



EY Entrepreneur  
Of The Year™

2019 India

**Builders of a  
better India**

Founded and produced by





1 Award

145 cities

60 countries



The country's most eminent and celebrated business minds will come together to honour and salute the Builders of a better India

**Awards Banquet:**

Wednesday, 19 February 2020

6:00 p.m. onwards

Taj Palace Hotel, New Delhi



Our 2019 Finalists have shown a clear strategy, steadfast focus on staying relevant for their customers and a commitment to creating long-term impact.

# Foreword

2019 was an extraordinary year marked by intense geopolitical shifts and economic upheavals. After years of being one of the fastest growing economies in the world, India is facing relatively slower growth. Now, more than any other time in recent history, the 'pursuit of opportunity in adversity' has become relevant for businesses.

At EY, through our annual Entrepreneur of the Year (EOY) Awards program, we celebrate the 'unstoppable' entrepreneurs, who are resolutely focused on creating lasting value for their stakeholders. We take great pride in nurturing and recognising the exemplary Indian entrepreneurs who have taken the road less travelled and are today becoming the Builders of a better India.

Like every year, the EOY 2019 Finalists inspire many others with their ambition and resilience. Our Finalists this year have shown a clear strategy, steadfast focus on staying relevant for their customers and a commitment to creating long-term impact. From an over 75-year old paints company that has maintained its leadership position through constant innovation to a new-age branded beauty products start-up that has carved a niche in a hyper-competitive market through its differentiated omni-channel strategy, each one of our Finalists demonstrate the value of being customer-centric. Their commitment to high governance standards as also to driving innovation in not only customer acquisition and experience but in achieving operational excellence, differentiate them in their respective sectors.

As technology shapes many business models, it is no surprise that many of our Finalists are entrepreneurs who have built their enterprises using the power of digital. Do take a few minutes to read their inspiring stories.

We congratulate them on their accomplishments.

As always, I want to thank our Jury Panel, some of the most renowned names in Indian business, led by Mr. Uday Kotak, for their insights on the Finalists and their valuable time to select the most remarkable entrepreneurial achievers of 2019. They had a tremendous task in hand-picking these outstanding stories from among hundreds of noteworthy nominations and I am humbled by their commitment.

On 19 February 2020, we will recognize the 2019 Finalists and Winners at an Awards Banquet in New Delhi. Please join us at this special celebration of Indian entrepreneurship.



**Rajiv Memani**

Chairman, India Region and  
Chairman, Emerging Markets Committee



Here's to the entrepreneurs  
**building a better India**

We are experiencing the highest rate of change, disruption, ambition and opportunity. There has never been a better time for ideas to take flight, for enterprising entrepreneurs to forge ahead and risk what they must in pursuit of their ambitions. Despite the slowdown in India, certain innovative businesses are growing at a rapid pace and recent history has witnessed investors increasingly backing such organisations.

Today, entrepreneurs in India are taking risks with bold and new ideas, investing and building the industries of the future amidst global challenges, thus ensuring India's enduring growth story. These innovators come from all walks of life, creating and leading companies reflecting their origins and spirits. Our Indian entrepreneurs are as diverse as the society in which we live. They are truly the Builders of a better India.

Heartiest congratulations to our 2019 Finalists who have succeeded in riding this wave of technological disruption. They are a group of passionate individuals who have used agile innovation to create profitable enterprises with profound positive impact on industries, societies and individual lives. Selected by an eminent Jury of highly accomplished individuals, each of our EOY 2019 Finalists is a winner and a force to reckon with.

This year's Awards would include a new category, Transformational Impact Person of the Year, which will be given to an individual who has driven transformation in a particular industry or in the social sector.

The following pages comprise the inspiring journeys of the 2019 Entrepreneur Of The Year India Finalists. We hope that these compelling stories will encourage many others to turn their inspiration into reality.

I invite you to join us for the Awards Banquets on 19 February 2020 at Taj Palace, New Delhi to honour the 'Builders of a better India' and to celebrate their entrepreneurial ingenuity.



**Farokh T. Balsara**

EOY India Program Leader

India Leader - Consumer Products & Health Services

# Celebrating exceptional entrepreneurship

Passionate, disruptive and enterprising – our winners are some of the most distinguished and celebrated names in global and Indian business. NR Narayana Murthy, Uday Kotak, Adi Godrej, Kumar Mangalam Birla, Anand Mahindra, Mukesh Ambani, Anil Agarwal, Dilip Shanghvi, Rahul Bhatia, Vinita and Nilesh Gupta, Vivek Chaand Sehgal, Sanjiv Bajaj and Siddhartha Lal are all members of this hall of fame. Collectively, these names embody ideas, innovation, scale and inspiration. Each one of them has a roster of achievements, difficult to fill in a page. The most exceptional Indian entrepreneurs compete for the EOY Awards.

Each winner has a unique story, marked by a burning ambition to make a difference and a disruptive new approach. They have gone on to change the face of their industries, and their passion to excel is inspirational.

Their vision and ability to create new products, services or business models helped them carve a new growth story for themselves and the communities their businesses touch. We call these entrepreneurs the unstoppable – those whose unbounded ambition delivers innovation, growth, and prosperity that transform our world.

Over 400 of the country's foremost business leaders come together at the annual EY Entrepreneur Of The Year Awards Gala each year to honour our Finalists and Winners. This special occasion is a celebration of excellence, exemplary talent and visionary leadership.

