

Technology Fast50 India 2009  
Winners report



# Overview

Welcome to the fifth Deloitte Technology Fast 50 India 2009 program conducted by Deloitte Touche Tohmatsu India Private Limited. The program was initiated in 2005 by Deloitte in line with the regional programs in other parts of the globe – Deloitte Technology Fast 500, which is well established in North America, Europe, Middle East and Africa (EMEA) and Asia, that recognizes the world's fastest growing and dynamic technology companies.

The Technology Fast 50 programs are also independently conducted by Deloitte in other Asia Pacific countries like Australia, China, Japan, Korea, Indonesia and New Zealand. All eligible nominations for the Technology Fast 50 programs automatically qualify for participation in the Deloitte Technology Fast 500 Asia Pacific program which recognizes 500 fastest growing technology companies in the Asia Pacific region. Participating companies encompass all technology industry segments including Software, Telecommunications / Networking, Computers / Peripherals, Internet, Semiconductor, Biotechnology / green technology, media and entertainment.

We are indeed grateful to the many technology companies across India who have participated in the

Deloitte Technology Fast 50 India 2009 program. We also express our sincere gratitude to companies that have participated in the program ever since its inception in 2005. The optimistic approach of these participant companies clearly demonstrates that sustaining rapid revenue growth over medium to long-term, though a major challenge, if achieved, creates enormous value for shareholders, employees and the local national economy. It is surely this attitude of the companies that has enabled them to achieve remarkable levels of revenue growth despite challenging industry conditions prevalent in the TMT (Technology, Media and Telecommunications) sector.

Congratulations to the Top 3 Indian winning companies that had a combined average growth rate of 1944 percent in the last one year. The last one year or so has been a difficult period for businesses across the globe. Even as market confidence was ebbing, the companies that feature on the list of Deloitte Tech Fast 50 showed clear signs of resilience and growth to create a niche for themselves. The companies showed great resolve to register exemplary performance at the time of economic downturn. We applaud the vision, commitment and competence evident in all of the winning companies of the Technology Fast 50 India 2009 program.

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# Results

The Deloitte Technology Fast 50 India 2009 Program conducted by Deloitte, Asia Pacific, now in its fifth year, ranks the fastest growing technology companies in India based on their percentage revenue growth over the last three financial years.

Despite competitive conditions all round for industry players across India, the 50 companies on our list have managed to achieve an average revenue growth rate of 372 percent over the last three years.

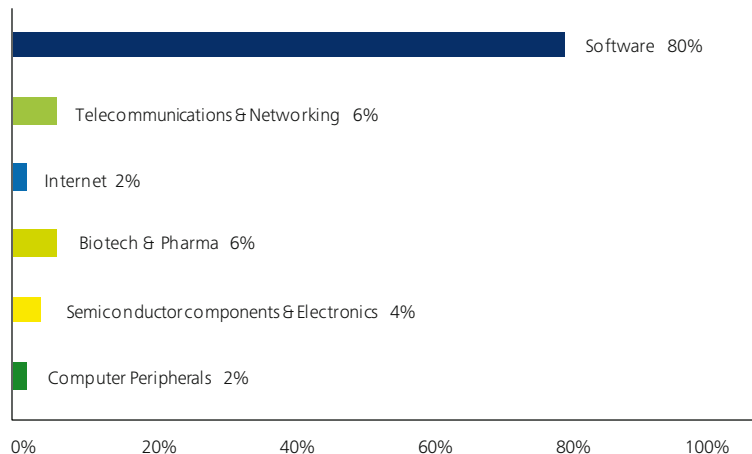
## Top 3 Winners

The overall winner is Tanla Solutions Limited, with a spectacular 2997 percent growth over last three financial years. The company is a provider of integrated solutions and products for Telcos in the Wireless Telecom domain and is also making its presence felt in providing solutions for Value Added Services. It has an employee base of about 500 globally and was also among the Top 10 companies of Deloitte Fast 50 in 2008.

In the second place, with revenue growth of 1847 percent is Enzen Global Solutions Private Limited, is a new winner of Deloitte Fast 50, primarily engaged in the business of consulting and IT services & solutions with focus on Energy & Utilities sectors. This company that has made a debut in Deloitte Tech Fast 50 awards this year, offers full range of consulting, strategy formulation and design, development and implementation services, process optimization with value addition, focused on enhancing productivity at optimized cost.

