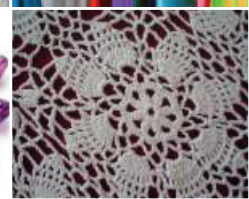
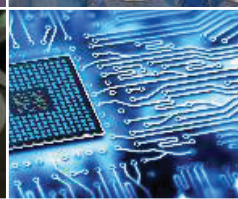




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# Leading SMEs of India 2017

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## Leading SMEs of India 2017

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# Message



It is a pleasure to be associated with Dun & Bradstreet for the second year in a row to recognise the achievements of entrepreneurs from the Micro, Small & Medium Enterprises sector.

The SME sector has shown a steady growth over the years and has emerged as one of the most important sectors for the country. SMEs act as a crucial engine and major growth driver of the Indian economy. Today, this sector represents 38% of the country's GDP and employs around 100 million people and has proven to be a major source of entrepreneurial skill, innovation and employment.

The SME sector looks very attractive. Increased focus on this sector has led India to the path of rapid development. The Indian government is strongly supporting entrepreneurs across the country and encouraging the young minds to establish their own businesses. The government is assisting entrepreneurs with several schemes and benefits and has launched multiple initiatives such as Make in India, Startup India and Skill India. These will help boost the sector in the long run, both socially and economically. For example, under the schemes to assist start-ups in India, multiple start-ups have received tax benefits, a large number of start-ups have been recognised and facilitated by providing advisory on business plans, pitching and mentoring support. Many have received the benefit of 80% reduction in patent fees and income tax sops. The ministries of the country are constantly working hard towards creating a healthy ecosystem for entrepreneurs and the development of the SME Sector.

The SME sector also plays a crucial role in urbanising rural India and has opened multiple avenues of development for the rural societies



**Vishwavir Ahuja**  
Managing Director & CEO

in India. Increased investment and focus on this sector will eventually lead to the development and growth of businesses in rural India.

We at RBL Bank, strongly believe in the expansion of the SME sector. Over the last few years, we have been serving the requirements of several emerging and fast growing enterprises, and newer businesses and industry segments of the economy. We continue to accord high priority to financing SMEs in our strategic growth plans. We provide SMEs with quick and efficient access to finance by enabling infrastructure, liquidity management, risk management and advanced IT infrastructure. RBL Bank is dedicated to building and maintaining long-term partnerships with entrepreneurs from diverse industries to help them carry out their business seamlessly by delivering high quality products and customised solutions. RBL Bank is a wholehearted supporter of the SME sector and believes that this sector is the future of the Indian economy.

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# Preface

The Small and Medium Enterprises (SME) sector can be a significant participant in the socio-economic development of India. The sector is an important component of the Indian economy for its contribution to industrial production, exports, employment generation and overall wealth creation. More importantly, the sector can play a huge role in the development of the rural and backward areas, thus leading to inclusive development in the nation.



Keeping in mind the pivotal role played by the SME sector, Dun & Bradstreet and RBL Bank Limited have come together for an initiative titled '**SME Business Excellence Awards 2017**'. The main objective of this initiative is to create a platform to recognise the spirit of entrepreneurship and to felicitate SMEs and Mid-Corporates that have demonstrated exemplary performance in their respective fields. The success stories of such SMEs need to be shared to encourage other enterprises to perform better.

The awards are also a testimony to the various initiatives taken by the stakeholders to build a strong business ecosystem for the growth of small and medium enterprises. The Government of India must be complimented for their various initiatives in promoting the growth of SMEs. One such step is the announcement of the Udyog Aadhaar Memorandum (UAM) in 2015. The initiative made the registration of MSME units much simpler, resulting in an improvement in the ease of doing business. While the impact of demonetisation and GST have resulted in short-term challenges for the SME sector, the measures will benefit the sector in the long run, by bringing increased transparency and increased participation in the formal economy.

The publication '**Leading SMEs of India 2017**' profiles the award winners of '**SME Business Excellence Awards 2017**'. It also features other leading SMEs of the country. The economic environment has been challenging for the SME sector in the past few years. Focus on resolving some of the challenges faced by the sector will provide necessary impetus to the sector and consequently to the Indian economy as a whole.

Finally, I would like to thank all participants for their active participation and making '**SME Business Excellence Awards 2017**' a great success. I hope you will enjoy reading '**Leading SMEs of India 2017**', and we look forward to receiving your valuable feedback and suggestions.

Manish Sinha  
Managing Director – India  
Dun & Bradstreet

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Dun & Bradstreet's **Learning & Economic Insights Group** conducts high-end business research and analysis. Tracking the economic scenario and business landscape closely, it has also been our constant endeavour to place the success stories of Indian Companies on a global platform through our knowledge almanacs like **"India's Top 500 Companies"**, **"India's Top Banks"**, **"India's Leading PSUs"**, **"HR Best Practices"**; persona-based roundtables like **CFO series**, **CMO series**, **CHRO series**, **CTO/CIO series**, **CSO series**; and **SME series** to name a few. It also provides a suite of professional trainings, educational courses. LE&IG also creates platforms for organizations to create brand awareness and provides them an opportunity to showcase their products, services, strengths and capabilities, amongst current and potential customers, investors, suppliers, government bodies, regulators and other stakeholders.



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# Executive Summary

Dun & Bradstreet has been working with small and medium enterprises (SMEs) for nearly two decades and it firmly understands and appreciates the entrepreneurial spirit of SMEs in India. As an acknowledgement to this spirit of entrepreneurship, Dun & Bradstreet has associated with RBL Bank for the second consecutive year to launch the 2017 edition of the premier publication '**Leading SMEs of India**'. This initiative reinforces its commitment towards recognising and felicitating the success stories of the country's leading SMEs.



The publication profiles award winners across 28 categories of “**Dun & Bradstreet - RBL Bank SME Business Excellence Awards 2017**”. It features 100 leading businesses including award winners that participated in the awards process and have shown strong performance and potential for the future. These businesses belong to the manufacturing and services sectors including Engineering & Machinery, Chemicals & Pharmaceuticals, Electrical and Electronic goods, IT & ITeS, Professional & Business services and Textiles among others. This year's initiative witnessed the inclusion of sunrise sectors such as Renewable Energy and Digital & Fintech solutions.

The SME sector can play an important role in India's growth story through their contribution in achieving various socio-economic objectives such as employment generation, higher growth of output, exports promotion, enabling entrepreneurial spirit and fostering innovation. The SME sector as the driver of these socio-economic objectives are set to witness certain trends such as growth of E-commerce, adoption of SMAC technologies and role of FinTech companies. Comprehending the urgency for accelerating the growth of the SME sector, the government has introduced various initiatives such as Public Procurement Policy, Pradhan Mantri Mudra Yojana, Start-up India, Skill India and GST Implementation. The GST Implementation seems disruptive in the short run but it will be beneficial for SMEs in the long run. These initiatives along with the advent of new technologies and innovation will create multiple opportunities for the Indian SME sector in the time to come.

Dun & Bradstreet India will continue to keep track of the developments in the SME sector and seek to support the growth of this segment through its future endeavours. We are confident that this publication will serve as a reliable source of reference to the SMEs. Dun & Bradstreet's global footprint will ensure that the success stories of high performing SMEs and Mid-Corporate businesses reach all relevant stakeholders across the globe. We look forward to receiving your feedback and suggestions.

Preeta Misra  
Director – Learning & Economic Insights Group  
Dun & Bradstreet India



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Dun & Bradstreet's Learning & Economic Insights Group conducts high-end business research and analysis. Tracking the economic scenario and business landscape closely, it produces value-added publications such as India's Top 500 Companies, India's Top PSU's, Leading SMEs of India, India's Top Banks, India's Leading BFSI Companies and HR Best Practices.

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# Methodology

**‘SME Business Excellence Awards 2017’** is a joint initiative by Dun & Bradstreet and RBL Bank Limited for recognizing and felicitating the leading SMEs and Mid-Corporates in India. This edition of awards has recognised winners across 28 award categories. Some of the sectors covered include Chemicals & Pharmaceuticals, Engineering & Machinery, Renewable Energy, IT & ITeS and Digital & Fintech Solutions, among others. Further, the initiative also recognises success stories in the theme based categories such as Woman Entrepreneur, Innovation, Best Global Business, etc.

The Awards, in conjunction with the publication **‘Leading SMEs of India 2017’**, acknowledges and highlights the achievements of leading Indian SMEs and Mid Corporates in their respective categories.

## Eligibility Criteria

Companies with a total turnover of less than ₹ 5,000 mn in FY17 were considered for the Awards. According to the MSMED<sup>1</sup> Act 2006, SMEs in the manufacturing sector are those with investment of less than ₹ 100 mn in plant & machinery while those in the services sector will include investment in equipment less than ₹ 50 mn. In addition to this definition, Dun & Bradstreet added another parameter where companies in the manufacturing sector with turnover of less than ₹ 1,000 mn in FY17 are classified as SMEs.

The Mid-Corporate category includes companies exceeding the investment threshold or the turnover threshold of the SME, as defined above. Therefore, all companies (in manufacturing / services sector) that exceed the investment threshold of SME, as defined above and companies with turnover not exceeding ₹ 5,000 mn for FY17 will be eligible under this segment.

## Shortlisting Process

- Dun & Bradstreet has reached out to SMEs and Mid-Corporates across the country through multiple channels such as print and online medium, industry associations, the Dun & Bradstreet internal database, etc.
- Through this process, we have sought financial details of SMEs and Mid-Corporates for FY17, FY16 and FY15 through annual reports, audited statements, etc. In addition to financial information, companies were requested to provide qualitative information in the form of presentations, certifications, client testimonials and other documents to “Make their Own Case” for excellence.
- Dun & Bradstreet used a proprietary model (employing a combination of quantitative and qualitative parameters) to analyze various detailed submissions by companies and to shortlist probable winners across various award categories. Further, the shortlisting of probable winners was duly evaluated by a very eminent panel of industry leaders and experts at a jury meeting. The final award winners were duly selected by the jury panel on the basis of multiple factors of excellence, during their discussion, and were agreed upon by mutual consensus.

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<sup>1</sup> Micro Small and Medium Enterprises Development Act

The publication, '**Leading SMEs of India 2017**' profiles award winners across 28 categories of '**SME Business Excellence Awards 2017**'. These awards winners have demonstrated exemplary performance in their respective fields. These winners are also duly profiled in the publication so that their success stories are known to the entire world.

In addition to the award winners, the publication features 73 shortlisted companies that participated in the awards process and that have shown strong performance and potential for future. These companies are featured in a section titled "**Featured SMEs**".

A standardised format has been used for reporting information received by the companies. Each company featured in the publication has been allotted a unique identification number (D-U-N-S<sup>®</sup> - Data Universal Numbering System). This will help readers locate and obtain full-fledged information reports on these companies from the Dun & Bradstreet database. '

'**SME Business Excellence Awards 2017**' and '**Leading SMEs of India 2017**' help acknowledge and appreciate SMEs in India showing growth and sustainability in today's volatile economy. This, we believe, will encourage other emerging SMEs to showcase their contribution by their active participation in our future editions. We would be pleased to receive your invaluable feedback and suggestions, which we can incorporate in the next edition. Your satisfaction remains our major goal in Dun & Bradstreet's journey towards excellence.

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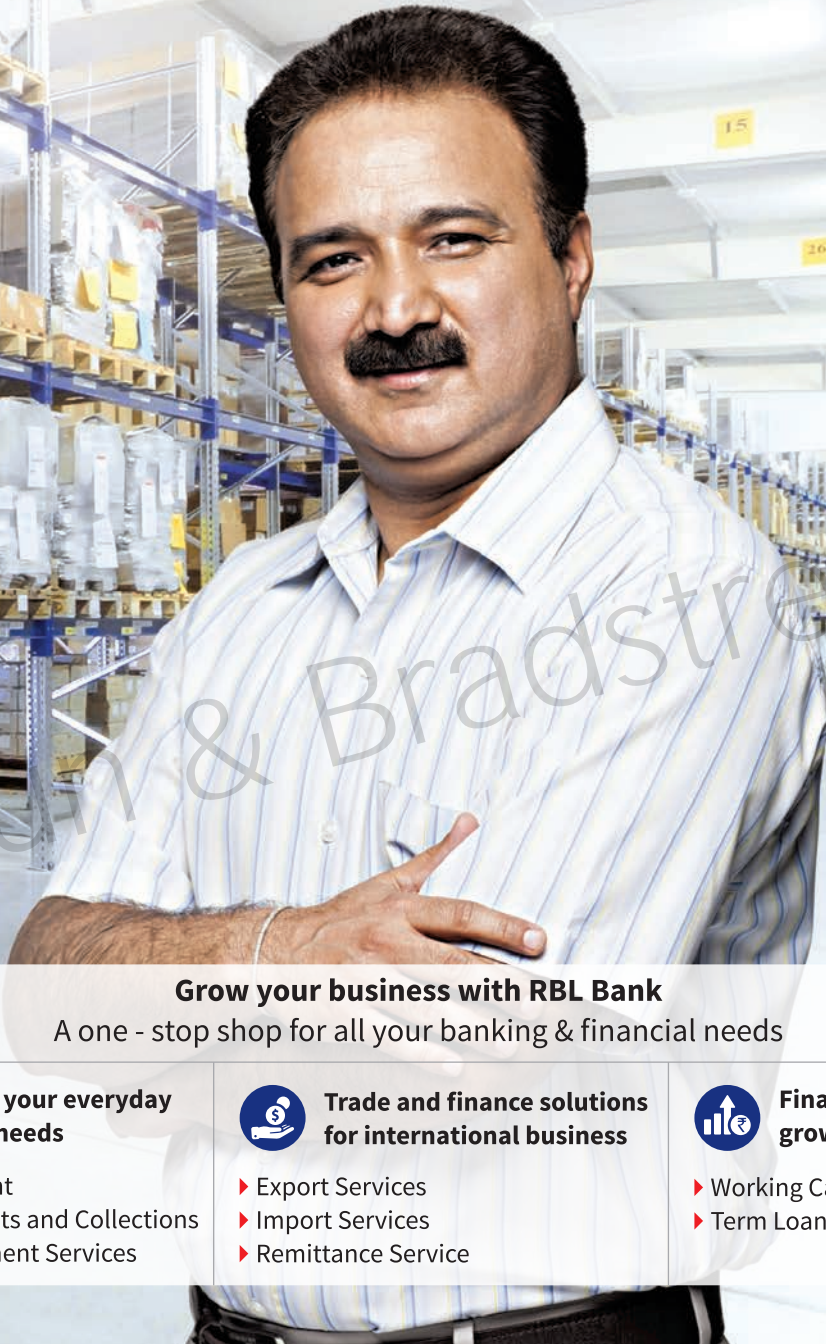


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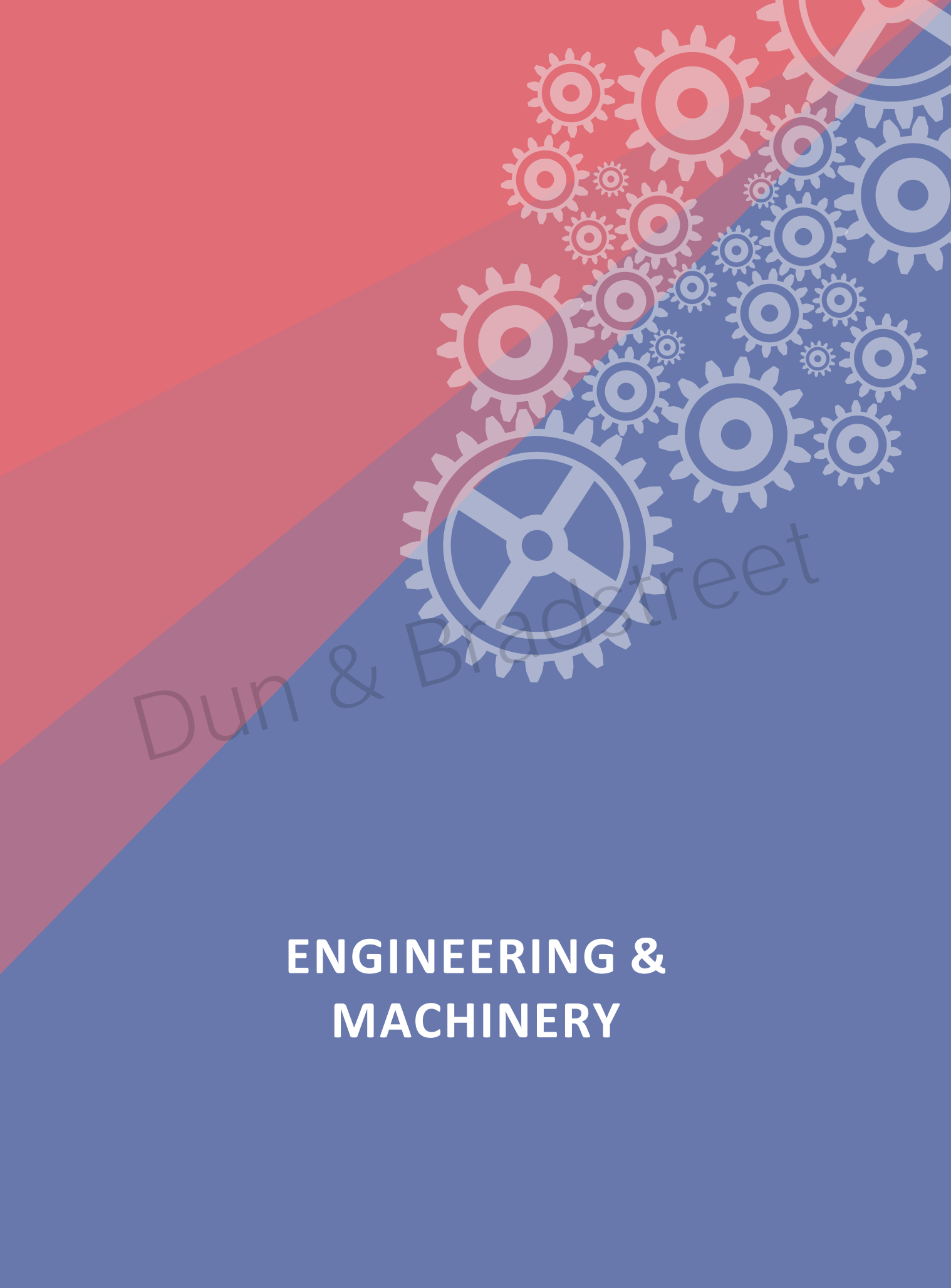
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# MSMEs IN INDIA

# MSMEs in India

Micro, Small and Medium Enterprises (MSMEs) have played a crucial role in the socio-economic development of India. The sector is considered to be the growth engine of the Indian economy for not only its contribution in employment generation, but also for the role it has played in the industrialisation of rural and backward areas. Today, MSMEs are operating in both formal as well as the informal sectors of the economy, starting from cottage industries to the high-tech engineering segment.

## Definition of MSMEs

MSMEs have been defined in the Micro, Small and Medium Enterprises Development (MSMED) Act, 2006 passed by the Indian government to address the policy issues affecting SMEs, and to extend the coverage and investment ceiling of the sector. The Act further classifies these enterprises into micro, small and medium enterprises, based on their investment in plant & machinery (for manufacturing enterprises) or investment in equipment (for services enterprises).

## Criteria for Classification of Micro, Small and Medium Enterprises

Manufacturing Sector	Investment in Plant & Machinery	Service Sector	Investment in Equipment
Micro	Upto ₹ 2.5 mn	Micro	Upto ₹ 1 mn
Small	Above ₹ 2.5 mn & upto ₹ 50 mn	Small	Above ₹ 1 mn & upto ₹ 20 mn
Medium	Above ₹ 50 mn & upto ₹ 100 mn	Medium	Above ₹ 20 mn & upto ₹ 50 mn

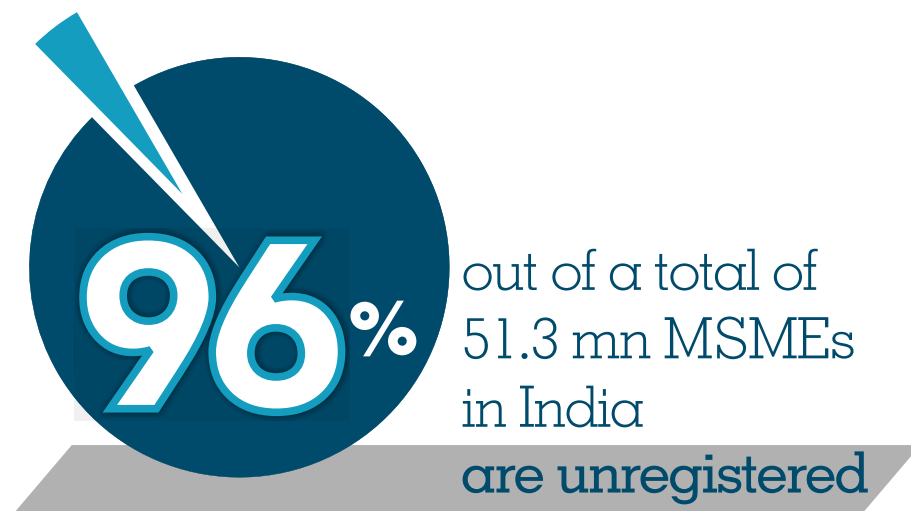
Source: Ministry of Micro, Small and Medium Enterprises, GoI

## Growth of MSMEs

It would not be incorrect to call the MSME sector the backbone of the Indian economy. Overall, MSMEs account for an estimated 90% of all enterprises in India. In FY15, the sector accounted for 6% of the GDP, 33% of the manufacturing sector output and about 45% of the country's exports.



As per estimates made using results of the Sixth Economic Census, 2013, (results of which were published on 31 March 2016), the Fourth all-India Census of MSMEs, 2006-07 and the Fifth Economic Census, 2005, the number of working MSMEs in India stands at around 51.3 mn. Out of these, a whopping 96% are unregistered.

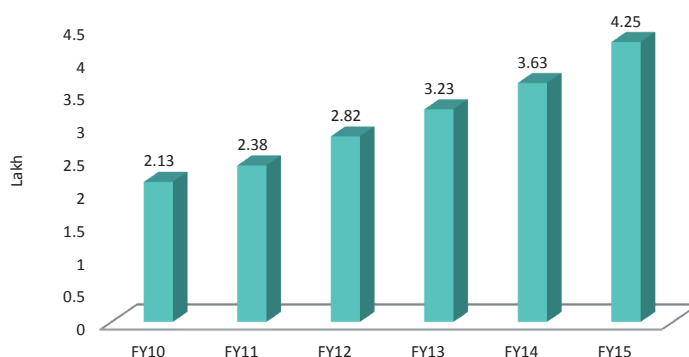


#### Key benefits of getting registered

- ☐ Avail the benefits from Ministry of MSME
- ☐ Easy access to finance
- ☐ Improve reputation with customers

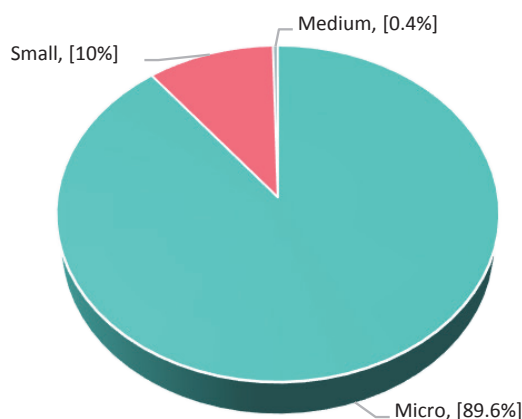
Nonetheless, the growth of MSMEs can be assessed from the rapid increase in the number of registrations in the past few years. The number of Entrepreneur Memorandum Part-II (EM-II) filed with State/UT Commissionerates/Directorates of Industries (DICs) during FY15 almost doubled to 0.43 mn as against 0.21 mn during FY10, reflecting a CAGR of 14.8%. From Sep 2015 onwards, the EM-II was replaced by the Udyog Aadhaar Memorandum (UAM). Since then, a whopping 3.7 mn enterprises have been registered under UAM till date, out of which 89.6% are micro enterprises, 10% are small enterprises and 0.4% are medium enterprises. The state-wise distribution reveals that Bihar, Uttar Pradesh, Tamil Nadu, Maharashtra and Gujarat are the top five states which collectively accounted for 63.4% i.e. of the UAM filings made, whereas the bottom ten states and UTs contributed to a minuscule 0.24% of the UAM filings.

Number of EM-II filed



Source: Development Commissioner Micro, Small and Medium Enterprises

### Distribution of Micro, Small and Medium Enterprises as per UAM Filings (as on 12<sup>th</sup> Nov 2017)

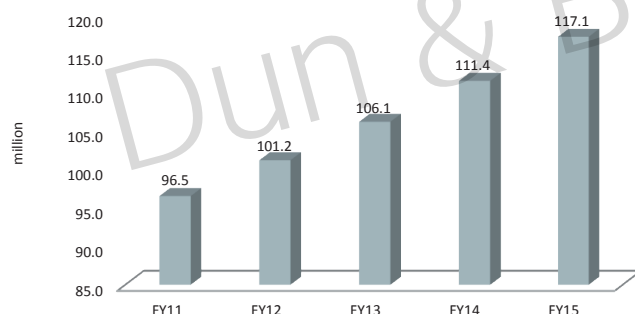


Source: Udyog Aadhar Website, Ministry of MSME

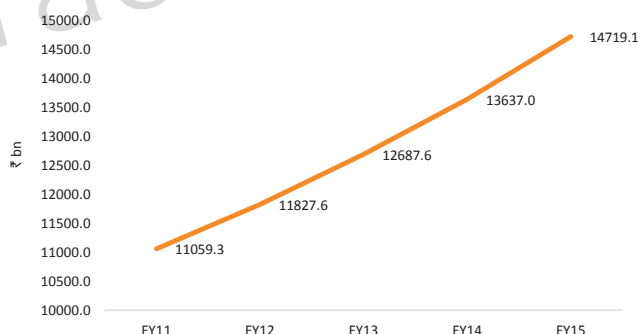
On the employment generation front, the MSME sector provided employment to 117.1 mn persons in FY15, reflecting a growth of 5.1% as compared to the preceding year. Employment in MSMEs grew by 4.9% per annum during FY11-FY15.

The growth of the MSME sector can also be gauged from the healthy growth in the quantum of investment in fixed assets. The market value of fixed assets of MSMEs reflected a growth of 7.2% per annum during FY11-FY15.

#### Projected growth in employment in the MSME sector



#### Projected market value of fixed assets



Source: Ministry of MSME, Annual Report 2016-17

#### Global MSME sector – Key Highlights

- The most widely used variable for defining an MSME is the number of employees, followed by turnover and assets.
- There are about 162.8 mn formal MSMEs, employing more than 508 mn employees. Out of this, about 96.3 mn MSMEs and 231.4 mn employees operate in emerging markets.
- Formal MSMEs account for a median share of employment totaling 67.1%. MSME's contribution to employment in high-income economies surpasses 65%, while in upper-middle income economies it is about 60% and in low-income economies it is approximately at 75%.
- Globally, MSMEs have registered a growth rate of around 5.2% annually since 2000. The lower-middle-income economies (for example, in the Europe and Central Asia region) have the highest growth rates of MSMEs.
- Overall, the median MSME density stands at 32.18 MSMEs per 1,000 people. The five economies with the highest formal MSME densities are the US (89.96), Czech Republic (89.31), Liechtenstein (80.69), Iceland (79.2), and Portugal (78.7).
- The density of MSMEs largely depends upon higher levels of GNI per capita, better access to finance, streamlined business environments, a more competitive landscape, adequate institutional frameworks, less poverty, and greater shared prosperity.

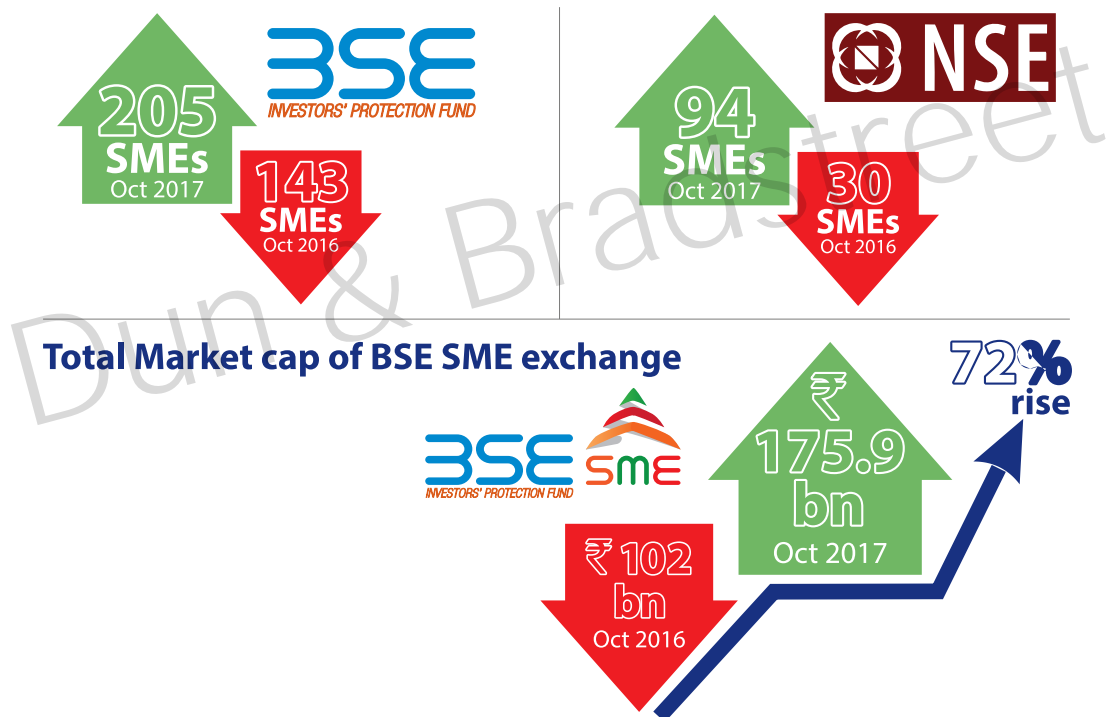
Source: MSME Country Indicators 2014, International Finance Corporation

## SME Exchanges in India

The lack of access to timely and sufficient funding has been one of the major impediments for growth and development of SMEs. Traditionally, the primary source of funding for SMEs has been the seed capital brought in by the entrepreneur and his/her friends and family. This form of financing has its limitations due to the ceiling on the amount of capital that can be raised through internal accruals, thereby hindering SMEs from pursuing possible growth opportunities and expansion plans. This financial crunch forces SMEs to rely heavily on long-term and short-term bank loans and other modes of debt financing, which poses significant constraints on growing SMEs. Higher risk weightages assigned to SMEs makes it challenging for them to raise funds through the traditional forms of debt financing such as bank loans. Eventually, debt servicing ends up denting their profitability and operating cash flows, thereby hindering their earning ability and organic growth prospects. The advent of SME exchanges in India has enabled Indian SMEs to gain greater visibility, enhance their brand image, and raise funds through the capital markets without having to be burdened by debt.

In 2012, BSE and NSE launched their respective SME exchange platforms. As of October 2017, the BSE SME Exchange had 205 companies listed with a total market capitalization of ₹ 176 billion, as against 143 companies listed with a total market capitalization of ₹ 102 billion in October 2016. Likewise, as at the end of October 2017, NSE's EMERGE had 94 companies listed with as against 30 in October 2016.