**In its 21<sup>st</sup> year, the EY Entrepreneur Of The Year Program honours the exceptional men and women who have created market-leading enterprises that impact the way we live. It is widely recognised as the only global business award program, bringing the best entrepreneurial talent into the spotlight.**



# The Jury

Every year, an outstanding Jury Panel comprising India's most eminent business leaders selects the Finalists and Winners



**Jury Chairman**

**Deep Kalra** is the Founder, Group Chairman and Group CEO of one of India's leading online travel companies, MakeMyTrip Ltd. Since its inception in 2005, he steered MakeMyTrip to a successful listing on NASDAQ in 2010. He is an alumnus of IIM, Ahmedabad.

Deep is closely involved with leading industry bodies, such as CII and FICCI, and is one of the founders of Ashoka University. A believer in citizens' efforts, he is a founding member of 'I am Gurgaon'-an NGO focused on improving the quality of life in the city of Gurgaon.

**Kunal Shroff** is co-founder and Managing Partner at Chryscapital and has been with the firm since November 1999. He manages the organization, leads the client relations function and also plays a critical role across all sectors, overseeing and assisting the various sector teams. Kunal was previously at Chilton Investment Company where he covered technology stocks, and at Goldman Sachs in their principal investment area in New York where he focused on private equity and mezzanine investments. He received a B.S. in computer science with magna cum laude honours from Cornell University.

**Gopal Srinivasan** is the Founder, Chairman, and Managing Director of TVS Capital Funds, an equity capital company which manages more than INR 1200 crores worth of wealth. He is a third-generation entrepreneur from the Chennai-based TVS family. He is an MBA from the University of Michigan and has an undergraduate degree from Loyola College (India).

Gopal thinks that CEOs who take over a family business are responsible for bringing it to a better position compared to how they inherited it. He strongly believes in working with the best talent and aligning the family's core values with the business.

**Uday Kotak** is the Managing Director and CEO, Kotak Mahindra Bank. As a young 26-year old entrepreneur in 1985, Uday started Kotak Capital Management Finance, which later became Kotak Mahindra Finance. In 2003, it became the first non non-banking financial company (NBFC) in India's corporate history to be converted into a bank. Uday supports education, through his Kotak Education Foundation, as he feels it is key to alleviating the social malaise afflicting India's disadvantaged. He is one of the most respected businessmen in India and has been felicitated with several many awards including, the EY Entrepreneur Of The Year India Award in 2013 and the EY World Entrepreneur Of The Year in 2014.



**Naina Lal Kidwai** is Chairman of Advent Private Equity. She is also a Non-Executive Director on the board of Cipla Ltd. and has in the past been the President of the Federation of Indian Chambers of Commerce and Industry (FICCI). She retired as Executive Director on the board of HSBC Asia Pacific and Chairman of HSBC India. She is also Chairman of the Harvard Business School, South Asia Board.

She has received several awards and honours in India and was awarded the Padma Shri in 2007 for her contributions to trade and industry.

**Sameer Sain** co-founded the Everstone Group, a leading regional private equity and real estate investment firm in 2006 and currently serves as the Chief Executive Officer of Everstone Capital Asia. He is actively involved in managing the firm and overseeing the business in each location, dividing his time between all the Everstone offices across multiple regions. Sameer holds a Bachelor of Commerce degree from the University of Mumbai, a Bachelor of Business Administration degree from the University of Massachusetts and a Master of Business Administration degree from Cornell University.

**Vijay Sankar** is Deputy Chairman of The Sanmar Group, a US\$1 billion conglomerate with interests in chemicals, engineering and shipping. He is responsible for the Group's operational management and has been actively involved in the Group's entry overseas. A qualified Chartered Accountant, Vijay holds an MBA from the J.L. Kellogg Graduate School of Management, Northwestern University. He also serves as Director of Silkroute Indchem and is the Honorary Consul for Spain in Chennai. He also serves as Vice President of the Tamil Nadu Tennis Association (TNTA).

**Jalaj Dani** is a chemical engineer and has had a long association with Asian Paints. Belonging to one of the promoter families, Jalaj managed multiple assignments during his 18-year-long stint with the company. This included handling human resources, supply chain and the company's chemicals portfolio. He also oversaw a string of acquisitions overseas as Head of International Business during his stint with the company.

# EOY Hall of Fame

Honouring those who have contributed significantly towards nation-building with their entrepreneurial ingenuity, visionary ideas and the pursuit of excellence. With their passion, persistence and resilience, they have created enduring legacies that will inspire entrepreneurs for generations to come.

1999



**Subhash Chandra**  
Zee Telefilms

2000



**Mukesh Ambani**  
Reliance Industries

2001



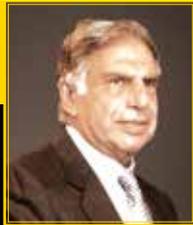
**Late Brijmohan Lall Munjal**  
Hero Group

2002



**N. R. Narayana Murthy**  
Infosys Technologies

2003



**Ratan Tata**  
Tata Industries

2004



**Sunil Bharti Mittal**  
Bharti Enterprises

2005



**Kumar Mangalam Birla**  
Aditya Birla Group

2006



**Tulsi Tanti**  
Suzlon Energy

2008



**Anil Agarwal**  
Vedanta Resources

2009



**Anand G. Mahindra**  
Mahindra Group

2010



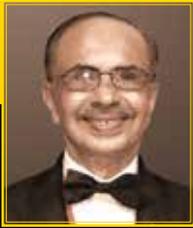
**Dilip Shanghvi**  
Sun Pharmaceuticals

2011



**Rahul Bhatia**  
InterGlobe Enterprises

2012



**Adi Godrej**  
Godrej Group

2013



**Uday Kotak**  
Kotak Mahindra Bank

2014



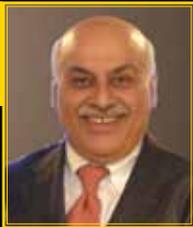
**Dr. Cyrus Poonawalla**  
Serum Institute of India

2015



**Vinita and Nilesh Gupta**  
Lupin

2016



**Vivek Chaand Sehgal**  
Samvardhana Motherson Group

2017



**Sanjiv Bajaj**  
Bajaj Finserv

2018



**Siddhartha Lal**  
Eicher Motors

Who will  
inspire us **next**





## In their own words

Past winners of the EOY India Awards are a set of exceptional business leaders. These words offer a glimpse into their visionary minds, their innovative thinking, their inspirations and what has driven them to attain such immense success over the years.