In the third place is Latentview Analytics Private Ltd, another new winner of Deloitte Fast 50 with an impressive growth rate of 987%. This company is primarily engaged in the business of analytics, offering analytics consulting, analytics modeling & decision management services for Consumer Lending & Financial services, Consumer goods, Insurance and Contact centers.

## Industry Segments

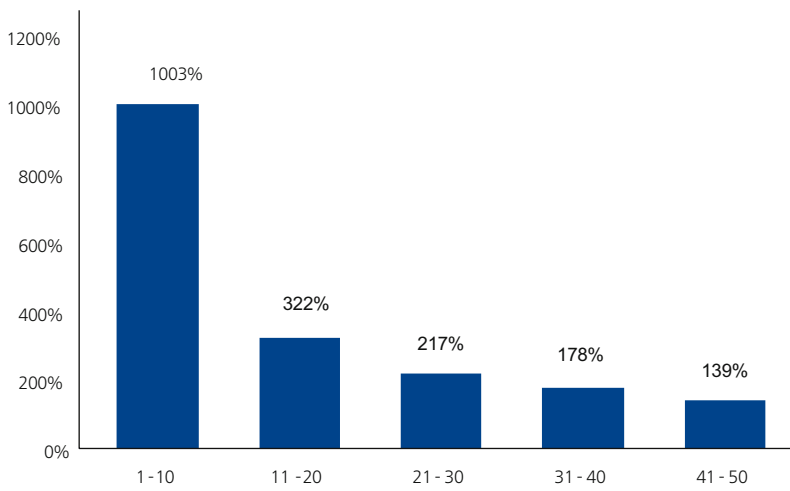


Based on an analysis by vertical, the software segment has been the top contributor over the last 3 years. This year, the composition of software is an astounding 80% comprising, inter alia, a significant proportion of

- Software product companies driven by few sunrise segments like MVAS and Outsourced Product Development
- Traditional IT/ITES companies with broad based services offering and companies in Security & Infrastructure Management Services

**Other interesting facts**

**Revenue growth - segmentation of winners:**



The average growth rate of the top 10 winners has increased significantly to 1003 percent compared to 845 percent in previous year.

**Revenue levels:**

Range	No.	%
Greater than Rs.1 bn	22	44%
Between Rs.500 mn and Rs.1 bn	4	8%
Between Rs.100 mn and Rs.500 mn	13	26%
Between Rs.50 mn and Rs.100mn	5	10%
Below Rs.50 mn	6	12%
<b>Total</b>	<b>50</b>	<b>100%</b>

The fact that 44% of the winners belong to the Rs.1 bn plus category implies that the mid market enterprises are vigorous participants in the growth story.

Another interesting trend is that nearly 50 percent of the winners fall in the revenue range of less than INR 500 Million as compared to 38 percent in the previous year implying that the smaller companies have shown good growth inspite of the volatile market conditions of the past one year.

**CEO Survey**

A survey of CEOs of the Technology Fast 50 India nominated companies, delivers a clear message, that despite numerous challenges, CEO’s successfully grew their businesses through a combination of mergers and acquisitions and a strong focus on organic growth.

CEO’s attributed their success to their ability to develop and enhance products to meet changing client needs and remain confident that their performance will continue despite the financial pressures brought about by the present economic crisis.

# The winners

A ranking of the top 50 Technology companies in India.