### Rise in number of SMEs getting listed on Exchanges



### Recent government initiatives to boost MSMEs

In view of the pivotal role played by MSMEs, the Government has introduced several initiatives to provide impetus to the sector. Some of the key policy measures taken by the government for the MSME sector are as follows:

- Augmentation of the corpus of Credit Guarantee Trust Fund from ₹ 25 bn to ₹ 75 bn, to be fully funded by the Government of India
- Increased coverage of the loans under the credit guarantee scheme from ₹ 10 mn to ₹ 20 mn.
- Increased coverage of the Credit Guarantee Scheme for loans being extended to micro and small enterprises by NBFCs as well



Post the demonetisation, the Government took several steps to promote digital transactions amongst MSMEs. Some of them are as under:-

- In the Union Budget FY18, the Government proposed that under the scheme of presumptive income tax for small and medium tax payers with turnover up to ₹ 20 mn, 6% of their turnover which is received by non-cash means will be counted as presumptive income as against 8% of their turnover earlier.
- To promote cashless transactions, it was proposed in the Union Budget FY18 to exempt BCD, Excise/CV duty and SAD on miniaturised POS card reader for m-POS, micro ATM standards version 1.5.1, Fingerprint Readers/Scanners and Iris Scanners.

The government has implemented various schemes for the promotion of MSMEs. The total expenditure on these schemes as on Oct 31, 2017 was ₹ 33.5 bn as against ₹ 4.5 bn till Oct 2016.

Scheme	Expenditure (₹ mn)		Physical Performance (number)		
	upto Oct 2016	upto Oct 2017		upto Oct 2016	upto Oct 2017
Technology Upgradation and Quality Certification	80.8	145.3	Trainees Benefitted	1037	1030
Credit Support Programme	177.8	28018	Credit Proposals Approved	161696	305903
Marketing Development Assistance	16.9	19.5	MSMEs Benefitted	4822	5531
Promotional Services Institutions and Programme	139.5	346.7	Trainees Benefitted	1	5
Infrastructure Development Programme	1689.1	2222.1	MSMEs Benefitted	20946	19159
NMCP - CLCSS	2273.9	2552.8	No of MSMEs	3553	4027

Source: Office of Development Commissioner, MSME

## MSMEs – Some Key Issues

### Impact of Demonetisation

While Indian companies have witnessed significant level of digitisation in the past few years, a large number of MSMEs continue to operate completely offline. Even those with an access to digital infrastructure haven't fully leveraged its benefits. Consequently, the sector was hit hard when the Government of India announced that the Five Hundred and One Thousand Rupee notes would cease to be legal tender from the midnight of Nov 8, 2016. The demonetisation caused short-term disruption in terms of working capital, fall in consumer demand, supply disruptions, and debt repayment, especially in rural and semi-urban areas.

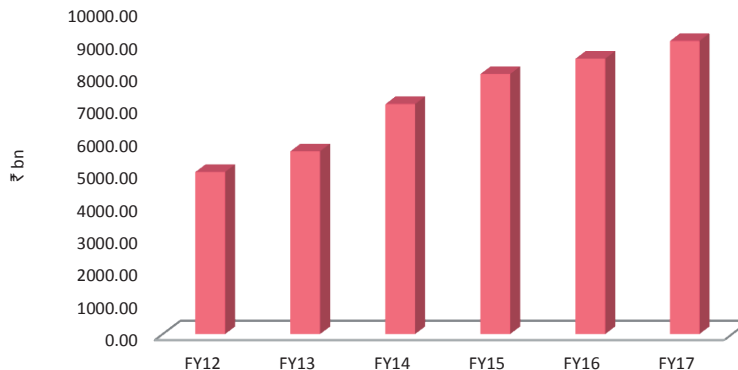
However, post demonetisation there has been a substantial shift away from cash transactions to cheque or electronic payment channels, especially in traditional cash-sensitive sectors such as textiles, agricultural products, electrical equipment, steel consumer durables and automobiles. Further, with liquidity and working capital drying up in the immediate aftermath of the demonetisation, the unbanked MSMEs had to approach banks for loans. Thus, while demonetisation has resulted in short term disruptions for SME business, it has also provided significant impetus for digital transactions, which in turn will benefit SMEs by way of easier record keeping, expansion to other geographical markets and quick processing of payments.

### Access to Finance

Access to finance is one of the major challenges faced by the MSME sector in India. The MSME Census of 2006-07 revealed that almost 87% of MSMEs did not have access to secure finance and often had to approach internal sources like friends or relatives to meet their financial requirements. One of the major reasons for this demand-supply mismatch in SME financing is the perceived credit risk involved in financing SMEs. This is primarily due to non-availability of valid invoices, proper accounting systems and dearth of known buyers. In order to mitigate this credit risk, higher collateral is sought, which cannot be brought in by many SMEs. Further, due to their small size and local presence, the transaction costs involved in financing them are very

high. In order to tackle this issue, SME lending is being treated as priority sector lending. The priority sector lending to SMEs reached ₹ 9 trillion in FY17 as against ₹ 8.5 trillion in FY16, registering a growth of 6.5%.

Priority sector lending to SMEs



Source: RBI

In addition to various efforts by the Ministry of Small and Medium Enterprises, Small Industries Development Bank of India (SIDBI) and the RBI, a World Bank project has been initiated to address the SME financing issue. Approved in 2015, the USD 550 mn World Bank project supports innovative financial products, frameworks and tools for MSME financing. This is the World Bank's first loan to support start-up debt development and franchising finance to India. The World Bank is working with the SIDBI for providing a credit line of USD 500 mn and supporting SIDBI's efforts in direct and indirect financing. As of March 2017, the MSME project of the World Bank has disbursed USD 265.38 mn to facilitating SME finance.

In addition to the traditional banking and financial institutions network, the emerging FinTech companies can also play a major role in bridging the gap in SME financing. FinTech companies can offer tech-based innovative financial products and services which will be low cost, require less paperwork and generate scalability and efficient last mile connectivity. For instance, certain business models like peer-to-peer lending (P2P), customised loan solutions on online platform can be an alternative source for SME finance. Recently, some banks have also started partnering with FinTech companies to expand their reach in the SME sector.

### Concluding Remarks

The MSME sector in India has shown remarkable resilience amidst the challenging economic environment in the past few years. They have emerged as the backbone of the Indian economy due their contribution in terms of job creation and boosting economic growth. In view of its significance for the economic growth and poverty elimination, the Government of India has taken various initiatives to support the growth of MSMEs. Despite this, MSMEs continue to suffer some critical challenges like unavailability of adequate, timely and low-cost credit, lack of digitisation, lack of skilled manpower, inadequate marketing support and infrastructure facilities, etc. These challenges have turned out be the major dampener for the growth of MSMEs in India, and hence need to be resolved.

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# IMPACT OF GST ON THE MSME SECTOR

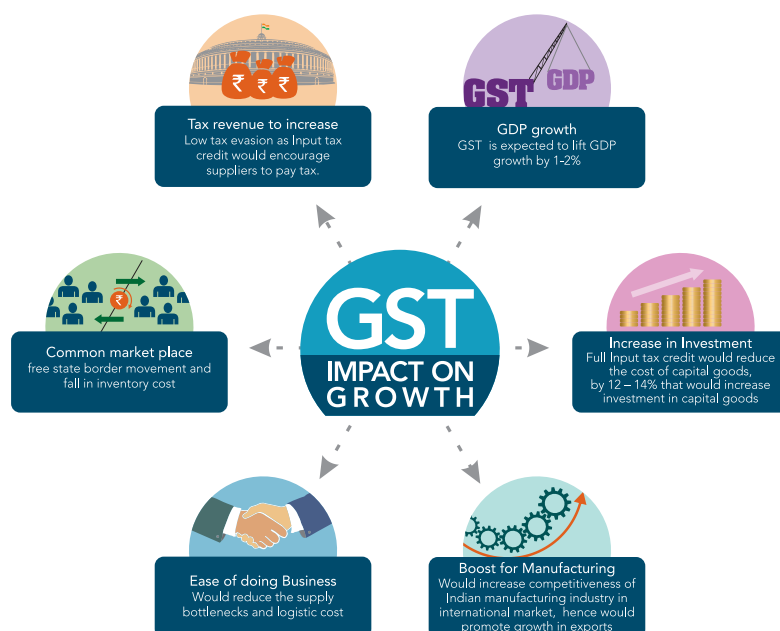
# Impact of GST on the MSME Sector

After a 13-year long wait, the Goods and Services Tax (GST) was finally introduced in India on July 1, 2017. Among various other benefits, it was largely introduced to address the competitive disadvantage faced by the Indian manufacturing sector in the global market due to the complexity and cascading effect of the erstwhile indirect taxation regime. The erstwhile tax structure had inadvertently led to a scenario of disproportionate tax revenues from certain sectors, and the selection of inputs, production technologies and supply chains for tax optimization proposes rather than business efficiencies. Consequently, the growth of manufacturing was hindered to a significant extent.

GST was introduced to usher in a win-win situation for the industrial sector. Broadly speaking, it was sought as a measure to simplify taxation, make compliance easier, to remove complexities, to improve transparency, and improve the general ease of doing business in the country.

## The GST was introduced to usher in the following benefits: -

<ul style="list-style-type: none"> <li>• To create a common market across states</li> <li>• To provide uniformity in tax rates and structures</li> <li>• To bring in a system that is simple and enables cost-saving</li> <li>• To help raise revenue in a transparent and neutral manner</li> <li>• To expand the tax base</li> <li>• To enable better controls on tax leakage</li> <li>• To facilitate administration and compliance</li> <li>• To promote neutrality between domestic production and imports by eliminating CVD/SAD exemptions</li> </ul>	<ul style="list-style-type: none"> <li>• To facilitate inter-state trade</li> <li>• To help reduce logistics costs</li> <li>• To abolish the cascading effect on tax</li> <li>• To support the Government's 'Make In India' initiative</li> <li>• To provide an incentive to manufacturers and exporters</li> <li>• To single and transparent tax for consumers proportionate to the value of goods and services</li> <li>• To provide relief to consumers in terms of overall tax burden</li> <li>• To improve the competitiveness of Indian goods and services</li> </ul>
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## Challenges Faced in the Immediate Aftermath of Implementation

The implementation of the GST has simplified the process of tax-paying by merging of various taxes. Further, with the abolition of check posts, there has been a reduction in logistics costs. While the medium-to-long term benefits of the GST are indisputable, the immediate impact has been extremely disruptive, perhaps even more than was originally anticipated. The immediate aftermath of the introduction of the GST brought about a great deal of compliance hurdles, ambiguity with respect to valuations and rates, confusion and a roadblock in enterprises' inventory and working capital management. Consequently, the overall growth of Indian businesses was dented in the short run. Given the fact that India has probably the second largest MSME base in the world, of which more than 90% belong to the unorganized segment, micro and small companies were particularly significantly impacted.

The challenges can be enumerated as follows: -

- **Teething Problems** – The first three months since the implementation of the GST have proved to be challenging on various fronts. The implementation of GST has particularly impacted small and micro enterprises to a great extent, since many of them had to register under an indirect tax regime and file tax returns for the first time.
- **Lack of preparedness on the part of SMEs** - Although GST-related processes and laws were available to companies before implementation, the practical challenges became clear only after implementation. Manufacturing entities with warehouses located in different states were suddenly required to pay taxes for interstate transfer of goods, for which refund could only be claimed at a later stage. This led to a shortage of working capital as raising invoices and claiming input tax credit were deferred to the subsequent month(s).
- **Lack of clarity/awareness** – The GST brought in a certain degree of ambiguity regarding the valuation of services, especially in cases where services are shared within the organisation across states; this has also created room for fraud/manipulation with respect to valuation and categorization of services. Businesses also found the 'reverse charge' payment of tax on purchases from unregistered vendors to be a complex concept.
- **Increased compliance** - The fact that returns under the GST needed to be filed very frequently – three per month, one per quarter and one annually – meant that it was a time-consuming and costly affair. The emphasis on transparency has resulted in service providers now being required to execute branch level accounting, as every state now has separate requirements for compliance, documentation and return filing. Inter branch and intra branch invoicing has increased due to internal tax transfers. Also, while it is now possible to address queries/scrutiny/audits online, being physically present is still necessary in certain cases.
- **Factors beyond enterprises' control** - The multiple revisions in the format to pay taxes were hard to comprehend. This not only affected taxpayers, but also companies providing GST software to upgrade their systems. This, in turn, led to a delay in the filing of returns. There also arose the risk of companies potentially missing out on claiming their input tax credit on time due to errors committed while entering GSTN numbers and other sensitive data into the system.



### Increase in cost of operation owing to GST - Some global examples

Global experience shows that MSMEs in certain countries witnessed an increase in the cost of operation after the adoption of GST and remained at a competitive disadvantage to their larger counterparts.

- The Report on the SME Taxation Survey 2016 conducted by The Associated Chinese Chambers of Commerce and Industry of Malaysia (ACCCIM) during the period of 29<sup>th</sup> April 2016 to 31<sup>st</sup> May 2016 shows that: for 82% respondents, GST has increased their cost of operation, while only 18% were not affected. The study also revealed that more than half of the respondents (58%) are still encountering cash flow problems due to GST.
- There is considerable evidence suggesting that the costs of compliance, relative to firm size, are greater for smaller firms. Pope and Rametse (2001), for instance, estimate the cost of complying with the Australian GST to be only about 0.04% of turnover for large businesses (turnover of around Australian \$ 2 mn) but around 2% for smaller homes (at turnover of around Australian \$ 100,000).
- The report on European Tax Survey (2004) by European Commission, for example, revealed that compliance costs for the VAT and corporate tax are around 0.02% of turnover for larger enterprises, but 2.6% for small businesses.

### Steps taken to alleviate these issues

Taking cognizance of the various issues and challenges faced by businesses, especially by MSMEs and exporters, the government has now taken proactive steps to ease out these difficulties. Some of these are as under:-

- In its 22<sup>nd</sup> meeting, the GST Council announced many changes which for one, include the suspension of the Reverse Charge Mechanism (RCM) till March 2018. While this will provide some respite to small companies and those entities trading with them, it would necessitate substantial modification/customization of ERP and related IT systems for firms.
- The Council has also extended the composition scheme to taxpayers having an annual aggregate turnover of up to ₹ 10 million and has now permitted the otherwise eligible suppliers of exempt services, to avail of the composition scheme which will benefit the SMEs.
- The tax rates have now been reduced for certain goods and services and relief packages have been introduced for exporters. These are expected to provide some relief.
- The government's move to issue refunds of GST paid by exporters as soon as possible and to introduce an e-wallet system with automatic credit of a notional amount from April 1, 2018 will reduce the working capital issues currently being faced by exporters.
- The implementation of the e-way bill system has now been deferred. While this move offers interim relief to small traders and businesses, its eventual rollout will require real-time upgradation of the IT system, documentation and tracking. The validity of the e-way bill number (EBN) could pose a challenge for transportation of goods within city limits. This could result in additional transit time for smaller entities and expiry of e-way bill owing to system failure or change in destination of delivery would lead to challenges.

### The Way Ahead

There exists an urgent need to standardize and simplify certain processes and procedures. Also, the government should strive to further simplify the processes and mechanisms, specifically for small businesses, so as to widen the tax net to a larger number of businesses. As we know, the Government is already considering bringing the 'real estate' and 'petroleum' sectors under the GST ambit. Compliance norms ought to be relaxed and streamlined for micro and small firms. Lastly, the government could explore the possibility of leveraging the GSTN registration number for all businesses operating in India for the purposes of accounting and policy formulation.

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## WILHELM TEXTIL – A SUSTAINED FOCUS ON FASHION AND TECHNOLOGY

Wilhelm Textiles India Private Limited is a subsidiary of Werner Wilhelm GmbH, Germany. It is an Indo-German joint venture and is in operation in India since 1995. The parent company was founded by Mr. Hermann Wilhelm in 1948 in the heart of Pfälzer Wald – a scenic landscape in the state of Rheinland Pfalz.

The very heart of shoe production in Germany, Pirmasens, heralded the establishment of **Wilhelm Textil**, a brand which over the next few decades would become the most reliable supplier for fashionable and technical textiles for the footwear industry worldwide.

Wilhelm Textiles India Private Limited, with a very extensive product mix for footwear, automobiles, sports goods, home furnishings and other specialized technical applications, serves over 750 customers spread all over the globe.

Decades of profound experience and research along with cutting-edge technology, constant innovation, stringent quality approach, a strong R&D base and a very comprehensive product range have transformed the company into an undisputable market leader.

**Wilhelm Textil** is a leading brand in footwear textiles and holds a very high reputation with its large customer base for its impeccable



"We are a transparent, embedded organization and are open to constant change and evolution. Quality, technology, reliability and customer focus are the four pillars on which we sustain our business" – Mr. Erik Illig (Managing Director)

quality and unmatched services. With operations in India, Germany, Portugal, Vietnam and Hong Kong, it is able to reach out to a very large customer base spread over all the six shoe-producing continents.

The factory in Gurgaon is managed by Erik Illig and a core team consisting of experienced German and Indian experts who ensure the conversion and compliance of European quality standards commercially as well as technically. The production and facilities centre spread over 20,000 square yards is equipped with state-of-art production and testing machinery. It also houses

a warehouse to always maintain a stock of 600,000 sqm of standard products at any point of time.

Use of Environment protection equipment of highest level and our production based on European norms are factors setting us apart.

**Wilhelm Textil** is internationally recognized as the specialists for individual solutions for thermos-adhesive coatings for interlinings (both crimping and reinforcement materials). It is one of the first brands worldwide to develop the dot-coating technology which it has refined over decades of experience to suit individual needs to world's leading brands based on the application for different shoe styles and the leathers which are used. With wide range of specially formulated adhesives and base materials it can cater to any kind of shoe styles and leathers.

Over the years, it has enhanced the product mix to include fashionable textiles upper materials, aesthetic and functional linings, breathable membrane laminates, strobels, heel grips, synthetic furs, canvas and denims, etc., making it easy for its vast customer base to have all their material requirements under one umbrella. The leading brands and customers with their support and patronage have elevated Wilhelm Textil to the position of **Numero Uno**.





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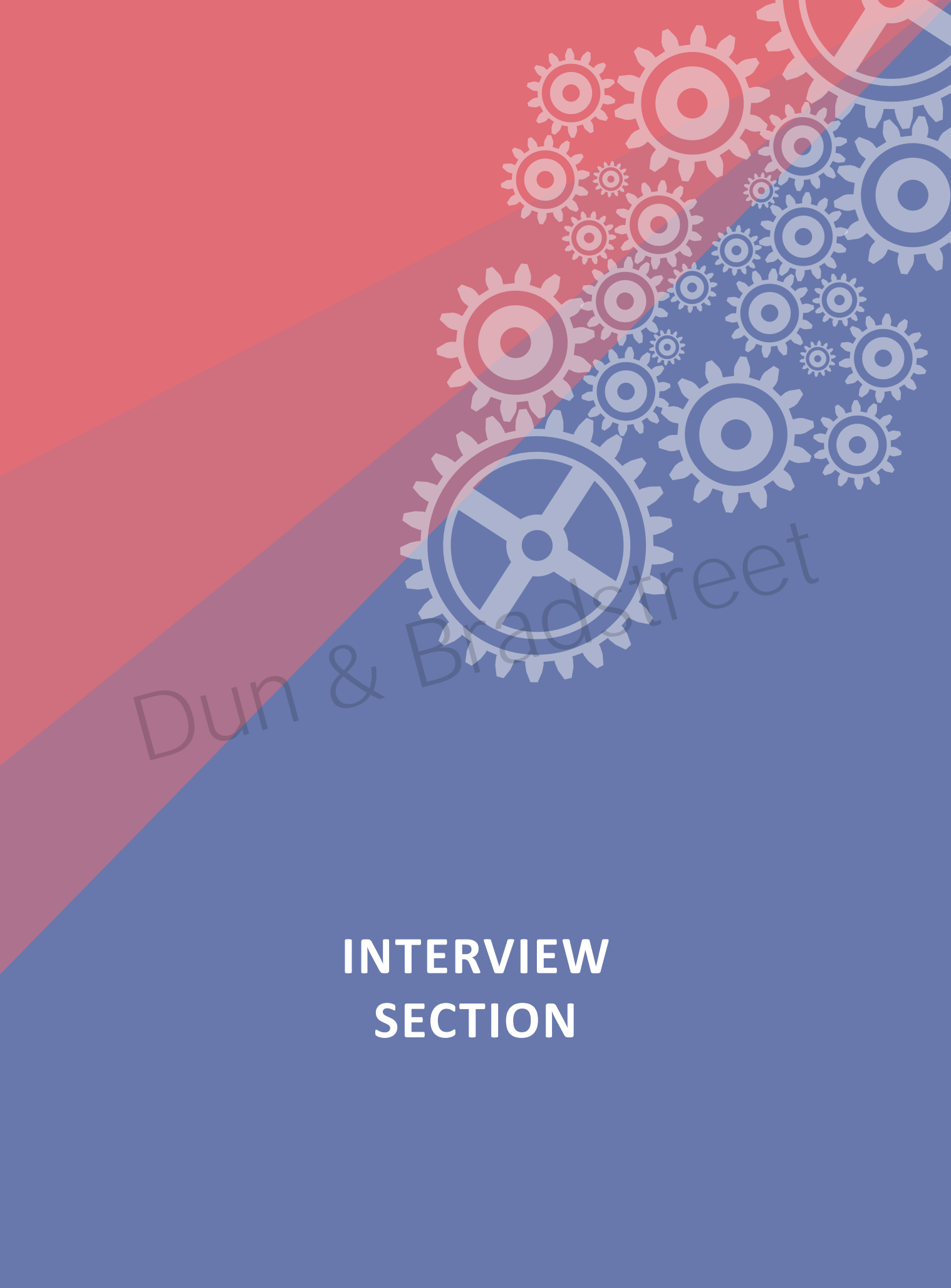
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## INTERVIEW SECTION





## RBL Bank Limited

Vishwavir Ahuja, Managing Director & CEO

**Please share with us RBL Bank's journey towards becoming one of the leading new-age banks in India.**

In the last seven years, RBL Bank has come a long way from being a legacy bank with rural presence in a restricted geography to a new-age, pan-India multi-service and innovation-driven bank. The last few years at RBL Bank have been of hard work and perseverance at putting the building blocks in place – the right way. There is a 'New Energy' that is pervading our organisation, which provides us with the momentum to move forward.

We believe that in order to make any meaningful contribution, partnerships are the way forward. In FY17, we established strong partnerships with entities who shared our vision and values and unveiled innovative products and services with and for them. We invested in agility and resilience, so that our governance, risk management and credit appraisal practices are constantly evolving to be top-of-the-line and enablers of growth. Technology and partnerships have enabled us to extend our service offerings and answer the needs of customers.

Today our robust partnership model serves a variety of B2B and B2C customers, who need technology-driven banking solutions that provide faster turnaround time for retail and institutional businesses.

We have always been forward-focused in our thinking and as India progresses into a data-rich economy, we foresee continuing forging alliances with institutions and technology providers to offer high-end services which are tailor-made to the needs of tomorrow's enterprises.

**Lack of access to efficient and adequately structured financial services has been a major challenge for Indian SMEs. Has the situation improved in the recent years? What role has the bank played in supporting SMEs in this regard?**

The SME sector plays a paramount role in India's economy. They are a major source of entrepreneurial skills, innovation and employment.

While the economic and banking importance of the SME sector is well recognised, it is also acknowledged that this sector may be under-served, especially in terms of finance. This has led to significant debate on the best methods to serve this sector. Although there have been numerous schemes and programmes in different economic environments, there are a number of distinctive recurring approaches to SME finance.

There have been at least two distinctive approaches to try to overcome the so-called SME finance gap:

- The first has been to broaden the collateral-based approach by encouraging bank lenders to finance SMEs with insufficient collateral. This might be done through an external party providing the collateral or guarantees required.
- The second approach has been to broaden the viability based approach. Since the viability based approach is concerned with the business itself, the aim has been to provide better general business development assistance to reduce risk and increase returns. This often entails a detailed review and assistance with the business plan. A common aim or feature of the viability based approach is the provision of appropriate finance that is tailored to the cash flows of the SME.

Our approach is holistic, combining advisory and lending services to clients to increase the contribution that SMEs can make to the economy. We do considerable research and analysis into the methods by which we assess and monitor business loans, manage business financing risks, and price their products – and these methods are continuously developed and improved.



**What kind of tailor-made products and services do you offer to the SME segment?**

RBL Bank finances the business needs of SMEs (i.e. companies and firms with annual revenue from ₹ 35 crore to ₹ 250 crore). Our key aim is to serve the banking needs of emerging and fast growing enterprises, newer businesses and industry segments of the Indian economy such as logistics, e-commerce, consumer services and organised retail.

The Bank offers a range of customised financing options that enable SMEs to manage their businesses with ease and confidence. We facilitate domestic and cross-border capital flow transactions, foreign exchange services, cash management (payments and collections), working capital, term loans and trade finance products and also offer financial solutions for specific industries, such as IT & ITES, shipping, leather, hospitals, educational institutions, telecom equipment, auto ancillaries, travel & tourism, embassies and trusts & clubs.

The Bank has also built a wide range of digital payments and collections solutions, along with a range of innovative solutions such as Payment APIs, prepaid cards, merchant acquiring, nodal accounts, AEPS, etc. These solutions have helped build several partnerships and solve real issues faced by SME businesses today.

These comprehensive and innovative banking solutions are delivered in an efficient and effective manner, with the help of dedicated relationship managers who have a deep understanding of the industry.

**The banking sector is witnessing a great deal of innovation in terms of products/services and channels/modes being introduced, on a daily basis. What has the bank done to ensure security while matching pace with innovation?**

RBL Bank, which has an unwavering focus on security, works with Palo Alto Networks for their firewalls and other devices. This enables the Bank to detect security threats at an early stage and deal them with effectively.

The Bank has also established internal discipline with the help of clearly defined policies, along with its systems to safeguard assets. Thus, active vigilance on both the governance and technology side, be it endpoint, firewall, IDS or IPS, has helped make the Bank resilient enough to cyber security threats. Ethical hacking, 24x7 website monitoring and tie-ups with partners for scanning the dark web are also being conducted to ensure a sound security framework.

These safeguards will ensure that RBL Bank continues on its transformational journey — as we seek to further revolutionise banking through technology and innovation-led superior products and services, to all our customers.





## Shriram Transport Finance Company Limited

Umesh Revankar, Managing Director & CEO

### Kindly share with us a brief about Shriram Transport Finance Company Limited.

Commercial Vehicles are an integral part of any business activity in a country, and perhaps even a barometer of economic growth to a certain extent. We have been in this business since 1979, and with our experience today the company is growing strong along with the economy. As an NBFC, we provide an organized way of financing borrowers in the CV business along with the Banks. This has helped us release them from the clutches of money lenders.

The company has carved a niche for itself in financing used vehicles, as the demand for the same has been growing. The economy of doing business through these pre-owned vehicles is financially viable and has helped spur the small business sentiment by enabling owner drivers to groom themselves as self-employed businessmen.

We are an asset financing NBFC, with assets on the balance sheet of ₹ 655 bn, and off-balance sheet assets of ₹ 133 bn for FY2017. We finance pre-owned trucks with strategic presence of 5-10 year-old trucks. We have earned ourselves more than 1.54 mn customers over the last 38 years, and have developed strong competencies in the areas of loan origination, valuation of pre-owned trucks and collection. We have a wide presence pan-India, with 962 branch offices, 857 rural centres and also over 500 franchisees.

Ours is a vertically integrated business model and offers a number of products which include pre-owned CV financing, new CV financing and other loans like accidental repair loans, tyre loans and working capital finance, etc.

We also have a platform to buy and sell vehicles through an open bidding system as a separate business under Shriram Automall Ltd., which was originally conceived with an idea to enable reference for lending to CV buyers. Today there is notable contribution from Automall as ONE STOP over 60 Automalls in operation and over 0.5 mn of assets sold throughout the country.

### STFC has had a fairly long association with the SME segment. How has this association grown over the years?

STFC has been serving the MSME segment in the transport sector since the past 38 years. Over the years, we have seen micro companies growing to small, and small going on to become medium-sized companies. Today, we are present across the country through our branches in transport hubs, transport associations, etc. Many large fleet owners, who have grown from one truck a few years ago have been associated with us. STFC believes in building partnerships with customers for the long term. This is ensured by offering various products as per requirement. Products like working capital loans, engine repair loans, accident loans, etc., not only help customers service their monthly liabilities on a continuous basis, but also bring customers closer to us. We have also launched a new product called 'Business Loan' which helps customers graduate to a formal business environment from informal business.

### What kind of products and services do you offer to the SME segment?

Shriram Transport Finance is primarily engaged in the funding of used commercial vehicles; we also lend to our existing customers for purchase of new vehicles, loans for accident repairs, engine overhauling, tyre replacements, etc. We have recently started offering ecosystem loans to transport-related businesses like tyre dealers, vehicle traders, motor spare part shops, etc.

We also help our customers for their working capital needs and expansion plans. While the business loan segment is yet to take off in most of the areas, we look forward to new ways of funding to the MSME sector, while keeping in mind the risks associated with this sector.





**Three months after its rollout, SMEs are still grappling with transitional issues with respect to the GST. How much of an impact do you foresee in the short to medium term?**

Any change goes through a transient path. While GST was an anticipated change, most of the businesses geared up for the same. However, it would take some time for small firms to settle down with the procedures. India is in the process of changing from a cash-based economy to a cashless economy; this will take its own time as the whole economy has to go through this change. Every business is dependent on another, hence, until all businesses accept the changes, it would be difficult to transact freely. All formal business entities have some known and unknown linkages to the informal economy in the value chain of products or services life cycle.

**Various state governments have sought to accord preferential treatment to goods and services produced by MSMEs. What other measures should be implemented to promote the growth of SMEs?**

Today, the issue faced by the MSME sector largely pertains to the flow of funds, obsolete technology, lack of scale and market. The implementation of GST would address few of these issues, but to give the comfort to entrepreneurs, the government needs to build transparency, trust and remove the bureaucracy. SMEs need to be encouraged by differential taxation, and export-oriented units should be given tax free status for all their activities.

**What are your future plans? How do you see the company evolving over the next five years?**

The Indian economy is going through a structural shift, from being unorganized to better-organized. STFC caters to the transport sector of the country, which is directly linked to the economy. We see that the government is pushing for electrical vehicles by the year 2030. Other reforms being introduced are the implementation of tax reforms, promotion of digitization, and organizing of personal data with the help of Aadhar. These are expected to lead to advancements in technology, and thereby help provide better access to finance through banks and financial institutions. We are continuously investing in technology and manpower training to ensure that we are able to cater to a major chunk in the road transport industry. Stringent emission norms and legislative pressures on trucks that are more than 15 years would trigger a replacement demand. Freight capacity is expected to grow at 1.25x GDP growth going forward. We have also launched additional products recently, which would specifically cater to the SME segment in our sector, and we look forward to expanding our horizons in the future.

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## Logicash Solutions Private Limited

Vipin Jain, MD & CEO

### Kindly share with us a short brief on the growth journey of Logicash Solutions Private Limited.

Logicash has been growing at a pace of 20-30% year on year. The company has taken leaps and bounds in a short span since inception to reach the 4<sup>th</sup> place in the industry. Being the youngest company in the industry, we are among the first to takeoff on growth and compete with the established competition.

### What kind of services does the company offer? What is the company's USP in terms of benefits offered to customers?

Logicash is providing services in cash management services - bulk cash transits, cash pick-up services for the retail sector and banks, ATM replenishment, e-surveillance, etc.

The USPs of Logicash's services can be enumerated as follows: -

- Logicash's key strategy – Artificial Intelligence analytics for Transaction monitoring and Risk Management and Employee Training from Top of the Pyramid to Bottom; the company has emerged as a value added and niche player as we combine apps with end user computing and datacenter.
- Logicash is a technology-driven company, is flexible to understand customer needs and to provide customized solutions in short time, adheres to the TATs, last mile deliveries with individual ownership concept.
- Digital Adoption for employee training, employee daily process reporting, vehicle monitoring and GEO tagging, maintaining the security of public money by way of instant one-time combination generations and generating various kinds of DIY dashboards.