**Mukesh Ambani**

Reliance Industries

"To me, the purpose of business is growth, welfare and enrichment of the nation at large by creating jobs and generating wealth. And for that, a business needs to constantly innovate and expand."



**Ratan Tata**  
Tata Group



"I'd like to express my deep appreciation and thanks to EY for bestowing on me this honour. The world I have lived in has been an interesting one and India has gone through a very interesting growth path. I am fortunate to be there during these exciting years."



**N.R. Narayana Murthy**

Infosys Technologies

"This probably was the most precious Award because it was an honor for both the country and for me."



**Uday Kotak**

Kotak Mahindra Bank

"I'm delighted and honoured to receive this prestigious award and accept this in all humility on behalf of 1.2 billion Indians."





**Sunil Bharti Mittal**

**Bharti Enterprises**

"We started out as a small company and have grown into a large conglomerate today. Throughout this journey, we have managed to retain the soul of a small entrepreneurial company. I would say this has been one of the keys to our performance."



**Anand G. Mahindra**

**Mahindra Group**

"I knew that there is always light at the end of the tunnel. The question is what you do in the tunnel differently so that when you come out you're the first one to see the light. "



**Deepak Parekh**

**HDFC**

"Thank you for the Lifetime Achievement Award. Professionally, I would like to admit and say that I could not have achieved what I have achieved without the support, help, cooperation of all the people who have worked in our organisation and I must say people who worked with me and not for me. "



**Sanjiv Bajaj**

**Bajaj Finserv**

"In this age of start-ups, ours has been one of re-starting existing businesses and transforming them for the future. We are humbled by this Award and it will drive us to continue our focus towards building India's best financial services brand."



**Adi Godrej**

**Godrej Group**

"I would like to thank EY for this tremendous Entrepreneur of The Year function and what goes behind it because something like this clearly and strongly encourages entrepreneurship in a country where entrepreneurship can have a tremendous impact on our future."



**Siddhartha Lal**

**Eicher Motors**

"I would like to dedicate this award to the mavericks, to the misfits, the disruptors and rebels of business. This (award) is really big for me."





# World Entrepreneur Of The Year Program

**The global business award program.**

Every year in June, the Entrepreneur Of The Year country winners compete for the World Entrepreneur Of The Year (WEOY) title in Monte Carlo.

The EY World Entrepreneur Of The Year Forum brings together disruptive entrepreneurs and global business leaders from more than 60 countries to find innovative approaches to accelerate growth. The celebrations are as unique as the talent represented by these outstanding entrepreneurs.

Renowned Indian entrepreneurs N. R. Narayana Murthy and Uday Kotak have won the coveted WEOY Award in 2003 and 2014 respectively.



The Entrepreneur Of The Year Program celebrates 33 years of saluting excellence around the world. Beginning in a single city in the US in 1986, it today spans 145 cities in 60 countries, and is truly the world's business award.



**EY Entrepreneur  
Of The Year™**

*2019 India*

## **Here's to entrepreneurial ingenuity and the legacy it creates.**

EY Entrepreneur Of The Year™ recognizes entrepreneurs for their vision, innovation, courage and leadership in building and growing successful businesses.

**[ey.com/in/eoy](https://ey.com/in/eoy)**



**EY**

Building a better  
working world

# Sponsor speak



## **Ashish Gumashta**

Chief Executive Officer  
Julius Baer Wealth Advisors  
(India) Pvt. Ltd.

**Julius Bär**  
YOUR WEALTH MANAGER

We are very happy to partner with EY as Program Sponsors for the Entrepreneur of the Year (EOY) 2019 Awards Program. For the past 21 years, EOY has been passionately recognising Indian entrepreneurs for their vision, innovation, courage and leadership in building and growing successful businesses of the future and we are proud to be associated with this flagship program.

India is a country of entrepreneurs. We have 30 million small-and-medium sized enterprises in India and today we are considered to be the sixth largest wealth market in the world (after USA, China, Japan, Germany and the UK) with net assets in excess of US\$8 trillion. At Julius Baer, we have been collaborating with entrepreneurs and sophisticated private clients globally to offer wealth and advisory solutions to support their growing needs and aspirations.

As Indian companies continue to play a major role in driving the country's growth story, we are happy to partner India's high-growth entrepreneurs by bringing Julius Baer Group's solid history of 130 years in Swiss banking, unsurpassed expertise, competence and commitment in wealth advisory, legacy planning and philanthropy solutions. Through our strong coverage of NRIs across the world, Julius Baer's "Global Indian" approach is one of the biggest competitive advantages and is a key part of the bank's emerging market strategy.

