Committees for consideration and response
- * Use of the ISC logo, accredited "*member of the ISC*"
- * Access to ISC members through contact list

Voting rights

Refiners'/Manufacturer's members voting rights is weighted based on the qualifying sales. The leaf suppliers and the ingredient users as a category can elect a member to the Board of Director. That Board's member speaks on behalf of the relevant membership category. Leaf members are entitled to exercise 10 % of total voting rights at the General Assembly and Ingredient users 15 %. The remaining 75 % are for Refiners.

Associate members

Benefits

- * Receive Industry Data Report
- * Endorsement of membership, including use of ISC logo for associate members and describe themselves as "associate member of ISC"
- * Ability to submit questions/proposals/issues to ISC Board and Committees for consideration
- * Participate at survey on data gathering
- * Access to the intranet of the ISC website dedicated to associate members
- * Participation at a Webinar per year where updates on all ISC activities are provided
- * Access to ISC members through contact list and Attendance at the Annual General Assembly

5) Next Steps to join the ISC

Set out below is an application form for membership.



Application Form to join the International Stevia Council

Please return to GlobalOffice@internationalsteviacouncil.org

The following company would like to apply for Membership in the International Stevia Council.

APPLICANT

Company name	
Address	
Country	
General e-mail	
Website	

MAIN REPRESENTATIVE

Name	
Position	
E-mail	
Phone	
Mobile	

APPLICATION INFORMATION:

A: Please indicate in which category you are seeking membership and how your company's activities relate to Stevia

The company/organization is:

Full Member

- Refiners/Manufacturers
- Ingredient Users
- Leaf Suppliers

Associate Member

- Associate Member—Stevia stakeholder
- Associate Member—participation at Committees
- Associate Member (leaf supplier)

B: Proof of your company's existence in law - Please attach a copy of a recent extract from the register of companies proving your company's existence in law. Alternatively, please provide some other satisfactory evidence of your company's existence in law.

The Undersigned hereby declares the following:

I hereby confirm my agreement to the Rights and Obligations of the Full Members / Associate Members of the International Stevia Council as described in this document.

My organization commits to pay the annual membership fees upfront and in accordance with the level described in this document.

I understand that this application will be subject to confirmation by the Board of Directors of the International Stevia Council.

Date/Place: _____

Name (Block Capitals): _____

Signature: _____