### The implementation of reforms such as the GST has expectedly led to a few initial hiccups for the economy as a whole and for SMEs in particular. What kind of interventions are required to expedite the return of businesses to the fast-growth trajectory?

Acceptance first and everything else will follow; it is the need of the hour and will only be resolved with extreme determination. It is a good practice will put everyone in discipline. Although our working capital requirement has gone up with GST implementation, we are anticipating the same level of discipline from our vendors and customers.

### What is the outlook of the company over the next 3-4 years?

In the coming days, digitization and cash will have a tug of war, but it will eventually get settled in a year's time. A clear road map will soon emerge. More people will be a part of the organized economy; therefore, utilization of cash is going to get divided into two parts, both digital as well as physical. Digital transactions and cash will co-exist. This will create a great deal of opportunity for ATM deployment and cash logistics.

Cash logistics as an industry is looking for a revolution and being enabled by technology will eventually lead to its evolution. Logicash will slowly emerge as the most effective logistics company as the leaders believe in the role of technology and its effect.







## Fourth Partner Energy Private Limited

Saifuddin Hakimuddin Dhorajiwala, Managing Director

### Please take our readers through the growth journey of Fourth Partner Energy Private Limited.

Started in 2010, Fourth Partner Energy has established a leadership position in India's adoption of rooftop solar as an effective source to reduce power costs and offset carbon footprint. Our firm operates 10 offices in India and enjoys the reputation of having executed over 1,375 plants across 22 states.

We have built complete in-house capabilities across technical, financial and service fronts giving us control over cost, quality, project execution timelines and plant generation culminating into delivering the lowest total cost of ownership to our clients. Our team has grown to over 140 'Fourth Partners'. Over the past six months, plant sizes have almost doubled and each year we have been adding more capacity than our cumulative historical capacity.

Our aim is to build a business which is financially sustainable, yet has an impact on Society and the Environment. Today, our work in rural India has improved the quality of life of over 180,000 rural Indians.

### How would you describe the company's vision, especially with respect to its role in meeting India's energy needs?

Our vision is to be a "Partner for Sustainable Change". At the core of our vision, we aim to mitigate power related issues of – Accessibility, Shortage and Energy Security. Distributed solar addresses all the above.

The solar industry is still in its nascent stages and we have been at the forefront of paving its path. We realize that there is a severe lack of specialized talent in solar and our approach has been to hire people from allied industries, subject them to rigorous in-house training and make them job-ready. Also, we spend ample time educating clients and financiers about the nuances of distributed solar and ensuring that we mitigate their perceived risks through better contractual terms.

Through our technical, services and financial capabilities we have become the 'First Choice Partner' for our customers, helping businesses save their power-costs and thus enabling our vision of creating sustainable change in India.

### The Government has laid down a formidable plan for India's renewable energy infrastructure. What kind of policy changes are required to fast-track implementation and to make this plan a success?

The Government has played a significant role in bringing solar to the forefront. Beyond being one of the largest clients, the Government has put in place a policy framework to meet their ambitious targets and commitments to the Paris Accord. These include net metering, building bye-laws mandating solar and incentive & subsidy schemes for developers and clients. They have now created access to low cost financing for rooftop solar projects with support from World Bank and ADB. According to us the need of the hour is awareness and understanding of the policies, especially at the ground level. Process improvements, quicker turn-around time and more transparency in inspections, permissions and subsidy realization will improve faster implementation and adoption of solar. In the long-term, consistency and stability in policy will ensure targets are met.

### How will the government's smart city initiative help boost demand for solar power?

The Smart Cities initiative undertaken by the Government presents a promising opportunity to transform the way of running our cities. The Smart City plan has mandated that 10% of the total electricity be produced from solar energy; a move targeted towards ensuring that we become energy independent in a sustainable and clean manner. On the ground though we are not seeing as much initiative and hope that these funds are put to radical reengineering of the city infrastructure. We are currently executing a 1.5 MWp deployment of distributed solar assets for Vizag Smart City.





**Fabtech**<sup>®</sup>  
Technologies International Ltd

## Fabtech Technologies International Limited

Aasif Khan, Managing Director

### Please take us through the journey of Fabtech Technologies International Limited.

In 1997, Fabtech started out with designing and constructing cleanrooms and controlled environments for the pharmaceutical and biotech industries. Today, 20 years later, we have evolved into a turnkey consulting and engineering company. We build capability for organisations in the pharmaceutical, biotechnology and healthcare industries.

The projects we undertake are size, geography and complexity agnostic. More often than not, they are delivered through challenging external circumstances that have defeated others. The Fabtech team DNA is rooted in the delivery of the impossible.

### What kind of services and solutions does the company offer?

We offer the full spectrum of turnkey services from needs analysis, business model generation to relationship facilitation (between customers; between customers and new markets; between customers and governments) and the design, build and manufacturing of the specialty pharmaceutical, biotech or healthcare manufacturing facilities. Simply put, if you give Fabtech your project, we will set everything up for you end to end - all you have to do is move in with your workforce and raw materials and start manufacturing.

### What are some of the path-breaking innovations that the company has introduced in the recent past?

What we do - turnkey commissioning of a project - from needs analysis to commissioning is path-breaking in itself. No other company in India or overseas delivers this sort of end-to-end solution or service like we do.

### What are some of the major initiatives undertaken by your company over the past one year for business expansion?

We're creating a wider footprint in the 27 markets that we cater to - both in terms of service presence as well as local technical backup. We're also expanding technical capability and developing local manufacturing presence in in GCC and Africa.

### What are your future plans? How do you see your company evolving over the next five years?

At Fabtech we have a philosophy - 'Life Engineering'. We believe that to improve the quality of life, engineering has to harness the power of science. It helps us stay true to our mission to make medicines affordable globally and reduce the proliferation of spurious drugs. The only way we see this happening is if we play an active role in building pharmaceutical capability not only for our customers, but also for the geographies and economies in which they operate. Every new manufacturing plant we deliver is a step in this direction. For us, every life saved because of quality medicine we helped manufacture inexpensively is a validation and endorsement of our mission.





## Greypip Software Private Limited

Girish Rowjee, Co-Founder & CEO

### Please tell us about the journey of Greypip Software?

Greypip is a pioneer in on-the-cloud HR & Payroll software in India. This has been a major positive disruption in the traditional way of doing business in India. We are now the most liked and popular HR & Payroll software provider on the cloud in India. We were established in 1994, and in 1999 we acquired 40-plus customers using the Folklore on-premise software. We made rapid strides in our customer base and by 2006, we were processing 2,50,000+ payslips across 250 major multinational clients. The year 2008 was the watershed moment in our history, when we launched Greypip Online, the first HR & Payroll software on the cloud. The SaaS based model was really successful, with our company being listed as one of the top 8 SaaS apps in the country. Currently, with over 5,000+ customers and serving more than 750,000 payslips every month, we understand what it takes to deliver a high-quality software service 24x7.

### greypipHR is among the most popular HR and Payroll Software in India. Which segments does it largely cater to? What kind of features and functions does it offer?

With a razor-sharp focus on automating transactional HR and payroll, we largely cater to SMEs having 5+ employees. In addition, we also help Payroll Service Providers (PSPs) and CAs manage and process their clients' complete payroll. greypipHR is built for efficiency and ease of use, and is capable of handling the payroll process end-to-end, right from the input of leave and attendance data into the payroll system all the way to salary disbursement and payslip generation.

Here are some key features/functionality:

- Entire employee lifecycle activities on a single platform
- Easy management of employee communications using bulk and custom mailing options
- One-click salary processing
- Seamless integration between HR and payroll modules
- 100% statutory compliance
- Offers advantage of 120+ readymade and standard reports
- Management of all leave transactions in one centralized location
- Allows attendance capture from varied sources.
- Designing of highly configurable leave and attendance policies
- GPS-enabled Geo Mark attendance feature
- Powerful ESS portal with mobile app for managers and employees

Our deep domain expertise is perhaps our biggest strength; we've been in this business for 20 years. Our earlier avatar, Folklore, has been (and currently is) used by many enterprise companies in India.

### In today's information age, technology is changing by the minute. What initiatives have you taken to stay ahead of the competition and stay relevant to your customers' needs?

Greypip has always been at the forefront of innovation and adopting technology to solve user challenges. To cite a few examples, we were one of the first in India to offer a web-based payslip solution. We were the first to offer a SaaS/Cloud based Payroll module (2007). We pioneered the digitally-signed Form 16. Also, we were the first cloud vendor to offer a single click FVU validated file generation option for the Form 24Q.

### Data security is a concern area for users of cloud-based solutions. What steps have you taken to make your products and services secure?

Hosted on highly secure ISO 27001 certified data centers and with 256 bit SSL encryption, greypipHR offers its customers data security, web application security and end-to-end encryption that is at par with the best. Physical as well as network-level security, combined with 24x7 monitoring keeps sensitive HR and payroll data secure at all times.





## Calco Poly Technik Private Limited

Vijay Kumar Gupta, Founder & MD Calco Group

### Please give us a short brief on the genesis and journey of Calco Poly Technik Private Limited.

We started at a small factory focusing on Calcium Carbonate filled Masterbatches. We started catering to the Packaging Industry, from a single location with one machine. Understanding the growing expectations of the Consumers and High Performance of conventional Polymers, we forayed into Color and Additive Concentrate markets. For the first decade, Calco defied average industry expectations and grew rapidly into a firm with an installed capacity of 10KTPA and colour formulations of over 5000 shades. Since then, our organisation has constantly ensured adherence to the key strategic principals of 'Innovation', 'Sustainability' and 'Sustained Growth'.

Our constant endeavor to innovate with niche solutions kept pushing us to different market verticals. We were the First Company in India to give scratch resistance solutions to Dash Boards in the Automobile Industry. In 2010, as a part of our commitment to the environment, we acquired rights to Green Plastic Technology. It is India's only Patented Technology that has been successfully commercialised to fight the menace of Waste Management and Disposal.

During the following year, we expanded and started catering to High Performance Engineering Plastic focusing on providing Efficient and Innovative Solutions in the specialty domain. Since then both the Business Units are running independently, complementing each other's strength. We at Calco, represent a unique blend of experience with New Age Technologies, which are World Class in Performance and Service.

### What kind of products does the company offer? Which industries do you largely cater to?

Our Product Range covers diversified products in the Conventional as well as New Technology space. Our PiCAN range of polymers covers all aesthetic product ranges like Switches. For Switchgears, we have CiLON range of products to develop High Performance Flame Retardants. We have also developed a New product range to help replace CFLs with LEDs. Our range of ZiLITE products for LED Housing exhibits excellent resistivity to Thermal Heat to ensure long term performance. We have also introduced a New Diffuser range in PiCAN which meets optimum diffusion/transmittance for varied applications in Bulbs and Tubes. Currently we have more than 500 Customers across various Industry segments and 90% of our total sales are powered by the Automotive and Electrical-Electronics segment.

### The company counts its production processes as one of its strengths. Briefly describe the salient features of your R&D set up and your product development.

We have a team of experienced Polymer and Chemical Engineers having extensive experience in different product applications. They bring with them over 50 years of rich experience in product testing and Innovation. Equipped with the latest and the most advanced technology, we are continually working with our Application Development Team and Customers to identify opportunities in meeting with Customer Expectations and setting even higher standards to ensure customer delight at all levels. At the same time, we are also working extensively on our Light Weighting Solutions with Automobiles to make them highly fuel efficient and reduce CO2 emissions.

### What is the outlook of the company over the next 3-4 years?

Our vision is to enrich our heritage and push all boundaries; become India's Most Trusted Global Brand. We believe that our Indigenous Technologies and Professionalism will help us align with Global OEMs and we can see positive outflow of raw material business being served from India. We aim to be a leading Exporter of Innovative Solutions in Plastics for the world. With our 2<sup>nd</sup> World Class Manufacturing Facility in Sonapat, Haryana, planned to be up and running by end of 2018, we want to focus on maintaining superior product quality and engaging in R&D. Moreover, it will take forward our objective of self-sustenance in terms of power with the use of Solar Energy. It will also support our focus on developing a strong product portfolio and work on Innovative Solutions to further strengthen Customer Relationships and Build partnerships with Global players.





**IBS**  
BUSINESS SCHOOL  
MUMBAI

## IBS Business School, Mumbai

Y.K. Bhushan, Senior Advisor & Head

### What makes IBS different from other B-Schools in India?

- IBS focuses on Action Learning – to build tomorrow's leaders who can think, reflect and act
- Contemporary Curriculum – Annually reviewed and validated by industry experts
- Choice of over 77 elective specialization courses
- Case-based pedagogic delivery
- 14 weeks Summer Internship Program
- Joint Certifications and Industry Interface
- Nine campuses across the country catering to the aspirations of over 3,500 students and over 43,000 alumni

**Lack of access to efficient and adequately structured financial services has been a major challenge for Indian SMEs. With the introduction of new government-driven initiatives and new methods of lending such as P2P lending, has the situation improved in the recent years?**

The need for external funds of the SMEs has been primarily met by the informal sector (friends & family) and therefore represents a significant opportunity for formal financial institutions. The SMEs are an important and growing sector but are currently underserved and the paucity of finance stymies their growth. The government has introduced a multitude of schemes to satiate the need for funds by SMEs, including the recent initiative by the Prime Minister that includes NBFCs in the credit guarantee scheme for SMEs and the enhancement of the loan limit to ₹ 2 crore. We have a long way to go with SME lending where even now the SMEs account for less than 15 per cent of the total net bank credit of commercial banks. Banks perceive SMEs as risky investments owing to many factors including low growth rates, adoption of informal business practices, inability to maintain collateral securities, lack of credit worthiness and poor reporting of firm data. This explains the current impetus mandating SME credit rating, a space in which we already have the SME Rating Agency of India Limited (SMERA), to assess the creditworthiness of SMEs which will go a long way in fast tracking the ability of SMEs to raise bank loans at competitive rates of interest.

**Lack of innovation is the reason why many start-ups fail, especially in India. Why do Indian start-ups fall short in this aspect?**

Innovation comes about with a creative quest for new products, processes, methods, etc., with sufficient support from the society and the state. Individuals are now beginning to look for new avenues through start-ups but the support system certainly needs improvement. The investment in research and development by the industry needs to be stepped up and the government has to be sufficiently supportive of new product introductions and reward research and development. The situation is definitely improving with the government throwing its support behind start-ups proactively.

### What kind of courses does IBS offer for entrepreneurs?

- A course in Entrepreneurship Development which provides the student with an overview of all aspects of entrepreneurship and motivates students to explore the options of starting new ventures.
- We also have an incubation center to provide early-stage infrastructure to our students.
- A collaborative link has been established with the Rotary Club and Rotaract Club to arrange for the mentoring of prospective entrepreneurs by respected businesspersons.







# KOSO

## Koso India Private Limited

**Gaurav Gupta**, Managing Director

### Please take us through the journey of Koso India Private Limited.

Koso India started in the year 1989 as a Joint Venture under the name 'Introl India', supplying actuators and spares to Kent Introl UK. In the late 90s, technology was transferred from Kent Introl UK and the company started manufacturing control valves. The company was acquired by ABB instrumentation division in the year 2001, but was divested by ABB due to a lack of synergy and acquired by Nihon Koso Japan in 2005. Koso Group being one of the world's leading valve manufacturers, understood the nuances of the valve business and with the investment of capital and technology in the company, Koso India grew at a fast pace and is now one of the largest severe service control and choke valve manufacturers in India. Now Koso India operates from three manufacturing locations in Nashik, Coimbatore and Palakkad and handles the Indian subcontinent and Middle East market and acts as a global supplier for the other Koso companies and also houses a dedicated and talented R&D team.

### What kind of products and services does your company offer?

We are a leading supplier of customized valves for the most arduous applications in the Oil and Gas, Power, Petrochem, Fertilizer and Steel sectors. Our extensive product range consists of surface choke valves, control valves, turbine bypass valves, anti surge valves, ball valves, globe valves, butterfly valves, triple offset valves, pneumatic actuators and electrohydraulic actuators. Continuously engineering products for challenging applications is our specialty.

### Indian SMEs are perceived to be years behind in terms of tech-adoption. How has your company managed to keep abreast of the latest technological advancements?

We firmly believe that technology promotes and affects the innovation and productivity of companies. It helps companies constantly develop new products with new features for the ultimate users and integrates the capabilities with the internal research and development functions and SME's can survive the competitive environment based on the innovation.

We stress on building a Digital Infrastructure and integrating the enterprise i.e. integrating data from machines, IT systems, the workforce, fleet, products etc. We have set up our own research and development centers to improve on the adopted technology and use it to improve the product quality. We also aspire to adhere to total quality management (TQM) practices.

### Please outline some of the major initiatives undertaken by your company in the recent past for business expansion. How do you see the company evolving over the next five years?

The unstable and falling oil prices have been a major road block in our growth journey however, the power and fertilizer industry sector continues to be strong which helped the business sail through this difficult time. The prediction is that the Oil prices will stabilize over the next six months and we have set-up JVs in ME which will benefit once the market stabilizes and the project flow increases. We are also looking at developing markets like Africa, Canada and South Americas, which are difficult to penetrate and are relatively untouched with large potential for our product range. We see ourselves evolving from just being a valve manufacturer to a solution provider for process automation applications.





## Aesthetic Living Merchants Private Limited

Nitin Jain, Managing Director

### Please give us a short brief on the origins and journey of Aesthetic Living Merchants Private Limited.

Aesthetic Living Merchants Pvt. Ltd. (ABIA) was founded in 2002 with an objective to cater to the requirements of the global lifestyle industry. Over the years, the company has positioned itself as a one stop global destination for all home décor needs through its export unit ABIA and retail vertical INV Home.

In the past five years, we have been quite consistent in terms of growth and innovation. Over the past year, the brand has crossed traditional boundaries and is now talking to a larger audience through its online presence (i.e. [www.invhome.in](http://www.invhome.in)). Further, in order to reach our target consumers, we are aggressively active on all social networking platforms which include Facebook, Twitter, Instagram, LinkedIn, and Pinterest, which are immensely helping us in positioning INV Home as a national brand. For exports, our decade-old relationship with our existing buyers and par excellence business development team combine to make a big impact year-on-year. This journey of spreading happiness and satisfaction has helped us reach out to and serve more than 15,000-plus happy customers globally.

### Your company has made a mark in the home décor space. What is unique about your business model

We specialize in interior turnkey projects, along with a plethora of options in home décor accessories. This makes us a favourite amongst our customers, as their entire requirements are fulfilled under one roof. We have used organic materials and natural fibers for creating an entire range for nature-loving audiences. The company adheres to the highest standards of manufacturing and sourcing, thereby positioning us as the most reliable and authentic player in the market.

### What kind of challenges is the textiles sector witnessing in recent times? What is the company's strategy to meet these challenges?

Export and domestic markets have been witnessing a paradigm shift since a decade - demand and volumes now play a major role, while skilled craftsmanship has now gone extinct. We at INV Home constantly strive to meet our client's expectations through proper planning and designing of our collections. Also, our merchandise planning team plays major role by providing us accurate demand forecasting - category wise. Our core focus is on development and design, both for retail and export, which we are constantly improving with our experienced design team.

### What is the company's expansion strategy for the next 3-4 years?

The industry has been witnessing an exponential growth in HNIs and UHNIs since the last five years, and we believe that the same will continue over a decade as per-capital income in tier-1 & tier-2 cities is constantly increasing. Therefore, we have plans of introducing larger format luxury stores in more cities and of increasing our penetration in remote markets through online stores in places where we otherwise cannot reach through brick & mortar stores.





## Cygni Energy Private Limited

Venkat Rajaraman, CEO

### Please take us through the growth journey of Cygni Energy Private Limited.

Cygni Energy is an IIT Madras-incubated startup founded by Venkat Rajaraman in 2014, with the aim of providing green and efficient power to every household.

A little bit of background - In the late 1880s, Nikola Tesla and Thomas Edison became embroiled in a battle now known as the "War of the Currents". The battle was between AC and DC power supply. The battle was won by AC owing to the technology of the time, which made it possible for AC to travel long distance. This was the case for almost a century. Then energy sector witnessed another shift. Appliances started using DC power and producing decentralized power became cheaper. Working on DC energy solutions is focus of our business. We spent a lot of time field-testing this technology to ensure that there is a significant improvement in efficiency and notable reduction in cost. Once we had determined that, we started working on productization and commercialization. Meanwhile, we set up our base in Hyderabad and built a team that understood 'The Why' of our business. We have increased our manpower by almost 100% in 2016-17 with focus on in-house R&D and production.

### What kind of products and services does your company provide?

Our flagship product is Integrated DC Inverterless Systems. This is one of the most efficient photovoltaic power backup systems available in the market offering up to 50% reduction in electricity bills and 40% reduction in overall costs. Our systems come integrated with a mobile App to help you to monitor your energy consumption, which in turn will enable you to manage and control your energy usage. The solution is not just limited to rural households, but is robust enough to handle urban homes and its backup needs.

### The importance of energy conservation cannot be overstated. What kind of solutions does Cygni Energy provide in order to address this issue?

We at Cygni believe the first step to gain control is to understand the current situation. Presently, the only way to track your energy is through electricity bills at the end of the month. Our goal is to make sure that there is transparency in energy usage in real time. Consumers should be able to monitor their energy use which will help them control their consumption. About 30-40% of the energy losses occur due to multiple AC-DC conversion which happen between production and usage. These losses are beyond users control and can be significantly reduced by using DC technology. Our solutions utilize DC systems, ensuring there is minimal loss of energy at any step from generation to consumption.

### What are the company's expansions plans over the next 3-5 years?

Our new product line of Integrated Li-Ion Battery based Inverterless System (IBIS) is a tailor-made solution for homes and businesses looking to go Green. It is the most energy efficient solution that provides uninterrupted power supply capability, which can also cut your power bills by 50%. Our entire focus would be on the dissemination of this product and working on building a sustainable DC ecosystem. Cygni is planning to power over 1 million homes in the next 5 years using the Inverterless technology.





## Intellect Bizware Services Private Limited

**L Gopalakrishna**, Co-Founder & COO

### Please take us through the growth journey of Intellect Bizware Services Pvt. Ltd.

The co-founders, myself, Sabahat Kazi and Sanjay Gupte were working for an SAP partner company. Somewhere along the way, we decided to create something on our own. So in 2007, we left and started Intellect. In the initial years the going was tough, right from attracting talent to convincing customers about Intellect. And then the 2008 global financial crisis also hit hard. But with persistence, we grew. The first few customers looked at Intellect to support and enhance their SAP systems or provide resources. But soon, value-added work started coming our way. Then in 2010, we became an SAP partner and started implementing solutions instead of just maintaining. In 2016, Intellect went on to become an SAP Gold Partner and also won the SAP APJ Partner Excellence Award. This was a huge achievement since only 12 partners out of around 1000 in the entire APJ region have so far won this.

We have grown from being a 20-people company in the first year to close to 300 people in 2017. It's been a remarkable and a very fulfilling journey for us. While our focus remains India, Intellect has serviced customers in more than 20 countries. Our success mantra has been to grow sustainably & profitably. We have never missed out on any salary or tax payments, and have been profitable from the first year of our existence to date.

### What solutions does your company offer? How do you differentiate yourselves from your competitors?

We are mainly offering SAP S/4HANA implementation, conversion and support services. We also have a few open source mobility and portal solutions. Having deeply engaged with over 150 customers from various domains, Intellect has been able to deliver value to customers through our depth of industry understanding and empathy with the customer. As compared to most of our competitors, our model has been to look at each customer from a long-term engagement perspective. This actually helps customers not just to implement the solutions but sustain, improve and evolve their processes.

### How does Bizware Services keep up with the constantly changing global technological environment?

Intellect has, in fact, always been an early-mover in terms of new technology with the co-founders themselves being hands on even today. We invest in acquiring skills in new technology and with the knowledge sharing with our sister companies in the Nihilent group, we have been able to match up to the best of the best in technology.

### What is your company's growth strategy over the next 3-5 years?

Intellect's focus in this Digital age is to leverage the SAP Cloud Platform & S/4HANA. With more than 10 S/4 implementations already having been delivered and another eight nearing completion, this year Intellect is likely to deliver close to 25 S/4HANA implementations. With most current SAP customers wanting to move to the new SAP S/4HANA system, there is a huge market potential. Intellect is leveraging its history of very successful S/4HANA implementations to target this market too.

Through the years, we have focused on developing solutions for customers rather than providing resources. And with this specific and cross-industry knowledge, combined creatively with new digital technologies, we can actually help customers resolve their business problems through our solutions and even improve their industry business models.

We are on our way to becoming a 1,000-people company in the next 2-3 years time.





# danish

## Danish Private Limited

**Dinesh Talwar**, Managing Director

### Please take us through the growth journey of Danish Private Limited.

Danish was founded in 1985 by Mr. Dinesh Talwar and Mrs. Shashi Talwar as a manufacturer of Distribution Transformers. In the year 2003, the company took over its sister concern unit manufacturing Control Relay Panels. In 2010, the company introduced Substation Automation Services in the Panel Division. Over the years, the company has grown from strength to strength and evolved from being a domestic supplier to become one of the leading transformer exporters in India. Today, the company is known to be one of India's leading quality conscious manufacturers and exporters.

### What products and solutions does your company offer? What are the offerings that make your company unique vis-à-vis your competitors?

The company currently specializes in Transformers (Power, Distribution, Inverter Duty for Solar Power and Cast Resin Dry Type) and Control Relay Panels with Substation Automation. The transformer division manufactures transformers upto 30 MVA 66 kV Voltage Class and is mainly catering to the Export Market & Solar Power Plants in India. The Panel division manufactures Control Relay Panels suitable for substations upto 400 kV. The company's sole focus has been on providing a quality product to the clients backed by a dedicated after sales support and that's what gives us the edge in the market. The company also has its own R&D Team which allows us to be able to design & manufacture products to customer's specific needs.

### Tell us about some of your company's most notable innovations.

In 2017, Danish was one of the first few players in the transformer industry to design, manufacture and successfully type test for short circuit a 5 winding Inverter Duty Transformers for the Solar Industry. Further, in recent times, the company has been successfully achieving consistent growth in exports due to which in the last three years, our export sales have been over 60% of our total sales, a very rare trend in the industry. With this, the company has been a winner of National Award for Export Excellence in the field of Transformers (by EEPC India) for the last 3 years.

### What is your company's growth strategy for the near future?

Exports is the focus area for the company, and to achieve growth in this sector, the company is actively looking for Joint Ventures & Partnerships in various developing countries to enhance its exports.







## Genetix Biotech Asia Private Limited

Arun Prakash, CEO

Raminder Prakash, CTO

### Please take us through the growth journey of Genetix Biotech Asia Private Limited.

The Company was established about 30 years ago. We started out at a time when the understanding of Life Sciences was very limited, when the distribution business for Life Sciences in Biotech research was almost non-existent, and when import regulations were tough and therefore, not many would dare to put their money and effort into such a business. Today, Genetix is one of the oldest and the finest enterprises in the Life Sciences space, and we can proudly take the credit for building brands for the most global life sciences companies from the Silicon Valley and Europe.

### What kinds of products and services do you offer to your customers?

Over the past 30 years, Genetix has built a product portfolio that is unique, offers cutting-edge technology and the best product mix to cover a wide spectrum within the life science research space. We manufacture various kits for Nucleic Acid (DNA/RNA) extraction, protein and DNA ladders used in research in biotechnology. We also manufacture three benchtop equipment such as PCR machines (thermal cyclers), power supply, tissue lyzers and diagnostics, which are used by laboratories for life science research. We also provide complete off-the-shelf services for researchers in the area of molecular & cell biology in bio-agri research, biopharma R&D, development and manufacture of animal & human therapeutics and diagnostics.

Some other services we offer are: -

- Cutting-edge technology products for research in Genomics and Proteomics, and associated services for laboratories engaged in new drug discoveries, development and production of new Bio-therapeutics
- Healthcare products and services for molecular diagnostics detection of cancer and infectious diseases. Our Wet Lab has the capability to train new scientists and help in new assay development for start-up labs.
- Medical devices for management of advanced wound care.
- Technical Support Chromatography Laboratory for training and services in analytical and process development for pharma and biopharma customers.

Our products and services have always been in the best of quality and logistic support. We were the first company in the life sciences market to provide over 10,000 SKUs from our Inventory through our warehouse since 1996, and were the only one in the country until 2002.

### What sets your business apart from your peers?

Genetix has always been the 'first doer' in the market. What sets us apart is the fact that we have always been the 'first' to create, and always 'did' out-of-the-box.

Our strengths are: -

- Only company offering products since two decades in the shortest time
- One-stop shop with best product mix and largest inventory of over 20,000 products
- Largest trained and talented human pool
- We have been among the pioneers in the creation of new sales, marketing initiatives and specialized events.



# Continuity of Family Business Across Generations

- by Navneet Bhatnagar and  
Professor Kavil Ramachandran



Creating family businesses that last multiple generations has always been a challenge. Given that family controlled businesses constitute a significant part of businesses, particularly in Asian countries, the need to find mechanisms to facilitate their survival and growth is always important. Unfortunately, awareness about such mechanisms is limited, let alone the capabilities and resources required to implement any such strategies. It is in this context that we should look at the relevance and magnitude of the impact of the series of family business conferences, the Indian School of Business has been organizing over the years. The Thomas Schmidheiny Centre for Family Enterprise that has organized these conferences ensured that the message of each conference was shared and discussed across academic and business communities.

## Leadership Challenges in Building Large Businesses

Most family business leaders continue to explore the unknown in their 'discovery driven journey', at least until the business becomes really large. This is so independent of the generation to which the business leader belongs to. Fundamental to building a large business is the clarity the family and leadership has about its purpose of existence. While a growth strategy is critical, a set of core organization values that are shared by the employees is a basic building block of any successful organization. One common thing that helps build lasting large businesses is the practice of those values.

Entrepreneurship is a value that is found to permeate through the history of any multi-generational organization. As the organization grows big and gets trapped by structural and systemic forces, it is the ability of the leadership to sustain entrepreneurial orientation across the organization that helps it to remain competitive.

Another important dimension is the role of women as business leaders. Women leaders and their contribution to building large businesses show their phenomenal inherent capabilities as business transformational leaders. They are proven to be very good in handling emotionally sensitive situations. Lasting family businesses need to more effectively tap the potential contribution of women leaders.

Building a successful large family business depends a lot on the quality and contribution of the board of directors. Very often family business leaders are not aware of the roles and responsibilities that an active board of directors can play. Family businesses that recognize the board as the custodian of the overall interests of all stakeholders do benefit immensely from the collective wisdom of board members. An effective board calls for a vision and strategy that is shared among the promoter family, business leadership and board members. A board with independent minded and competent members with diverse background is able to help the organization grow rapidly and consistently, while keeping the long term building blocks intact. However, leaders should be aware that it means some loss of freedom for them!

## Building Family Bonding as a Unique Strategic Vision

Family is a unique social institution held together by emotional bonding among the members. Unlike a business, where relationship among the employees is contractual, quality of relationship among the members is influenced by the shared values and purposes. It is a fragile system that needs continued careful nurturing.

What makes the family bonding in a family business context is the positive energy and collective pool of non-monetary network of resources. This helps family businesses to not only withstand challenges but also build lasting businesses. This will happen only when there is strong alignment of goals and intentions in the same direction.

Experiences of several successful family businesses show that relationships are shaped and strengthened by individual personalities working with similar perspectives. Discontent in relationships grows due to mistrust which in turn is an outcome of gaps between what one does and what one's hidden motivations are. Families have to work towards aligning everybody's thoughts and have a shared strategy for the business and family. This essentially implies creation of a shared mental model through dialogues, mutual learning and joint discovery of the unknown. People should develop capabilities to listen.