# A lifetime of achievement

## An Exemplary Journey



**Adi Godrej**  
Godrej Group

Among the names in the history books of Indian business, Adi Godrej would prominently feature as one of the finest icons the country has seen. A third-generation entrepreneur, Adi Godrej grew, diversified, and transformed the Godrej brand of consumer products and home utilities into a multi-billion-dollar behemoth of diversified entities.

When Adi Godrej joined the business, it was a small entity with a turnover of INR 10 crore. After completing his education from the MIT Sloan School of Management, Mr. Godrej took over the company when it was in a difficult financial state. Applying process improvement techniques learnt during his management education, Mr. Godrej was able to turn around the company from a loss-making entity into a future-ready business within a year. This was the foundation of the many great things he is credited for introducing to the company.

When the Indian economy was liberalized in 1991, Indian corporations were reeling under the fear of obsolescence from foreign corporations. Mr. Godrej, however, decided to take the bull by its horns. He forged partnerships with global giants like Procter & Gamble and GE Appliances. These partnerships were central to transforming Godrej's businesses into more efficient and competitive business corporations.

The Godrej Group reported a turnover of more than INR 1,11,000 crores in 2019 with a consumer base of 1.1 billion in 80 countries. Adi Godrej led the company to complete a 10-year restructuring processes, setting up the stage for high growth and profitability. The modernization of operations unlocked more shareholder value and helped the company to stay market relevant. The restructuring led to a demerger of Godrej Industries and the creation of Godrej Consumer Products Limited. Since 2010, Godrej Consumer Products Limited has made more than 20 acquisitions to expand its portfolio, enter into new markets, and gain access to new technologies.

Friends and family of Adi Godrej often remark that he has an unparalleled sense of observation. He is associated with many philanthropic contributions in key areas including healthcare, education, and the environment. Among the many awards and recognitions which Mr. Godrej has received from media houses, industry bodies, and think tanks globally, the Padma Bhushan he received in 2012 truly stands out.

# Finalists 2019

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**K. B. S. Anand**

Asian Paints

**Peyush Bansal**

Lenskart Solutions

**Yashish Dahiya**

**Kuldip Singh Dhingra &  
Gurbachan Singh Dhingra**

Berger Paints

**Dr. Arvind Lal & Dr. Om Manchanda**

Dr. Lal PathLabs

**Dr. Kiran Mazumdar-Shaw**

Biocon

**Rajeev Mehrotra**

RITES

**Sunil Mirani**

Ugam Solutions

**Keshav Murugesh**

WNS Global Services

**Falguni Nayar**

Nykaa E-Retail

**Tuhin Parikh**

Blackstone India

**Ravi Raheja & Neel Raheja**

K Raheja Corp

**Arun Bharat Ram**

SRF

**Dr. Bhaskar Rao Bollineni**

Krishna Institute of  
Medical Sciences (KIMS)

**Unnathan Shekhar**

Galaxy Surfactants

**Sridhar Vembu**

Zoho Corporation

**Rajesh Yabaji**

Zinka Logistics Solutions (BlackBuck)



## Setting new benchmarks

**K. B. S. Anand**  
Asian Paints

The thirst for staying market-relevant and innovative have been the hallmarks of K.B.S. Anand's legacy at Asian Paints, ever since he joined the company in 1979. He is one of only two non-family members in the company, with a history of over 75 years, to hold the position of a CEO. In his long 40-year association with the company, Mr. Anand's greatest achievement, perhaps, was stewarding Asian Paints to the forefront of market innovations, from new products to new segments and everything in between.

An alumnus of IIT Bombay and IIM Calcutta, Mr. Anand always saw virtue in having the best talent around him. An entrepreneur by nature, he is seen as a core contributor to many innovations in the industry. Mr. Anand led the company into launching some of its top selling brands, such as, Ace, Tractor Emulsion, Royale Play, Ultima and Emporio Polyurethanes in the last two decades. Launching the first company-run painting service in 2001 was a unique step, the first by any paint company in the world.

He brought about a change in the company's culture by focusing on the consumer heralding the movement from products to services. Asian Paints, under Mr. Anand, initiated many innovations in the paint manufacturing process which have improved the quality and led to savings in material efficiencies.

While Mr. Anand may not be the kind of person to boast about numbers, it is hard not to look at the company's performance. Since 2017, the net sales of the company grew at a Compound Annual Growth Rate (CAGR) of approximately 13.4%. According to latest figures, the market capitalization of the company in November 2019 is more than INR 1,70,000 crores. Since he took over the helm as the CEO in 2012, Mr. Anand has been the recipient of some of the most prestigious Indian and global recognitions for business leaders. During the course of his long and illustrious career, he has put Asian Paints on the path to an innovative and bright future.



## Eyeing better customer experiences

**Peyush Bansal**  
Lenskart Solutions

'Good is not good enough' is a dictum at the core of Peyush Bansal's entrepreneurial journey. Peyush Bansal's entrepreneurship journey started in 2010 with the setting up of Lenskart along with few more business lines catering to different product markets.

Since the launch of Lenskart, Peyush has led the company to its current position as the most recognizable and geographically diverse online marketplace brand for eyewear in India.

He recognised that more than 600 million Indians and 4.2 billion people globally are affected by poor vision and need eyeglasses. However, only 170 million Indians and 1.7 million globally have any form of vision correction. Fired by his passion to solve this problem, Peyush's singular mission became to deliver vision correction using technology.

With Peyush Bansal at the helm, Lenskart is relentlessly pursuing its goal of revolutionizing the eye-wear industry. Lenskart scaled up from approximately INR 158 crore in FY 2017 to INR 1000 crore in FY 2020 and now puts a pair of spectacles on an Indian's face every four seconds. The eye wear disruptor made its foray into international markets in 2019, opening its first stores in Singapore. Significantly, Lenskart has transformed eyewear into a cool accessory unshackling it from its medical, prescriptive aura.

