"There is no such thing as failure. There are only results."
—Anthony Robbins (American self-help writer and advisor to leaders)

It is again that time of the year when we do a stocktaking of Indian companies from the electronics and IT verticals. This year's survey has led to interesting insights regarding the growth trends in different verticals, strategies that worked well, and those that fell flat!

This year, yet again, the top 10 positions are divided almost equally between the IT and telecom industry.

Bharti Airtel tops the charts, recording significant growth in its revenues, moving up from last year's Rs 270,122 million to Rs 373,521 million this year. With both its revenues and profits dropping steeply, BSNL slips to the second position. Nokia India and Vodafone Essar are two new entrants in the Top 10 list. TCS, Wipro, Infosys, Reliance Communications, HP and Redington continued to be amongst the top 10.

Huawei Technologies India, HBL Power Systems, Educomp Solutions, Microtek International, EMC India, Bartronics India, OnMobile Global, Zicom, R Systems, ZTE Telecom India, Datamatics and XL Telecom & Energy are amongst the new entrants this year.

The companies that significantly climbed up the ranking are Patni Computers Systems, Aricent Technologies, Prithivi, Mindtree, Opto Circuits (India) and Geodesic.

Samsung India’s revenue improved significantly, moving up from Rs 52,260 million to Rs 82,586 million.

MTNL fell from 19th to 24th position, and so did its revenue. Bharti Teletech (dropping from 40th to 55th position) and Salora International (slipping from 51st to 70th place) emerged as the other big losers during the financial year 2008-09.

Intel, SAP, Adobe, L&T Infotech, Philips Electronics and Cognizant declined to participate in this survey. Satyam Computers is also out of the reckoning this year.

The Top 100 is compiled using information sourced directly from the companies or their balance sheets published on websites. The consolidated revenue figure for the current financial year has been the key ranking determinant. As gross turnover may not be the ideal reflection of a company’s performance, effort has been made to provide profit figures as well.

We solicit suggestions to make this report even better in the coming years.

(Compiled by: Arti Singh and Monika Bhati)
<table>
<thead>
<tr>
<th>Name</th>
<th>Profit (Rs million)</th>
<th>Revenue (Rs million)</th>
<th>Rank</th>
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<td>3i Infotech</td>
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<td>Bharat Sanchar Nigam Ltd (BSNL)</td>
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**Ranked on the basis of REVENUE**
BHARTI AIRTEL LTD
Rs 373,521 mn (2008-09)

Bharti Airtel, the flagship company of Bharti Enterprises, is Asia’s leading integrated telecom service provider with operations in India and Sri Lanka, and an aggregate of over 108 million customers as of the end of July 2009. The company is structured into three strategic business units—mobile services, telecom services and enterprise services. Bharti Airtel and South Africa’s MTN Group are engaged in talks for a possible merger to be worth about $20 billion. This could create a leading telecommunications service provider group aligning Bharti’s Indian business with MTN’s African and Middle Eastern operations. With the Government announcing plans to auction spectrum for 3G mobile services, Bharti Airtel is also planning to roll out its 3G services by October 2010.

SUNIL BHARTI MITTAL
CMD

Aravali Crescent 1, Nelson Mandela Road, Vasant Kunj, Phase II, New Delhi 110070; Phone: 011-46668100, 42665500; Fax: 41666137; Website: www.airtel.in

TATA CONSULTANCY SERVICES (TCS)
Rs 273,859 mn (2008-09)

A part of the Tata Group, Tata Consultancy Services (TCS) is an IT services, business solutions and outsourcing organisation. TCS has over 140,000 of the world’s best trained IT consultants in 42 countries. TCS recently bagged a part of the estimated $1.5 billion deal from British oil major BP Plc. The company expects the deal to fetch an annual revenue of $30-100 million over the next 3-5 years. The company also aims to double its Indian revenues to $1 billion by 2013. Giving a fillip to the company’s IT recruitment scene, TCS recently announced plans to hire 25,000 people globally this year, 90 per cent of which will be in India. The company is all set for a management shake-up that will see N. Chandrasekaran, the present chief operating officer and executive director, taking over as the company’s new CEO and MD, with effect from 6 October 2009.

B. RAMA RAO
CEO AND MD

TCS House, Raveline Street, Fort, Mumbai 400001; Phone: 022-67789999; Fax: 67789000; Website: www.tcs.com

NOKIA INDIA PVT LTD
Rs 249,418 mn (2008-09)

Nokia, the world’s leading maker of mobile devices, started its India operations in 1995. The company’s Indian operations comprises its handset business, which includes R&D facilities in Bangalore, Hyderabad and Mumbai, and a manufacturing plant in Chennai. Today, India is the second largest market for the company, globally. Moving into the personal computing market, Nokia last month announced its first netbook, the Nokia Booklet 3G, that will use Microsoft’s Windows operating system. During his recent visit to India, Nokia’s global CEO Olli-Pekka Kallasvuo said that he “sees a lot of opportunity in the Indian market with the roll out of third-generation mobile services.”

D. SHIVA KUMAR
MD & VP

5th Floor, Tower A&B, Cybergreen, DLF Cyber City, Sector 25A, Gurgaon 122002, Haryana; Telephone: 0124-4199800; E-mail: communications.india@nokia.com; Website: www.nokia.co.in

BHARAT SANCHAR NIGAM LTD (BSNL)
Rs 358,119 mn (2008-09)

India’s largest telecommunications company, Bharat Sanchar Nigam Ltd (BSNL) provides comprehensive range of services that include wireless, CDMA mobile, GSM mobile, Internet, broadband, carrier service, MPLS-VPN, VSAT, VoIP services and IN Services. BSNL (a Government of India enterprise) provides telecom services across the country except in the major cities of New Delhi and Mumbai, which are covered by another state-run firm, MTNL. The company recently launched 3G mobile services in 155 cities, and is expected to expand its network to 700 cities across the country. India will hold an 3G spectrum auction later this year, but state-run firms have already been given one slot in each service area.

KULDEEP GOYAL
CMD

Bharti Sanchar Bhavan, Harish Chandra Mathur Lane, Jangpah, New Delhi 110001; Fax: 011-23762926; Website: www.bsnl.co.in

WIPRO LTD
Rs 259,616 mn (2008-09)

Wipro Limited provides comprehensive IT solutions and services, including systems integration, information systems outsourcing, package implementation, software application development and maintenance, and research and development services to corporations globally. It is the first PPM Level 5 and SEI CMM Level 5 certified IT services company globally. Wipro was recently rated India’s number one Green Brand and amongst the Top 5 Global Green brands in the world by Greenpeace in its ‘Guide to Greener Electronics’ ranking. Adding another feather to its cap, Wipro Infotech recently won the largest IT outsourcing contract worth Rs 1,182 crore from the Employees’ State Insurance Corporation (ESIC). As part of the contract, Wipro will implement ESIC’s Project Panchdeep, which is aimed at improving healthcare services to its beneficiaries.

AJIM H. PREMJI
CHAIRMAN

Doddakannelli Saripud Road, Bengaluru 560001; Phone: 080-28440011; Fax: 28440256; Website: www.wipro.com

RELIANCE COMMUNICATIONS LTD
Rs 229,485 mn (2008-09)

Reliance Communications Limited, the flagship company of the Reliance Anil Dhirubhai Ambani Group, is India’s foremost and truly integrated telecommunications service provider. With a customer base of over 85 million, including over 2.2 million individual overseas retail customers, the company ranks amongst the Top 10 Telecom companies in the world by number of customers in a single country. In a significant move, Reliance Communications recently entered into a long-term passive infrastructure sharing agreement with Etisalat DB. The deal will accelerate Etisalat DB Telecom’s forthcoming roll-out of telecom services in India. Earlier this year, Reliance Mobile created a GSM network in Delhi in a short span of 11 months.