## Managing Succession and Next Generation Grooming

Family businesses need to plan and prepare for succession to ensure smooth leadership transition when the incumbent leader grows old and is not able to continue in leadership role. This requires that the next line of leadership is timely trained and groomed to take on the larger responsibility in future. A clear succession plan also helps in avoiding potential conflicts among siblings.

The future of family business depends on the choice of successor. The successor must be committed to core family values and act as a responsible trustee of the business. He/she needs to earn the respect of all stakeholders including employees, dealers, shareholders and board of directors. For this to happen, the successor's appropriate grooming is most crucial.

## Owners Expectations and Growth of Family Business

Owner families need to continually build their businesses with the same entrepreneurial zeal that got them started. As they grow, family businesses always need to guard themselves from organisational inertia. They must keep their entrepreneurial spirit alive. Exploring new ways of doing business must always be explored, while ensuring synergy in overall strategy. Family businesses need to have cohesive thinking amongst all family stakeholders and full clarity on financial terms even with silent partners.

It is important to aptly manage the expectations of family owners, especially when there is diversity in thinking among family members as they traverse through different phases in their lives. It is important that they are made to realize that their goals are only achievable when the business registers satisfactory growth and profitability. Staying together under an effective leadership is the only way to achieve that.

Preserving family wealth is another major challenge for family business sustenance. Business families need to adopt diversification strategy in managing their business and family wealth portfolios. They must develop agile

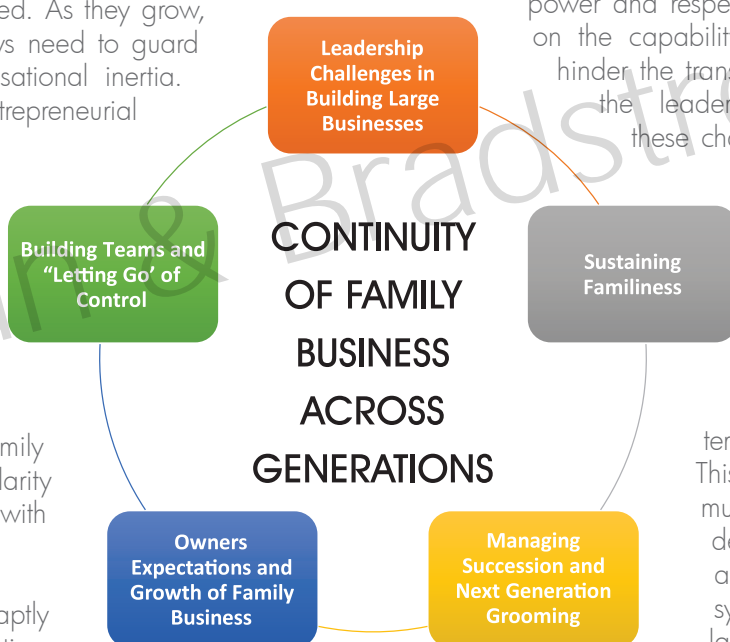
and opportunity-prone operating models. It is important to ensure that family businesses hire, retain and develop the best talent at all levels. Superior human resource capital will help family businesses in creation and preservation of wealth for future generations.

Responsible ownership is vital for family business sustenance. Documenting the ownership norms, rights and privileges is always more trustworthy. It is advisable that family businesses prepare legally valid shareholders agreement that defines precisely who owns what and lays out the rules of transfer, inheritance, sale/ exit. This will improve clarity and minimize conflicts.

## Building Teams and 'Letting Go' of Control

Developing capable teams that can deliver and giving them decision-making control is essential for smooth transition of family business leadership to later generations. The incumbent family business leader always faces many challenges in letting-go the control over the business, like fear of loss of stature, power and respect. Insecurity and doubts on the capability of the successor also hinder the transition. It is important that the leader proactively addresses these challenges, insecurities and threats.

Bringing high quality non-family professionals and giving them freedom to operate is essential for long-term institutional building. This has to be achieved by mutual trust, taking charge, delivering performance and adhering to value systems. In most long-lasting family businesses all family members involved are aligned with strategic objectives and are willing to adapt/evolve. Such businesses are receptive to external input and talent and are also valued by external investors.



## Conclusion

Transforming family businesses into enduring legacies across generations requires building them as institutions while keeping the organisation and the people managing it rooted in human values. In order to transform family businesses into lasting institutions, business leadership must adopt long-term perspective

while maintaining strategic freshness. Keeping their entrepreneurial spirit alive and building leadership capabilities is very important for family businesses to successfully face future challenges. It is also crucial that even as they grow into large organisations, family businesses retain their familiness and unique strategic vision that can continue to provide them a competitive edge. Though competition can garner superior financial and other physical resources, it is the unique human capital resource that sets the family businesses apart - this must always be valued whenever strategic decisions are made. Augmenting human capital and strengthening familiness must be a core activity for the family business.

Family businesses must also ensure timely grooming of the next generation to prepare and equip them for larger responsibilities in future. Formulation of a

clear succession plan with clearly defined roles and responsibilities will help family businesses in avoiding conflicts. The incumbent leader must mentor the successor for a limited period of time and should let-go of control once the successor is prepared to manage the affairs. Building capable teams augments the support to successive leadership. It is important for long-term sustenance that the successor is trained to act as a trustee and take everyone along. Responsible ownership is another important aspect essential to make a family business long-lasting. Varying expectations of different family owners must not hinder the family business from its overarching goal of long-term growth and profitability. Family businesses that act and fortify on these five fronts transform themselves into long-lasting institutions.

## About the Authors

Authors are Research Associate and Executive Director of the Thomas Schmidheiny Centre for Family Enterprise, Indian School of Business.

### Kavil Ramachandran

Professor Ramachandran is the Executive Director of the Thomas Schmidheiny Centre for Family Enterprise at the Indian School of Business. He has specialized in family business, entrepreneurship and strategy and has 30 years of combined experience as an academic at the Indian Institute of Management, Ahmedabad and the Indian School of Business.



He did his Ph.D. from the Cranfield University, UK. He has done research on family business, entrepreneurship and strategy, and has authored/edited seven books and published extensively in reputed Indian and overseas journals. His consulting experience includes areas such as family business governance, professionalization, succession planning, strategic planning, identification of new opportunities for growth, corporate entrepreneurship and turn around strategies in family and non-family environments. He is a frequent speaker to communities of family businesses in India and abroad, and writes for popular media regularly. He has written several management cases, and has conducted training programmes for family businesses on governance, professionalization, strategic management and entrepreneurship. He has been associated with the FBN International for several years, and has served on various advisory committees of the Government of India, World Bank, Securities and Exchange Board of India. His latest book the "The 10 Commandments for Family Business" has been published by the SAGE in January 2015. He has been a pioneer academic entrepreneur, propagating the message of strengthening family business in India and outside.

### Navneet Bhatnagar

Navneet Bhatnagar is a Research Associate with the Thomas Schmidheiny Centre for Family Enterprise at the Indian School of Business. His research interests include family business, corporate governance and service innovation. He has an MBA from the Institute of Management Studies, Indore and received his master's degree in economics from Barkatullah University, Bhopal. He is pursuing a doctoral degree at the Department of Management Studies, Indian Institute of Technology, Madras.





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# SME Business Excellence Awards 2017 - Winners

## Sectoral Award Category

Sector	Category	Company Name
Chemicals & Pharmaceuticals	SME	Faith Industries Limited
	Mid-Corporate	Aksharchem (India) Limited
Digital & Fintech Solutions	Mid-Corporate	UFO Moviez India Limited
Education & Health Services	SME	Hosmac India Private Limited
	Mid-Corporate	Eduspark International Private Limited
Electrical & Electronic Goods	SME	HGS (India) Limited
	Mid-Corporate	Cotmac Electronics Private Limited
Engineering & Machinery	SME	Echaar Equipments Private Limited
	Mid-Corporate	Precision Camshafts Limited
Food Processing & Agro Products	SME	Maharaja Dehydration Private Limited
	Mid-Corporate	Arjuna Natural Extracts Limited
IT & ITeS	SME	Intellect Bizware Services Private Limited
	Mid-Corporate	Nucleus Software Exports Limited
Plastic & Plastic Products	SME	Calco Poly Technik Private Limited
	Mid-Corporate	Mold-Tek Packaging Limited
Professional & Business Services	SME	FTI Food Tech Private Limited
	Mid-Corporate	Rodic Consultants Private Limited
Renewable Energy	SME	Ankur Scientific Energy Technologies Private Limited
	Mid-Corporate	Fourth Partner Energy Private Limited
Textiles	SME	Advance Syntex Limited
	Mid-Corporate	Globe Cotyarn Private Limited
Transport & Logistics	SME	Express Global Logistics Private Limited
	Mid-Corporate	Deugro Projects (India) Private Limited
Travel, Tourism & Hospitality	Mid-Corporate	ECOS (I) Mobility & Hospitality Private Limited

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## Theme Based Awards

Category	Company Name
Best Woman Entrepreneur	Ms. Neha Kant (Purple Panda Fashions P Limited )
Most Innovative Company	E-Zest Solutions Limited
Global Business	Aksharchem (India) Limited
Emerging SME	Cygni Energy Private Limited

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# SME Business Excellence Awards 2016 - Winners

## Sectoral Award Category

Sector	Category	Company Name
Chemicals & Pharmaceuticals	SME	AMN Life Science Private Limited
	Mid-Corporate	Optimus Drugs Private Limited
Food Processing & Agro Products	SME	Marine Hydrocolloids
	Mid-Corporate	Capricorn Food Products India Limited
Engineering & Machinery	SME	CORE Energy Systems Pvt. Ltd.
	Mid-Corporate	HD Fire Protect Pvt. Ltd.
Electrical & Electronic Goods	SME	Ideal Lighting Systems Private Limited
	Mid-Corporate	Cotmac Electronics Pvt Ltd
IT & IT Enabled Services	SME	Cadsys (India) Limited
	Mid-Corporate	Computer Age Management Services Private Limited (CAMS)
Textiles & Garments	SME	Aesthetic living Merchants Pvt Ltd
	Mid-Corporate	MAF Clothing Private Limited
Professional & Business Services	SME	Fourth Partner Energy Private Limited
	Mid-Corporate	Kavin Engineering and Services Private Limited
Plastic & Plastic Products	SME	Suprabha Protective Products Pvt. Ltd.
	Mid-Corporate	Emmbi Industries Limited
Transportation & Logistics	SME	Express Global Logistics Private Limited
	Mid-Corporate	Sindhu Cargo Services Private Limited
Travel, Tourism & Hospitality	Mid-Corporate	Olive Bar And Kitchen Private Limited

## Theme Based Awards

Category	Company Name
Best Global Business	Thermopads Private Limited
Emerging SME	Quarterfold Printabilities
Emerging Mid-Corporate	Jaipur Rugs Company Private Limited
Best Woman Entrepreneur	Ms. Deepa Sayal (ADG Online Solutions Private Limited)



# SME Business Excellence Awards 2015 - Winners

## Sectoral Award Category

Sector	Category	Company Name
Chemicals & Pharmaceuticals	SME	Hexagon Nutrition Private Limited
	SME	VAV Life Sciences Private Limited
	Mid Corporate	Swiss Garnier Life Sciences
IT & IT Enabled Services	SME	Arcgate
	Mid Corporate	Newgen Software Technologies Limited
Transportation & Logistics	SME	eTrans Solutions Private Limited
	Mid Corporate	Sequel Logistics Private Limited
Travel, Tourism & Hospitality	SME	Brigade Hospitality Services Limited
Plastics & Plastics Products	SME	Captain Polyplast Limited
Food Processing & Agro Products	SME	MEGAA MODA Private Limited
	Mid Corporate	Capricorn Food Products India Limited
Electrical & Electronic Goods	SME	Encardio-Rite Electronics Private Limited
	Mid Corporate	Dhoot Transmission Private Limited
Textiles & Garments	SME	Premier Knits Apparel (India)
	Mid Corporate	Sarla Performance Fibers Limited
Engineering and Machinery	SME	Pioneer Coldstore& Cladding Private Limited
	Mid Corporate	Grind Master Machines Private Limited
Professional & Business Services	SME	Green Gold Animation Private Limited
	Mid Corporate	Ardom Telecom Private Limited

## Theme Based Awards

Category	Company Name
Woman Entrepreneur (SME)	Subasree Venkatesan (Founder & MD, Sri Veda EmSys Solutions Private Limited)
	Dr. Francin Pinto (MD, 3-S EnvoSolutions)
Woman Entrepreneur (Mid Corporate)	ParuJaykrishna (CMD, Asahi Songwon Colors Limited)
Best Global Business	TEMA India Limited
Emerging SME	Interactive Manpower Solutions Private Limited
Emerging Mid Corporate	MAF Clothing Private Limited
	Logicash Solutions Private Limited



# SME Business Excellence Awards 2014 - Winners

## Sectoral Award Category

Sector	Category	Company Name
Chemicals and Pharmaceuticals	SME	Ashish Life Science Private Limited
		Saga Laboratories
	Mid Corporate	ADI Finechem Limited
Textiles & Garments	SME	Calzini Fashions Limited
	Mid Corporate	Paragon Apparel Private Limited
Engineering & Machinery	SME	Skyshade Daylights Private Limited
		HD Fire Protect Private Limited
	Mid Corporate	Sipra Engineers Private Limited
Electrical & Electronic Goods	SME	Masibus Automation and Instrumentation Private Limited
Food Processing & Agro Products	SME	Chemical Resources
	Mid Corporate	Sunrise Foods Private Limited
IT & ITes	SME	Applied Research International Private Limited
		Gislen Software Private Limited
	Mid Corporate	Newgen Software Technologies Limited
Professional & Business Services	SME	Green Gold Animation Private Limited
		Axiom Consulting Private Limited
	Mid Corporate	AARVI Encon Private Limited
Transportation & Logistics	SME	AV Global Corporation Private Limited
	Mid Corporate	Sequel Logistics Private Limited
		Sarjak Container Lines Private Limited
Travel, Tourism & Hospitality	SME	Synergy Kitchens and Hospitality Private Limited
	Mid Corporate	Ecos (I) Mobility & Hospitality Private Limited

## Theme Based Awards

Category	Company Name
Entrepreneurial Spirit Award – Woman Entrepreneur	Mrs. Paru M Jaykrishna (Aksharchem (India) Limited)
Emerging SME	Arcgate
Best Global Business	Sarla Performance Fibers Limited
	Rotex Automation Limited

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## Other NSIC Schemes

### Single Point Registration for Government Purchase



### Raw Material Distribution Scheme

### Consortia and Tender Marketing



### Credit Support for Raw Material

### Incubation for Small Enterprise Establishment



### NSIC Infrastructure Support for MSMEs

### Exhibitions and Technology Fairs



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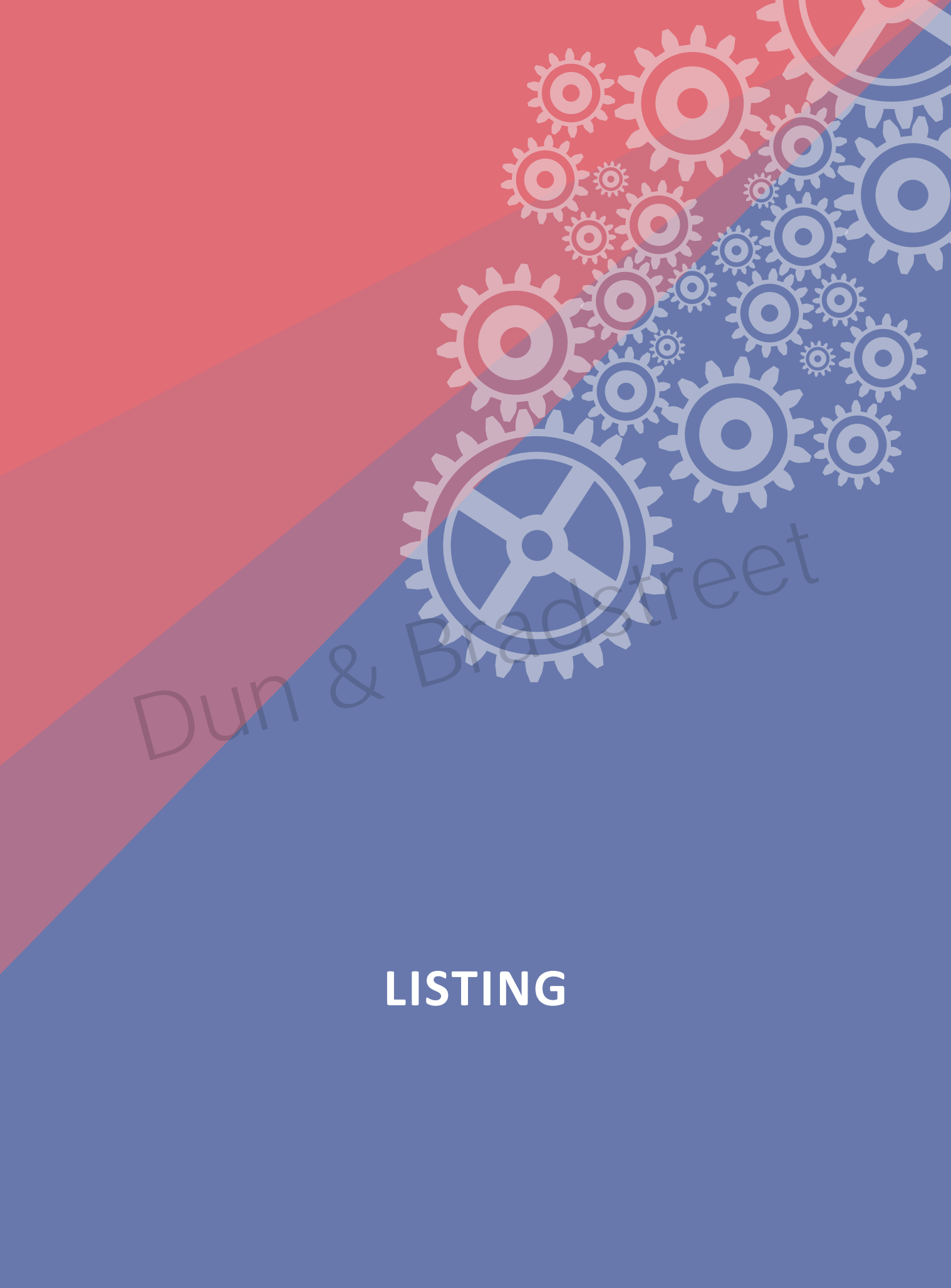
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## LISTING



## Leading SMEs of India 2017

Sr No	Company Name	Category	Sectors
1	20 Microns Limited	Mid-Corporate	Others
2	A. V. Global Corporation Private Limited	SME	Transport & Logistics
3	A.V. Thomas Leather & Allied Products Private Limited	Mid-Corporate	Others
4	Aarvi Encon Private Limited	Mid-Corporate	Professional & Business Services
5	Advance Syntex Limited	SME	Textiles
6	Aesthetic Living Merchants Private Limited	SME	Textiles
7	Aksharchem (India) Limited	Mid-Corporate	Chemicals & Pharmaceuticals
8	Amplus Energy Solutions Private Limited	Mid-Corporate	Renewable Energy
9	Ankur Scientific Energy Technologies Private Limited	SME	Renewable Energy
10	Arfin India Limited	Mid-Corporate	Others
11	Arjuna Natural Extracts Limited	Mid-Corporate	Food Processing & Agro Products
12	Arohan Financial Services Private Limited	Mid-Corporate	Others
13	Asahi Songwon Colors Limited	Mid-Corporate	Chemicals & Pharmaceuticals
14	Avantel Limited	SME	Electrical & Electronic Goods
15	Bal Pharma Limited	Mid-Corporate	Chemicals & Pharmaceuticals
16	Bella Casa Fashion & Retail Limited	Mid-Corporate	Textiles
17	Beri Udyog Private Limited	Mid-Corporate	Engineering & Machinery
18	Brigade Hospitality Services Limited	Mid-Corporate	Travel, Tourism & Hospitality
19	Calco Poly Technik Private Limited	SME	Plastic & Plastic Products
20	Capital Numbers Infotech Private Limited	SME	IT & IT Enabled Services
21	Capricorn Food Products India Limited	Mid-Corporate	Food Processing & Agro Products
22	Cloudstrats Technologies Private Limited	SME	IT & IT Enabled Services
23	CMI Limited	Mid-Corporate	Others
24	ColorJet India Limited	SME	Engineering & Machinery
25	Colours India Inc.	SME	Chemicals & Pharmaceuticals
26	Cotmac Electronics Private Limited	Mid-Corporate	Electrical & Electronic Goods
27	Cygni Energy Private Limited	SME	Renewable Energy
28	Danish Private Limited	SME	Electrical & Electronic Goods
29	Deugro Projects (India) Private Limited	Mid-Corporate	Transport & Logistics
30	Eastman Cast And Forge Limited	Mid-Corporate	Engineering & Machinery



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Sr No	Company Name	Category	Sectors
31	Echaar Equipments Private Limited	SME	Engineering & Machinery
32	ECOS (I) Mobility & Hospitality Private Limited	Mid-Corporate	Travel, Tourism & Hospitality
33	Eduspark International Private Limited	Mid-Corporate	Education & Health Services
34	EFS Facilities Services (India) Private Limited	Mid-Corporate	Professional & Business Services
35	Embee Software Private Limited	Mid-Corporate	IT & IT Enabled Services
36	Emmbi Industries Limited	Mid-Corporate	Textiles
37	Encardio-Rite Electronic Private Limited	SME	Electrical & Electronic Goods
38	Ess Kay Fincorp Limited	Mid-Corporate	Others
39	eTrans Solutions Private Limited	SME	IT & IT Enabled Services
40	Eurokids International Private Limited	Mid-Corporate	Education & Health Services
41	Express Global Logistics Private Limited	Mid-Corporate	Transport & Logistics
42	E-Zest Solutions Limited	Mid-Corporate	IT & IT Enabled Services
43	Fabtech Technologies International Limited	Mid-Corporate	Engineering & Machinery
44	Faith Industries Limited	SME	Chemicals & Pharmaceuticals
45	Fourth Partner Energy Private Limited	Mid-Corporate	Renewable Energy
46	FTI Food Tech Private Limited	SME	Others
47	Funskool India Limited	Mid-Corporate	Plastic & Plastic Products
48	Futuresoft India Private Limited	SME	IT & IT Enabled Services
49	Genetix Biotech Asia Private Limited	SME	Chemicals & Pharmaceuticals
50	Globe Cotyarn Private Limited	Mid-Corporate	Textiles
51	HD Fire Protect Private Limited	Mid-Corporate	Engineering & Machinery
52	HGS (India) Limited	SME	Electrical & Electronic Goods
53	Holostik India Limited	Mid-Corporate	IT & IT Enabled Services
54	Hosmac India Private Limited	SME	Education & Health Services
55	Ideal Lighting Systems Private Limited	SME	Electrical & Electronic Goods
56	INFINX Services Private Limited	Mid-Corporate	IT & IT Enabled Services
57	Intellect Bizware Services Private Limited	SME	IT & IT Enabled Services
58	Intense Technologies Limited	Mid-Corporate	IT & IT Enabled Services
59	International Maritime Institute	SME	Education & Health Services
60	Ishan Netsol Private Limited	Mid-Corporate	IT & IT Enabled Services
61	J. K. Infra-Utilities Private Limited	SME	Professional & Business Services
62	Kanpur Plasticpack Limited	Mid-Corporate	Plastic & Plastic Products
63	K-Lite Industries	SME	Electrical & Electronic Goods
64	Konnet Solutions Private Limited	SME	IT & IT Enabled Services
65	Koso India Private Limited	Mid-Corporate	Engineering & Machinery
66	Logicash Solutions Private Limited	Mid-Corporate	Others



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Sr No	Company Name	Category	Sectors
67	Maharaja Dehydration Private Limited	SME	Food Processing & Agro Products
68	Matrix Comsec Private Limited	Mid-Corporate	Electrical & Electronic Goods
69	Megaa Moda Private Limited	SME	Food Processing & Agro Products
70	Mitsu Chem Plast Limited	SME	Plastic & Plastic Products
71	Mjunction services limited	Mid-Corporate	Digital and Fintech Solutions
72	Mold-Tek Packaging Limited	Mid-Corporate	Plastic & Plastic Products
73	Neptunus Power Plant Services Private Limited	SME	Engineering & Machinery
74	Nucleus Software Exports Limited	Mid-Corporate	IT & IT Enabled Services
75	Olive Bar and Kitchen Private Limited	Mid-Corporate	Travel, Tourism & Hospitality
76	Optimus Drugs Private Limited	Mid-Corporate	Chemicals & Pharmaceuticals
77	Pinnacle Industries Limited	Mid-Corporate	Engineering & Machinery
78	Plansee India High Performance Materials Private Limited	Mid-Corporate	Engineering & Machinery
79	Precision Camshafts Limited	Mid-Corporate	Engineering & Machinery
80	Purple Panda Fashions Private Limited	SME	Textiles
81	Ramesh Flowers Private Limited	Mid-Corporate	Others
82	Rodic Consultants Private Limited	Mid-Corporate	Professional & Business Services
83	Roto Pumps Limited	Mid-Corporate	Engineering & Machinery
84	Saraplast Private Limited	Mid-Corporate	Professional & Business Services
85	SARJAK Container Lines Private Limited	Mid-Corporate	Transport & Logistics
86	Sarla Performance Fibers Limited	Mid-Corporate	Textiles
87	SB Packagings Private Limited	Mid-Corporate	Plastic & Plastic Products
88	SLN Technologies Private Limited	SME	Engineering & Machinery
89	Stork Rubber Products Private Limited	SME	Others
90	Swiss Garnier Genexiaa Sciences	Mid-Corporate	Chemicals & Pharmaceuticals
91	Telexcell Information Systems Limited	Mid-Corporate	IT & IT Enabled Services
92	Thermopads Private Limited	Mid-Corporate	Electrical & Electronic Goods
93	UFO Moviez India Limited	Mid-Corporate	IT & IT Enabled Services
94	Vanguard Diagnostics Private Limited	SME	Others
95	Vestian Global Workplace Private Limited	Mid-Corporate	Professional & Business Services
96	VSPL Energy Private Limited	SME	Others
97	West Coast Frozen Foods Private Limited	Mid-Corporate	Food Processing & Agro Products
98	Western India Cashew Company Private Limited	Mid-Corporate	Food Processing & Agro Products
99	Wilhelm Textiles India Private Limited	Mid-Corporate	Textiles
100	Willowood Crop Sciences (P) Limited	Mid-Corporate	Chemicals & Pharmaceuticals

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## Background

RBL Bank is one of India's fastest growing private sector banks with an expanding presence across the country. They offer specialised services under all key business verticals.

The Bank has always been a firm believer that Small & Medium Enterprises (SMEs) and Micro Small & Medium Enterprises (MSMEs) play an integral role in the economic development of the country. Hence the Bank was keen to venture beyond being a plain-vanilla lender of traditional working capital and fixed asset requirements, for these segments.

With the Government's 'Digital India' initiative and with all corporates, merchants and customers swiftly switching to digital and cashless modes of payments, the Bank saw a good opportunity to improve the existing collection solutions adopted by various industries.

Therefore in April 2017, RBL Bank conducted an extensive research and studied new solutions provided by regulatory bodies like RBI and NPCI and those that were already prevalent in the market.

Through this research, it was inferred that the collection process still remains confusing due to the launch of various products in the market. Most of the customers still made cash and cheque based payments. For card based collections, a corporate's ERP system has to be integrated with a payment aggregator and/or with a Point-of-Sale service provider increasing TAT and cost.

Based on these findings, RBL Bank designed a comprehensive solution for all the collection needs of merchants and corporates. In keeping with the Digital India initiative, this app is built around newer solutions like Unified Payment Interface (UPI), Bharat QR (BQR) and Aadhaar Pay, largely promoting a cashless and card-less environment while also accepting cash and mPOS payments in order to include all customers.

### Launch of "RBL Bank Merchant Pay"

In an effort to streamline collection solutions for corporates, all collection modes are encapsulated within a single app. This app will be available basis an invite process. This lends itself to higher control from an onboarding process standpoint.

The Merchant Pay app provides the following collection modes in a single app:

Currently available:

- mPOS
- Link based collection
- Bharat QR
- Cash Collection

To be introduced shortly:

- UPI
- Aadhaar Pay

### What does it do for the corporate?

Keeping in mind today's fast changing market dynamics where customers have multiple payment options available with them, this app is designed to perform real-time collections and accept multiple modes of payments. Additionally, the corporate can also obtain MIS for their data requirements through this app.

### Why choose RBL Bank Merchant Pay app?

- Comprehensive collection solution for multiple modes of payments
- On-the-go accessibility
- Low initial investment
- Low maintenance cost
- Real time status
- User friendly interface

### How does the app work?

- Step 1: Register with RBL Bank
- Step 2: Link your RBL Bank Current Account
- Step 3: Bank sends download link via SMS to registered mobile
- Step 4: Use the link to download app from Google Play Store
- Step 5: Install, Enter ID and Start using the App
- Step 6: Bank settles the monies in T+1 to your current account directly

### What more can the Bank do for you?

RBL Bank can bundle the Merchant Pay App with the existing APIs to provide customised solutions for corporates. Additional features like spooling of data from the corporate's server and making it available to the agent on a real-time basis, can be integrated into the app. The corporate can also use RBL Bank's APIs to check the account status and generate reports.

### What does it do for the Bank?

The Merchant Pay app allows the Bank to create a mixed bag of collection propositions for the clients and deepen the banking relationship. It also creates a competitive advantage for the Bank in the present, fast changing payments and settlements market.

RBL Bank is proud to be the Bank bringing forth an integrated collection solution for the SME and MSME clients with this guiding vision in mind – "To be a Bank of Choice for our customers and partners".

# MERCHANT PAY

RBL Bank's comprehensive solution for the collection needs of merchants and corporates



## RBL Bank Merchant Pay App


### Benefits to merchants and corporates

- |                              |                         |                        |                      |               |                         |
|------------------------------|-------------------------|------------------------|----------------------|---------------|-------------------------|
|                              |                         |                        |                      |               |                         |
| Multiple collection channels | On-the-go accessibility | Low initial investment | Low maintenance cost | Real-time MIS | User friendly interface |

\*Upcoming feature

*apno ka bank*





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# **PROFILES OF AWARD WINNERS**

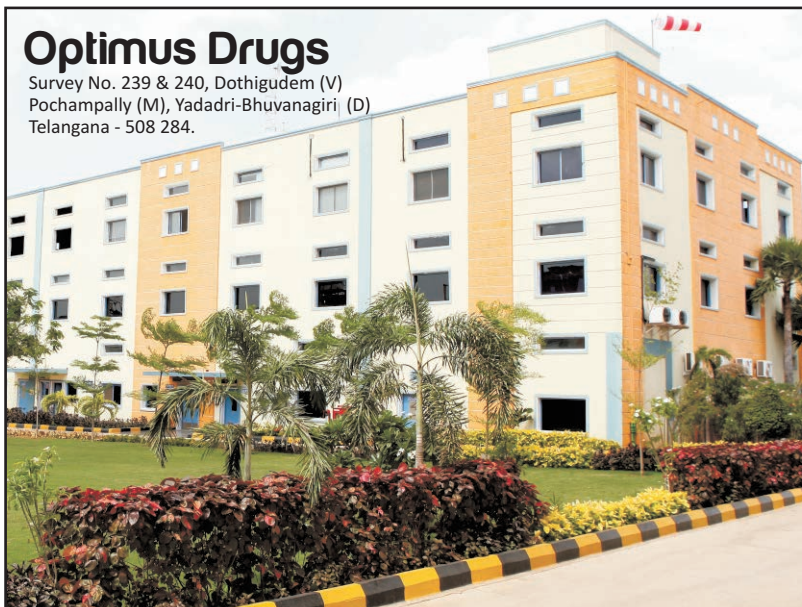


# Optimus

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## Optimus Drugs

Survey No. 239 & 240, Dothigudem (V)  
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- State-of-the-art production facility cGMP & ISO compliant
- Full-fledged analytical & quality control laboratories including microbiology
- Dedicated & experienced R&D team focused on Novel & Cost-effective Processes
- Strong aspiration to support and grow with the global generic players

### What we offer :

- Advanced Intermediates
- Active Pharmaceutical Ingredients
- Contract Manufacturing
- Dossier Development

### Global Accreditations :

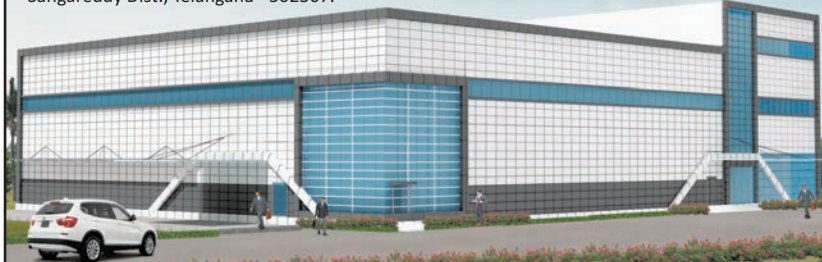


### Finished Dosage Forms

- Tablets (Immediate, Extended, Delayed, Sustained, Modified Release)
- Capsules (Hard Gelatin)
- Topicals (Ointments, Creams, Gels)
- Pellets (Immediate, Extended, Delayed Release)

## Optimus Pharma

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Sangareddy Dist., Telangana - 502307.