Under Peyush Bansal's leadership, Lenskart has brought some of the most innovative global customer experiences into the Indian market. From bandwidth and connection-optimized mobile applications to three-dimensional virtual social tools, these innovations help penetrate new markets for the brand. Lenskart has raised investments from Kedaara, IDG Ventures, TPG Growth and TR Capital to the recent US\$ 275 million funding from SoftBank to augment Lenskart's technology capabilities and strengthen its supply chain infrastructure. Under his leadership, the company also plans to fulfil its goal of delivering a billion glasses with the highest quality and at the best possible price offering the most amazing customer experience.

Peyush Bansal's acumen for market innovation does not stop only at products. For co-workers and people close to him, Peyush Bansal is more than just an entrepreneur. He is a motivator, an activist, and a humanitarian. A person with impeccable high standards, Peyush Bansal electrifies his workforce and inspires his peers.



## Insuring the future

**Yashish Dahiya**  
PolicyBazaar

Yashish Dahiya is the Chief Executive Officer and Co-Founder of the insurance aggregator and global technology company, PolicyBazaar. He co-founded the company in 2008 which altered paradigms in the insurance industry by shifting the power of information to end-users. PolicyBazaar allowed consumer interest to become paramount and brought utility products like pure term insurance and health insurance into the market. Ten years since the company's inception, it became the largest insurance aggregator in India and is valued at over US\$1.65 billion.

PolicyBazaar's primary driver was the fact that the middle class today has no financial safeguards to events like death, disease and disability. The company started with the vision for building customer awareness for Term and Health Insurance, while bringing information transparency into an industry which was fairly opaque.

Strong technology is at the core of new innovations at PolicyBazaar. Paisabazaar.com, a 100% subsidiary, is the market leader in digital unsecured credit. The company's doctor-on-call model, Docprime, is a platform based on Artificial Intelligence (AI) and is likely to introduce pioneering features in the way patients and doctors interact. Yashish Dahiya

is a strong advocate of end-user ownership of personal data. In times where economies are increasingly moving towards gaining control over user-data, he believes that it is important to maintain ethical standards in data ownership.

PolicyBazaar continues to outperform other insurance aggregators in multiple ways. The company's revenues grew by 85% in 2018-19. It gets more than 100 million visitors annually and facilitates over 5,00,000 transactions a month. The company stands testimony to Yashish Dahiya's foresightedness and the benefit of leveraging opportunity at an early stage.

Yashish Dahiya is amongst the country's top performing triathletes and has completed seven ironmans. He has represented India at the Masters swimming world championship in Kazan. He exemplifies exceptional personal discipline and considers running and swimming as two of the biggest joys of his life. Despite being at the helm of one of the hottest enterprises in the country, he believes in frugal living because it helps him reduce clutter in his life.



## A meteoric ascent

### **Kuldip Singh Dhingra & Gurbachan Singh Dhingra**

Berger Paints

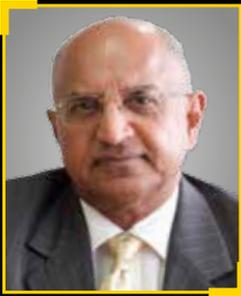
Kuldip Singh Dhingra and Gurbachan Singh Dhingra are Chairman and Vice-Chairman, respectively, of Berger Paints India Limited, the flagship company in the Berger Paints India Group. They took over the company in 1990 from the UB Group and led it to its current position as the second largest paint company in India.

Berger Paints India Group has operations in India, Bangladesh, Nepal, Russia, Poland, UK, France, Ukraine, and the listed entities in India and Bangladesh have a combined market cap of approximately INR 55,450 crore. During the period 2000-2019, the company's market capitalization grew 115 times.

Berger Paints India Limited (BPIL), dates back to 1923. It has joint ventures with Becker Coatings of Sweden for coil coatings, mobile coatings, TVs and other speciality coatings; with Nippon Paints of Japan for automotive OEM's (three-wheelers and passenger cars); with Rock Paints of Japan for automotive refinishes and with Hesse GmbH of Germany for wood coatings. Berger acquired 100% of Jenson & Nicholson Nepal and the Motors and Industrial business of ICI India. Berger has also acquired 100% of Bolix S.A. Poland, a boutique ETICS (External Thermal Insulation and Composite

Systems) player in Poland in 2008, as well as 100% of the decorative paint business of Sherwin Williams in India in 2013, Saboo Coatings Pvt. Ltd, a speciality industrial coatings player in 2017 and 95.5% of STP Ltd, (erstwhile Shalimar Tar Products) in November 2019.

Berger India is a leader in coil and protective coatings with paint projects in iconic structures like the Bogibeel bridge in Assam and the Chenab bridge in J&K. With the help of innovative products and services like Easy Clean, Weather Coat AntiDustt and eXpress Painting services, it has managed to become a leading player in the decorative category. Whether it is product premiumization, new market growth or industry consolidation, Mr. Kuldip Singh Dhingra and Mr. Gurbachan Singh Dhingra have been perfect with their timing when it comes to finding opportunities in challenges and making the most of these opportunities.



## Pioneering spirit

**Dr. Arvind Lal & Dr. Om Manchanda**  
Dr. Lal PathLabs

Dr. Arvind Lal has revolutionised diagnostics and healthcare testing in India since he took over the reins of Dr. Lal PathLabs in 1977, a family business founded by his father. An alumnus of the Armed Forces Medical College, Dr. Lal is credited with introducing the maximum number of new tests, instruments, and Information and Communications Technology systems in the pathology test industry in India.