ANIL D. AMBANI
CHAIRMAN

Sriramabali Ambani Knowledge City, Navi Mumbai 400709; Phone: 022-30373333; E-mail: customercare@relianceada.com; Website: www.relianceada.com

Note: (1) Graphs are indicative and not to scale and (2) the black curve shows revenues and the red curve shows profit/loss.
HCL INFOSYSTEMS LTD
Rs 122,524 mn (2008-09)

HCL Infosys Ltd is one of India's premier information enablers and ICT systems integration companies. It offers a wide spectrum of ICT products that includes computing, storage, networking, security, telecom, imaging and retail. This milestone adds India to HP's list of 50 countries in which the company offers product take-back services in partnership with the Indian Institute of Technology (IIT), HP recently launched the HP Software University in Mysore. This is aimed at providing students with a competitive edge in the software testing industry.

S. Gopalakrishnan
CEO AND MD

VODAFONE ESSAR LTD
Rs 179,632 mn (2008-09)

Vodafone Essar is the Indian subsidiary of the Vodafone Group and commenced operations in 1994 when its predecessor, Hutchison Telecom acquired the cellular licence for Mumbai. The company now has operations across the country with over 78.66 million customers. Over the years, Vodafone Essar, under the Hutch brand, has been named the 'Most Respected Telecom Company', the 'Best Mobile Service in the Country' and the 'Most Creative and Most Effective Advertiser of the Year'. Earlier this year, Vodafone Essar managing director Asim Ghosh stepped down from his post after being at the helm for over 10 years. He, however, continues to be on the board of Vodafone Essar. To fund network expansion plans, the company recently raised a debt of about Rs 10,000 crore from the State Bank of India. The funds will be used for network rollout, broadband and wireless operations and some of it would be reserved for the 3G spectrum auction.

Marten Pieters
CEO

REDINGTON (INDIA) LTD
Rs 126,831 mn (2008-09)

Redington India Ltd, incorporated in 1961, commenced operations in 1993 distributing information technology products. Within a short span, the company has successfully positioned itself as one of the leaders in the Indian information technology (IT) industry. Redington, through all its subsidiaries, distributes products from over 40 leading manufacturers; services over 12,000 channel partners in India and 2800 channel partners in Middle East and Africa. In November 2008, Redington India transferred its Middle East and Africa (MEA) business, Redington Gulf FZE, Dubai, to its overseas subsidiary. Earlier this year, the company was selected by Canadian smartphone maker, Research in Motion (RIM), to establish a national retail distribution channel for its BlackBerry handsets.

R. Shinivasan
MD

IBM INDIA PVT LTD
Rs 120,480 mn (2008)

Since its inception in 1992, IBM in India has expanded its operations considerably with regional headquarters in Bangalore and offices in 14 cities including regional offices in New Delhi, Mumbai, Kolkata and Chennai. The company has established itself as one of the leaders in the Indian information technology (IT) industry. IBM is supposed to be the only IT company in the world and in India that offers end-to-end solutions to customers from hardware to software, services and consulting. Earlier this year, the technology giant was reported to be steadily building its work force in India and other locations, while reducing the number of employees based in the US. Foreign workers accounted for 71 per cent of Big Blue's nearly 400,000 employees at the start of the year, up from about 65 per cent in 2006, a report said.

Shanker Annaswamy
REGIONAL GM, IBM INDIA/SOUTH ASIA

HEWLETT-PACKARD INDIA
Rs 157,600 mn (2008-09)

Hewlett Packard (HP) India, established in 1988, holds the distinction of being one of the first technology companies to set up a base in India. HP in India is one of the largest and most diverse sites for HP outside of the US. HP India became a billion dollar company in 2005 and continues to expand its operations. The company recently extended its product recycling programme in India beyond corporate customers to include consumers and small and medium-sized businesses (SMBs). This milestone adds India to HP's list of 50 countries in which the company offers product take-back services. In partnership with the Indian Institute of Technology (IIT), HP recently launched the HP Software University in Mysore. This is aimed at providing students with a competitive edge in the software testing industry.

NeeNAM Dhawan
MD

INFOSYS TECHNOLOGIES LTD
Rs 216,930 mn (2008-09)

Infosys Technologies Ltd was started in 1981 by seven people with $250. Today, it is a leader in the ‘next generation’ of IT and consulting with a global footprint. It has over 50 offices and development centres in India, China, Australia, the Czech Republic, Poland, the UK, Canada and Japan. In July this year, Nandan Nilekani, co-chairman of Infosys Technologies, resigned from the company’s board to join the Indian Government, in the rank of a cabinet minister. Nilekani was invited by Prime Minister Dr Manmohan Singh to head Unique Identification Authority of India (UIDA). The company recently expanded its Global Education Centre (GEC) at its Mysore campus, making it the largest corporate education centre in the world. The company’s total investment in the Mysore centre is Rs 2,055 crore.

S. Gopalakrishnan
CEO AND MD
VIDEOCON INDUSTRIES LTD
Rs 119,808 mn (2007-08)

From being just another consumer durable manufacturer a few years back, Videocon today is a $4 billion giant that spans the globe from Boston to Busan. Videocon today is the third largest CPT (colour picture tube) manufacturer in the world with a total production capacity of 22 million per annum. In India, Videocon is the only manufacturer of the glass panels, a key component for a colour picture tube. Thus every TV sold in India with an Indian picture tube has a Videocon inside. Continuing its trend-setting pace of expansion, the company recently launched its maiden UPS H product range through its power division.

VENUGOPAL NANDAK SHOOT CND

HCL TECHNOLOGIES LTD
Rs 105,910 mn (2008-09)

HCL Technologies is a leading global IT services company, working with clients in the areas that impact and redefine the core of their businesses. Since its entry into the global landscape after its IPO in 1999, HCL offers an integrated portfolio of services including software-led IT solutions, remote infrastructure management, engineering and R&D services, and BPO. HCL leverages its extensive global offshore infrastructure and network of offices in 20 countries to provide holistic, multi-service delivery in key industry verticals. The company recently completed its acquisition of a 35,000 sq ft data centre from a Fortune 500 organisation in Parsippany, New Jersey.

VINEET NAYAR CEO

IDEA CELLULAR LTD
Rs 101,484 mn (2008-09)

Idea Cellular, part of the Aditya Birla Group, is a leading GSM mobile service operator with pan India licences. The company has licences and spectrum to operate in all 22 service areas of India, with commercial operations in 17 service areas, currently. The company recently awarded an estimated $50 million seven-year outsourcing contract to IBM to provide technology enabling the company to better compete with rivals such as Bharti Airtel and Vodafone Essar, in value-added services.

SANJEEV AGA MD

SAMSUNG INDIA ELECTRONICS PVT LTD
Rs 82,586 mn (2008)

Samsung Electronics Co., Ltd is a global leader in semiconductors, telecommunications, digital media and convergence technologies. Employing approximately 150,000 people in 134 offices across 62 countries, the company consists of two businesses—digital media and communications and devices solution. Recognised as one of the fastest growing global brands, Samsung Electronics is a producer of digital TVs, memory chips, mobile phones and TFT-LCDs. The company recently announced the global launch of the world’s first solar powered mobile phone, the Solar Guru (Guru E1107) in the Indian market. The new handset enables its users to charge the battery anywhere the sun is shining, so that users are not inconvenienced when the phone battery is running out of charge.

JUNG SOO SHIN PRESIDENT & CEO

LG ELECTRONICS INDIA PVT LTD
Rs 107,000 mn (2008)

LG Electronics India Pvt Ltd (LGEIL), a wholly owned subsidiary of LG Electronics, South Korea was established in January 1997. It is one of the most formidable brands in consumer electronics, home appliances, IT hardware and mobile communications space. LGEIL’s manufacturing unit at Greater Noida is one of the most eco-friendly units amongst all LG manufacturing plants in the world. Beting big on the Indian growth story, LG recently said it would invest about $1 billion here for marketing and research over the next five years. For the past couple of years, the Korean major has been investing around $130 million a year on R&D and marketing. Now, LG has chalked out plans to pump in more money in these areas to push sales and expand research activities.