Rank	Company name	Business type	Percentage growth
1	Tanla Solutions Limited	Software	2997%
2	Enzen Global Solutions Pvt. Ltd.	Software	1847%
3	Latentview Analytics Pvt. Ltd.	Software	987%
4	Kuliza Technologies Pvt. Ltd.	Software	890%
5	Ocimum Biosolutions (India) Limited	Biotechnology/ Pharmaceutical/ Medical Equipment	663%
6	Cambridge Technology Enterprises Limited	Software	662%
7	Krawler Information Systems Pvt. Ltd.	Software	554%
8	Yashco Systems	Software	552%
9	Novatium Solutions (P) Ltd	Computers/Peripherals	446%
10	One97 Communications Private Limited	Software	435%
11	NextBit Computing Pvt. Ltd.	Semiconductors, Components & Electronics	426%
12	Microqual Techno Private Limited	Telecommunications/ Networking	417%
13	Ideavate Solutions Private Limited	Software	406%
14	Strand Life Sciences Pvt. Ltd.	Biotechnology/ Pharmaceutical/ Medical Equipment	324%
15	LGS Global Limited	Software	311%
16	Geodesic Limited	Software	283%
17	Consim Info Private Limited	Internet	273%
18	Eka Software Solutions Pvt Ltd	Software	266%
19	Paladion Networks Private Limited	Software	261%
20	3i Infotech Limited	Software	249%
21	S7 Software Solutions Pvt. Ltd.	Software	248%
22	Kawveri Telecom Products Limited	Telecommunications/ Networking	237%
23	ICSA (India) Limited	Semiconductors, Components & Electronics	231%
24	RateGain IT Solutions Private Limited	Software	217%
25	Proteans Software Solutions Private Limited	Software	212%
26	Harbinger Systems Private Limited	Software	208%
27	Tejas Networks Limited	Telecommunications/ Networking	206%
28	OnMobile Global Limited	Software	206%
29	Manthan Software Services Pvt. Ltd.	Software	200%
30	Hinduja Global Solutions Limited	Software	200%
31	Glodyne Technoserve Limited	Software	199%
32	Indusface Consulting Pvt. Ltd.	Software	184%
33	Camson Bio Technologies Limited	Biotechnology/ Pharmaceutical/ Medical Equipment	183%
34	Mindteck (India) Limited	Software	183%
35	Intelet Global Services Private Limited	Software	183%
36	G-Cube Solutions (G-Cube Webwide Software Pvt. Ltd.)	Software	182%
37	Srishti Software Applications Private Limited	Software	176%
38	Aurionpro Solutions Limited	Software	168%
39	Harbinger Knowledge Products Private Limited	Software	162%
40	InfoSoft Global Private Limited	Software	161%
41	Prithvi Information Solutions Limited	Software	154%
42	Sobha Renaissance Information Technology Private Limited	Software	154%
43	QUEST (Quality Engineering and Software Technologies Private Limited)	Software	151%
44	RT Outsourcing Services Limited	Software	148%
45	Bahwan CyberTek Private Limited	Software	146%
46	Fifth Generation Technologies India (P) Ltd.	Software	138%
47	BrickRed Technologies Private Limited	Software	134%
48	AbsolutData Research & Analytics Private Limited	Software	132%
49	Omnitech InfoSolutions Ltd.	Software	121%
50	Micro Technologies (India) Limited	Software	116%

# Eligibility criteria

Following was the eligibility criteria for a Company to participate in the Deloitte Technology Fast 50 India 2009 Program:

- It must be a technology company, defined as:  
Owns proprietary technology that contributes to a significant portion of the company's operating revenues