In 2005, Dr. Lal brought on board Dr. Om Manchanda, an alumnus of IIM-Ahmedabad with 29 years of experience across sales, marketing and general management. Dr. Om Manchanda had earlier worked for Hindustan Unilever, Monsanto and Ranbaxy. Together, their strategic vision and operational abilities helped transform Dr. Lal PathLabs into its current network of over 200 labs, more than 2,500 patient service centers and close to 6,500 sample pick-up-points.

Dr. Lal PathLabs is accredited by the College of American Pathologists, National Accreditation Board for Testing and Calibration Laboratories (NABL-27 labs), Ministry of Science and Technology. In fact, it is the first Indian lab to receive this honour. Besides that, the company is ISO 27001:2013 certified. In FY19, the company's labs collected 41.8 million samples

from 17.6 million patients. Dr. Lal PathLabs owns the world's largest histopathology centre and second-largest kidney biopsy centre (~1,000 biopsies daily).

A zero-debt company, Dr. Lal Path Labs reported sales of INR 730 crore for the first half of FY20 and profit-after-tax of INR 140 crore. The company's market capitalization was above INR 12,000 crore as on 20 December 2019.

Dr. Lal PathLabs was conferred with the Franchise India Excellence award in 2013 and was adjudged as the Best Diagnostic Company in India at the VCCircle Healthcare summit 2013. It was recognized by IBM amongst top 50 brands in India for Marketing and IT in 2012.

Dr. Arvind Lal was awarded the Padma Shri and made an Honorary Brigadier in the Armed Forces Medical Services by the President of India in 2009. Dr. Om Manchanda continues to exude unbridled entrepreneurial energy, spearheading the company's foray internationally into Bangladesh and Nepal. Together, Dr. Lal and Dr. Manchanda form the perfect team and are leading the company into the future with their entrepreneurial vision and foresight.



## Inspiring new breakthroughs

**Dr. Kiran Mazumdar-Shaw**  
Biocon

Dr. Kiran Mazumdar-Shaw is a name that is synonymous with the biotechnology industry in India and the success that women entrepreneurs can achieve in the country. She founded the multi-billion-dollar company, Biocon, which has put India on the global biopharmaceuticals map. The revolutionary efforts of women like Dr. Mazumdar-Shaw have paved the way for women in business in India today to enjoy equal opportunity and fewer biases.

Dr. Mazumdar-Shaw had graduated as a Master Brewer in 1975 from a brewing school in Australia. Despite being the first woman brewmaster in the country, she was denied the job of heading a brewery because of gender bias. Dr. Mazumdar-Shaw's entrepreneurial journey took off after the founder of Ireland-based Biocon Biochemicals approached her for a partnership to source some enzymes from India. Though she did not have a business background, Dr. Mazumdar-Shaw took the daring decision to start her own company, Biocon, in a rented garage in Bangalore.

When she started Biocon, the odds were stacked against her as a woman and as an entrepreneur. She faced great difficulties in recruiting people and funding. Banks were unwilling to lend her money without a guarantor. Her fortitude led Biocon to brave the odds in building a business model around the then nascent field of biotechnology.

Between 2017 and 2019, Biocon's net sales grew by an average of 19% per year. The company's market capitalization in November 2019 was more than INR 30,000 crore. Dr. Mazumdar-Shaw's leadership inspires the company to continuously explore new possibilities.

A thought leader and a global influencer, she was the recipient of Padma Shri in 1989 and the Padma Bhushan in 2005. She was also conferred with the highest French distinction, 'Knight of the Legion of Honour' in 2016. She believes in compassionate capitalism and is the first woman business leader from India to sign the Giving Pledge, an initiative of the Gates Foundation. She is very passionate about innovation and mentors many science-based start-ups.



## Re-inventing RITES

**Rajeev Mehrotra**  
RITES

Rajeev Mehrotra is the Chairman and Managing Director of RITES Ltd., a leading government-owned consultancy company for transportation and infrastructure. A Cost Accountant by profession, Mr. Mehrotra has also received advanced training in Financial Management in Power Utilities from Samford University in the U.S.

Under his leadership, RITES emerged as a prominent top engineering consultancy and project management organisation. He has also been instrumental in strengthening RITES' efforts on business diversification, fortifying existing businesses and enhancing client value proposition.

Mr. Mehrotra has helped the company forge joint ventures and also secured its inclusion into consortiums. This has helped RITES to expand and also get recognised for its domain knowledge and experience.

RITES serves various project consultancy needs of the key Indian ministries, foreign government agencies and large companies in the infrastructure sector.

Under Mr. Mehrotra's leadership, RITES grew its global presence by taking up technical consultancy for the Metro Rail and Trident Port Projects in

Mauritius, Railway projects in Sri Lanka, Bangladesh and Ghana. He led the company's INR 440 crore IPO in July 2018, which was oversubscribed 67 times.

The company reported revenue of INR 1,457 crore and profit-after-tax of INR 339 crore in the first half of FY20 and its market cap was reported worth more than INR 7,200 crore, as on 11 November 2019. RITES has grown at a CAGR of 18 percent in the last 5 years.

Mr. Mehrotra led a large-scale digitization of RITES through implementation of a robust Enterprise Resource Planning system and other transformational initiatives an e-tendering process and on-line grievance redressal forum among others. He aims to expand RITES' international operations by increasing exports of locomotives, wagons, coaches and other equipment, and diversify into roads, ports and airports projects.