MOON B. SHIN MD

HUAWEI TECHNOLOGIES INDIA PVT LTD
Rs 62,870 mn (2008-09)

Set up in 1999 in Bangalore, Huawei Technologies India Pvt Ltd (HTIPL) is a 100 per cent subsidiary of Huawei Technologies Co Ltd. As Huawei’s largest and fastest growing R&D centre outside China, Huawei Technologies India plays a key role in pioneering R&D efforts, developing cutting-edge software products/platforms in the areas of next-generation networks, intelligent networks, data communication, network management, telecom middleware, optical networks and mobile handset software for telecom carriers across the world. The company recently achieved SEI CMMI Ver 1.2 Level 5 certification.

JUSTIN CHEN CEO

TATA COMMUNICATIONS LTD (FORMERLY VSNL)
Rs 102,228 mn (2008-09)

Tata Communications, a part of the Tata Group, is one of India’s leading Internet service providers, offering a complete range of retail Internet products and solutions for the home and small business users. Tata Communications, through its wholly owned subsidiary, Tata Communications Internet Services Ltd, serves over 450,000 customers with a variety of services like broadband, Wi-Fi, dial-up access from 17 value-added services like entertainment-on-demand, interactive education, net telephony, PC security, website hosting and business mail. In March this year, Tata Communications sold part of its stake in group company Tata Teleservices to Japanese telecom major NTT DoCoMo for about Rs 424 crores.

SHIBNATH NARASIMHAN MD & CEO

SIEMENS LTD
Rs 97,997 mn (2007-08)

The Siemens Group in India is a unique player in the field of electrical and electronics engineering. It operates in the core business areas of energy, industry and healthcare. It has nation-wide sales and service network, 19 manufacturing plants, a network of around 500 channel partners and employs about 17,200 people. In January this year, Siemens Ltd approved the transfer of the Siemens Information Systems Ltd (SISL) business in India to a subsidiary of Siemens AG at a price of Rs 449 crore. The company was recently awarded two contracts worth Rs 109 crore by the Power Grid Corporation of India Ltd (PGCIL) to construct and upgrade its 4000 kV Bhachau and 400kV Malikot substations.

DEEPAK S. PAREKH CHAIRMAN

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### CISCO SYSTEMS INDIA PVT LTD

Rs 60,840 mn (2008-09)

Cisco is the world leader in networking that transforms how people connect, communicate and collaborate. Cisco Systems India Pvt Ltd commenced operations in 1996. With sales and marketing operations spread across key cities in India and a software development centre in Bangalore, Cisco dominates the networking market in the core technologies of routing and switching, as well as WLAN and network security. Earlier this year, Cisco announced a pilot programme to assist the government of Karnataka in developing a road map for an intelligent and sustainable Bengaluru city.

**Estimated**

NARESH WADHWA
President and Country Manager, Cisco India & SAARC

2nd floor, Brigade South Parade, 10, M.G. Road, Bengaluru 560001; Phone: 080-41593000; Fax: 25327282; E-mail: in_assistant@cisco.com; Website: www.cisco.com

### ZTE TELECOM INDIA PVT LTD

Rs 48,580 mn (2008-09)

ZTE Telecom India is a wholly owned subsidiary of ZTE Corporation, a global provider of telecommunications equipment and network solutions. The company started its operations in India in 1999. It now offers the most comprehensive telecom product lines in the world, covering every sector of the wireline, wireless, terminal and service markets. The company recently set up its first managed service centre in India. Established at an initial investment of Rs 192.4 million, the centre is ZTE’s largest outside China and will primarily be used for offering managed services to Indian telecom operators.

**Estimated**

D.K. GOHSH
CMD

6th Floor, Tower-B, Building No. 10, DLF Cyber City, Phase-I, Gurgaon 122002, Haryana; Phone: 0124-4323000; Fax: 4067330; Website: www.zte.com.cn/en

### BHARAT ELECTRONICS LIMITED

Rs 46,487 mn (2008-09)

Bharat Electronics Limited (BEL) was established in Bangalore by the Government of India under the Ministry of Defence in 1954 to meet the specialised electronic needs of the Indian defence services. Over the years, it has grown into a multi-product, multi-technology, multi-division company serving the needs of customers in diverse fields in India and abroad. BEL and the Indian Institute of Science (IISC),Bangalore, recently signed a MoU for instituting a Chair Professorship for Radar Studies at IISC. BEL contributed Rs 1 crore as corpus fund for setting up the Chair.

**Estimated**

ASHWANI KUMAR DATT
CMD

Outer Ring Road, Bengaluru 560045; Phone: 080-25093800, 25039236, Fax: 25039365, 25039233; E-mail: corpcomm@bel.co.in; Website: www.bel-india.com

### MAHANAGAR TELEPHONE NIGAM LTD (MTNL)

Rs 45,965 mn (2008-08)

Mahanagar Telephone Nigam Limited (MTNL) is an Indian Government-owned telephone service provider in the cities of Mumbai, Thane, New Delhi and Navi Mumbai. The company provides fixed line telephones, cellular connections for both GSM and WLL (CDMA), its GSM consumer offerings include Dolphon (postpaid) and Trump (prepaid), while Garuda-FW, Garuda-Mobile and Internet services through dialup andDSL come under its WLL service umbrella, along with broadband Internet Tribal. In February this year, MTNL announced the commercial launch of its 3G mobile services (Jadon) in the capital, offering mobile subscribers facilities like faster internet surfing and data downloads, live TV, video on demand, video calls and Voice over Internet Protocol (VoIP).

**Estimated**

K. R. P. NAWANI
CMD

Jeevan Bharti, Building-Tower-1, 12th Floor, 12th Connaught Circus, New Delhi 110001; E-mail: cmd@bol.net.in; Website: www.mtnl.net.in

### DELL INDIA PVT LTD

Rs 45,000 mn (2008-08)

Dell India Pvt Ltd, the Indian arm of Texas-based computer maker Dell Inc, was incorporated in 1996. The company recently started restructuring its business operations in India around four segments—consumer, large enterprise, public sector and small and medium-businesses. With Indian operations playing a significant role in both research and global operations, Dell continues to scout for fresh talent from engineering colleges. Dell has struck a deal to purchase technology services provider Perot Systems for $3.9 billion. The acquisition, expected to close between November and January, greatly expands Dell’s reach into the IT services and support market, particularly in government and healthcare sectors.

**Estimated**

SAMEEP GAURDE
GM

Divyasree Greens Ground Floor, 5/10, 12/2A, 13/1A Chikkaballapur Village, Varthur Hobli Bengaluru South, Bengaluru 560071; Phone: 080-25357311; Fax: 25357309; Website: www.dell.co.in

### TECH MAHINDRA LTD

Rs 44,269 mn (2008-08)

Tech Mahindra was incorporated as a joint venture between Mahindra & Mahindra and BT plc in 1986, under the name Mahindra-British Telecom. Later, the name was changed to Tech Mahindra. The company serves telecom service providers, equipment manufacturers, software vendors and systems integrators. In a landmark development, Tech Mahindra acquired a majority stake in the scam-tainted Satyam Computer Services (since rebranded Mahindra Satyam), in April this year. Satyam’s acquisition marked the entry of Tech Mahindra, which had so far focused on the telecom vertical, into other verticals such as financial services, healthcare, manufacturing, etc.

**Estimated**

SANJAY KALPA
CEO

Sharada Centre, Off Karte Road, Erandwane, Pune 411004; Phone: 020-56618100; Fax: 56618313; E-mail: sales.apac@techmahindra.com; Website: www.techmahindra.com

### SONY INDIA LTD

Rs 40,000 mn (2008-08)

Sony Corporation, Japan, established its India operations in November 1994, focussing on the sales and marketing of Sony products in the country. With brands names such as BRAVIA, Xperio, Sony, Ericsson, Cyber-shot, WEGA, Viao, Walkman, Memory stick, PlayStation and ANWA, Sony has established itself as the leader in delivering value across its various product categories—audio visual entertainment products, information and communications, recreation, media, business and professional products. Sony India plans to become the single largest brand in the Indian MP3 market with a 30 per cent market share by 2010. Keki B. Dadabhoy recently took over as the chairman of the board of Sony India Pvt Ltd, and senior advisor to Sony Group in India.