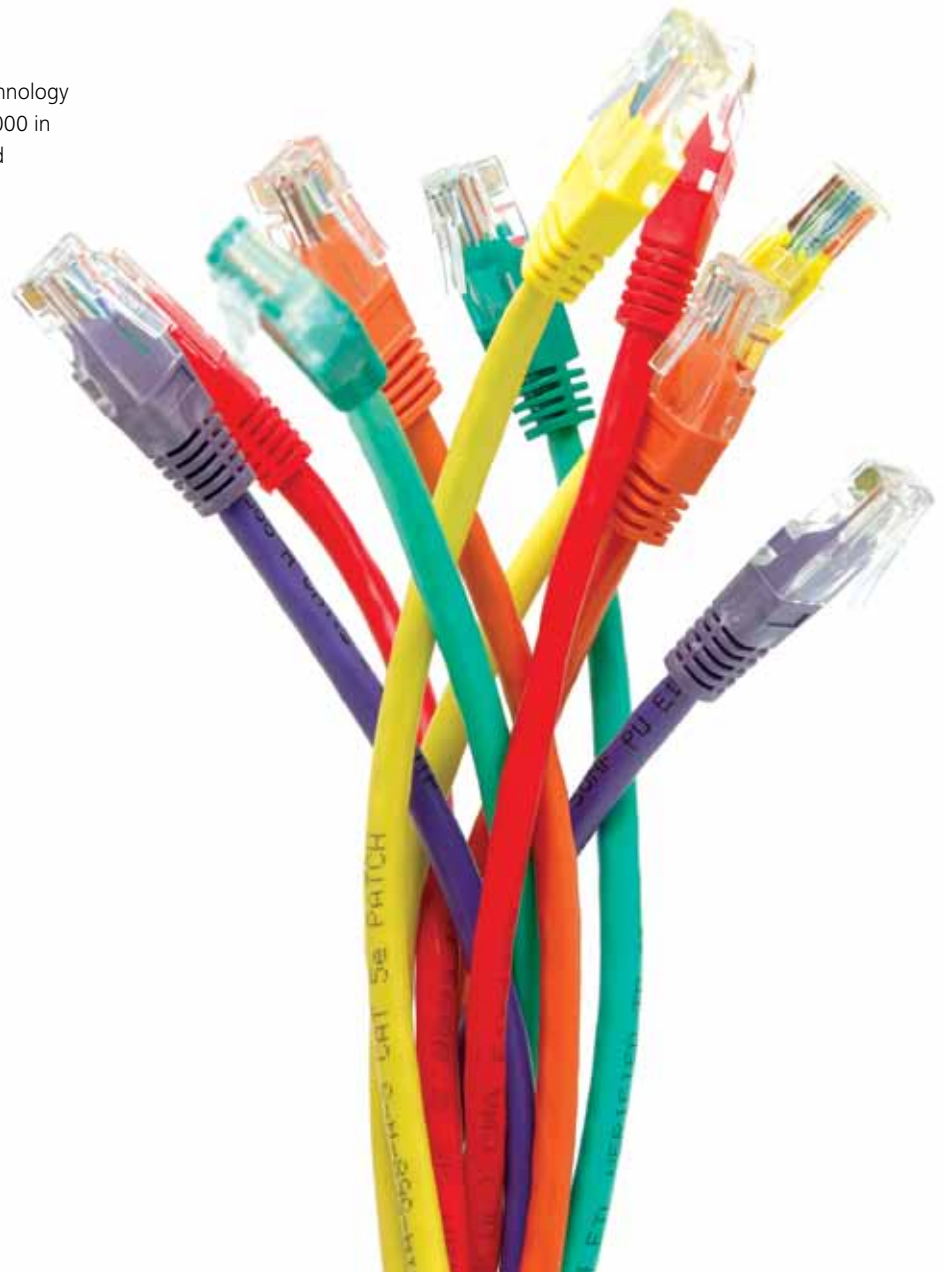
Or

Manufactures a technology-related product

Or

Devotes a significant proportion of operating revenues to research and development of technology

- Operating revenues must be at least USD 50,000 in the first year of the three years being analyzed
- Be in business a minimum of three years
- Be headquartered within India



# About Deloitte

## About TMT

Deloitte's Global Technology, Media & Telecommunications (TMT) Industry Group consists of the TMT practices organized in the various Deloitte member firms. It includes more than 6,000 member firm partners, directors and senior managers supported by thousands of other professionals dedicated to helping their clients evaluate complex issues, develop fresh approaches to problems and implement practical solutions. There are dedicated TMT member firm practices in 45 countries and centres of excellence in the Americas, EMEA and Asia Pacific.

Deloitte member firms serve nearly 90 percent of the TMT companies in the Fortune Global 500. Clients of Deloitte member firms' TMT practices include some of the world's top software companies, computer manufacturers, wireless operators, satellite broadcasters, advertising agencies and semiconductor foundries – as well as leaders in publishing, telecommunications and peripheral equipment manufacturing.

About Deloitte Technology Fast 500 Asia Pacific Program  
The Deloitte Touche Tohmatsu (Deloitte) Technology Fast 500 Asia Pacific program is the region's most objective industry-ranking standard to focus on the technology field. It was started in 2001 to recognize the effort and dedication of the 500 fastest-growing technology companies in Asia Pacific and includes all areas of technology, from Internet to biotechnology, from medical and scientific to computers / hardware. It includes both public and private companies. The awards, which have been running in Asia Pacific for six years, are based on three-year percentage revenue growth.

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Technology Fast 50 India 2009

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