He was conferred with 'Icon of the Year 2012' by ICAI for his professional contribution, 'Niryat Shree' in 2016 by FIEO, Ministry of Commerce, for increasing exports the National Project Excellence Award for the Project Bogibeel Bridge by NITI Aayog on 'Sustainability Through Competent Project Leadership' at the Project Managers Global Summit 2019.



## Betting on big data

**Sunil Mirani**  
Ugam Solutions

Sunil Mirani is the Co-founder and Chief Executive Officer of Ugam, a next-generation data and analytics company which helps global corporations make smarter decisions to accelerate their digital transformation. His life story inspires entrepreneurs about holding firm to values and beliefs and blending them into an enterprise's purpose and way of working.

Mr. Mirani's life experiences had a strong influence in shaping his value system. He was part of the founding team that started Sakura Capital India Limited. However, the venture met a pre-mature end post the Japanese banking crisis of the mid-1990s. It, however, ingrained in him many elements of the Japanese culture and values such as building long-term relationships and working with thoroughness, meticulousness, and perfection. After that, he capitalized on the global Internet boom of the late 1990s and started a dot-com venture, PlanetCustomer.com. But once again, his venture came to an abrupt halt as the business was affected by the dotcom bust during the early 2000s.

The dauntless entrepreneur in him started exploring alternative business models with renewed energy and enthusiasm. He then co-founded Ugam, a data and analytics company, in the year 2000. From its early days of survey analytics and product data management to the world of Big Data

and Advanced Analytics and now the age of Artificial Intelligence and Machine Learning, Ugam has been riding the different tides of market change. In 2019, Merkle, a US-based global marketing agency owned by the Dentsu Group of Japan, took majority stake in Ugam.

Ugam has grown at a CAGR of 43% since inception without any institutional capital. Today, the company has worked with 20 of the Fortune 500 companies, including 10 of the world's top 25 market research firms and 10 of the top 100 retailers.

People close to Sunil Mirani see him as a resilient person with a vast repository of entrepreneurial spirit. He has earned respect in the country's business circles not just for his strategic thinking capabilities but also his indisputable financial acumen.



## The turnaround Turk

**Keshav Murugesh**  
WNS Global Services

Keshav Murugesh is the Group CEO of WNS Global Services. He pioneered the transformation of the Indian business process outsourcing (BPO) industry into business process management (BPM). His contributions were also central in transforming the sector into a lucrative talent destination, helping it break away from legacy low-value processes-based services to high-value industry-specialized services.

Mr. Murugesh has a rich legacy of process improvements and process transformations from his stints with ITC and Syntel. At WNS, the standard norm for BPO companies was to provide a diverse range of services. He introduced depth of services concept at WNS with his transformational industry verticalized business model, which is now a norm for high-valued services.

At WNS, Mr. Murugesh has made client-centricity, talent development, revenue growth and social advocacy the core pillars of their business. The company has witnessed consistent financial outperformance where its market cap grew from almost US\$400 million in 2010 to more than US\$3 billion in 2019. In fiscal 2019, defying global headwinds, the company posted a growth of approximately 10% on constant currency basis.

WNS continues to invest in cutting-edge innovation. Almost 35% of its revenue comes from non-linear streams, such as robotics, Artificial Intelligence and analytics, while approximately 15% comes from cutting-edge internet-based companies. He created several people-centric programs like WinCUBATE, WNS Education, CEO Millennial Council and Project Centurion to identify and train women for leadership roles. 90% of the company's frontline managers are home-grown. As Chairman of the Board of WNS Cares Foundation (WCF), he continues to champion holistic education for underprivileged children and youth.

As Chairman of NASSCOM for 2019-20, Mr. Murugesh is advancing many new ideas for growing the Indian IT and BPM sectors from US\$181 billion to US\$300 billion over the next few years. Most notably, he has been a central figure in driving the reskilling of two million professionals in emerging technologies through the NASSCOM FutureSkills program. His leadership is based on high performance, and he is popularly known in the industry as the 'Turnaround Turk.'



## Bold and beautiful

**Falguni Nayar**  
Nykaa E-Retail

A management consultant, a business leader, or an entrepreneur? If someone asked Falguni Nayar about which role she played better in her career spanning more than three decades, it might be a hard one for her to answer. As an alumnus of IIM Ahmedabad, a management consultant with A.F. Ferguson & Co., and a Managing Director with Kotak Mahindra Capital, and then the founder of Nykaa, if there is one thing her illustrious career indicates, it is this - strive for excellence in whatever you do.

Ms Nayar was born and raised to see her father run a small bearings company. At the age of 50, peaking in her career as the MD of Kotak Mahindra Capital, she took a leap of faith and quit the security and prospects of a comfortable future. She started Nykaa, an online retailer of beauty products, in the year 2012.

The story of Nykaa's growth is nothing short of phenomenal. The company has grown over 100% year on year for the last three years. Today Nykaa's portfolio includes over 1,000 brands across makeup, skincare, hair care,

fragrances, bath and body, luxury and wellness products for women and men. Seeing the potential for luxury beauty in India, Nykaa was the first to make luxury beauty brands available online. Nykaa also led the Korean beauty phenomenon in India, launching leading K-Beauty brands resulting in an exponential growth of the skincare category over the last three years.

After its latest round of 2019 fundings, Nykaa is on its way to becoming a unicorn. Nykaa commands more than 40% percent of the online beauty market in India. The company plans to expand its retail network by opening 180-200 new stores across India by 2023. Expanding horizons beyond beauty, Nykaa recently launched Nykaa Fashion, a premium fashion portal that is high on style featuring leading high street and designer brands.