**Estimated**

MASARU TAMAGAWA
MD

A-31, Mohan Co-operative Industrial Estate, Mathura Road, New Delhi 110044; Phone: 011-66006600; Fax: 2659141; Website:www.sonyindia.in

### MPHASIS LTD

Rs 35,699 mn (2008-08)

Mphasis, an EDS company, is a leading applications services, remote infrastructure services and business process outsourcing services provider. With currently over 33,000 people, Mphasis handles clients in the financial services and insurance, healthcare, communications, transportation, consumer and retail industries, apart from governments around the world. The company recently agreed to acquire AIG Systems Solutions Pvt Ltd (ASS), an India-based provider of IT services and solutions to AIG companies worldwide. Mphasis has also tied up with Ingres to offer open source solutions.

**Estimated**

GANEESH AYAR
CEO

Bagmane Technology Park, Byrasandra, C.V. Raman Nagar Bengaluru 560093; Phone: 080-40040404; Fax: 40449999; Website: www.mphasis.com

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**EOFY 100**

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**Exide Industries Ltd**

Rs 34,107 mn (2008-09)

Exide Industries Ltd is a power storage solutions provider and the country’s largest manufacturer of lead acid storage batteries. With seven international standard factories spread across the country, the company offers one of the widest ranges of batteries for every conceivable application in the industrial as well as automotive segments. Exide last year started the commercial supply of batteries for Tata Motors’ small car, Nano, from its Shannagar factory in West Bengal. For 2008-09, the company’s Halda factory got the most prestigious TPM Award, from the Japan Institute of Plant Maintenance.

T.K. RAMAN
MD & CEO

Exide House, 39E, Chowringhee Road, Kolkata 700020; Phone: 033-22382120/33/36/50; Website: www.exideindustries.com

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**Teledata Informatics Ltd**

Rs 30,307 mn (2008-09)

Teledata Informatics Ltd is a global software solutions company providing enterprise-wide solutions for the education, energy and telecom sectors. Since its inception in 1990, the company has demonstrated first-rate growth to emerge as the global leader in its markets. With its subsidiaries and operations managed from 48 countries and 166 locations, Teledata Informatics Ltd has acquired a unique multinational character.

K. Padmanabhan, MD

Teledata Tower, 1st floor, No. 37/1, Velachery Tambaram Main Road, Velachery, Chennai 600042; Phone: 044-42207000; Fax: 22432727; e-mail: corpcom@teledata.in; Website: www.teledata-usa.com

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**Moser Baer India Ltd**

Rs 28,378 mn (2008-09)

New Delhi-headquartered Moser Baer has developed cutting-edge technologies to become the world’s second largest manufacturer of optical storage media like CDs and DVDs. In a significant move, Moser Baer India has grabbed 11 per cent of India’s USB Flash Drive market in its first four months of operations. In July this year, Moser Baer India settled its long-drawn licensing and patent dispute with Philips. The two corporations entered into a confidential settlement agreement ending a series of disputes in multiple jurisdictions pertaining to recordable CDs and DVDs. The settlement paves the way for Moser Baer to further consolidate its position as the world’s second largest manufacturer of flash drives.

DEEPAK PURI
CMD

43 B, Okhla Industrial Estate, New Delhi 110020; Phone: 011-40594444, 26911570-74; Fax: 41635211, 26911860; E-mail: info@moserbaer.in; Website: www.moserbaer.com

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**Arcine Technologies (Holdings) Ltd**

Rs 23,840 mn (2008-09)

Arcine is a global innovation, technology and services company focused exclusively on the communications industry. Last year, the company announced plans to expand its global workforce by up to 10 percent. The focus for this campaign was on adding additional customer-oriented personnel, including engineers, team leaders and customer support resources, with a high percentage of these new hires being recruited in India. Recently, the company expanded its Long Term Evolution (LTE) solutions portfolio to include new software and hardware for devices and Evolved Packet Core (EPC) systems, along with enhancements to its existing 4G backhaul offerings.

SUJIT NANDY
CEO

Plot 31, Electronic City, Sector 18, Gurgaon 122015, Haryana; Phone: 0124-2346668; Fax: 2455100; Website: www.arcinet.com

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**Patni Computer Systems Ltd**

Rs 32,476 mn (2008)

Patni Computer Systems is a global provider of IT services and business solutions, servicing Global 2000 clients. The company has multiple delivery centres spread across 12 cities worldwide, and 27 international offices across the Americas, Europe and Asia-Pacific. It recently appointed four new senior executives to expand its operations in the Germany, Austria and Switzerland (DACH) area. The appointments are an integral part of Patni’s overall strategy to build a significant operation in Europe to complement its business operations in the US and India. Patni has also intensified its regional focus, which will now be structured into four key geographies including US, EMEA, APAC and SAARC.

JEYA RUKAN
CEO

Akulki, MDC Cross Road No. 21, Andheri (E), Mumbai 400093; Phone: 022-66930590; Fax: 66930211; E-mail: patni-mumbai@patni.com; Website: www.patni.com

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**Oracle Financial Services Software Ltd (formerly i-flex Solutions Ltd)**

Rs 29,276 mn (2008-09)

Oracle Financial Services Software Limited (formerly known as i-Flex Solutions Ltd) is a world leader in providing products and services to the financial services industry and is a majority-owned subsidiary of Oracle Corporation. The company was recently recognised by Forrester Research as a Global Power Seller for 2008 in its May 2009 report, ‘Global Banking Platform Deals 2006: Setting The Stage In A Maturing Market’. Oracle was also ranked by Optimus and Compliance as No. 1 in governance, risk and compliance (GRC) and the No. 1 anti-money laundering (AML) Solution Provider.

**Lenovo India**

Rs 24,820 mn (2008-09)

Lenovo Group Limited is the world’s fourth largest personal computer manufacturer after Hewlett-Packard and Dell of the US and Acer of Taiwan. In 2005, it purchased IBM’s PC division. Lenovo produces desktops, laptops, servers, handheld computers, imaging equipment and mobile phone handsets. Lenovo also provides technology integration and support services, and its QDI unit offers contract manufacturing. Lenovo India recently revamped its SMB and consumer PC channels. The vendor is restructuring its business model to align with that of its China business. The company also plans to build more manufacturing plants in emerging markets such as Russia and India.

**3i Infotech**

Rs 23,047 mn (2008-09)

Global technology solutions and services provider, 3i Infotech, provides technology solutions to over 1,500 customers in more than 50 countries across five continents, spanning a range of verticals. In April 2009, the company entered into an agreement to acquire J.P. Morgan Treasury Services’ national retail lockbox business (NRLB). 3i Infotech’s subsidiary, the Regulus Group, is currently the largest outsourced remittance processing provider in the US, and this acquisition will further strengthen that position. Recently, the company made its entry into the media and broadcasting industry as a systems integrator, and partnered with global technology leaders such as Apple, VGN, Kramer Electronics, Mhatre Electronics (the authorised distributor of JWC), Harris and Comsat.

V. BRINNASAN
MD & CEO

www.3i-infotech.com
STERLITE TECHNOLOGIES LTD

Sterlite Technologies Limited (formerly Sterlite Optical Technologies Ltd) is a global provider of transmission solutions for the telecom and power industries. It is India’s only fully integrated optical fibre producer and amongst the Top 5 global manufacturers of power conductors. Sterlite’s current facility of 6 million km is under expansion to 12 million km, which would get established in the current fiscal. The enhanced capacity of 10 million km which would be functional by 2011, will require a capex outlay of Rs 250 crores. It recently won a contract from BSNL, valued at Rs 372 crores, enabling the fibre-to-the-home (FTTH) network based on Gigabit Passive Optical Network (GPON) technology.