### Capabilities

- State-of-the-art oral solids manufacturing plant with capacity to produce 1 billion units per annum for all regulated and semi-regulated markets.
- Modern equipment and instruments in formulation and analytical laboratories
- Business verticals:
  - CDO Capabilities
  - CMO Capabilities
  - Out-licensing Capabilities



**Advantage Optimus: End -to- End API, Formulation Development and Manufacturing Solutions.**



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# **CHEMICALS & PHARMACEUTICALS**





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## Faith Industries Limited

<b>Management Details:</b>	<i>Director</i> Vinit Kankariya	<i>Director</i> Virendra Kankariya	<b>Sector</b> Chemicals & Pharmaceuticals	<b>Category</b> SME
<b>Contact Details:</b>	Website: www.faithind.com 701, Shapath 1, Opp.Rajpath Club, SG, Highway Ahmedabad - 380015, Gujarat			

### Business Excellence Highlights

- Faith has fulfilled the single largest Retro Reflective Signage tender of the Government of Gujarat in terms of value and quantity in a timely manner.
- Faith received a TEC approval from the Union Ministry of Petroleum and Natural Gas, for Curde bottom allocations for Microcrystalline Wax manufacturing.

### About the Company

Faith Industries Limited (Faith) was incorporated in 1995 and is in the business of manufacturing polymer additives for PVC based applications. Faith is a part of the Faith Group of Companies.

### Operations

Faith has a manufacturing base for PVC Stabilizers, PVC Lubricants, Epoxidised Soya Bean Oil and other Specialty Industrial Waxes. Additionally, they are active in the following industries: Traffic Safety Systems and Real Estate Development. With internationally approved quality products, Faith exports to over 30 countries across continents. The Government of India has recognised them as a "Star Export House". In addition to manufacturing PVC stabilizers, Faith manufactures an entire range of essential support additives, under the same roof. They have the R & D capabilities to design complex wax based products for any application and industry by collaboration with the end user. Faith is an International Quality Management System Certified Company with an ISO 9001:2008 accreditation by JAS-ANZ / ISC Australia.

Dun &amp; Bradstreet D-U-N-S® No 86-219-1678

## Aksharchem (India) Limited

<b>Management Details:</b>	<i>Chairperson &amp; MD</i> Paru M Jaykrishna	<i>Joint MD &amp; CFO</i> Munjal M Jaykrishna	<b>Sector</b> Chemicals & Pharmaceuticals	<b>Category</b> Mid-Corporate
<b>Contact Details:</b>	Website: www.aksharchemindia.com 166-169, Village Indrad, Kadi-Kalol Road, Mehsana - 382715, Gujarat			

### Business Excellence Highlights

- Aksharchem invests in acquiring latest technology to enhance quality, operational efficiency and environmental compliance.
- Aksharchem has an extensive supply chain network, promotional activities and existing relations with leading chemical companies facilitating efficient distribution of products in the international market.
- Aksharchem is entering the Specialty Chemical business that involves the manufacturing of Precipitated Silica which is widely used in the rubber and tire industry.

### About the Company

Aksharchem (India) Ltd (Aksharchem) was established in the year 1989 under the name of Audichem (India) Pvt Ltd. The company acquired its present name in the year 2003. Aksharchem is listed on BSE, NSE and Ahmedabad Stock Exchange. The company is engaged in the business of manufacturing dyes and pigments.

### Operations

Aksharchem is engaged in the manufacturing of Vinyl Sulphone (a dye intermediate used in reactive dyes) and Pigment Green (used in paint, plastics, printing ink and textiles). The portfolio of dyes, pigments and dye intermediates manufactured by Aksharchem includes Reactive Blue 21, Reactive Black 5, Ortho Anicidine Vinyl Sulphone, Sulpho Para Vinyl Sulphone, Vinyl Sulphone (Acetanilide Base), Pigment Green 7 and Violet 23. Aksharchem is an environment friendly chemicals company. They also have a facility for Zero Liquid Discharge. Aksharchem operates a manufacturing facility with an installed capacity of producing 650 MTPM of Vinyl Sulphone and 160 MTPM of Pigment Green. The company plans to expand its manufacturing capacities by adding 2,280 TPA of CPC Green, 1,800 TPA CPC Blue, 1,200 TPA H-Acid and 10,000 TPA of precipitated silica capacity. The company has also embarked on a backward integration plan which is expected to materialize in the upcoming year, with an estimated investment of 175 crores. The company is ISO 9001:2015 and ISO 14001:2004 certified for quality and environment management respectively.





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# **DIGITAL & FINTECH SOLUTIONS**





# UFO Moviez India Limited

<b>Management Details:</b>	<i>Managing Director</i>	<i>Joint Managing Director</i>	<b>Sector</b>	<b>Category</b>
	Sanjay Shankar Gaikwad	Kapil Kumar Agarwal	Digital & Fintech Solutions	Mid-Corporate
<b>Contact Details:</b>		Website: <a href="http://www.ufomoviez.com">www.ufomoviez.com</a> Valuable Techno Park, Plot No.53/1, Road No.7, MIDC, Marol, Andheri (E) Mumbai - 400093, Maharashtra		

## Business Excellence Highlights

- UFO relays / delivers movies to theatres across the country in MPEG 4 format, using satellites (E-Cinema), as well as in JPEG 2000 (D-Cinema) format using physical devices through its subsidiary Scrabble Entertainment Limited.
- Small file size - The file size of a raw digital file for a typical full length movie of approximately 150 minutes is 2.5 to 3 Terabyte. Through UFO's technology, this raw digital file is converted into a relatively small 8 to 10 Gigabyte encrypted file which is economically viable for satellite based delivery.

## About the Company

UFO Moviez India Ltd. (UFO Moviez) was incorporated in 2004. It operates a satellite based digital cinema distribution network using its UFO-M4 platform, and online ticketing system. In 2016, UFO digitally delivered over 1,700 movies in 25 languages over 5,100 screens across India; and claims to have over 2,800 advertisers.

## Operations

UFO Moviez digitization and delivery model has enabled 'same day release' of movies across India. As of June 2017, UFO Moviez's global network along with its subsidiaries and associates spanned 6,852 screens worldwide, including 5,390 screens across India and Nepal. UFO Moviez has a pan-India presence in in-cinema advertising and long term advertising rights for 4,032 screens with an aggregate seating capacity of approximately 1.84 million viewers and a reach of 2,000 screens across India. It has started other synergetic business initiatives like Caravan Talkies, NOVA Cinemaz, Club Cinema and IMPACT that leverages its strength to access movie content, impressive advertiser client base and digital distribution capabilities. The company has also brought live cricket matches in high definition to the cinemas. The company launched its operations in UAE, Bahrain, Kuwait, Qatar, Lebanon, Omar and Jordan through its subsidiary Scrabble Entertainment JLT in 2011. In 2013, UFO Moviez incorporated Scrabble Ventures LLC and Scrabble Ventures, S. de R.L. de C.V., Mexico to launch operations in North America.










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# **EDUCATION & HEALTH SERVICES**



Dun &amp; Bradstreet D-U-N-S® No 91-846-8521

## Hosmac India Private Limited

<b>Management Details:</b>	<i>Managing Director</i>	<i>Director - Projects</i>	<b>Sector</b>	<b>Category</b>
	Dr. Vivek Desai	Sameer Mehta		
			Education & Health Services	SME
<b>Contact Details:</b>				
Website: <a href="http://www.hosmac.com">www.hosmac.com</a> 120, Udyog Bhavan, Sonawala Lane, Goregaon (East), Mumbai - 400063, Maharashtra				

### Business Excellence Highlights

- Hosmac publishes a digital magazine called "Healthcare Executive" to disseminate knowledge. They also conduct several events to benefit the industry.
- Hosmac inaugurated the Tricolor Hospital, their latest design project, in Baroda, Gujarat with the Chief Minister Sri. Vijay Rupani. This event occurred on the 15<sup>th</sup> of August, 2017.

### About the Company

Hosmac India Private Limited (Hosmac) was founded in 1996 and is in the business of providing advisory services in healthcare. The company lends its expertise in healthcare facilities to businesses looking for advisory services on architecture and engineering, public health and healthcare communication. In 2006, the company set up a fully owned subsidiary in Dubai. The company provides solutions and full-fledged technical assistance to hospitals in India and abroad.

### Operations

Hosmac provides all the services under one roof for setting up new hospital facilities. The services include detailed project reports, fund syndication, turnkey hospital design, equipment consulting, project management consulting, commissioning assistance, organization assessment audits, transaction advisory, business process re-engineering, and benchmarking surveys among others. Hosmac acts as the primary resource guide for healthcare information to rating firms, market research firms, healthcare media experts and other business consulting firms such as CII, CRISIL, FICCI, Economic Times, Times of India, Ernst & Young, KPMG and Deloitte among others. Hosmac has established offices in Delhi, Bangalore, Kolkata, Gurgaon, Mumbai, and Dubai. The Dubai office was set up in order to serve the clients in the Middle East and North Africa with full service architectural, interior design and planning services. Hosmac achieved ISO 9001:2000 certification from BSI brand-relaunch in 2009 and from TUV NORD in 2011.

Dun &amp; Bradstreet D-U-N-S® No 85-891-1245

## Eduspark International Private Limited

<b>Management Details:</b>	<i>Founder/Chairman</i>	<i>CEO/CFO</i>	<b>Sector</b>	<b>Category</b>
	Rustom Kerawalla	Ashish Tibdewal		
			Education & Health Services	Mid-Corporate
<b>Contact Details:</b>				
Website: <a href="http://www.vibgyorhigh.com">www.vibgyorhigh.com</a> Motilal Nagar – 1, Srirang Sabde Marg, Off.Link Road, Goregaon, Mumbai - 400014, Maharashtra				

### Business Excellence Highlights

- Vibgyor schools conducted a number of Corporate Social Responsibility (CSR) initiatives such as donation of games/sports kits to the missionaries of charity, spreading awareness for reducing preventable hygiene related diseases and offer sustainable solutions with first aid training.
- Vibgyor's hostel comprises of an international size football ground, swimming pool, skating rink, basketball and tennis court.

### About the Company

Eduspark International Pvt Ltd (EPIL; the Parent company) and its subsidiaries formed the VIBGYOR Group. It was founded by Rustom Kerawalla in 2004. VIBGYOR has positioned its school brand between the upmarket and mid-market schools to garner adequate market share in Mumbai, Pune and Bangalore. VIBGYOR has annual enrolments of over 17,000 students.

### Operations

VIBGYOR Group's educational institutions include pre-schools under the brand name of 'VIBGYOR Kids' and Primary and Secondary schools under the brand name of 'VIBGYOR High'. Recently, a new division of schools was launched under the brand name of 'VIBGYOR Roots' (pre-school) and 'VIBGYOR Rise' (primary and secondary). VIBGYOR High offers a range of courses from the Indian Certificate of Secondary Education (ICSE), Central board of Secondary Education (CBSE), and International General Certification of Secondary Education (IGCSE). The VIBGYOR High School offers the following facilities: A Sports & Performing Arts block (basketball, handball, football, judo, skating & gymnastics), Swimming Pool, Activities like Music, Dance, Speech & Drama and an Open Access Library. The group is headquartered in Mumbai, Maharashtra and has 29 schools across India based in Bengaluru, Pune, Mumbai, Vadodara, Surat, Kolhapur and Lucknow. They also have a residential school in Vadodara that is built on 8 acres of green campus. The group had modified its corporate structure by converting EIPL into a holding company to synergise the subsidiaries.









# Panasonic

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# **ELECTRICAL & ELECTRONIC GOODS**



## HGS (India) Limited

**Management Details:** *Non-Executive Chairman* Managing Director  
Major Brijendra Singh Anil Dass

**Sector** **Category**  
Electrical & Electronic Goods SME

**Contact Details:** Website: [www.hgsindia.com](http://www.hgsindia.com)  
1<sup>st</sup> & 2<sup>nd</sup> Floor, Portion 2, A-259, Defence Colony, New Delhi-110024

### Business Excellence Highlights

- The entry of HGSI's geophone in the marine nodal system market.
- HGSI has won a contract from the Norwegian Marina Nodal Services for the supply of sensors for its subsea nodes.
- HGSI has developed a high temperature miniature geophone for a borehole logging company and the initial trials have been successful.

### About the Company

HGS (India) Limited (HGSI), a part of the Sowar group, was established in 1986 in technical and financial collaboration with Geosource Inc USA, owner of Sensor Nederland b.v. to manufacture geophone strings, seismic cables & connectors. When Geosource Inc was bought out by HGS Inc USA, Geosource India Limited changed its name to HGS (India) Ltd.

### Operations

HGSI manufactures HG-geophones and has a wholly owned subsidiary, HGS Products b.v. based in The Hague, Netherlands. HGS Products houses a European marketing and sales team. They have also been recognised as a 'Star Export House' by the Ministry of Commerce & Industry in 2010. HGSI is a global supplier for geophone strings (land and marsh) and has a product range which includes all types of telemetry, shallow refraction, multi pair cables and seismic connectors. Their product range includes Geophones, Geophone Testers, Geophone Cables & Leader Cables, Geophone Accessories, Specialty Cables and Battery Chargers, among others. HGSI manufactures its products utilizing materials like high impact engineering thermoplastics, rare metal alloys and special conductors. HGSI is accredited with the ISO 9001:2015 quality management system issued by TUV SUD which includes the design and engineering of specialty geophones, cables and connectors.

Dun &amp; Bradstreet D-U-N-S® No 91-534-2661

## Cotmac Electronics Private Limited

**Management Details:** *Chairman*  
Shyam Sirur

**Sector** **Category**  
Electrical & Electronic Goods Mid-Corporate

**Contact Details:** Website: [www.cotmacelectronics.com](http://www.cotmacelectronics.com)  
168-'s'-Block, MIDC, Bhosari, Pune - 411026, Maharashtra

### Business Excellence Highlights

- The company has offices in Canada, Singapore and Dubai.
- The company is associated with organizations like EU chambers of commerce.
- The company conducts regular "Customer Meets" for each region to showcase its capability and ensure regular networking with customers.
- The company conducts "Road shows" by arranging their products and showcasing them in movable vehicle.

### About the Company

Cotmac Electronics Pvt Ltd (Cotmac), an Indian automation solution provider, commenced operations in 1992. The company caters to customers across industry verticals as a one-stop partner for all their automation needs. The company has grown to have an employee head count of over 500 employees across India, ME, Canada, and USA.

### Operations

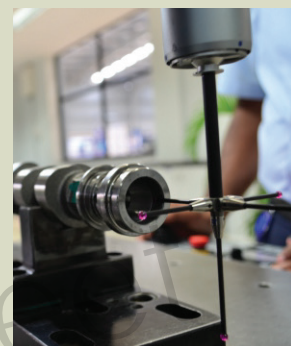
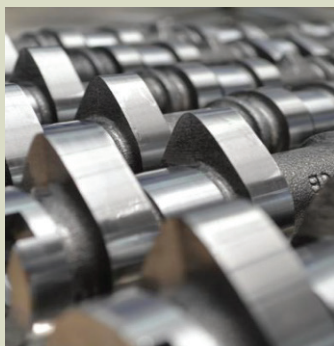
Cotmac offers innovative solutions and services in industrial automation using DCS, PLC's, Drives and CNC's for various application in industries like Automobile, F&B, Pharmaceutical, Sugar, Cement, Paper, Energy, Chemicals, Material Handling, Steel, Packaging, and Textiles, amongst others. The company is certified as an automation solution expert by Siemens Germany. The company also offers a range of services including designing customized solutions, systems engineering, software development, installation and commissioning. The company has four manufacturing facilities and three service and development centers. Cotmac has successfully implemented SAP ECC 6.0 to improve its business process. The implementation of SAP ECC 6.0 has resulted in better utilization of resources and improved inventory control. The company is socially responsible and has taken measures to be use green energy. The company has embarked upon the green power initiative by installing terrace mounted solar power plant at their corporate office and factory. Siemens India Ltd, Volkswagen India Private Limited, S K F India Ltd, Nestle Lanka Plc, MRF Ltd, Larsen & Toubro Limited and Essar Steel Ltd are some of the elite customers of the company.











## PCL at a glance

PCL is one of the world's leading manufacturer and supplier of camshafts, a critical engine component, in the passenger vehicle segment.

PCL is a one-stop shop for all types of camshafts and has set a global benchmark in quality due to strong systems, technology & processes. The company's key customers include global OEMs like Ford Motors, General Motors, Fiat, Toyota, Maruti Suzuki, Hyundai, Mahindra, Daimler and Porsche. PCL exports its products to 5 continents and caters to approximately 9% of the global market. The company has exported over 60 million camshafts without a single field failure since its inception.

PCL operates through its state-of-the-art manufacturing facilities located in Solapur, Maharashtra. The facilities consist

of four foundries and four machine shops. It also has two joint ventures in China for casting and machining of camshafts.

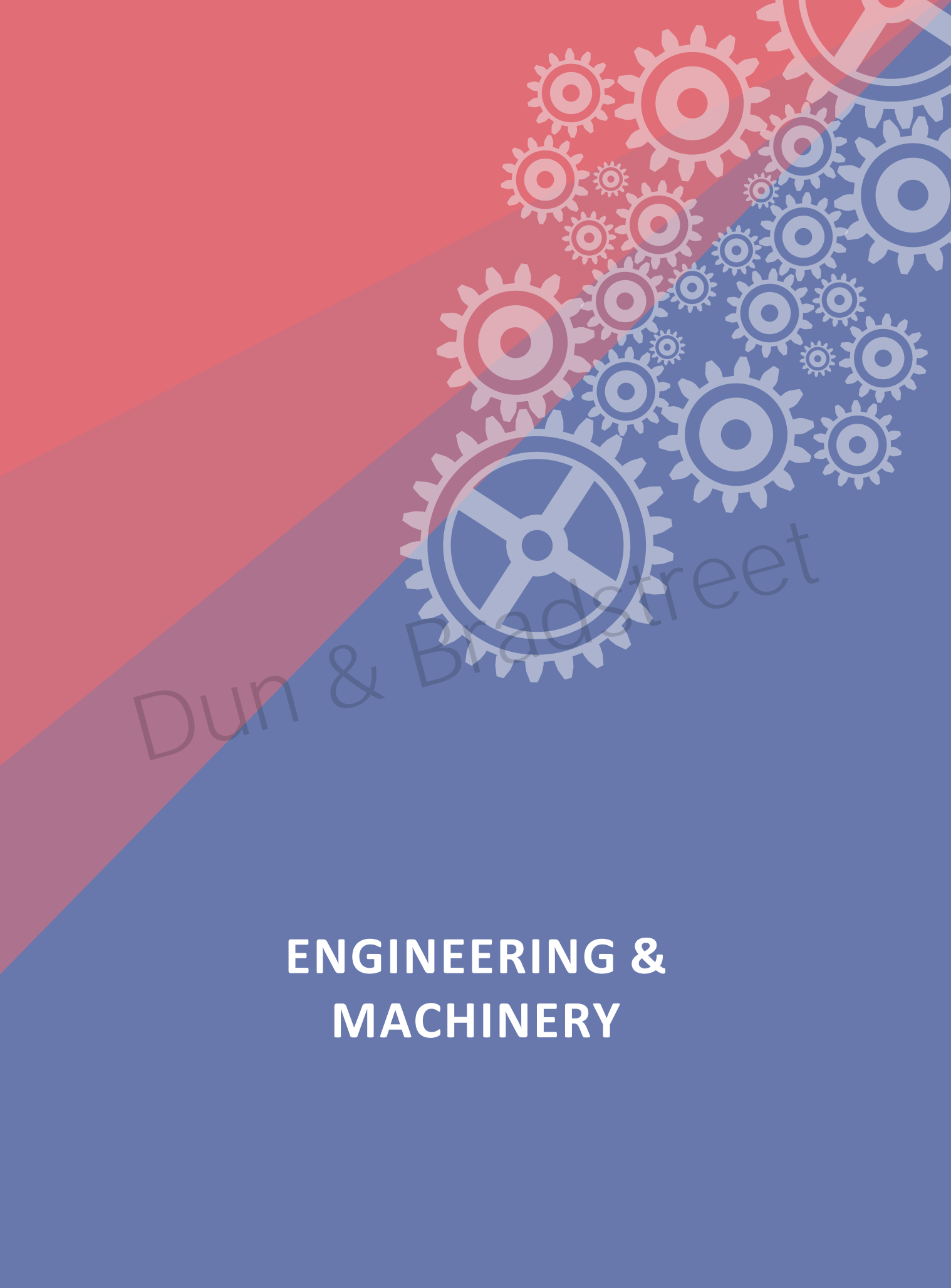
PCL acquired MEMCO Engineering Pvt. Ltd. to further strengthen its industry leadership and diversify into a new product range. MEMCO's key products include fuel injection components, brake and chassis components and high precision instrumentation parts. The company enjoys long term relationships with marquee global customers like Bosch, Delphi and Endress+Hauser.

PCL is poised to become a global engineering company with its organic as well as inorganic expansion in the years to come.

**PRECISION CAMSHAFTS LIMITED**

[www.pclindia.in](http://www.pclindia.in)





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# **ENGINEERING & MACHINERY**



## Echaar Equipments Private Limited

<b>Management Details:</b>	<i>Chairman</i>	<i>Managing Director</i>	<b>Sector</b>	<b>Category</b>
	Ramesh H Panchal	Kirti H Panchal		
<b>Contact Details:</b>			Engineering & Machinery	SME
Website: www.echaar.com A-48/49, Road No. 10, Wagle Industrial Estate, Thane - 400604, Maharashtra				

### Business Excellence Highlights

- EEPL has licensed the following softwares for the purpose of designing and drafting: Autocad, Inventor, Fusion 360 and Master Cam X6.
- EEPL follows the principles of lean manufacturing and quality management as per ISO 9000:2008 guidelines.
- EEPL uses the latest CNC technology in the machining of highly critical and challenging components which are complex in nature.

### About the Company

Echaar Equipments Pvt Ltd (EEPL) was formed in the year 2005 as a specialized manufacturing company dealing in precision & critical machining, heavy fabrication work & components used in nuclear energy, wind energy, hydro energy, steam energy, oil & gas applications, earth moving & mining equipments, printing machines and hot & cold rolling mill applications.

### Operations

EEPL is engaged in providing nuclear energy components & equipment along with manufacturing components such as yaw bearing assemblies locknuts, rotor lock discs, rotor lock assembly and all fabricated and machined parts for wind turbines. The company manufactures shafts & pinions for gear boxes, plate cylinders & rollers for printing machines, assemblies for cold rolling mills. EEPL has expertise in making highly critical components involving difficult operations, by Industrial Engineering and development of Jigs and Fixtures. EEPL periodically calibrates all its machinery, safety equipment, material handling equipment, EOT cranes, tackles and all other quality instruments. The company operates four manufacturing facilities located in Thane and Bhiwandi. Some of the major clients of the company include CMI FPE Ltd, L&T India Ltd, Wartsila NSD India Ltd, Danili India Ltd, Suzlon Energy Ltd, Godrej & Boyce Manufacturing Co Ltd and Department of Atomic Energy amongst others. The company exports components to US and Germany through CAB Incorporated, USA and Manroland, Germany.

## Precision Camshafts Limited

<b>Management Details:</b>	<i>Chairman &amp; MD</i>	<i>Director &amp; CFO</i>	<b>Sector</b>	<b>Category</b>
	Yatin Subhash Shah	Ravindra R Joshi		
<b>Contact Details:</b>			Engineering & Machinery	Mid-Corporate
Website: www.pclindia.in D-5, D-6, D-7, D-7/1, MIDC, Chincholikati, Dist: Solapur - 413255, Maharashtra				

### Business Excellence Highlights

- PCL has over 20 workstations in the design office for the purpose of modeling softwares like like Catia, Unigraphics, ProE along with technical offices in Europe and North America.
- PCL is a ISO/TS 16949:2009, ISO 14001:2004, BS OHSAS: 18001:2007 certified company and its manufacturing facilities follow customer requirements like QSB/Q1/VDA6.3 etc.
- PCL has exported over 60 mn camshafts since inspection without a single field failure.

### About the Company

Precision Camshafts Ltd (PCL) was established in 1992 as a small facility for semi machining of camshafts. In 2006, it acquired 100% ownership of Clancey Precision Components Pvt Ltd which subsequently merged into the company in the year 2008. In 2011, PCL signed a JV agreement with Shenglong Automotive Powertrain Company Ltd, China for setting up a camshaft machining facility in China. In 2016, the company came out with the IPO and got listed on BSE and NSE.

### Operations

PCL is engaged in the manufacturing of ductile iron, chilled cast iron machined camshafts, hybrid camshafts, assembled camshafts, sliding cams, cam modules, balancer shafts, straight hollow, profiled hollow, and other engine parts. The company operates two manufacturing facilities namely; the EOU unit and domestic unit. PCL operates four foundries at the EOU unit and one foundry at the domestic unit with total manufacturing capacity of 13.38 mn camshafts castings per annum. The company also has two machine shops at the EOU unit and one machine shop at the domestic unit operating with the total manufacturing capacity of 2.22 mn machine camshafts per annum. Some of the major clients of the company include Fiat, Ford, Hyundai, Toyota, Mercedes-Benz, Escorts, Porsche, Force Motors, Mahindra and Sonalika International amongst others. PCL has global presence in 5 continents across 15 countries including Canada, North America, UK, Europe, Brazil, China, Australia, South Korea and Uzbekistan amongst others.



# Echaar Equipments Pvt. Ltd.



Engineering &  
Manufacturing  
Critical components  
and equipments for

- Oil & Gas
- Atomic Energy
- Wind Turbines
- Hydro Turbines
- Steam Turbines
- Hot & Cold Rolling Mills
- Printing Machines

## Our Capabilities

### • Machining

- CNC Machining of Critical Heavy Components
- High Precision Machining involving critical process planning

### • Heavy Fabrication

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## Maharaja Dehydration Private Limited

**Management Details:** *Managing Director*

V.P. Koradiya

**Sector**

Food Processing &amp; Agro Products

**Category**

SME

**Contact Details:**Website: [www.maharajadehydration.com](http://www.maharajadehydration.com)

Survey No. 56, National Highway 8E, Umaniyavadar, Mahuva - 364290, Gujarat

### Business Excellence Highlights

- The company's turnover has been increasing on a year on year basis due to the favorable monsoon conditions.
- The company has opened several new plants during this period to process the raw materials.

### About the Company

Maharaja Dehydration Private Limited (MDPL) was incorporated in the year 2004. The purpose of their business is to use the dehydration technique to reduce the moisture content in the fruits and vegetables they sell in order to protect their produce and increase its shelf life.

### Operations

MDPL has three primary product ranges: Dehydrated (Air Dried), Maharaja Pickles and Spices and Spray Dried Products. Under Air Dried they offer White Onion, Red Onion, Shallots, Garlic, Green & White Leek, Green Chilli, Cabbage, Carrot, Potato, Beet Root, Tomato, Lemon, Ginger, Bitter Gourd, Fried Onion, Roasted Onion / Toasted Onion etc. Under Maharaja Pickles & Spices they have, White Onion in Vinegar (Silver Skin Onion), White Onion in Brine, Mix Vegetables in Vinegar, Gherkins in Vinegar, Gherkins in Brine, Chutneys, Pastas and Sauces, Seasoning Mixes & Ready Mixes, Curry Leaves, Parsley Leaves, Cilantro Leaves etc. Under Spray Dried products they have Tamarind Powder, Tomato Powder, Ginger Powder, Garlic Powder, Lemon Powder, Red Beetroot Powder, Coriander Powder, Spinach Powder, Carrot Powder, Mint Powder, Red Beetroot Powder, Coriander Powder, Spinach Powder, Carrot Powder, Mint Powder etc. Their products are certified by HACCP, ISO 22000 (FSMS), ISO 9001, KOSHER, Halal and USFDA.

Dun &amp; Bradstreet D-U-N-S® No 91-628-5047

## Arjuna Natural Extracts Limited

**Management Details:** *MD/ Chairman*

P J Kunjachan

**Sector**

Food Processing &amp; Agro Products

**Category**

Mid-Corporate

**Contact Details:**Website: [www.arjunanatural.com](http://www.arjunanatural.com)

VII/8, Bank Road, Alwaye -683 101, Kerala

### Business Excellence Highlights

- Arjuna has, to its credit 33 patents, most of which have been commercialized globally. It is also the first in the world to produce turmeric extract powder completely by solar energy.
- Arjuna has international certifications including GMP, ISO 22000, Star K Kosher and Halal.
- Arjuna's research unit for spice and herbal research is the first DSIR, Ministry of Science & Technology -recognised lab in the spice industry.

### About the Company

Arjuna Natural Extracts Ltd was established in 1989 as Arjuna Aromatics, being the first and only Indian company to sell essential oil of mustard. The company was incorporated under its present name in 1992 when it increased its focus on the herbal extracts market. Presently, Arjuna Natural Extracts Ltd engages in the manufacture and export of standardized herbal and spice extracts, essential oils and omega-3 fatty acids.

### Operations

Arjuna Natural Extracts Ltd is an herbal extract company specializes in scientific identification and separation of plant-based compounds and omega-3 fatty acid from marine and vegetable sources. The company has brought to the market more than 45 standardized herbal extracts, three of which were introduced for the first time in India. It is the sole domestic manufacturer of omega-3 fatty acid from fish oil using indigenously-developed technology. The company has two manufacturing units in Kerala and Coimbatore, and its products are exported to more than 40 countries. The company has installed a new plant with American technology at its Coimbatore division to produce high purity omega-3 fish oil. It has also tied up with renowned international universities to conduct clinical studies.