C-169,Okhla Industrial Area,Phase 1,New Delhi 110020; Phone: 40578000; Fax: 41078002; E-mail:sales@tuliptel.com;Website: www.tuliptel.net

TATA TELESERVICES MAHARASHTRA LTD (TTML)

Tata Teleservices (Maharashtra) Limited (TTML) is a fully integrated telecommunications service provider licensed to provide telecommunication services in Maharashtra (including Mumbai) and Goa. TTML has wireless operations on both the CDMA (Tata Indicom) and GSM (Tata DoCoMo) platforms. The company crossed the 8 million subscribers mark in Mumbai and the rest of Maharashtra in the quarter ended 30 June 2009. TTML is the only network across Mumbai and Maharashtra to be rated categorization-free in four consecutive reports published by TRAI this year. At the beginning of the year, TTML had also been rated by independent studies commissioned by TRAI as the No. 1 wireless operator in terms of overall customer satisfaction.

4th Floor,Godrej Millenium,9 Koregaon Park,Pune 411001;Phone:020-30514000;Fax:26138083;E-mail:communications@sterlite.com;Website:www.sterlitech.com

GTL LTD

GTL Limited, part of the global group, is a network services company, offering solutions to address the network life cycle requirements of telecom carriers and technology providers (OEMs). From 2G Networks to 3G, from Wimax to IPv6, the Global group’s services cover the entire gamut of solutions around network services. By 2011, the Group plans to erect, engineer and manage 10000 cell sites across 150 networks. These networks are expected to connect more than 100 million subscribers in 50 countries across the world. In May 2009, the company received multiple contracts valued at approximately Rs 324 crore from Maharashtra State Electricity Distribution Co. Ltd (MSEDCL).

412, Jamnabhommi Chambers, 29, Walchand Hirachand Marg, Ballard Estate, Mumbai 400038; Phone: 022-22813010, 2264422, 22715060; Fax: 22619485; 700; Website: www.gtllimited.com

PRITHVI INFORMATION SOLUTIONS LTD

Prithvi Information Solutions is a global provider of IT consulting and engineering solutions. It started its operations in 1998 with its registered office in Hyderabad, India and its US head office located in Pittsburgh (PA). Prithvi’s global network of development centres and sales offices are in Europe, Middle East and Asia Pacific. It operates under five strategic business units jointly addressing a wide spectrum of client needs. The company was ranked as the 12th largest IT service exporter in India in 2008-09 by NASSCOM. According to media reports, Prithvi is planning to buy a South African company to enter that market and is meeting local industry leaders to discuss acquisitions and partnerships.

30 Ground Floor, Doornrangersingh Nagar, Bengaluru 560016; Phone: 080-25660522; Fax: 25660521; E-mail:info@sonata-software.com; Website: www.sonata-software.com

TULIP TELECOM LTD

Tulip Telecom Limited is a data telecom service and IT solutions provider that offers innovative IP-based infrastructure solutions to its customers. Tulip is India’s largest MPLS VPN player and has been the front-runner in provisioning and managing multi- location wide area networks for various industry verticals. Being the largest MPLS VPN service provider in India, Tulip has innovatively deployed a countrywide network using wireless on the last mile and has been successful in the process of bringing the large digital divide regarding rural connectivity in India. Tulip has further strengthened its leadership position by offering end-to-end fibre connectivity to all large metros of India.

417, Okhla Industrial Area, Phase 1, New Delhi 110020; Phone: 40578000; Fax: 41078002; E-mail:sales@tuliptel.com;Website:www.tuliptel.net

ACER INDIA PVT LTD

Acer India (Pvt) Ltd was incorporated as a wholly owned subsidiary of Acer Computers International Ltd in September 1999. Focused on marketing its branded products around the globe, Acer ranks as the world’s No. 3 vendor for PCs and No. 2 for notebooks, registering the fastest growth amongst the top-five players. Further, its advancing mobile Wimax worldwide, this Taiwanese computer maker has joined the Open Patent Alliance (OFA), a group dedicated to offering intellectual property rights (IPR) solutions that support the development and widespread adoption of Wimax.

Embassy Heights, 6th Floor, No. 13, Magnific Road, Next to Hosmat Hospital Bengaluru 560025; Phone: 080-25329520, 25329521, 25329623; Fax: 25329935; Website:www.acer.co.in
MIRC ELECTRONICS LTD
Rs 14,492 mn (2008-09)
Mirc Electronics, the manufacturer of the Onida brand of consumer durables, today enjoys a strong equity amongst consumers making it one of the leading brands in India. It offers a wide range of household appliances, including air-conditioners, washing machines, DVDs, plasma and LCD televisions, and home theatre systems. The company is expanding its operations year by year, widening its manufacturing base, with the support of aggressive marketing. Mirc will introduce a new line for LCDs and DVD players at its Roorkee plant and intends to invest around Rs 60 crore in this facility. Mirc Electronics has two other plants, one in Wada (Maharashtra) and another in Noida.

FINOLEX CABLES LTD
Rs 13,925 mn (2008-09)
Finolex Cables Ltd, the flagship company of the Finolex Group, was established in 1958 in Pune. Today, it is India’s largest and leading manufacturer of electrical and telecommunication cables with a turnover in excess of Rs 16 billion. The company has manufacturing facilities at Pimpri and Urse in Pune as well as at Goa and Uttarakhands. Finolex has received several honours such as the Harvard Business School Association of India - Economic Times award for corporate excellence; the IM - LIC award for marketing and the Engineering Export Promotion Council’s Export Performance Certificate. Recently, the company was conferred the status of an Export House by the Directorate General of Foreign Trade.

POLARIS SOFTWARE LAB LTD
Rs 13,777 mn (2008-09)
Headquartered in Chennai, Polaris Software Lab is a leading financial technology company, with its comprehensive portfolio of products, smart legacy modernisation services and consulting services. Polaris has over 9,500 solutions architects, domain specialists and technology experts. Earlier this year, the company laid the foundation stone for its Centre of Excellence for Insurance in Sippol, Chennai, where it plans to invest $20 million. With a capacity to house 2,000 employees, the facility is expected to be completed in 18 months. Polaris’ CSE initiative, ‘Ullas’, recently won the BSE-NASSCOM ‘Social and Corporate Governance Awards 2008’.

ROLTA INDIA LTD
Rs 13,728 mn (2008-09)
Rolta India Limited, one of India’s leading IT companies, specialises in enterprise geospatial information solutions (EGIS), defence and homeland security, enterprise design and operation solutions (EDDS) and enterprise information technology solutions (EITS). During the past year, the company expanded its world-class facilities by establishing a development and delivery centre in SEEPZ, an SEZ in Mumbai. This centre, with a 1,500-seat capacity, is in close proximity to the company’s existing facilities. Rolta India is also in the process of establishing a top-notch facility in Delhi NCR (It is in Delhi or the NCR?) to showcase its solutions for the defence, government, infrastructure and security verticals.
MASCON GLOBAL LTD
Rs 11,743 mn (2008-09)

Since its inception in 1981, Mascon Global Limited (MGL) has grown, through organic and inorganic processes, to be known as a global provider of technology services. The company has offices at USA, Mexico, Singapore, India and Australia. MGL’s domain expertise spreads across diverse industry segments such as financial services, healthcare and life sciences, manufacturing, telecom, travel and hospitality, and digital media and publishing.

KRISHNAMURTHY CHANDRAS CHAIRMAN & CEO

BHARTI TELETECH
Rs 10,658 mn (2008-09)

Bharti Teletech, a subsidiary of Bharti Enterprises, is into the selling and distribution of technology products as well as the manufacture of basic and feature-rich landline phones. Incorporated in July 1985, this was the first entity of Sunil Bharti Mittal, which turned out to be the stepping stone for the group into the telecom industry. Bharti Teletech was the first in India to manufacture electronic push button telephone instruments under the brand name Beetel. Earlier this year, Beetel launched the DB 7401 feature-rich phone, with an in-built temperature measurement and record feature.

SUNIL K. GOYAL CEO

iGATE GLOBAL SOLUTIONS LTD
Rs 9,726 mn (2008-09)

iGATE is the first outsourcing solutions provider to offer a business-nesssnake-based pricing model through a fully integrated technology and operations (iTOPS) structure with global service delivery. iGATE provides IT consulting; application development and maintenance; data warehousing; business intelligence solutions; ERP/enterprise solutions; BPO/business process provisioning; infrastructure management; independent verification and validation; and KPO and contact centre services. The company recently announced the official inauguration of Phase 1 of its eco-friendly Global Delivery facility in Chennai. Located in the Special Economic Zone at DLF IT Park, Manapakkam, the new facility is an extension to iGATE’s existing two Global Delivery facilities in the city.

SUDHAKAR RAM CMD

HONEYWELL AUTOMATION INDIA LTD
Rs 9,625 mn (2008)

Honeywell Automation India Ltd (HAI) is a leading provider of integrated automation and software solutions. Set up in 1987 as a joint venture between the Tata group and Honeywell with manufacturing, design and engineering facilities in Pune, Honeywell is today the market leader in most of the business areas it operates in. In 2004 the joint venture ended, with Honeywell buying out the Tata’s stake entirely.

VIMAL RAPUR MD

NIT TECHNOLOGIES LTD
Rs 9,947 mn (2008-09)

Nit Technologies is a leading IT solutions organisation, servicing customers in North America, Europe and Asia and Australia. It offers services in application development and maintenance, enterprise solutions including managed services and business process management to organisations in the financial services, transportation, retail, distribution and government sectors.

RAJENDRA & PARANJPE CMD

MASTEK LTD
Rs 9,650 mn (2008-09)

Incorporated in 1982, Mastek Ltd is a leading IT player with global operations providing enterprise solutions to insurance, government and financial services organisations worldwide. With its principal offshore delivery facility based at Mumbai, Mastek operates across the US, Europe and Asia Pacific regions. The company recently partnered with Novatium, the global cloud/infrastructure as a service (IaaS) company, and signed a definitive agreement with OneView to deliver invensense-based utility company. Zensar is now in an acquisition mode to strengthen its existing business and to pursue its growth plans. It is looking for companies in India and overseas with a turnover of over Rs 100 crore.

DR GANESH Natarajan

发达国家是企业间的竞争者，也是亚洲的领导者。公司最近与Novatium、OneView等公司合作，深化了其在保险、政府和金融服务领域的业务。
EVEREADY INDUSTRIES INDIA LTD

Rs 8624 mn (2008-09)

Eveready Industries India Ltd (EIIL) is the world’s third largest producer of carbon zinc batteries, selling more than a billion units a year. The company was incorporated in 1934 as Ever-Ready Company (India) Ltd. Today, EIIL has a diverse product portfolio ranging from carbon zinc batteries, flashlights and rechargeables, packet tea, mosquito coils, liquid vaporisers and Compact Fluorescent Lamps. In May this year, the company signed on to buy French firm Uniross from CG Holding for €10 million (Rs 71 million). This is EIIL’s first overseas acquisition in the offshore battery turf. Uniross is a specialist in rechargeable batteries and battery chargers with a R&D facility in Paris and a manufacturing plant in China.

Deepak Khaitan, Executive Vice-Chairman & MD

Plot No. 11, Software Units Layout, Infocity, Madhapur, Hyderabad 500081; Phone: 040-23110357/8; Fax: 23100857; Website: www.infotech-enterprises.com

INFOTECH ENTERPRISES LTD

Rs 8603 mn (2008-09)

Founded in 1991, Infotech Enterprises Limited (IEL) is a global IT services company with over 7,000 people specialising in engineering services, geographic information systems (GIS) and IT services. The company provides services to a wide range of industries including aerospace, automotive, energy, government, marine, rail, retail, telecom and utilities. IEL recently signed a multi-year contract with iNcontroTech (ITEC) of Malaysia to implement an enterprise GIS information system for Tenaga Nasional Berhad (TNB), which is the largest electric utility company in Malaysia.

B.V.R. Mohan Reddy
CMD

CMC LTD

Rs 8403 mn (2008-09)

CMC Limited is a leading IT solutions company and a subsidiary of Tata Consultancy Services Limited (TCS Ltd). With 18 offices, 150 service locations, 520 non-resident locations and over 3,600 employees worldwide, the company provides a wide spectrum of information technology solutions and services to a clientele comprising premier organisations in the government and private sectors. CMC recently announced the expansion of its partner network with the signing of a value-added reseller agreement with FileVision Inc. This mutually-beneficial partnership will help deliver large digitisation solutions integrated with advanced business process automation capabilities.

Ramathan Ramanathan
MD & CEO

HINDUJA GLOBAL SOLUTIONS LTD

(Formerly HTMT GLOBAL SOLUTIONS)

Rs 8306 mn (2008-09)

Hinduja Global Solutions Ltd (HGS), a part of the multi-billion dollar conglomerate—the Hinduja Group, is a provider of outsourcingsolutions that include back office processing, contact centre services and customised IT solutions. Employing over 14,500 people worldwide, HGS has marketing offices in North America and UK and 20 delivery centres in the United States, Canada, Mauritius and Philippines. Earlier this year, the company announced plans to build an additional 1,000-seat facility in Manila. This will be constructed at an estimated cost of $2.5 million, which will be funded through internal accruals.

Partibha De Sarker
CEO

OPTO CIRCUITS (INDIA) LTD

Rs 8602 mn (2008-09)

Opto Circuits (India) Ltd (OCL) is a leading manufacturer of healthcare equipment in India. The company’s product profile includes digital thermometers, sensors, probes, pulse oximeters and patient monitoring systems. In 2001, OCL acquired a 60 per cent stake in Advanced Micronic Devices to market its equipment in India. OCL recently completed the acquisition of EuroCor GmbH in Germany. EuroCor manufactures cardiac stents of various types, including drug eluting coronary stents used in critical cardiac care.

Vinod Ramnani
CMD

SAVEX COMPUTERS LTD

Rs 8408 mn (2008-09)

Set up in 1986 as Savex Corporation by Anil Jagasia, this firm was later incorporated as Savex Computers Limited in 1988. Today it is one of the leading information technology equipment distributors in India. With its headquarters in Mumbai, and 40 sales offices and stock locations spread across the country, Savex is well poised to become a potent force in information technology distribution. It is planning to expand its branch network this year.

Anil Jagasia
MD

ZYLLOG SYSTEMS LTD

Rs 8018 mn (2008-09)

Chennai-based Zyllog Systems is an ISO 9001 certified provider of onshore, offshore and near shore technology solutions and services to enterprises and technology companies across the globe. Earlier this year, British Wi-Fi technology major, Nomad Software, approached Zyllog to provide wireless Internet access to India's massive railway network. The company’s process automation capabilities, solutions integrated with advanced business process automation capabilities, and a clientèle comprising premier organisations in the government and private sectors. CMC recently announced the expansion of its partner network with the signing of a value-added reseller agreement with FileVision Inc. This mutually-beneficial partnership will help deliver large digitisation solutions integrated with advanced business process automation capabilities.

Sudarshan Venkataraman
CHAIRMAN & CEO

PARAMOUNT COMMUNICATIONS LTD

Rs 8000 mn (2008-09)

Paramount Communications, part of the Paramount group, is one of India’s leading cable manufacturing companies. Its products cater to a wide range of industries including power, railways, telecom, construction, defence and space research projects, amongst others. Paramount was the first company to be awarded the National Entrepreneurship Award in 1984 by the President of India for outstanding achievement in the field of wire and cable manufacture. The company recently made a foray into the domestic wires market with a range of cables that offer an eco-friendly lead free, zero halogen, low smoke option.