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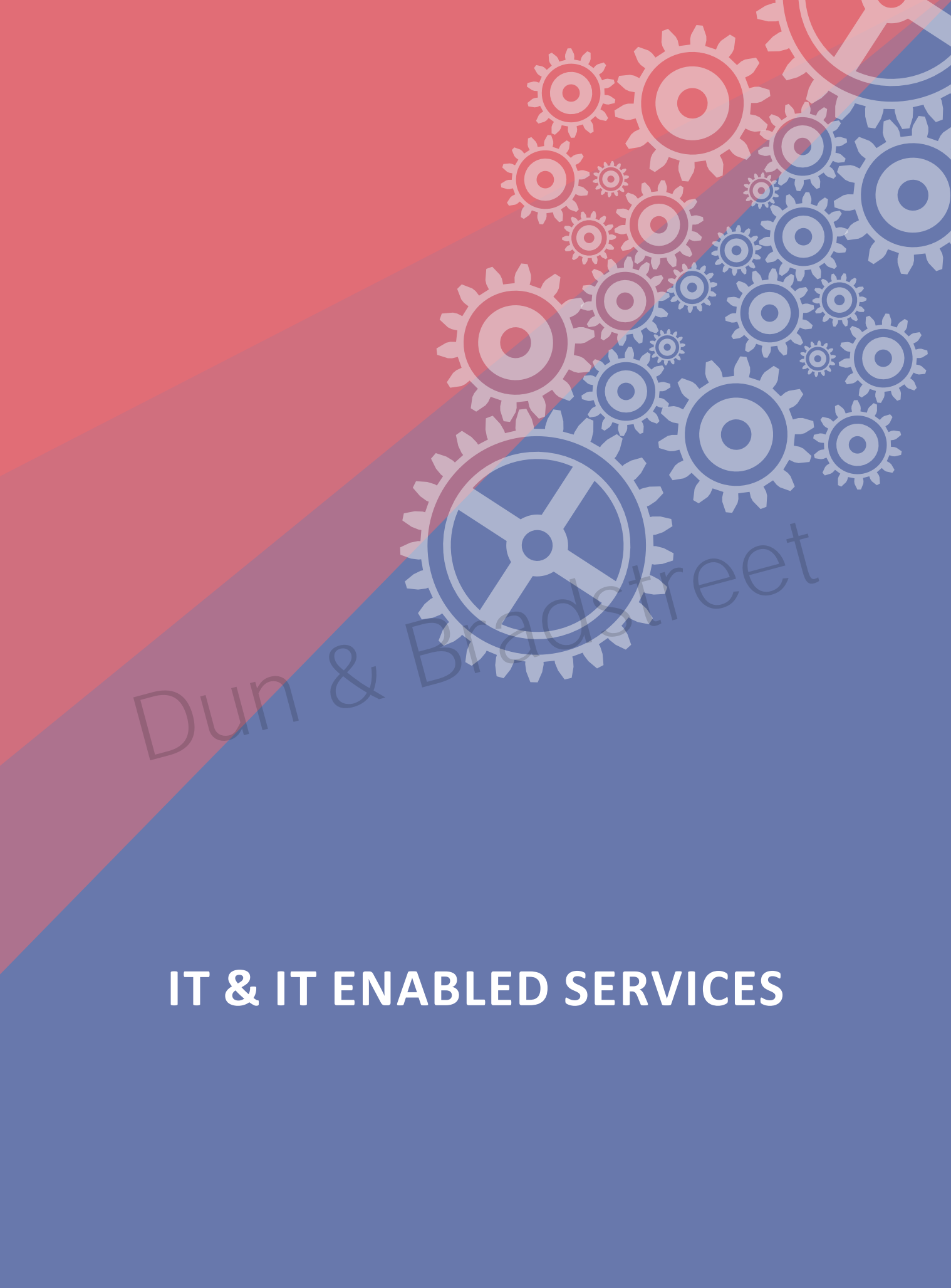
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## Intellect Bizware Services Private Limited

<b>Management Details:</b>	CEO Sabahat Kazi	CFO Gopalakrishna Lingam	<b>Sector</b> IT & IT Enabled Services	<b>Category</b> SME
<b>Contact Details:</b>	Website: www.intellectbizware.com H-219, Tower #3, 2 <sup>nd</sup> Floor, CBD Belapur Station Complex, Sector 11, Navi Mumbai 400614, Maharashtra			

### Business Excellence Highlights

- Intellect Bizware has one of the largest domestic SAP practices in India with 200+ SAP Resources and is a SAP gold partner.
- Intellect Bizware's expert consulting team has 15 years of individual experience in SAP Solutions.
- At a time when competitors turned their focus towards the global market, Intellect Bizware kept its operations aligned with the domestic market to provide higher-end consulting services.

### About the Company

Intellect Bizware Services Pvt Ltd (Intellect Bizware) is an end-to-end provider of IT services for businesses such as SAP business All in One, mobility and portal solutions. The company's services include SAP implementation, support, development, upgrade, audit and resourcing. Its product range includes – PROemp employee portal, PROcus customer portal, PROven vendor portal, PROsame sales force mobile enablement.

### Operations

Intellect Bizware provides all types of implementations including – end-to-end (all Modules – SAP Business All in One, S/4HANA enterprise management), module (SAP HCM, PS, PM), products (SAP BI, BO), rollouts (country, geography, company, plant), scenario (depot, 3<sup>rd</sup> party, quality complaint) and functions (COPA, PCA, MRP, CP, transportation, ESS, MSS). The company has built ready accelerators and tools such as templates, ready 'usually required' programs that reduce effort and turnaround time. It has successfully completed end-to-end implementation of SAP ERP and has also completed rollouts, functional and scenario implementations and module/product implementations without disturbing the existing system/configuration. Intellect Bizware also serves clients in the US, Europe, Middle East and East Asia apart from India.

Dun &amp; Bradstreet D-U-N-S® No 65-019-5324

## Nucleus Software Exports Limited

<b>Management Details:</b>	CEO & Managing Director Vishnu R. Dusad	Director R. P. Singh	<b>Sector</b> IT & IT Enabled Services	<b>Category</b> Mid-Corporate
<b>Contact Details:</b>	Website: www.nucleussoftware.com A-39, Sector-62, Noida - 201307, Uttar Pradesh			

### Business Excellence Highlights

- During FY17, NSEL had 43 product implementations worldwide and won 12 new product orders from financial institutions across Africa, the Middle East, South East Asia and India.
- NSEL made its offline digital cash solution, PaySe available in new form factors: smart watch, band and micro SD.

### About the Company

Nucleus Software Exports Limited (NSEL) was incorporated in 1989 and provides lending and transaction banking products to the global financial services industry.

### Operations

NSEL has over 150 customers in 50 countries in retail banking, corporate banking, cash management, internet banking, automotive finance and other business areas. They have two flagship products namely; FinnOne Neo and FinnAxiaTM. FinnOne Neo is a lending solution designed to meet the challenges of delivering agile and efficient solutions while reducing the cost of operations. This solution supports the entire loan life cycle, including origination and loan management, analytics and delinquency management. FinnAxia is an integrated global transaction banking solution used by banks to offer global payments and receivables, liquidity management and business internet banking services. Furthermore, NSEL provides the following 3 categories of services: Professional Services (Project Management, Consulting, Training & testing, FinnEdge & analytics), Application Development and Management Portfolio (Application Development, Application Maintenance, Application Support, Application Integration, Application Testing and Management) and Managed Infrastructure Services. Some of their customers are Bank of Florida, Bangkok Bank, Edelweiss, HDFC Bank, ICICI Bank, Indusind Bank, Yes Bank, L&T Finance and Capital Harvest.









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## Calco Poly Technik Private Limited

Management Details:	Director	Managing Director	Sector	Category
	Varun Gupta	Vijay Kumar Gupta		
Contact Details:	Website: www.calco.in Aggarwal Millennium Tower II, 882-883 Netaji Subhash Place, New Delhi - 110034			

### Business Excellence Highlights

- Calco extended its digital presence through various social media platforms including Facebook, Twitter, Google Plus, Instagram and LinkedIn.
- Calco actively participates in various international promotions and conferences.
- Calco established its presence in foreign countries through its distributors in several regions like Bangladesh, Sri Lanka, Vietnam and Turkey.

### About the Company

Calco Poly Technik Pvt Ltd (Calco) was established in 1999 as Calco Polychem Private Ltd with a capacity of 1,000 TPA for colour masterbatch in packaging. In 2010, the company adopted its present name with an installed capacity of 6,000 TPA to manufacture engineering thermoplastic compounds. Presently, the company manufactures a complete range of high performance polymers, color and additives solutions for multiple industries.

### Operations

Calco operates a manufacturing and development centre in Kundli, Haryana. Spanning over 15000 sq ft, the unit is strategically located in the capital city, in close vicinity of major automotive plants and is a fully-equipped, uninterrupted power facility to ensure smooth operations and timely delivery. The manufacturing process relies on slim-line, high degree of automation and flexible utilization of the production facility. The Group is also constructing a new manufacturing facility at Sonapat, Haryana with a built-up area of over 100,000 sq ft and a plant capacity of more than 20,000 MTPA. The plant will employ solar power and will be zero-effluent, thus reducing the company's carbon footprint. Calco supplies its products to various OEMs and Tier-Is in the automotive, household appliances, electrical and electronic industries. The company also exports its products to Turkey, Sri Lanka and Bangladesh.

## Mold-Tek Packaging Limited

Management Details:	MD & Chairman	Deputy MD	Sector	Category
	J. Lakshmana Rao	A. Subramanyam		
Contact Details:	Website: www.moldteckgroup.com Plot No: 700, Road No: 36, Jubilee Hills, Hyderabad -500033, Telangana			

### Business Excellence Highlights

- MTPL is one of the few packaging companies in the world with an in-house tool room capable of making robots.
- MTPL is a pioneer in the In-Mould Label (IML) technique of decoration.
- Due to MTPL's in-house capabilities and technical expertise, it enjoys market leadership on account of quicker turn-around time and competitive pricing as compared with its competitors.

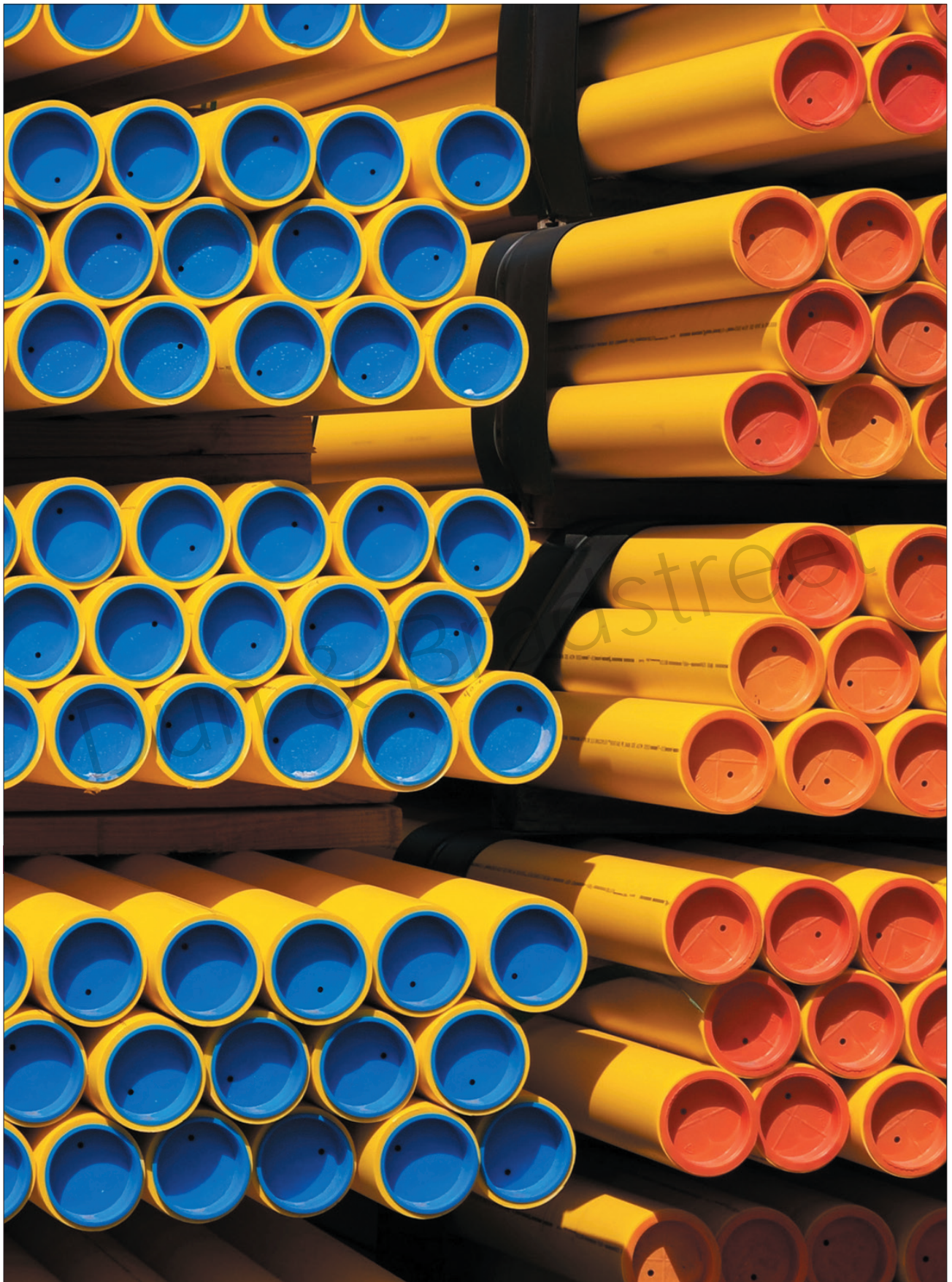
### About the Company

Mold-Tek Packaging Ltd (MTPL) was established in 1986 and engages in the manufacturing of injection-molded containers for lubes, paints, food and other products. The company's clientele consists of leading lubricants, paint, food and FMCG firms. It also exports its products to various countries including USA and Australia. They entered the food and FMCG segment approximately 6 years ago and are currently strategic packaging partners for several notable clients such as Mondelez, P&G, Nestle, ITC, Amul and GSK.

### Operations

MTPL is involved right from the design stage to developing rapid prototypes, pilot molds for trials and also commercial molds for the final mass production of containers. The company has more than 100 injection molding machines, has developed more than 60 robots, with a separate label developing factory, three types of printing machines, seven ISO-certified plants across India and one in the UAE. Two more plants are being set up in Mysore and Vizag. MTPL has an injection-molding capacity of around 20000 TPA. Being a pioneer of pail packaging in India, MTPL has introduced spouts and In-Mold spout concepts for the paint and lube pails. It has also developed In-Mold label decoration, which is its key differentiator in the domestic market.









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## FTI Food Tech Private Limited

<b>Management Details:</b>	<i>MD &amp; Food Technologist</i>	<i>Director &amp; Food Technologist</i>
	Naresh Maheshwari	Renu Sanghvi
<b>Contact Details:</b>		
Website: <a href="http://www.foodtechinc.com">www.foodtechinc.com</a> 195, ASCO Capital, Scheme No. 78 Part II, Near Daisy Dales School, Indore – 452010		

Sector	Category
Professional & Business Services	SME

### Business Excellence Highlights

- The company has diversified into the marketing and distribution of some food products in the 'Health & Wellness' segment, under its own brand 'Fespro'.
- The company registered with FICCI/CIFTI, FIEO and APEDA.

### About the Company

FTI Food Tech Private Limited (FTI) was incorporated in 2005 and is a 'Food Technological Service Provider' to processed food industries globally.

### Operations

FTI provides food technological services to processed food industries in India & abroad. Services offered include innovative product development, solutions for enhancing competitiveness & setting up projects for a new dimension in business possibilities. Some of the projects that have been executed so far are Natural Potato Chips, Extruded & Fried Ready to Eat Snacks, Frying & Flavouring of Pellet Based Snacks, Frying & Flavouring Systems for Indian Ethnic Snacks, Lentils & other similar Grains Cleaning System, Lentils Milling System, Spices & lentils – Storage System, Whole Spices Cleaning System, Spices Milling System and Steam Sterilization Spices System. FTI provides – Co-ordination and assistance to identify the requirement related to the food safety management, suppliers audit, BRC, ISO 22000:2005, FSSC 22000, training for Food Standards, product labelling, preparation of documents and its implementation for the clients globally, through its team of food safety experts and Food Technologists. They use a process called Food Safety & Hazard Analysis Critical Control Point (HACCP) that is designed to identify & prevent microbial and other hazards in food production. Some of their business partners are Solan (Poland), Fromatch (Holland), Pasta Foods (United Kingdom) and Axtel Industries Ltd (India).

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## Rodic Consultants Private Limited

<b>Management Details:</b>	<i>Chairman &amp; MD</i>	<i>Director</i>
	Raj Kumar	Manoj Kumar
<b>Contact Details:</b>		
Website: <a href="http://www.rodicconsultants.com">www.rodicconsultants.com</a> YMCA Cultural Center, 1 <sup>st</sup> Floor, Jai Singh Road, New Delhi – 110001		

Sector	Category
Professional & Business Services	Mid-Corporate

### Business Excellence Highlights

- Rodic Consultants follows the integrated management which conforms to the requirements of ISO 9001 Quality Management System, ISO 14001 Environmental Management System and OHSAS 18001 Occupational, Health & Safety Assessment Series.
- Rodic Consultants has started bidding on projects in Africa, South Asia and South East Asia.
- Rodic Consultants' execution of the Banihal Tunnel in Jammu & Kashmir will reduce the travel distance for commuters by 50 km.

### About the Company

Rodic Consultants Private Ltd. (Rodic Consultants) was established in 2000 as a consultancy service provider for the infrastructure sector. Rodic Consultants maintains its competence in the field of highways, bridges tunnels, railways, hydro power, inland waterways, water resources, urban development, power distribution and renewable energy. It provides a range of services such as advisory services, pre-feasibility and feasibility studies, detailed engineering, proof checking, value engineering, detailed design, detailed project report preparation, construction supervision and project management.

### Operations

Rodic Consultants provides consultancy services to its clients across India. The company specializes in providing decentralized decision-making, close co-ordination with clients, contractors and technical support from domain experts. They provide a range of services such as Advisory (demand analysis, benchmarking studies; detailed engineering & design services which includes preliminary engineering, proof checking, detailed design) and Project Management (Independent engineer, authority engineer and construction supervision). Rodic Consultants has a nation-wide presence with more than 1500 employees. It is headquartered in Gurgaon (Haryana) and registered-cum-regional office in Patna (Bihar) and regional offices in Bangalore, Guwahati, Jammu and Ranchi. Some of their customers are Bihar State Road Development Corporation, National Highway Authority of India and State Highway Authority of Jharkhand.









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# RENEWABLE ENERGY



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## Ankur Scientific Energy Technologies Private Limited

Management Details:	Chairman	Managing Director	Sector	Category
	Dr. B.C. Jain	Ankur Jain		
Contact Details:	Website: <a href="http://www.ankurscientific.com">www.ankurscientific.com</a> Ankur, Near Navrachana School, Sama, Vadodara - 390024, Gujarat			

### Business Excellence Highlights

- Gasifier systems developed by Ankur Scientific are suitable for a wide range of thermal heat applications, thereby reducing dependence on fossil fuels in addition to providing clean and cheaper energy solutions.
- Ankur Scientific has launched a unique technology to convert municipal solid waste to energy with minimum separation.
- Ankur Scientific's gasifiers use feedstock in the as-is form and are designed to burn most tar inside, thereby generating extremely clean gas with no liquid emissions.

### About the Company

Ankur Scientific Energy Technologies Pvt Ltd (Ankur Scientific) was established in 1986 and is engaged in the development, manufacture and marketing of biomass gasifiers to produce combustible gas used for thermal applications and power generation. In addition, the company handles all types of wastes including municipal solid waste, chicken litter, EFB etc. The company also provides holistic and end-to-end solutions including installation, commissioning, training, spares, after-sales services, annual maintenance services and O&M contracts.

### Operations

Ankur Scientific operates manufacturing, testing and R&D facilities housed in an eco-friendly environment in Baroda Gujarat. The company's lab is approved by the Department of Scientific and Industrial Research, Govt. of India, while all its products are CE certified. Ankur Scientific's biomass gasification facility is the largest in the world, spanning over 60,000 sq. ft with single shift production capacity of over 300 gasifiers per annum, including the large 2 tons/hour capacity gasifiers. The company's products are marketed in more than 35 countries across the globe. Ankur Scientific has indigenously developed technology that has been sold not only to developing country markets, but also to developed country markets.

Dun &amp; Bradstreet D-U-N-S® No 86-960-1107

## Fourth Partner Energy Private Limited

Management Details:	Managing Director	Executive Director	Sector	Category
	Saif Dhorajiwala	Vivek Subramanian		
Contact Details:	Website: www.fourthpartner.co Fourth Partner House, Plot No.: N46, H. No: 4-9-10, HMT Nagar, Hyderabad - 500076, Telangana			

### Business Excellence Highlights

- The company is registered with the following state bodies in India: RREC (Rajasthan), TNREDC (Telangana) and NREDCAP (AP).
- The company's broad product portfolio comprises of small solar lanterns, solar street lights and solar power packs.
- The company has completed over 1300 installations; its total capacity is expected to cross 50 MWp.
- The company is ISO 9001:2008 certified.

### About the Company

Founded in 2010 and headquartered in Hyderabad, Fourth Partner Energy Pvt Ltd (Fourth Partner Energy) is a renewable energy service company. The company enables organizations to support in every facet of the solar power installation efforts by assisting them in financing, engineering, project installation, and post-installation services. The company has completed over 500 installations across multiple states in India.

### Operations

Off grid system, solar pump, solar lantern, umber charge controller, solar street light systems, solar home lighting systems, solar outdoor lighting, and solar power packs are some of the products offered by the company. The company offers turnkey EPC services for grid-connected and off-grid rooftop solar power installations for industrial, commercial, and residential purposes. Banks, educational institutions, oil companies, hospitals, government entities, PSUs, non-profit organizations, schools and residential complexes form the client base of the company. The use of Fourth Partner Energy solutions enables organizations to reduce their energy costs and contribute to a greener society. The services segment of the company offers annual maintenance contracts, in addition to specific operations and maintenance contracts such as breakdown maintenance services, preventive maintenance services, solar panel cleaning services, and other customized maintenance services. Additionally, the company has developed innovative financing options to enable organizations to adopt solar energy.







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**TEXTILES**



## Advance Syntex Limited

<b>Management Details:</b>	<i>CEO</i>	<i>Director</i>	<b>Sector</b>	<b>Category</b>
	Dhirendra J. Vora	Bhavan D. Vora	Textiles	SME
<b>Contact Details:</b> Website: midasglitter.com 233/2 & 238/2 GIDC Por, RamanGamdi, Dist.: Vadodara – 391243, Gujarat				

### Business Excellence Highlights

- ASL formed an all India Zari Powder Association that claims Glitter Powder is the future of embroidery and weaving of zari in textiles. This association convinced the government to make Glitter Powder free from VAT and CENVAT.
- ASL has played a large role in replacing 'pure gold' with 'glitter powder' in the glass bangle industry, thus positively influencing national saving levels.

### About the Company

Advance Syntex Ltd. is engaged in the manufacturing of metallic yarn since 1974 and is a pioneer in the Glitter powder industry in India. The Company was originally incorporated in September, 1990 in Gujarat, as "Advance Syntex Private Limited", & got listed on the SME exchange of BSE in July, 2016 as "Advance Syntex Limited" (ASL).

### Operations

ASL's products are sold under the brand name 'Midas', which is registered under the Trademarks Act, 1999. The company is primarily engaged in manufacturing the following products: Metalized Film, Lacquered (Coated) Metalized Polyester Films (LMPF), Glitter Powder, Metallic Yarn (Polyester Badla) and Epoxy Resins. The company is also engaged in the sale of polyester films (also known as BOPET films) and Biaxially Oriented Polypropylene films (also known as BOPP films) after carrying out slitting operations on them. The products of the company are used in textiles for fabrics and garments as well as apparels printing, flexible packaging, lamination, printing, decoration, floor tiles, walls, cosmetics (such as nail polish, hair gel, lipstick etc.) and various other products. The Company has integrated backward from its core business of Glitter Powder to the Metallizing of Films, Coating of Films (Lacquer Coated Polyester Films (LMPF), Glitter Glue & Epoxy Resins.

## Globe Cotyarn Private Limited

<b>Management Details:</b>	<i>Managing Director</i>	<i>Director</i>	<b>Sector</b>	<b>Category</b>
	Ankit Jhunjunwala	Kamlesh Chokhani	Textiles	Mid-Corporate
<b>Contact Details:</b> Website: www.globecot.co.in 701, Sanjay Building, Mittal Industrial Estate, Sakinaka, Andheri (E), Mumbai - 400059, Maharashtra				

### Business Excellence Highlights

- In the year 2004, Globe Cotyarn entered the US Home Textiles market.
- Globe Cotyarn is a 100% export oriented company.

### About the Company

Globe Cotyarn Private Limited (Globe Cotyarn) was a family run business for 67 years. They converted to a Private Limited Company on January 25, 2002. They are manufacturers and exporters of Made Ups and offer a range of products.

### Operations

Globe Cotyarn offers two product lines namely, '100% Cotton' and 'Cotton Rich' (more than 50% cotton). Their product range includes bed sheets, pillow cases, duvet covers, raw cotton, cotton and blended yarns and other made ups. Their products are sold by retailers like Macy's, Tuesday Morning, amazon.com, overstock.com, Walmart, Better Homes and Ross, among others. The company is in the process of increasing its production capacity from 65,000 sets to 100,000 sets. Their products are certified by Control Union Certifications for meeting Global Organic Standards. They have also been accredited as a 'Two Star Export House' in 2004. They have one plant in Thane, Maharashtra. The company provides employment to over 400 persons and supports over 400 families by extension.











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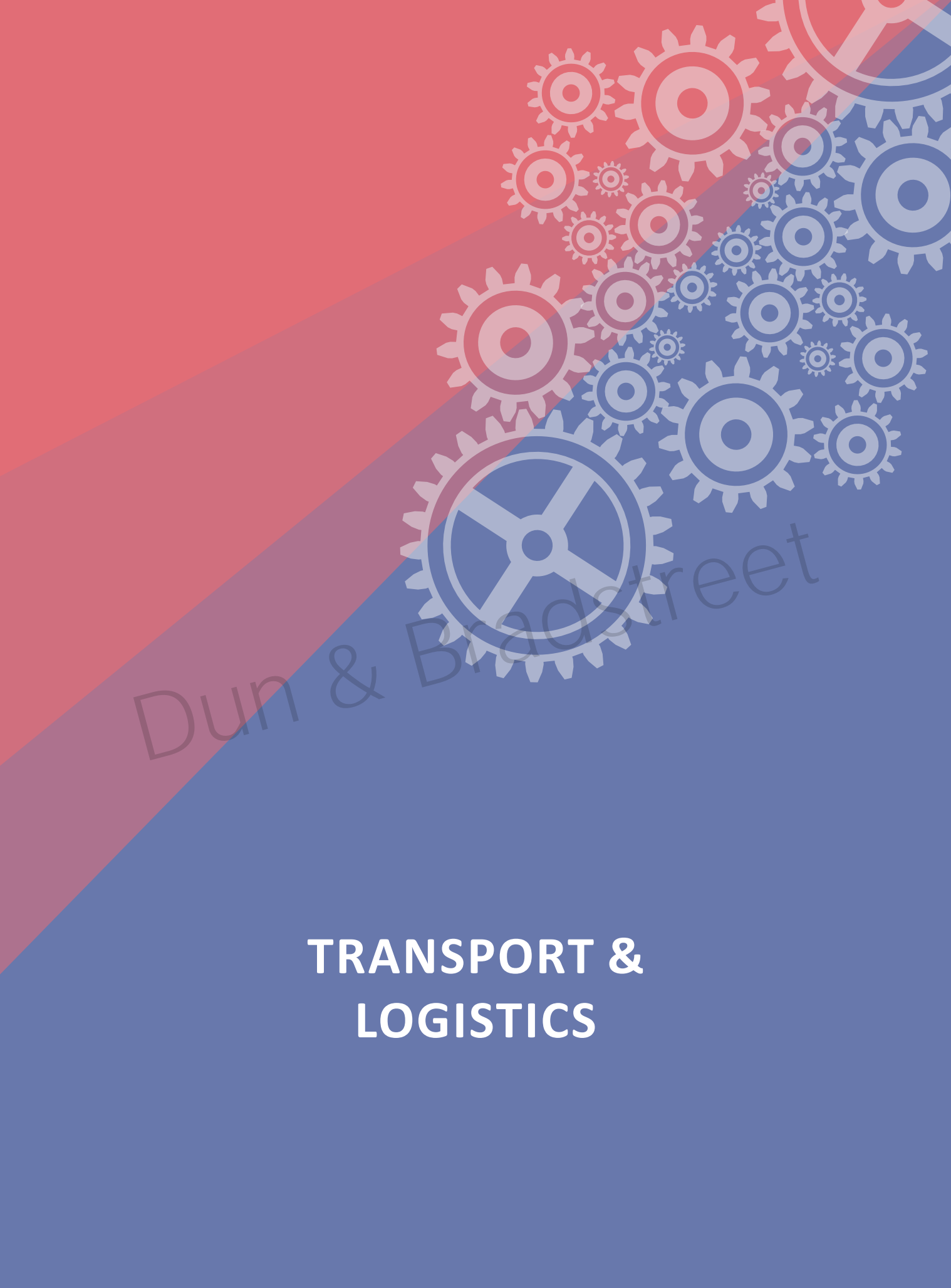
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**Corporate Office:** Shriram Transport Finance Co. Ltd., Wockhardt Towers, Level – 3, West Wing, C-2, G-Block, Bandra – Kurla Complex, Bandra (East), Mumbai – 400 051, Tel: +91 22 4095 9595, Fax: +91 22 4095 9597. Email: corpcom@stfc.co.in  
**Registered Office:** Mookambika Complex, 3<sup>rd</sup> Floor, No. 4, Lady Desika Road, Mylapore, Chennai – 600 004.  
 Tel: +91 44 2499 0356, Fax: +91 44 2499 3272 | Corporate Identity Number (CIN) – L65191TN1979PLC007874.



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# **TRANSPORT & LOGISTICS**



**Keyur Gandhi**  
Director

#### Sector

Transport & Logistics

#### Category

Mid-Corporate

#### Management Details

##### Directors

Nilesh Gandhi  
Keyur Gandhi

#### Contact Details

Kulkarni Patil Bhavan,  
2<sup>nd</sup> Floor,  
14 Murzban Road,  
Fort, Mumbai - 400001,  
Maharashtra  
Website: [www.expressworld.com](http://www.expressworld.com)

#### Key Business Highlights

- The company is ISO 9001:2008, ISO 14001:2004 & OHSAS 18001:2007 certified.
- On November 11, 2017, the company announced the completion of multiple shipments of project cargo consisting of special purpose drilling and rigging motor vehicles for a large solar power project company in Colombo, Sri Lanka.

## Express Global Logistics Private Limited

### About the Company

Express Global Logistics Pvt Ltd (Express Global) was established in the year 1946 as a custom house agent and freight forwarding company. The company was initially known as Express Transport Pvt. Ltd and they operated under this name until 2012. They provide logistics services for the import and export of goods. They have an extensive knowledge in customs clearance including matters related to Project Imports, Special Valuation Branch, Scheme related clearances etc. The company also provides consultancy services on pre-shipment documentation, customs related matters and related export/import and logistics issues.

### Operations

Express Global offers logistical solutions such as project handling, door to door logistics, custom clearances, de-consolidation of cargo, site handling, pre-shipment advice, supply of transport equipment, freight booking – air & sea, relocation of plant & machinery, route survey & inspection, packing & documentation, warehousing & distribution, shipping agency & representation, supply of hydraulic/ telescopic/ crawler cranes – up to 450 tons, heavy – ODC transportation, ISO tank containers among many other allied services. They specialize in project cargo movement on a turnkey basis, providing an array of services such as, covering packing, freight forwarding, documentation, customs clearance, transportation and site handling. They also provide dedicated implant services for various projects for the purpose of managing challenges involved in project activities. They offer Supply Chain Solutions, value added warehousing and distribution services to their customers. The company has developed ERP systems in house for various organizational functions.