Sanjay Agarwalla
CHAIRMAN & CEO

Plot No. 11, Software Units Layout, Infocity, Madhapur, Hyderabad 500081; Phone: 040-23110357/8; Fax: 23100857; Website: www.infotech-enterprises.com

2, Rainey Park, Kolkat 700019; Phone: 033-24864961; Fax: 24864673; E-mail: feedback@eveready.co.in; Website: www.evereadyindustries.com

Optimal City, H3our Main Road, Bengaluru 560101; Phone: 080-28521040/41/42; Fax: 28521094; E-mail: ocl@optoindia.com, info@optoindia.com; Website: www.optoindia.com

PTI Building, 5th Floor, 4 Sansad Marg, New Delhi 110001; Phone: 011-45618800, 900; E-mail: info@zslinc.co; Website: zylog.co.in

HGSL House, No. 614, Vajpayee Nagar, Bommanahalli, Hosur Road, Bengaluru 560068; Phone: 080-25732620/50; Fax: 25731592; E-mail: Marketing@hindujagsl.com; Website: www.hindujagsl.com

254, Maker Chambers III, Nariman Point, Mumbai 400020; Phone: 022-22881616, 2204166; E-mail: savex@sunti.com, Website: www.savex.org

2006-07 2007-08 2008-09

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*Loss
**SAKSHI KONISHI**
**Vice-Chairman & MD**

**RASHI PERIPHERALS PVT LTD**
Rs 7094 mn (2008-09)

Rashi Peripherals is an IT distribution player in India with over 53 branches spread across A, B, C and D class cities of India. Headquartered in Mumbai, Rashi Peripherals is a leading value added distributor, having entered the distribution business under the brand Pixelview. The company offers a mix of components, peripherals, PCD, networking and software brands.

The company has added distributor, having entered the distribution business under the brand Pixelview.

**Year end December**

**GEODESIC LTD**
Rs 6590 mn (2008-09)

Geodesic Limited is a leading provider of mobile and desktop solutions for instant messaging, VoIP and Internet radio. In May this year, the company acquired Interactive Networks Inc, a South America-based software provider of advanced instant messaging and value added solutions. The acquisition expands Geodesic’s global footprint beyond India, Europe, Asia and the US and into South America and Africa. Recently, Geodesic announced the launch of MuIM, an instant messenger that integrates MSN, GTalk and other applications into one, for Android mobile phones.

**Year end December**
AVAYA GLOBALCONNECT LTD
Rs 6345 mn (2007-08)

Avaya GlobalConnect, a subsidiary of Avaya Inc, is India’s leading intelligent communications solutions provider, helping organisations accelerate revenue growth, increase market penetration, optimise operating costs and improve employee productivity by embedding effective communications in their business processes. More than one million businesses worldwide including 90 per cent of those in the FORTUNE 500 list use Avaya solutions for IP telephony, unified communications (UC) and contact centres (CC). The company recently unveiled its strategic roadmap in India for 2009, which included a renewed focus on technology solutions for the BFSI, manufacturing, healthcare and hospitality verticals.

EFY Top 77

ANIL NAIR
MD

DLF Square, II Floor, M-Block, Jacaranda Marg, DLF City, Phase-I, Gurgaon 122002; Phone: 0124-4093333; Fax: 25660820, 25660821; Website: www.avayaglobalconnect.com

Year end September

EMC INDIA
Rs 6230 mn (2007-08)

EMC Corporation, the world’s leading developer and provider of information infrastructure technology and solutions, began its India operations in 2000. Today, it has a wholly owned subsidiary which has business and sales offices in Delhi, Mumbai, Bengaluru, Kolkata, Chennai, Hyderabad and Pune. EMC recently announced plans to invest an incremental $1.5 billion in India over the next five years (2010-2014), a three-fold increase to previous investments made by the company in India over the previous five years. The company also inaugurated its new campus in Bangalore, which is one of EMC’s largest R&D centres outside the United States.

EFY Top 79

MANOJ CHUGH
PRESIDENT, EMC INDIA & SAARC

#B Lotus Towers, Community Centre, New Friends Colony, New Delhi 110065; Phone: 011-66658300; Fax: 66656772; E-mail: emc@india.emc.com; website: www.india.emc.com

Year end December

SUPERTRON ELECTRONICS LTD
Rs 6110 mn (2008-09)

Supertron Electronics Ltd (SEL) is one of the largest IT products distribution and services providers in India. SEL was established in 1993 in Kolkata by V K Bhandari as an import and trading organisation. Today it has become one of the top IT organisations with a pan India branch presence backed up by a strong dealer/reseller network. It recently entered into a Seu-up with Acer as its exclusive national distributor for Acer’s eMachine Laptop range.

EFY Top 81

WISHNU KUMAR BHANDARI
CEO

Supertron House, No. 2, Cooper Lane, Off R.N. Mukherjee Road, Kolkata 700001; Phone: 033-22131221; Fax: 22130366; E-mail:frontdesk@supertronindia.com; Website: www.supertronindia.com

Year and December

GEOMETRIC LTD
Rs 6010 mn (2008-09)

Headquartered in Mumbai, Geometric is a specialist in the domain of engineering services, services and technologies. Its global engineering services and digital technology solutions for product lifecycle management (PLM) enable companies to formulate, implement, and execute global engineering and manufacturing strategies. Geometric employs close to 3,000 people across 10 global delivery locations in the US, France, Romania, India and China. In February this year, Ravishankar G. took over as the MD and CEO of the company. Ravishankar replaced Dr Ravi Gopinath, who had resigned to pursue career opportunities outside Geometric.

EFY Top 83

DR RAVISHANKAR GOPINATH
MD & CEO

Plant E, Prolphasis Nagar, LBE Marg, Vikram (A), Mumbai 400079; Phone: 022-67056500; Fax: 67056891; E-mail:info@geometricglobal.com; Website: www.geometricglobal.com

Year and December

MICROTEK INTERNATIONAL PVT LTD
Rs 6260 mn (2007-08)

Microtek International Pvt Ltd is the country’s largest power products manufacturer with a portfolio that includes line interactive UPS systems, online UPS systems, digital and sinewave inverters/UPS EB UPS F systems, etc. Eight manufacturing plants, each specialising in a different sphere of the industry has made it possible for Microtek to harness the world’s latest technology, perfect it and incorporate it in its product range, for the user’s benefit. Last year, Microtek bagged the ‘EFY Readers’ Choice Award’, for the fifth year in a row.

EFY Top 87

N.K. AGGARWAL
CHAIRMAN

H-57, Udyog Nagar, Rohatik Road, New Delhi 110041; Phone: 011-42733377, 42733333; Fax: 42733998; E-mail: ho@microtekdirect.com; Website: www.microtekdirect.com

Year and December

SIFY TECHNOLOGIES LTD
Rs 6196 mn (2008-09)

Sify Technologies Limited is a provider of Internet, networking and e-Commerce services and is the first Indian Internet company to be listed on the NASDAQ stock exchange in the US. It provides integrated end-to-end solutions for both corpora- tions and consumers, with a range of products and services delivered over a common Internet backbone infrastructure. A significant part of the company’s revenue is derived from corporate services, which include corporate connectivity, network and communications solutions, security, network management services, enterprise applications and hosting.

EFY Top 80

RAJU VEGESNA
CEO & MD

8 Floor, Tidel Park, No. 4, Canal Bank Road, Taramani, Chennai 600113; Phone: 044-22540770-77; Fax: 22540771; Website: www.sifycorp.com

SUBEX LTD
Rs 6035 mn (2008-09)

Subex Limited is a global provider of operations and business support systems (OSS/BSS) for communications service provid- ers (CSPs). The company pioneered the concept of a Revenue Operations Centre (ROC)–a centralised approach that sustains profitability and financial health through coordinated operational control. With mobile operators increasingly becoming cost conscious in the tough economic climate, Subex recently launched TrueSource for Mobile. The company also rebranded its Cost Assurance solution, now called Lucretia, to help CSPs protect and enhance margins by effective cost assurance measures.