Their training initiatives include 'Training to customers' & 'Training to staff'. Express Global organizes specialized training sessions for their customers in order to update them on the current industry situation and industry trends. Their marketing initiatives include the 'Break Bulk Exhibitions', which are held for shipping lines, logistics players and related vendors. Express Global is a member of exclusive networks / associations of forwarders enabling them to provide logistics services in all parts of the world. With company owned assets such as cranes, forklifts, warehouses, hydraulic axles, stools, jacks etc. the company is well placed to provide need based logistics for project cargo and general cargo.

### Some of Express Global's more innovative product solutions include:

- Handling of Solar Panels: The company's mode of packaging is designed to ensure the safety of solar panels and their mode of stuffing of containers is intended to avoid damages and achieve lower de-stuffing time at the site.
- EDI with customer ERP systems: The company's ERP system is built in a manner wherein they can accept customer data through EDI. This minimizes the time factor of the data transfer and also ensures 100% accuracy.
- Shifting of Rubber Tyre Gantry (RTG) crane from Nhava Sheva Port to Mundra port through barge. This involved a complicated operation of rolling a 90 feet long and 82 feet high RTG onto barge from the wharf, lashing, barging to Mundra and rolling off the barge onto Mundra port wharf. There were complex calculations to be done for safe loading, analyzing tidal conditions for safe voyage etc. The total weight of the 4 RTG were 535 metric tons (MT).

They have over 295 employees in the freight forwarding division and over 700 employees overall. The company has over 24 offices in India, one in Tanzania and one in Singapore. The company has a wide network of over 280 agents spread across Asia, Africa, Europe, America, Australia and Middle East. Some of the major clients include Larsen & Toubro, Bajaj Auto, Whirlpool of India, United Spirits, Trafigura, Black & Veatch, Ingram Micro India, Welspun Renewable Energy, Whirlpool of India, Nirma and Prodair Air Products among others. With their Africa operations going live in September 2017, they are poised for further growth in the African region too which is their special focus.







## Deugro Projects (India) Private Limited

<b>Management Details:</b>	<i>Director</i> Mr Thomas C. Press	<i>Director</i> Salim Pallippuram Rajan	<b>Sector</b> Transport & Logistics	<b>Category</b> Mid-Corporate
<b>Contact Details:</b>	Website: <a href="http://www.deugro.com">www.deugro.com</a> 402, 4 <sup>th</sup> Floor, Malhotra Chambers, Arvind Vithal Gandhi Chowk, B.S.D Marg, Govandi, Mumbai - 400088			

### Business Excellence Highlights

- Deugro Projects (India) successfully executed a 2,50,000 Freight ton (FRT) project of transporting steel pipes from Mundra, India to New Orleans, US spread over a span of 9 months handling seven major vessels for Shell Westward Ho project
- Deugro was awarded a major freight forwarding project worth ₹ 98 crore by the International Thermonuclear Experimental Reactor, which is building the world's largest nuclear reactor in France.
- During FY17, Deugro handled several barges with cargo weighing up to 700 MT.

### About the Company

Deugro (Parent Company) was founded in 1924 as a German Heavy Transport Company by Carl Press. In 1968, Deugro became a provider of international freight forwarding services, specializing in logistics solutions for turnkey projects. Deugro Projects (India) Pvt. Ltd (Deugro) started project cargo operations in India in 2006. These services include providing reliable and cost effective ocean transportation services, project consultancy services and in-house engineering services.

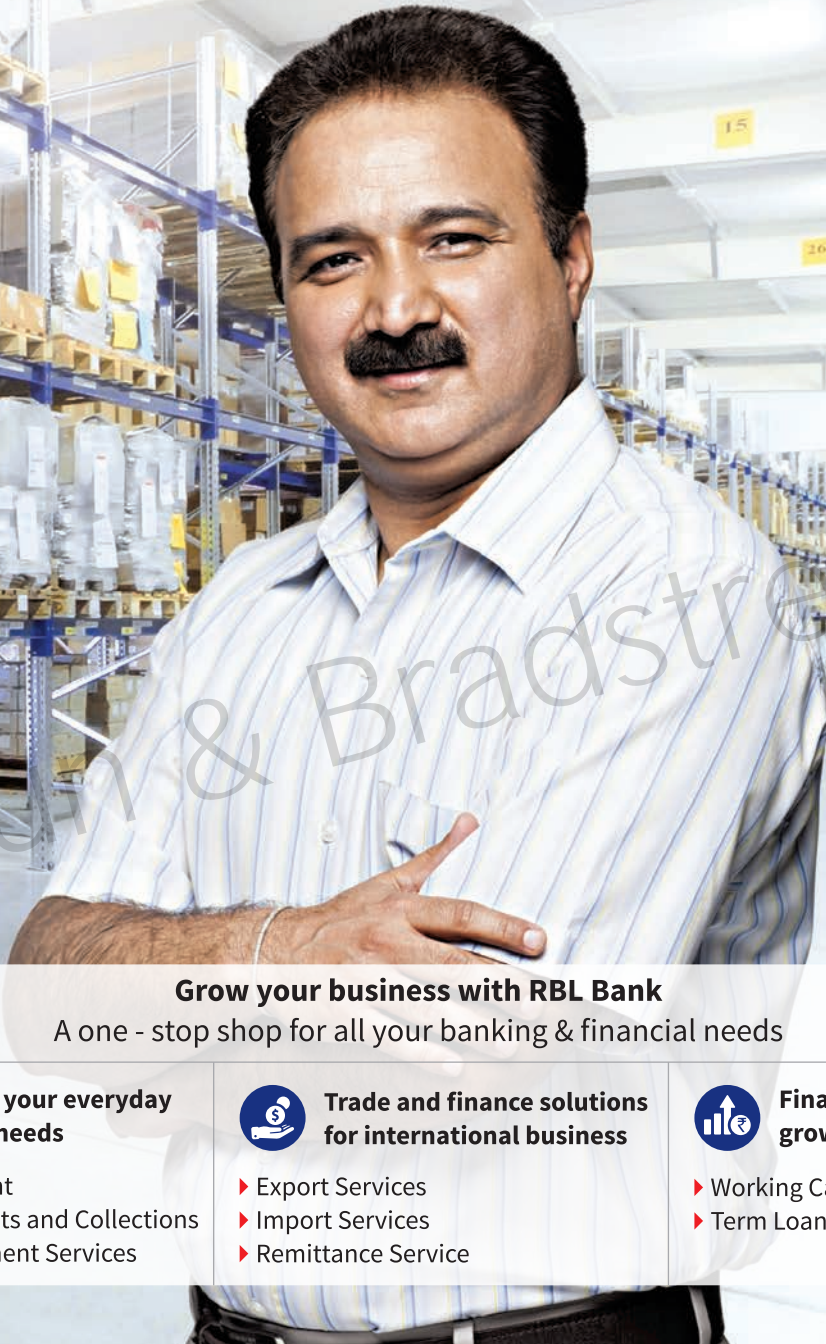
### Operations

Deugro is a logistics company which provides a wide variety of services such as project forwarding, general cargo services, air freight, custom clearance, inland transportation, warehousing and consulting. It also provides a range of haulage equipment such as prime movers, goldhofer axles, jacking and skidding systems, specialized gooseneck and tower adaptors. The company is present in Southeast Asia, Middle East, Russia, North America and South America. It has also been involved in some of the largest projects in Columbia, South Africa, Papua New Guinea and New Caledonia. During this financial year, Deugro executed a multi-modal freight forwarding project for Technip-JBF Mangalore, wherein they imported machinery from various global locations and delivered it to Mangalore. Another major project completed during this year was for M/s Alstom Yanbu III power and desalination plant located on the Red Sea Coast, in the western part of Saudi Arabia.





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# TRAVEL, TOURISM & HOSPITALITY



## ECOS (I) Mobility & Hospitality Private Limited

Management Details:	Managing Director	Joint Managing Director	Sector	Category	
	Mr. Rajesh Loomba	Mr. Aditya Loomba			
Contact Details:	Website: <a href="http://www.ecorentacar.com">www.ecorentacar.com</a>			Travel, Tourism & Hospitality	Mid-Corporate
	238, 2 <sup>nd</sup> Floor, Okhla Industrial Estate, Phase-III, New Delhi - 110020				

### Business Excellence Highlights

- ECOS is the only company offering Chrysler Stretch Limousines in Delhi and Mumbai.
- ECOS is an ISO 9001:2000 certified company.
- ECOS has launched a B2B app for business rentals. Their self-booking tool enables clients and API's to integrate their company system with that of ECOS.

### About the Company

ECOS (I) Mobility & Hospitality Pvt. Ltd. (ECOS) was founded in 1996 by Khem Raj Loomba, in Delhi. Currently, they provide services to Corporates, Hotels, Travel Management Companies (TMCs), Tourists and MICE industries offering self-driven and chauffeur-driven cars. The company is managing over 3,000 vehicles with more than 500 people, providing services across 60 cities in India.

### Operations

ECOS is a luxury car rental provider and is a one-stop shop for all luxury rental car needs. The company has five different verticals with an all India network: Corporate car rentals (Economy, Executive Cabs, Limo Cabs and Luxury Vans & Coaches. Employee transportation solutions (shuttle services for pick up and drop of corporate employees on a 24x7 basis), Hotel Travel and Limousine desks (partnered with hotels such as Taj Mahal, Taj Palace, Imperial, Radisson, Crowne Plazas and Four Points Sheraton), Self-drive (Cars like Toyota Corolla, Innova, Fortuner SUV, Mercedes & BMW) and Eco Luxe (Imported stretch limousines, imported luxury vans and marquee brands like Mercedes & BMW). Some of their key customers are Amex, Amazon, Microsoft, E&Y and Fidelity. ECOS currently has offices in Delhi, Gurgaon, Noida, Ahmedabad, Mumbai, Pune, Chennai, Bangalore, Jaipur and Hyderabad. In other cities, they have tie-ups that fulfill customer requirements as per ECOS' quality standards.









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## THEME BASED AWARDS



## Ms. Neha Kant

Dun &amp; Bradstreet D-U-N-S® No 87-178-9419

### Purple Panda Fashions Private Limited

<b>Management Details:</b>	<i>Chief Executive Officer</i>	<i>Whole Time Director &amp; CRO</i>
	Pankaj Vermani	Neha Kant
<b>Contact Details:</b>		
Website: www.clovia.com G-52, Sector 6, Noida - 201301, Uttar Pradesh		

**Special Award Category**  
Best Woman Entrepreneur

#### Business Excellence Highlights

- Clovia produces its own products with finest of fabrics, imported laces and satins.
- Clovia plans to start its overseas expansion via Nepal before it ventures into other Asian regions.
- Clovia is already shipping orders to several countries including USA, Canada, France, UK, Netherlands, Italy and Germany via amazon.

Neha was born in Delhi and grew up in Haridwar. Her father worked in BHEL and she grew up among a body of engineers who wanted their children to follow in their footsteps. Though she took up science in school, Neha did not pursue engineering. She pursued her BA in Mathematics Hons from Miranda House, DU and later went on to complete her Masters in Administration from Fore School of Management.

Neha realized that the evolution of the lingerie market in India had not kept pace with the fast-changing outerwear fashion. After a decade of experience in corporate India, she decided to address the gap she found in this market, and along with her husband (a tech founder) and a lingerie expert started 'Clovia'.

As the founder and director of Clovia, Neha designed a system wherein she controls all aspects of the business from design to delivery. They ship approximately 200,000 units to over 900 cities in India every month. A major challenge for her was to build a supply chain that could generate a large number of styles every week to retain the freshness of their catalogue.

In addition to its online business, the company plans to build a number of brick & mortar stores, in order to create a physical presence, during the upcoming year. Today, 'Clovia' is one of the fastest growing online lingerie brands in India.

Dun &amp; Bradstreet D-U-N-S® No 91-819-9316

## E-Zest Solutions Limited

<b>Management Details:</b>	<i>CEO and Founder</i>	<i>Director and Founder</i>
	Devendra Deshmukh	Amol Pande
<b>Contact Details:</b>		
Website: www.e-zest.com 2 <sup>nd</sup> Floor, Anand Nilay Business Center, Near Karve Statue, Karve Road, Kothrud, Pune - 411029		

**Special Award Category**  
Most Innovative Company

#### Business Excellence Highlights

- e-Zest announced the acquisition of 'SmarterMe', a personal assistant for sales powered by a mobile platform that enables sales people across businesses to work smarter.
- e-Zest is an SEI-CMMI Level-3, ISO 27001:2013 and ISO 9001:2008 certified company.
- e-Zest is a technology partner for Microsoft and Amazon.

#### About the Company

e-Zest was founded in 1998 and is headquartered in Pune, India. It is an IT services company that specializes in digital transformation for enterprises and product development for Independent Software Vendors (ISV). Its expertise lies in modern technologies such as cloud computing, enterprise mobility, big data and enterprise collaboration.

#### Operations

e-Zest is in the business of developing software, consulting, developing, implementing and testing services in the area of cloud computing, enterprise mobility, advanced analytics and user experience. The company has implemented DevOps as standard practice, brought in other automation tools, code evaluation solutions and project management tools. Also, the company has invested in setting up training centers in order to provide employees with relevant technological education. They also conduct hackathons where employees get to challenge the problem along with the best minds from outside world. Some of their R&D initiatives include a Tabit product which helps in building mobile applications quickly for content heavy mobile apps and an ezeSocial solution which helps in tapping social signals from various social media channels of the brand and let the marketer identify relationships between different campaigns and social media response. In addition, they have extended offline SCORM solutions that help convert existing SCORM e-learning content to mobile devices which benefits educationalists by utilizing the existing content without having to invest in specialized mobile application development.





Dun &amp; Bradstreet D-U-N-S® No 86-219-1678

## Aksharchem (India) Limited

**Management Details:** *Chairperson & MD*

Paru M Jaykrishna

*Joint MD & CFO*

Munjal M Jaykrishna

**Special Award Category**

Best Global Business

**Contact Details:**
Website: [www.aksharchemindia.com](http://www.aksharchemindia.com)

166-169, Village Indrad, Kadi-Kalol Road, Mehsana - 382715, Gujarat

### Business Excellence Highlights

- Aksharchem has an extensive supply chain network, promotional activities and existing relations with leading chemical companies facilitating efficient distribution of products in the international market.
- The Chinese Government crackdown on pollution resulted in a spike in the costs of their domestic Dye Intermediates which benefited the company significantly.
- The company has been recognised as a 'Star Export House' by the Government of India.

### About the Company

AksharChem (India) Ltd (Aksharchem) was established in the year 1989 under the name of Audichem (India) Pvt Ltd. The company acquired its present name in the year 2003. Aksharchem is listed on BSE, NSE and Ahmedabad Stock Exchange. The company is engaged in the business of dyes and pigments manufacturing.

### Operations

Aksharchem is engaged in the manufacturing of Vinyl Sulphone (a dye intermediate used in reactive dyes) and Pigment Green (used in paint, plastics, printing ink and textiles). The portfolio of dyes, pigments and dye intermediates manufactured by Aksharchem includes Reactive Blue 21, Reactive Black 5, Ortho Anicidine Vinyl Sulphone, Sulpho Para Vinyl Sulphone, Vinyl Sulphone (Acetanilide Base), Pigment Green 7 and Violet 23. Aksharchem operates a manufacturing facility with an installed capacity of producing 650 MTPM of Vinyl Sulphone and 160 MTPM of Pigment Green. The company is present in over 20 countries with overseas operations accounting for 90% of the total revenue. The company exports its products to Europe, South East Asia, China and USA amongst others. In FY17, South Korea, Taiwan and US were the three major exporting countries accounted for approximately 85% of the total export revenue. The company plans to expand its manufacturing capacities by adding 2,280 TPA of CPC Green, 1,800 TPA CPC Blue, 1,200 TPA H-Acid and 10,000 TPA of precipitated silica capacity. The company is ISO 9001:2015 and ISO 14001:2004 certified.

Dun &amp; Bradstreet D-U-N-S® No 87-373-4097

## Cygni Energy Private Limited

**Management Details:** *CEO*

Venkat Rajaraman

**Special Award Category**

Emerging SME

**Contact Details:**
Website: [www.cygni.com](http://www.cygni.com)

Lansum House, 283, Rd Number 78, Jubilee Hills, Hyderabad - 500033, Telangana

### Business Excellence Highlights

- Introduced a DC powered Micro-grid while simultaneously publishing multiple research papers advocating the feasibility of its wide scale application.
- On October 23, 2017, CEPL announced Telangana's first Solar DC village.
- CEPL is ISO 9001:2008 certified.

### About the Company

Cygni Energy Pvt Ltd (CEPL) was incorporated in the year 2015. Cygni provides various Solar DC and microgrid solutions to their clients.

### Operations

CEPL is an energy product manufacturer that provides the following product solutions; Era Controller, Dash Controller, AC-DC Converters, Smart Solar Street Lights and 48V DC appliances. These appliances include an LED Light Bulb, Tube Light, DC powered 21"/24" TV, Mixer, Ceiling Fan, DC Desert Cooler, Integrated Cell Phone Charger/Socket and an HP Prodesk Computer. CEPL collaborates with IIT, Madras for the development and deployment of the 48V Inverterless DC technology. The Solar DC Inverterless System comprises of DC Solar Generation, DC Power Line and DC appliances & battery. The efficiency of the system eliminates conversion losses associated with traditional AC devices by 40-45 percent. CEPL also undertakes projects for village electrification. Some of these projects are Nalgonda - Telegana, Belagavadi - Karnataka, UDC Odisha, CSTR Lab - Chennai, GFRG Building at IIT - Madras, TEDA Building - Chennai, UDC - Kerala, Off-Grid Homes - Rajasthan, Nilgiris - Tamil Nadu, Suddhudka Thanda - Telangana, and Ayurveda Hospital and Govt. Girls High School - Ashok Nagar. Additionally, the following SBI branches have adopted the 'Inverterless Banks' technology by CEPL: SBI Dasna, SBI Bhikhanpur, SBI Pawla, SBI ADB Muradnagar and SBI main branch, Muradnagar.





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## FEATURED SMEs



Dun &amp; Bradstreet D-U-N-S® No 91-664-2457

## 20 Microns Limited

Sector	Category
Others	Mid-Corporate
<b>Management Details:</b>	
<i>Executive Chairman</i> Chandresh S Parikh	<i>CEO &amp; MD</i> Rajesh C Parikh

Website: [www.20microns.com](http://www.20microns.com)  
9/10, GIDC Industrial Estate, Waghodia - Dist. Vadodara- 391760, Gujarat

### About the Company

20 Microns Limited was incorporated in 1987 and is a producer of white minerals offering innovative products in the field of Functional Fillers, Extenders and Specialty chemicals.

Dun &amp; Bradstreet D-U-N-S® No 65-035-3456

## A. V. Global Corporation Private Limited

Sector	Category
Transport & Logistics	SME
<b>Management Details:</b>	
<i>Managing Director</i> Vijay Mehta	<i>Director</i> O.P. Arora

Website: [www.avglobal.in](http://www.avglobal.in)  
201, New Delhi House, Barakhamba Road, New Delhi - 110001, Delhi

### About the Company

A. V. Global Corporation Private Limited was incorporated in the year 2007. The company is a provider of customs clearance and logistic solutions on a PAN India basis.

Dun &amp; Bradstreet D-U-N-S® No 91-844-5623

## A.V. Thomas Leather & Allied Products Private Limited

Sector	Category
Others	Mid-Corporate
<b>Management Details:</b>	
<i>CEO</i> H.M.A. Hussain	

Website: [www.avtleather.com](http://www.avtleather.com)  
12, Race Course Road, Guindy, Chennai - 600032, Tamil Nadu

### About the Company

A.V. Thomas Leather & Allied Products Private Limited is a part of the AVT Group of companies established in 1925. They produce a wide range of products including Bags, Belts, Footwear and Wallets.

Dun &amp; Bradstreet D-U-N-S® No 65-083-6393

## Aarvi Encon Private Limited

Sector	Category
Professional & Business Services	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Director</i> Virendra D. Sanghavi	<i>Executive Director</i> Jaydev V. Sanghavi

Website: [www.aarviencon.com](http://www.aarviencon.com)  
B-1/603, Marathon Innova, G.K. Marg, Lower Parel (W), Mumbai - 400013

### About the Company

Aarvi Encon Private Limited was incorporated in the year 1987. The company is involved in technical manpower outsourcing, providing engineers and designers to companies.

Dun &amp; Bradstreet D-U-N-S® No 87-229-8253

## Aesthetic Living Merchants Private Limited

Sector	Category
Textiles	SME
<b>Management Details:</b>	
<i>MD</i> Nitin Jain	

Plot no. 36, Pace City-1, Sector - 37, Pincode, Gurgaon - 122001, Haryana

### About the Company

Aesthetic Living Merchants Pvt Ltd was incorporated in 2002. The company is engaged in manufacturing various home décor products. The company serves the home grown handicraft industry.





Dun &amp; Bradstreet D-U-N-S® No 87-373-4804

## Amplus Energy Solutions Private Limited

Sector	Category
Renewable Energy	Mid-Corporate
<b>Management Details:</b>	
<i>MD and CEO</i> Sanjeev Aggarwal	

Website: [www.amplussolar.com](http://www.amplussolar.com)  
6<sup>th</sup> Floor, The Palm Square, Sector - 66 Gurgaon Haryana

### About the Company

Amplus Energy Solutions Private Limited was incorporated in the year 2013. The company provides distributed solar and energy solutions to industrial and commercial customers in India.

Dun &amp; Bradstreet D-U-N-S® No 65-065-6643

## Arfin India Limited

Sector	Category
Others	Mid-Corporate
<b>Management Details:</b>	
<i>Chairman</i> Mahendra R. Shah	

Website: [www.arfin.co.in](http://www.arfin.co.in)  
B-302, Pelican House, Ashram Road, Ahmedabad - 380009, Gujarat

### About the Company

Arfin India Ltd commenced its operations in the year 1992. The company's product range includes Aluminum Ingots, Aluminum Cubes, Aluminum Shots, Aluminum Alloy Ingots, Aluminum Automobile Components etc.

Dun &amp; Bradstreet D-U-N-S® No 67-791-1099

## Arohan Financial Services Private Limited

Sector	Category
Others	Mid-Corporate
<b>Management Details:</b>	
<i>MD &amp; Board Member</i> Manoj Narayan Kumar Nambiar	

Website: [www.arohan.in](http://www.arohan.in)  
PTI Building, 4<sup>th</sup> Floor, DP-9, Sector V, Salt Lake, Kolkata - 700091, WB

### About the Company

Arohan Financial Services Private Limited (Arohan) was incorporated in the year 2006. Arohan is a financial inclusion company which offers low ticket size credit for income generation and various savings and safety net products to women.

Dun &amp; Bradstreet D-U-N-S® No 87-229-7688

## Asahi Songwon Colors Limited

Sector	Category
Chemicals & Pharmaceuticals	Mid-Corporate
<b>Management Details:</b>	
<i>Chairperson &amp; MD</i> Paru M. Jaykrishna	<i>Joint MD &amp; CFO</i> Gokul M. Jaykrishna

Website: [www.asahisongwon.com](http://www.asahisongwon.com)  
13, Aaryans Corporate Park, Shilaj-Thaltej Road, Thaltej, Ahmedabad - 380059

### About the Company

Asahi Songwon Colors Limited was incorporated in the year 1990 and is in the business of manufacturing pigments. At present, the company is dealing in Phthalocyanine Pigments namely; Pigment Blues.

Dun &amp; Bradstreet D-U-N-S® No 65-013-3176

## Avantel Limited

Sector	Category
Electrical & Electronic Goods	SME
<b>Management Details:</b>	
<i>Founder &amp; CEO</i> Dr. A Vidyasagar	

Website: [www.avantel.in](http://www.avantel.in)  
47/P, APIIC Industrial Park, Gambheeram (V), Visakhapatnam - 531163, AP

### About the Company

Avantel Limited was incorporated in the year 1990. They specialize in the production of RF/Microwave subsystems, Digital Radios and Satellite communication systems.







Dun &amp; Bradstreet D-U-N-S® No 86-219-2114

## Bal Pharma Limited

Sector	Category
Chemicals & Pharmaceuticals	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Director</i> Shailesh D Siroya	<i>Director</i> S.Prasanna

Website: www.balpharma.com

5<sup>th</sup> Floor, Lakshmi Narayana Complex, Palace Road, Bangalore - 52, Karnataka

### About the Company

Bal Pharma Limited was incorporated in the year 1987. The company specializes in Prescription Drugs, Generic & OTC Products, Intravenous Infusion and Bulk Actives.

Dun &amp; Bradstreet D-U-N-S® No 65-093-4743

## Bella Casa Fashion & Retail Limited

Sector	Category
Textiles	Mid-Corporate
<b>Management Details:</b>	
<i>Whole Time Director</i> Saurav Gupta	<i>Director - Operations</i> Gaurav Gupta

Website: www.bellacasa.in

E-102,103, EPIP, Sitapur Industrial Area, Jaipur - 302022, Rajasthan

### About the Company

Bella Casa Fashion & Retail Limited was incorporated in the year 1996. The company is in the business of manufacturing Bed Sheets, Quilts, Comforters, Apparels and Printed Fabrics.

Dun &amp; Bradstreet D-U-N-S® No 86-025-2163

## Beri Udyog Private Limited

Sector	Category
Engineering & Machinery	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Director</i> Ravi Beri	<i>Director</i> Vikram Beri

Website: www.fieldking.com

Plot no. 235,236,238,239, 240. Sec - 3, HSIIDC, Karnal - 132001, Haryana

### About the Company

Established in 1978, Beri Udyog Pvt. Ltd. (BUPL) is a manufacturer of Farm Equipment under the brand name FIELDKING. The company's range of products include Rotary Tillers, Disc Harrows, Disc Ridgers etc.

Dun &amp; Bradstreet D-U-N-S® No 86-003-8601

## Brigade Hospitality Services Limited

Sector	Category
Travel, Tourism & Hospitality	Mid-Corporate
<b>Management Details:</b>	
<i>Executive Director</i> Vineet Verma	<i>Director</i> Nirupa Shankar

Website: www.brigadehospitality.com

29, WTC, Dr. Rajkumar Road, Malleswaram (W), Bangalore - 560055, Karnataka

### About the Company

Brigade Hospitality Services Limited was incorporated in 2004. The company operates in Bengaluru and manages and owns 5 clubs, 2 convention centers and 4 Hotels.

Dun &amp; Bradstreet D-U-N-S® No 87-220-0091

## Capital Numbers Infotech Private Limited

Sector	Category
IT & IT Enabled Services	SME
<b>Management Details:</b>	
<i>Managing Director</i> Mukul Gupta	<i>Director</i> Vipul Gupta

Website: www.capitalnumbers.com

EN 66 3<sup>rd</sup> Floor, Weibel More, Saltlake Sector V, Kolkata- 91, West Bengal

### About the Company

Capital Numbers Infotech Private Limited was incorporated in 2012 and is a digital production and outsourcing company. They provide web, mobile and digital marketing solutions to start-ups and small businesses.





Dun &amp; Bradstreet D-U-N-S® No 86-217-7636

## Capricorn Food Products India Limited

Sector	Category
Food Processing & Agro Products	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Director</i> Rahoul Jain	<i>Director</i> Shuchi Jain

Website: [www.capricorngroup.com](http://www.capricorngroup.com)AH- 11, 2<sup>nd</sup> Street, Shanti Colony, Anna Nagar, Chennai - 600040, Tamil Nadu

### About the Company

Established in 1998, Capricorn Food Products India Limited, is an export oriented food processing company. They manufacture Tropical Fruit Pulp / Purees and Concentrates, IQF Fruits and Vegetables etc.

Dun &amp; Bradstreet D-U-N-S® No 87-406-8143

## Cloudstrats Technologies Private Limited

Sector	Category
IT & IT Enabled Services	SME
<b>Management Details:</b>	
<i>Director</i> Piyus Kanti	<i>Associate VP - Technology</i> Hari Balasubramanian

Website: [www.cloudstrats.com](http://www.cloudstrats.com)

AA-57, Kailash Complex, Vikhroli (W), Mumbai - 400079, Maharashtra

### About the Company

Cloudstrats Technologies Private Limited was incorporated in the year 2014. The company provides niche technology solutions in the space of IT Security, Infrastructure, Consulting & Outsourcing.

Dun &amp; Bradstreet D-U-N-S® No 87-178-1872

## CMI Limited

Sector	Category
Others	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Director</i> Amit Jain	<i>CFO</i> Rattan Lal Aggarwal

Website: [www.cmilimited.in](http://www.cmilimited.in)

501-503, New Delhi House, 27, Barakhamba Road, New Delhi - 110001, Delhi

### About the Company

CMI Limited was incorporated in the year 1967. The company's product line includes PVC Switch Board Cables, Control Cables, Screened Cables, FRLS Cables, Data Transmission Cables etc.

Dun &amp; Bradstreet D-U-N-S® No 67-734-4560

## ColorJet India Limited

Sector	Category
Engineering & Machinery	SME
<b>Management Details:</b>	
<i>MD</i> M. S. Dadu	

Website: [www.colorjetgroup.com](http://www.colorjetgroup.com)

B-195, Phase - 2, Noida - 201305, Uttar Pradesh

### About the Company

ColorJet India Limited was incorporated in the year 2004. The company manufactures Industrial InkJet Printers including Textile Printers, Signage Printers, Eco Solvent Printers and UV Printers.

Dun &amp; Bradstreet D-U-N-S® No 65-030-9107

## Colours India Inc.

Sector	Category
Chemicals & Pharmaceuticals	SME
<b>Management Details:</b>	
<i>Partner / President</i> Ravella Venkat Rao	<i>Partner</i> Ravella Annapurna Rao

Website: [www.coloursindia.com](http://www.coloursindia.com)

154, Sudama Industrial Estate, Narol, Ahmedabad - 382405, Gujarat

### About the Company

Colours India Inc was founded in 2001 and commenced export operations in 2005. The company manufactures colouration of cellulosic / cotton textiles.





Dun &amp; Bradstreet D-U-N-S® No 87-180-8512

## Danish Private Limited

Sector	Category
Electrical & Electronic Goods	SME
<b>Management Details:</b>	
<i>MD</i> Dinesh Talwar	<i>Executive Director</i> Shivam Talwar

Website: [www.danish.co.in](http://www.danish.co.in)

F-679-680, Sitapura Industrial Area, Jaipur - 302022, Rajasthan

### About the Company

Danish Private Limited was founded in the year 1985. Danish manufactures Oil and Dry Type Power and Distribution Transformers, Control and Relay Panels and offers Substation Automation Services.

Dun &amp; Bradstreet D-U-N-S® No 91-935-0897

## Eastman Cast And Forge Limited

Sector	Category
Engineering & Machinery	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Director</i> Jagdish Rai Singal	

Website: [www.eastmanhandtools.com](http://www.eastmanhandtools.com)

G.T. Road, Near Airport, Ludhiana - 141120, Punjab

### About the Company

Eastman Cast and Forge Limited was incorporated in the year 1986 and commenced its export operations in 1995. The company is involved in the manufacturing of hand tools and tractor parts.

Dun &amp; Bradstreet D-U-N-S® No 86-331-7730

## EFS Facilities Services (India) Private Limited

Sector	Category
Professional & Business Services	Mid-Corporate
<b>Management Details:</b>	
<i>Group CEO</i> Tariq M Chauhan	<i>COO- South Asia</i> Rohit Kapoor

Website: [www.efsme.com](http://www.efsme.com)

Uppal's Plaza Unit - 2A, M - 6 Jasola, New Delhi - 110025, Delhi

### About the Company

EFS Facilities Services (India) Private Limited was incorporated in the year 2008. The company provides services for facilities management.