EFY Top 82

SUBASH MENON
CEO & CIO

Adarsh Tech Park, Devanabasianahalli, Outer Ring Road, Bengaluru 560033; Phone: 080-6656700; Fax: 66963333; Website: www.subexsecure.com

PERSISTENT SYSTEMS LTD
Rs 5938 mn (2008-09)

Established in 1990, Persistent Systems is an outsourced soft- ware product development (OPD) specialist, offering customers the benefits of offshore delivery. The company delivers services across all stages of the product life cycle, from R&D to testing, support and professional services. Persistent Systems won the NASSCOM Innovation award for 2008, in the Market Facing Business Process and Busi- ness Model category. NASSCOM recognised Persistent’s innovative mobile strategy, developed for Bridgestone Europe.
BARTHRONICS INDIA LTD
Rs 5833 mn (2008-09)

Incorporated in 1990, Hyderabad-based Barthronics is one of the leading players in the RFID, smart card and biometric solutions market. Barthronics America Inc, an arm of Barthronics India, recently received three new patents from the US Patent Office for RFID wristbands which can be used in the healthcare, leisure and entertainment industries. In a recent development, the company partnered with Verayo, a security and authentication solutions provider, to provide cost-effective RFID offerings to the Indian market.

SUDHIR RAO
MD

NORTHGATE TECHNOLOGIES LTD
Rs 5603 mn (2008-09)

Northgate Technologies Ltd is a provider of Internet advertising tracking tools, instant messaging, short messaging, Net telephony, global content delivery, video streaming, social networking, file sharing and downloading, gaming and many more services. In the telecom and VoIP market, the company has an established presence in the areas of wholesale, prepaid, postpaid, refilling and hubbing of large volumes. The company's core strength lies in its server farm infrastructure, an expanding global content distribution platform, Internet properties, its partnership with large Web communities and its own advertising network.

VEKAT S. MEENAVALLI
MD & CEO

GENUS POWER INFRASTRUCTURES LTD
(Formerly GENUS OVERSEAS ELECTRONICS LTD)
Rs 5566 mn (2008-09)

Genus Power Infrastructure Ltd forms an integral part of the reputed $300 million (Rs 14,413 million) Kaish Group. The company primarily deals in the manufacture and distribution of electronic energy metres, hybrid micro-circuits, inverters, batteries, home UPS systems and online UPS systems, and in power distribution management projects across India and the world. Its top-notch R&D laboratory, approved by the Ministry of Science and Technology, Government of India, has enabled the company to dominate the engineering domain of the power infrastructure and electronics sector.

ISHWAR CHAND AGARWAL
CHAIRMAN

CRANES SOFTWARE INTERNATIONAL LTD
Rs 5288 mn (2008-09)

Cranes Software International Limited provides enterprise statistical analytics and engineering simulation software products and solutions across the globe. The company's business interests span products, productised solutions, services and R&D in future technologies. The company has a presence in 39 countries (through its direct offices, sales, distributors, resellers, partners and dealers). It has a global user base of over 350,000 users. Cranes recently entered into an alliance with Siemens PLM Software to distribute the full suite of PLM software solutions to its customer base in India.

DR RUDRA PRATAP
CHAIRMAN

NUMERIC POWER SYSTEMS LTD
Rs 4716 mn (2008-09)

Chennai-based Numeric Power Systems Limited is a major player in uninterrupted power supply (UPS) systems. The company is planning to set up a 1 MW solar energy farm at Palladam near Coimbatore district of Tamil Nadu, at a cost of Rs 25 crore. Numeric Power, which is celebrating its 25th year, is also setting up a 200 KVA (kilovolt-ampere) per day UPS manufacturing facility at Parwanoo in Himachal Pradesh. The company recently entered the field of green energy solutions—solar power generation and wind energy generation and LED lighting systems.

R. CHELLAPPAN
MD

INTEX TECHNOLOGIES (INDIA) LTD
Rs 4660 mn (2008-09)

Intex Technologies is a 13-year-old IT hardware, mobile phones and electronics company, headquartered at New Delhi. It has a pan-India presence though its own network of two warehouses, 26 branches, two regional offices, 59 service centres, 163 service franchises and 11 resident service engineers. In pursuit of its goal to reach Rs 800 crore by March 2010, the company has been growing beyond computer peripherals. Over the last three-four years, Intex has expanded its product offerings by adding more products with an end-user interface such as desktop PCs, notebooks, TFT-LCD monitors, DVD players, home UPS systems and mobile phones.

NARENDRRA BANSAL
CMD

TATA ELXSI LTD
Rs 4195 mn (2008-09)

Tata Elxsi is the information technology arm of the Tata Group, one of India’s largest and most respected business conglomerates. Headquartered in Bangalore, Tata Elxsi provides expertise in systems design, embedded software, networking and communications, multimedia, storage, automotive, consumer electronics, mechanical product design and user interface design. The company recently announced a strategic partnership with California-headquartered Full Spectrum Inc to expand the market for its FullMAX Broadband Wireless System for smart grid communications.

MADHUKAR DEV
MD & CEO

XL TELECOM & ENERGY LTD
Rs 4122 mn (2008-09)

XL Telecom & Energy Limited was incorporated at Hyderabad as a private limited company in 1986 and became a public limited company in 1996. The company is partnered by Corning, Inc, and Kyocera Inc of USA and is into the manufacture of solar panels. This year the company’s solar panels were exported to Spain for one of its clients’ largest 30 MW solar farms.

DINESH KUMAR
MD

WWW.EFYMAG.COM
ONMOBILE GLOBAL LTD
Rs 4063 mn (2008-09)

OnMobile is one of the largest white-label data and value added services (VAS) companies for mobile, landline and media service providers. Incorporated in 2000, OnMobile is the first Indian telecom VAS company to go public. It is headquartered in Bangalore where it has a large R&D and network operations centre. Vodafone recently extended its ring-back tone service to customers in emerging markets, outside of India, after striking a new deal with OnMobile.

DELTA ENERGY SYSTEMS (INDIA) PVT LTD
Rs 3782 mn (2008-09)

Delta Energy Systems develops, manufactures and markets customised power supplies, telecom power systems and board mountable DC/DC converters for telecommunications, information technology (IT), network technology, office communications, industrial automation and medical technology. As one of the most important suppliers of power supply solutions, the company is distinguished by a comprehensive product portfolio and a global presence.

R SYSTEMS INTERNATIONAL LTD
Rs 3649 mn (2008-09)

Founded in 1993, R Systems International Ltd is a software product development and BPO services company. It helps companies bring products and services to market quicker by using its proprietary pSuite execution framework. R Systems maintains five large Centres for Software Excellence—one each at Gurgaon, Chennai, and Singapore, apart from the three in India (Pune, Chennai and Noida). R Systems also has a significant presence in the ASEAN area with its local headquarters in Singapore and seven regional offices.

ZENITH COMPUTERS LTD
Rs 3110 mn (2008-09)

Zenith Computers Ltd manufactures computers, micro processor-based systems and peripherals. Currently, Zenith has 500 Zenith PC World stores and 1,000 dealers nationwide. Zenith POS and laptops are now available in South America, Europe, Middle East, Africa, SAARC and other parts of Asia. The company employs 800 people with 15 branches and a 60,000 sq. ft factory in Gurgaon. Zenith is targeting a turnover of Rs 1.5 billion and a net profit of Rs 70 million for the fiscal year ending in March 2010.

MEGASOFT LTD
Rs 3639 mn (2008)

Megasoft is a trans-national IP driven, product-based technology company. It is a public listed company, operating out of offices in Europe, Asia and America. In August this year, Megasoft approved the sale and transfer of its IT division BlueAlly, to Trianz Inc, USA for a deal expected to be around $13-15 million. Trianz and BlueAlly serve clients in the high-technology, insurance, banking, communications, manufacturing and retail industries. The newly-formed alliance will serve clients in North America, EU and India out of offices in Silicon Valley, Washington, New York and multiple centres in India.

DATAMATICS GLOBAL SERVICES LTD
Rs 3107 mn (2008-09)

Datamatics Global Services Limited (formerly known as Data- matics Technologies Limited) is a global provider of intelligent, value-driven technology and business solutions. These solutions span IT consulting, business process transformation, off-the-shelf technology solutions and customised software services. The company has emerged as a leader in niche areas like embedded engineering and telecommunications, having developed solutions for ticketing, toll and parking applications.