Dun &amp; Bradstreet D-U-N-S® No 91-521-0251

## Embee Software Private Limited

Sector	Category
IT & IT Enabled Services	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Director</i> Sudhir Kothari	

Website: [www.embee.co.in](http://www.embee.co.in)8, AJC Bose Road, Circular Court, 2<sup>nd</sup> Floor, Kolkata - 700017, West Bengal

### About the Company

Embee Software Private Limited was incorporated in 1992. The company provides licensing and software solutions in addition to developing custom-fit solutions for its clients.

Dun &amp; Bradstreet D-U-N-S® No 67-793-3548

## Emmbi Industries Limited

Sector	Category
Textiles	Mid-Corporate
<b>Management Details:</b>	
<i>Director &amp; CFO</i> Rinku M Appalwar	

Website: [www.wovensackindia.com](http://www.wovensackindia.com)

Valecha Chambers, 3Rd Floor, New Link Road, Andheri (W), Mumbai - 400053

### About the Company

Emmbi Industries Limited was incorporated in 1994 and is a manufacturer of woven polyethylene and polypropylene products. Their product categories are: Specialty Fibres, Standard Fibres and Containers Liners.





Dun &amp; Bradstreet D-U-N-S® No 86-225-7487

## Encardio-Rite Electronic Private Limited

Sector	Category
Electrical & Electronic Goods	SME
<b>Management Details:</b>	
<i>Executive Director</i> Amit Gujral	<i>Managing Director</i> Amod Gujral

Website: [www.encardio.com](http://www.encardio.com)

A-7, Industrial Estate, Talkatora Road, Lucknow - 226011, Uttar Pradesh

### About the Company

Encardio-Rite Electronic Private Limited was incorporated in the year 1966. The company is in the business of providing geotechnical, structural, environmental monitoring and geodetic surveying turnkey solutions.

Dun &amp; Bradstreet D-U-N-S® No 86-025-5227

## Ess Kay Fincorp Limited

Sector	Category
Others	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Director</i> Rajendra Kumar Setia	

Website: [www.skfin.in](http://www.skfin.in)

G 1 &amp; 2, Adarsh Plaza, Khasa Kothi, Jaipur, Rajasthan

### About the Company

Ess Kay Fincorp Limited was incorporated in the year 1994. The company provides the following products: Vehicular Finance, Tractor Finance and SME Finance.

Dun &amp; Bradstreet D-U-N-S® No 92-040-4832

## eTrans Solutions Private Limited

Sector	Category
IT & IT Enabled Services	SME
<b>Management Details:</b>	
<i>Founder &amp; Chairman</i> Soumya Kanti Acharya	

Website: [www.etranssolutions.com](http://www.etranssolutions.com)

FD 404 Sector III Salt Lake, Kolkata - 700106, West Bengal

### About the Company

eTrans Solutions Private Limited has been in the business of providing Vehicle Tracking Solutions to major corporate Shippers and Transporters since 2000. They provide IOT and Freight Marketplace Solutions.

Dun &amp; Bradstreet D-U-N-S® No 91-843-3058

## Eurokids International Private Limited

Sector	Category
Education & Health Services	Mid-Corporate
<b>Management Details:</b>	
<i>Co-founder &amp; CEO</i> Prajodh Rajan	

Website: [www.eurokidsindia.com](http://www.eurokidsindia.com)

Dani Corporate Park, Kalina, Santacruz (E), Mumbai - 400098, Maharashtra

### About the Company

Eurokids International Private Limited was incorporated in the year 2001. They provide early childcare education through its network of over 900 pre-schools across India, Nepal & Bangladesh.

Dun &amp; Bradstreet D-U-N-S® No 67-554-1965

## Fabtech Technologies International Limited

Sector	Category
Engineering & Machinery	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Director</i> Aasif Ahsan Khan	<i>Whole Time Director</i> Hemant M Anavkar

Website: [www.fabtechnologies.com](http://www.fabtechnologies.com)

615, Janki Centre, Off Veera Desai Road, Andheri (W), Mumbai - 400053

### About the Company

Fabtech Technologies International Limited was incorporated in the year 1995. They manufacture Internal Infrastructure, Process Equipment, Clean Utilities and Process Piping, Containment Solutions etc.







Dun &amp; Bradstreet D-U-N-S® No 65-005-3044

## Funskool India Limited

Sector	Category
Plastic & Plastic Products	Mid-Corporate
<b>Management Details:</b> <i>Chief Executive Officer</i> K. John Baby	

Website: www.funskoolindia.com

Tarapore Tower, 6<sup>th</sup> Floor, 826 Anna Salai, Chennai - 600002, Tamil Nadu

### About the Company

Funskool is a toy manufacturing company promoted by the MRF group. Having commenced its commercial operations in the year 1988, the company has manufacturing facilities in Goa and Ranipet.

Dun &amp; Bradstreet D-U-N-S® No 91-533-9019

## Futuresoft India Private Limited

Sector	Category
IT & IT Enabled Services	SME
<b>Management Details:</b> <i>Director</i> Mandeep Singh Puri	
<i>Director</i> Sunil Gujral	

Website: www.futuresoft.in

253 Okhla Industrial Estate Phase Iii, New Delhi - 110020, Delhi

### About the Company

Futuresoft India Private Limited was incorporated in 1988 and commenced operations in 1992. Their services provided include developing Enterprise Applications and Portal/Web and Mobile Applications.

Dun &amp; Bradstreet D-U-N-S® No 91-844-7921

## Genetix Biotech Asia Private Limited

Sector	Category
Chemicals & Pharmaceuticals	SME
<b>Management Details:</b> <i>CTO/ COO</i> Raminder Prakash	
<i>CEO</i> Arun Prakash	

Website: www.genetixbiotech.com

71/1, Shivaji Marg, Najafgarh Road, New Delhi - 110015, Delhi

### About the Company

Genetix Biotech Asia Private Limited is a Private incorporated in the year 2001. They are suppliers and manufacturers of kits, reagents, laboratory plasticware and filterware.

Dun &amp; Bradstreet D-U-N-S® No 72-589-4609

## HD Fire Protect Private Limited

Sector	Category
Engineering & Machinery	Mid-Corporate
<b>Management Details:</b> <i>Director</i> Miheer Ghotikar	
<i>Director</i> Narendra V. Dharamshi	

Website: www.hdfire.com

K-98, MIDC, Ajanta Road, Jalgaon - 425003, Maharashtra

### About the Company

HD Fire Protect Private Limited was incorporated in 1990. They manufacture water and foam based Fire-Fighting products mainly consisting of various Valves, Nozzles, Monitors and Foam Equipment.

Dun &amp; Bradstreet D-U-N-S® No 65-044-0274

## Holostik India Limited

Sector	Category
IT & IT Enabled Services	Mid-Corporate
<b>Management Details:</b> <i>Chairman &amp; MD</i> Umendra Kumar Gupta	

Website: www.holostik.com

C-117, Sector - 2, Noida - 201301, Uttar Pradesh

### About the Company

Holostik India Limited was incorporated in 1991. They are in the business of providing anti-counterfeiting products and solutions.





Dun &amp; Bradstreet D-U-N-S® No 87-172-4708

## Ideal Lighting Systems Private Limited

Sector	Category
Electrical & Electronic Goods	SME
<b>Management Details:</b>	
<i>Director</i> Yogesh Patel	<i>Techno Commercial Head</i> Manish Tripathi

Website: [www.ilsgroup.in](http://www.ilsgroup.in)

Plot no. 209/9, GEB Office Road, GIDC, Ankleshwar, Bharuch - 393002, Gujarat

### About the Company

Ideal Lighting Systems Private Limited was incorporated in the year 2012 and is involved in the manufacturing of high quality LED light fixtures for thermal management.

Dun &amp; Bradstreet D-U-N-S® No 87-371-4884

## INFINX Services Private Limited

Sector	Category
IT & IT Enabled Services	Mid-Corporate
<b>Management Details:</b>	
<i>CEO</i> Hiren Kulkarni	<i>Director</i> Sandeep Tandon

Website: [www.infinxinc.com](http://www.infinxinc.com)

Unit no. 5, SDF - 1, SEEPZ - SEZ, Andheri (East), Mumbai - 400096, Maharashtra

### About the Company

INFINX Services Private Limited was incorporated in the year 1996. They provide revenue cycle management (RCM) solutions, such as Infrastructure Verification and Pre-Authorization Solutions, for healthcare practices.

Dun &amp; Bradstreet D-U-N-S® No 86-223-9399

## Intense Technologies Limited

Sector	Category
IT & IT Enabled Services	Mid-Corporate
<b>Management Details:</b>	
<i>Founder and MD</i> C.K. Shastri	<i>Director</i> Jayant Dwarkanath

Website: [www.in10stech.com](http://www.in10stech.com)

A1, Vikrampuri, Secunderabad - 500009, Telangana

### About the Company

Intense Technologies Limited was incorporated in the year 1990. The company produces software products that are designed for data analytics. They use a cloud based platform for their operations.

Dun &amp; Bradstreet D-U-N-S® No 86-031-8213

## International Maritime Institute

Sector	Category
Education & Health Services	SME
<b>Management Details:</b>	
<i>Director</i> Kapil Bhalla	<i>Director</i> Ashok Kumar Kohli

Website: [www.imi.edu.in](http://www.imi.edu.in)

Plot No. 2D, Knowledge park - III, Noida - 201310, Uttar Pradesh

### About the Company

International Maritime Institute (IMI) was incorporated in 2003. IMI is a training school for seagoing cadets. The institute has a "Ship in campus" which conducts ship and deck training in the same institute.

Dun &amp; Bradstreet D-U-N-S® No 87-229-7723

## Ishan Netsol Private Limited

Sector	Category
IT & IT Enabled Services	Mid-Corporate
<b>Management Details:</b>	
<i>Director</i> Pinkesh Kotecha	<i>Director</i> Purvi Kotecha

Website: [www.ishanitech.biz](http://www.ishanitech.biz)Nakshatra IV, 2<sup>nd</sup> Floor, Dr. Radhakrishnan Road, Rajkot - 360001, Gujarat

### About the Company

Ishan Netsol Private Limited was incorporated in 2007 and is a category 'A' Internet Services Provider. They deliver simple and secure internet solutions to their clients.





Dun &amp; Bradstreet D-U-N-S® No 87-143-3378

## J. K. Infra-Utilities Private Limited

Sector	Category
Professional & Business Services	SME
<b>Management Details:</b>	
<i>Managing Director</i> Gulabrao V Jadhav	<i>Director</i> Nitin C Sanap

Website: www.jkinfra.in

221, Swastik Disa Corporate Park, L.B.S. Road, Ghatkopar (W), Mumbai - 400086

### About the Company

J. K. Infra-Utilities Private Limited was incorporated in the year 2001. They offer Professional Contracting Services such as Design, Supply, Installation, Testing & Commissioning of Public Health Engineering & Fire Security Management.

Dun &amp; Bradstreet D-U-N-S® No 65-010-3385

## Kanpur Plasticpack Limited

Sector	Category
Plastic & Plastic Products	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Director</i> Manoj Agarwal	<i>DY. Managing Director</i> Shashank Agarwal

Website: www.kanplas.com

D-19-20 Panki Industrial Area, PO: Udyod Nagar, Kanpur - 208022, UP

### About the Company

Kanpur Plasticpack Limited was incorporated in the year 1971. They produce Flexible Intermediate Bulk Containers, PP/HDPE Woven Bags, Woven Fabrics, Sulzer Fabrics and Multi-Filament Yarn.

Dun &amp; Bradstreet D-U-N-S® No 65-020-7749

## K-Lite Industries

Sector	Category
Electrical & Electronic Goods	SME
<b>Management Details:</b>	
<i>CEO</i> Dilip Kumbhat	<i>Director- Business Development</i> Sharmila Kumbhat

Website: www.klite.in

D-10, Ambattur Industrial Estate, Chennai - 600058, Tamil Nadu

### About the Company

K-Lite Industries was incorporated in 1977. They manufacture several types of Indoor & Outdoor Lighting fixtures, LED Lights and Poles.

Dun &amp; Bradstreet D-U-N-S® No 91-856-8023

## Konnet Solutions Private Limited

Sector	Category
IT & IT Enabled Services	SME
<b>Management Details:</b>	
<i>Managing Director</i> Balkrishna Kondalkar	<i>Director</i> Ashwini Kondalkar

Website: www.konnet.co.in

2<sup>nd</sup> Floor, Krishna Chambers, Pashan Sus Road, Pune - 411021, Maharashtra

### About the Company

Konnet Solutions Private Limited was incorporated in the year 2000. Konnet Solutions is a systems-integration and IT Infrastructure company.

Dun &amp; Bradstreet D-U-N-S® No 65-008-1271

## Koso India Private Limited

Sector	Category
Engineering & Machinery	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Director</i> Gaurav Gupta	<i>Director</i> Yuichi Ikegaya

Website: www.koso.co.in

H-33&amp;34, MIDC, Ambad, Nashik - 422010, Maharashtra

### About the Company

Koso India Private Limited was incorporated in the year 2004. The company specializes in manufacturing and supplying various types of control and choke valves.





Dun &amp; Bradstreet D-U-N-S® No 87-170-9813

## Logicash Solutions Private Limited

Sector	Category
Others	Mid-Corporate
<b>Management Details:</b>	
<i>CEO</i> Vipin Jain	<i>Director</i> Karanraj P Sahi

Website: [www.logicash.co.in](http://www.logicash.co.in)  
Sharda Terraces, 6<sup>th</sup> Floor, Sector 11, CBD Belapur, Navi Mumbai - 400614

### About the Company

Logicash Solutions Private Limited was incorporated in 2011. They provide Cash Management Services, Bulk Cash Management Services, Cash Pickup Solutions, ATM Replenishment, Bullion Management and Cashiering Services.

Dun &amp; Bradstreet D-U-N-S® No 65-005-3726

## Matrix Comsec Private Limited

Sector	Category
Electrical & Electronic Goods	Mid-Corporate
<b>Management Details:</b>	
<i>CEO</i> Ganesh Jivani	<i>Director</i> Dhirendra Savla

Website: [www.matrixcomsec.com](http://www.matrixcomsec.com)  
394 GIDC, Makarpura Vadodara, Gujarat

### About the Company

Matrix Comsec Pvt Ltd (Matrix) was incorporated in 1991. Matrix has launched products like IP-PBX, Universal Gateways, VoIP Gateways and Terminals, GSM Gateways, Access Control and Time-Attendance Systems etc.

Dun &amp; Bradstreet D-U-N-S® No 85-954-9361

## Megaa Moda Private Limited

Sector	Category
Food Processing & Agro Products	SME
<b>Management Details:</b>	
<i>Director</i> Yogesh Gupta	<i>Director</i> Shankar Ramalingam

Website: [www.megaa.in](http://www.megaa.in)  
9<sup>th</sup> Floor, Room A-10 CIC Building, 33 A Chowringee Road, Kolkata - 700070, WB

### About the Company

Megaa Moda Private Limited was incorporated in the year 2009. They are in the business of processing Seafood Exports.

Dun &amp; Bradstreet D-U-N-S® No 91-852-4463

## Mitsu Chem Plast Limited

Sector	Category
Plastic & Plastic Products	SME
<b>Management Details:</b>	
<i>JT. Managing Director</i> Manish M. Dedhia	<i>JT. Managing Director</i> Sanjay M. Dedhia

Website: [www.mitsuchem.com](http://www.mitsuchem.com)  
329, Gala Complex, Din Dayal Upadhyay Marg, Mulund (W), Mumbai - 400080

### About the Company

Mitsu Chem Plast Ltd was incorporated in the year 1990. They are manufacturers of Plastic Blow Molded and Injection Molded products.

Dun &amp; Bradstreet D-U-N-S® No 86-380-1375

## Mjunction services limited

Sector	Category
Digital and Fintech Solutions	Mid-Corporate
<b>Management Details:</b>	
<i>CEO</i> Vinaya Varma	

Website: [www.mjunction.in](http://www.mjunction.in)  
Godrej Waterside, Plot No. 5, V. Salt Lake City, Kolkata - 700091, West Bengal

### About the Company

Mjunction Services Limited was incorporated in 2001. They provide platforms for trading and technology based services such as electronic procurement services and transactional services.







Dun &amp; Bradstreet D-U-N-S® No 91-843-1495

## Neptunus Power Plant Services Private Limited

Sector	Category
Engineering & Machinery	SME
<b>Management Details:</b>	
<i>Managing Director</i> Uday Purohit	<i>Director</i> Akshay Purohit

Website: [www.neptunus-power.com](http://www.neptunus-power.com)

A-554/555, TTC Industrial Area, MIDC, Mahape, Navi Mumbai - 400710

### About the Company

Neptunus Power Plant Services Private Limited was incorporated in 1996. It is an engineering services and solutions provider in the industrial, offshore and marine sectors, and is an exporter of recycled non-ferrous copper alloys.

Dun &amp; Bradstreet D-U-N-S® No 91-906-5206

## Olive Bar and Kitchen Private Limited

Sector	Category
Travel, Tourism & Hospitality	Mid-Corporate
<b>Management Details:</b>	
<i>Promoter</i> Aditya N. Singh	<i>Promoter</i> Viraj Churi

Website: [www.olivebarandkitchen.com](http://www.olivebarandkitchen.com)2<sup>nd</sup> Floor, Karmyog Building, Parsi Panchayat Road, Andheri (E), Mumbai - 400069

### About the Company

Olive Bar and Kitchen Private Limited was incorporated in 2000. The company owns restaurants under the following brands: Olive Bar & Kitchen, Olive Beach, Soda Bottle Opener Wala, Olive Bistro and many more.

Dun &amp; Bradstreet D-U-N-S® No 65-050-7556

## Optimus Drugs Private Limited

Sector	Category
Chemicals & Pharmaceuticals	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Director</i> Dr. D. Srinivasa Reddy	

Website: [www.optimuspharma.com](http://www.optimuspharma.com)

No. 1-2-11/1, Street No. 2, Kakatiya Nagar, Habsiguda, Hyderabad - 500007

### About the Company

Optimus Drugs Private Limited was incorporated in the year 2006. The company manufactures bulk drugs and advanced intermediates.

Dun &amp; Bradstreet D-U-N-S® No 91-853-2433

## Pinnacle Industries Limited

Sector	Category
Engineering & Machinery	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Director</i> Sudhir Mehta	<i>Whole Time Director</i> Sunanda Mehta

Website: [www.pinnacleindustries.com](http://www.pinnacleindustries.com)

26, Yashwant Ghatge Nagar Co. Op HSG Society, Range Hills Road, Pune - 411007

### About the Company

Pinnacle Industries Limited was incorporated in the year 1996 and commenced its export operations in 2000. The company is involved in producing commercial vehicle bus seating components and automotive interiors.

Dun &amp; Bradstreet D-U-N-S® No 91-607-7100

## Plansee India High Performance Materials Private Limited

Sector	Category
Engineering & Machinery	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Director</i> A.M. Ramdasi	

Website: [www.plansee.com](http://www.plansee.com)

Plot no. 311, Hebbal Industrial Area Metagalli Post Mysore - 570016, Karnataka

### About the Company

Plansee India High Performance Materials Private Limited was incorporated in 1991 and commenced its export operations in 1995. They produce fine tungsten wires and fine molybdenum wires.





Dun &amp; Bradstreet D-U-N-S® No 65-054-7276

## Ramesh Flowers Private Limited

Sector	Category
Others	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Director</i> Mahendra Raj Singhwi	<i>Director</i> Manju Singhwi

Website: www.rameshflowers.com

A-62(A), SIPCOT Industrial Complex, P.O., Tuticorin- 628002, Tamil Nadu

### About the Company

Ramesh Flowers Private Limited was incorporated in 1982 and commenced its export operations in 1994. The company manufactures a range of home fragrance and home décor products using agro waste.

Dun &amp; Bradstreet D-U-N-S® No 65-006-4595

## Roto Pumps Limited

Sector	Category
Engineering & Machinery	Mid-Corporate
<b>Management Details:</b>	
<i>Chairman &amp; MD</i> Harish Chandra Gupta	<i>DY. Managing Director</i> Anurag Gupta

Website: www.rotopumps.com

Roto House, Noida Special Economic Zone, Noida - 201305, Uttar Pradesh

### About the Company

Roto Pumps Limited was incorporated in the year 1968 and commenced export operations in 1989. They are in the business of manufacturing screw pumps, spares of pumps and retrofit spares.

Dun &amp; Bradstreet D-U-N-S® No 86-334-9360

## Saraplast Private Limited

Sector	Category
Professional & Business Services	Mid-Corporate
<b>Management Details:</b>	
<i>CEO &amp; Founder</i> Rajeev Kher	<i>Director</i> Ulka Sadalkar

Website: www.3sindia.com

203 Rujuta Residency, Nachiket Park, Baner, Pune - 411045, Maharashtra

### About the Company

Saraplast Private Limited was incorporated in 2006 and provides innovative models for sanitation. It is engaged in manufacturing quality temporary restrooms and providing cleaning services, among others.

Dun &amp; Bradstreet D-U-N-S® No 86-944-9069

## SARJAK Container Lines Private Limited

Sector	Category
Transport & Logistics	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Director</i> Ashish Sheth	<i>President-Finance &amp; Pricing</i> Supal Shah

Website: www.sarjak.com

9<sup>th</sup> Floor, DLH Plaza, S V Road, Andheri (W), Mumbai - 400058, Maharashtra

### About the Company

SARJAK Container Lines Private Limited was incorporated in the year 2003. SARJAK offers a full spectrum of performance intensive services at ports and business hubs pan India and across international waters.

Dun &amp; Bradstreet D-U-N-S® No 91-535-8832

## Sarla Performance Fibers Limited

Sector	Category
Textiles	Mid-Corporate
<b>Management Details:</b>	
<i>Chairman &amp; Whole-time Director</i> Madhusudan Jhunjhunwala	<i>Managing Director</i> Krishnakumar M. Jhunjhunwala

Website: www.sarlafibers.com

304, Arcadia, 195, Nariman Point, Mumbai - 400021, Maharashtra

### About the Company

Sarla Performance Fibers Limited was incorporated in the year 1995. They manufacture Polyester Yarns, Bulkion, Nylon Stretch Yarns, Textured Sewing Threads, Covered Yarns and High Tenacity Yarns.





Dun &amp; Bradstreet D-U-N-S® No 67-767-1272

## SB Packagings Private Limited

Sector	Category
Plastic & Plastic Products	Mid-Corporate
<b>Management Details:</b>	
<i>Promoter, MD &amp; CEO</i> Amit Banga	<i>Director</i> Sudhansu Goswami

www.sbpackagings.com

3<sup>rd</sup> Floor, Vardhman Plaza Corner, Inder Enclave, Paschim Vihar, New Delhi - 110087

### About the Company

SB Packagings Private Limited was incorporated in 1989. The company manufactures specialized packaging material for the hygiene and food industries, especially for Diapers and Sanitary Napkins.

Dun &amp; Bradstreet D-U-N-S® No 87-179-1960

## SLN Technologies Private Limited

Sector	Category
Engineering & Machinery	SME
<b>Management Details:</b>	
<i>Managing Director</i> D R Subramanyam	<i>Managing Director</i> M Anil Kumar

Website: www.slntech.com

Horizon, 3<sup>rd</sup> Floor, No.1, Pai Layout, Old Madras Road, Bengaluru - 560016

### About the Company

SLN Technologies Private Limited was incorporated in 1995 and is in the business of electronic system design and manufacturing. Their products are utilized in the Aerospace, Defense and Nuclear industries.

Dun &amp; Bradstreet D-U-N-S® No 91-851-9232

## Stork Rubber Products Private Limited

Sector	Category
Others	SME
<b>Management Details:</b>	
<i>Director</i> Jagdeep Singh Rangar	<i>Director</i> Mandeep Rangar

Website: www.storkrubber.com

Stork Building, 38<sup>th</sup> K.M., NH-8, Behrampur Road, Gurgaon - 122001, Haryana

### About the Company

Stork Rubber Products Private Limited was incorporated in the year 1995. The manufacture rubber and rubber to metal bonded automotive parts such as Rubber Components, Control Cables, Stabilizer Arms and Exhaust Parts.

Dun &amp; Bradstreet D-U-N-S® No 87-233-5700

## Swiss Garnier Genexiaa Sciences

Sector	Category
Chemicals & Pharmaceuticals	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Partner</i> M.S. Theivendran	<i>Partner</i> T. Rethinavalli

Website: www.swissgarnier.com

No :25, Kamar Street, Alandur, Chennai – 600 016, Tamil Nadu

### About the Company

Swiss Garnier Genexiaa Sciences was established in the year 2010 as a contract manufacturing organization. The company is engaged primarily in the manufacturing of Healthcare Products.

Dun &amp; Bradstreet D-U-N-S® No 65-063-7721

## Telexcell Information Systems Limited

Sector	Category
IT & IT Enabled Services	Mid-Corporate
<b>Management Details:</b>	
<i>MD</i> Jawahar Lal Mahender Kumar Lalwani	<i>Director</i> Tarun Lalwani

Website: www.telexcell.com

33, Yusuf Sarai, Green Park Extension, New Delhi - 110016, Delhi

### About the Company

Telexcell Information Systems Limited was founded in the year 1993. It is an End-to-End Networks & Communication Management Solution Provider and implements and manages complete network infrastructure.





Dun &amp; Bradstreet D-U-N-S® No 65-013-9819

## Thermopads Private Limited

Sector	Category
Electrical & Electronic Goods	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Director</i> Nand Kishor Gurka	<i>Technical Director</i> Uma Gurka

Website: [www.thermopads.com](http://www.thermopads.com)

Plot.No.28, Nagarjuna Hills, Punjagutta, Hyderabad - 500082, Andhra Pradesh

### About the Company

Thermopads Private Limited was incorporated in 1979 and commenced its export operations in 1995. The company manufactures heating systems. Currently, the company exports 97% of its products.

Dun &amp; Bradstreet D-U-N-S® No 87-682-6985

## Vanguard Diagnostics Private Limited

Sector	Category
Others	SME
<b>Management Details:</b>	
<i>CEO</i> Veena Kohli	

Website: [www.vanguarddiagnostics.com](http://www.vanguarddiagnostics.com)

C – 123, Phase I, Okhla Industrial Area, New Delhi - 110020, Delhi

### About the Company

Vanguard Diagnostics Private Limited was incorporated in 2015. The company is engaged in the manufacturing and marketing of in-vitro reagents for the diagnostics market.

Dun &amp; Bradstreet D-U-N-S® No 85-955-9091

## Vestian Global Workplace Private Limited

Sector	Category
Professional & Business Services	Mid-Corporate
<b>Management Details:</b>	
<i>CEO-Asia Pacific</i> Shrinivas Rao	

Website: [www.vestianglobal.com](http://www.vestianglobal.com)1<sup>st</sup> Floor, West Wing, Du Parc Trinity, # 17 MG Road, Bangalore - 560001

### About the Company

Vestian Global Workplace Private Limited was incorporated in 2010. Vestian is a contemporary workplace solutions firm that specializes in providing occupier-focused solutions to corporate end-users across emerging markets.

Dun &amp; Bradstreet D-U-N-S® No 87-157-6605

## VSPL Energy Private Limited

Sector	Category
Others	SME
<b>Management Details:</b>	
<i>CEO</i> Vishal Anand	<i>Managing Director</i> Bimal Dayal

Website: [www.vsplenergy.com](http://www.vsplenergy.com)

202 &amp; 203, Emarat Firdaus, Exhibition Road, Patna - 800001 (Bihar)

### About the Company

VSPL Energy Private Limited (VSPL) was incorporated in 1993. VSPL is a Turnkey Power Infrastructure Development Company engaged in the design, supply and erection of extra high voltage transmission lines & grid sub stations.

Dun &amp; Bradstreet D-U-N-S® No 67-618-0878

## West Coast Frozen Foods Private Limited

Sector	Category
Food Processing & Agro Products	Mid-Corporate
<b>Management Details:</b>	
<i>Chairman</i> Kamlesh Gupta	

Website: [www.westcoast.in](http://www.westcoast.in)

1401-D, Lotus Corporate Park, Gram Path, Goregaon (E), Mumbai - 400063

### About the Company

West Coast Frozen Foods Pvt. Ltd. was incorporated in the year 1995. West Coast is in the business of shrimp hatcheries, shrimp & fish farms, processing and freezing.







Dun &amp; Bradstreet D-U-N-S® No 65-066-2893

## Western India Cashew Company Private Limited

Sector	Category
Food Processing & Agro Products	Mid-Corporate
<b>Management Details:</b>	
<i>Promoter and Director</i> Hari Krishnan R Nair	<i>Director</i> Vinod Kumar

Website: [www.wenders.com](http://www.wenders.com)  
Post Box: 75, Beach Road, Kollam - 691001, Kerala

### About the Company

Western India Cashew Company Private Limited was incorporated in the year 1960 and is in the business of processing Cashew, Almond and Apricot Nuts and nut based value added products.

Dun &amp; Bradstreet D-U-N-S® No 91-849-6972

## Wilhelm Textiles India Private Limited

Sector	Category
Textiles	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Director</i> Erik Oliver Illig	<i>CEO</i> Alok Gupta

Website: [www.wilhelmindia.co.in](http://www.wilhelmindia.co.in)  
38<sup>th</sup> KM Stone, Village Khandsa, Behrampur Road, Gurgaon, Haryana

### About the Company

Wilhelm Textiles India Private Limited was incorporated in the year 1994. The company manufactures technical textiles, primarily for the footwear industry.

Dun &amp; Bradstreet D-U-N-S® No 87-229-8268

## Willowood Crop Sciences (P) Limited

Sector	Category
Chemicals & Pharmaceuticals	Mid-Corporate
<b>Management Details:</b>	
<i>Managing Director</i> Parikshit Mundhra	<i>Director</i> Hitesh Bagri

The Lounge, 23 Chetla Central Road. 4<sup>th</sup> Floor, Kolkata - 700027, West Bengal

### About the Company

Willowood Crop Sciences Private Limited was incorporated in August 2011. They manufacture a wide range of pesticides, insecticides, fungicides and growth promoters/regulators.



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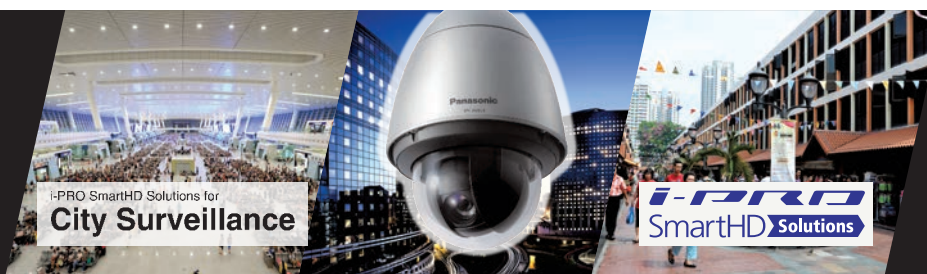




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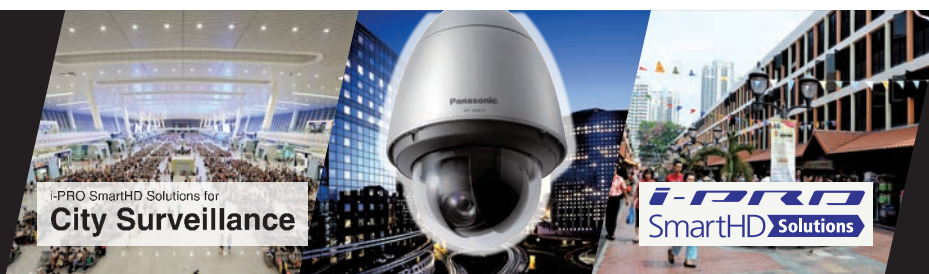
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