Falguni Nayar says that she is an adventurer and thrives in uncertain situations. The fear of failure, she says, has never daunted her from doing things.



## The value-builder

**Tuhin Parikh**  
Blackstone India

In the Indian realty circles, Tuhin Parikh is often referred to as the man who spotted opportunity in the office properties space.

An alumnus of IIM Ahmedabad, Tuhin Parikh joined Blackstone, a leading global investment firm- in 2007. Prior to joining Blackstone, he was the CEO of TCG Urban Infrastructure Holdings, a national level office developer and asset owner in India.

Known to be a patient investor and picking the right deals at the right time,, he has steered Blackstone's real estate arm into sealing attractive deals with leading developers in the commercial property space. He started investing in Indian real estate when other international investors were cautious to enter the country. He was instrumental in opening the sector for other foreign institutional investors and for introducing transparency and world-class governance into the Indian real estate sector.

He also led the launch of India's first real estate investment trust (REIT) with local partner Embassy Group in April 2019. The REIT public offer was subscribed 2.6 times and raised INR 4,750 crore. The REIT institutionalized

investing in Indian commercial real estate and it opened a new investment tool for retail and institutional investors. This is one of the biggest institutionally held portfolios of office assets in India and is also cited as the largest in Asia per square footage.

Under his leadership, Blackstone has become a champion of the Indian real estate sector. The company has sensed opportunity in the current market conditions as developers are looking to sell marquee properties to manage debt or fund ongoing projects. Blackstone's India investment in real estate currently stands at nearly US\$7.66 billion across commercial, retail and others; since it began investing in the domestic market in 2011. Of these, Blackstone has invested US\$6.27 billion in office space while others are in malls and residential spaces.

Backed by Blackstone's commitment and a strong team, Tuhin Parikh's focus is to bring positive changes and create long-term stakeholder value for investors globally and in India.



## Building new frontiers

### Ravi Raheja & Neel Raheja

K Raheja Corp

Ravi and Neel, sons of Chandru Raheja are responsible for transforming their family business to India's leading Real Estate conglomerate that stands today as a diversified business group with interests in real estate, hospitality, retail, malls and power distribution. Having begun their professional journeys at a young age, their strong acumen for management and finance ensured their seamless integration into the business.

As a second-generation entrepreneur, Ravi has been actively involved in managing the business including finance, corporate strategy and planning. It was Ravi's foresight that steered the business towards building a robust portfolio of rent-yielding assets. With the endeavour to build 'strong brands' and 'communities', he guided the business to the build-and-hold model rather than build-and-sell, with a clear focus on global benchmarking.

Neel is known for his business acumen, with an excellent understanding of the ecosystem in both, global and local markets. With an ear to the ground and ability to pre-empt current and possible future trends, policies, practices, he has been at the fore-front of driving change and innovation within the group. He also ushered in the malls and department stores format in India. Inorbit Malls and Shoppers Stop are the culmination of his endeavour to bring organised retail into India.

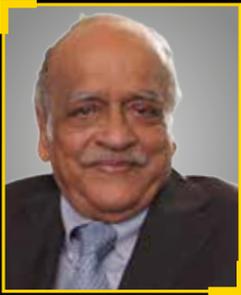
The Group has successfully listed Shoppers Stop Ltd., India's pioneering retailer, and Chalet Hotels Ltd., leading luxury hospitality developer - which

raised INR16.4b through an IPO in February 2019. The combined market capitalisation of both listed entities is estimated at over INR 100b.

Both respected names in India Inc. Ravi and Neel are active contributors and well-known faces in business forums. Ravi has served as the Chairman (Mumbai Chapter) for the Green Building Council and is also a member of the World Economic Forum. An evangelist for the green cause, Ravi spearheaded the signing of the MOU with CII-Green Building Council to construct green buildings back in 2007.

Neel is co-chair at CII-National Committee on Real Estate and Housing, Chairman of India Chapter of APREA, and is Chairman, NAREDCO West. He is also Vice Chairman of CORENET, and Advisory Committee member of MCHI-CREDAI. Neel has been appointed on the Govt of India committee to suggest changes in the Special Economic Zone policy.

The duo has been instrumental in driving environmental consciousness. and among other recognitions, the company received the Greenbuild Leadership Award 2017 and the Green Apple- Environmental Best Practice Award, UK in 2018. They also play a key role in the Group's philanthropic initiatives through K Raheja Foundation, Sadhana Education Society and S.L. Raheja Hospital.



## The growth catalyst

**Arun Bharat Ram**  
SRF

Mr. Arun Bharat Ram is the Chairman of SRF Limited, which he established in 1970. He is credited with turning his family-owned business into a leading, diversified chemical conglomerate with market leading brands, sparked by his innate ability to sense and exploit early opportunities. He is a third-generation entrepreneur who started his career with the textile division of DCM Ltd. in the year 1966. He is an Industrial Engineering graduate from the University of Michigan and an alumnus of the Technical University of Darmstadt, Germany.

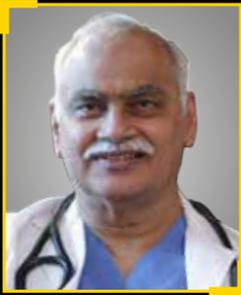
Valued at approximately INR 19,100 crores, the company is a market leader in many business segments in India and commands a significant global presence in some segments such as Nylon 6 Tyre Cord (global no. 2) and Belting Fabrics (global no. 2). Anchored by a strong workforce of more than 7000 employees, SRF operates 11 manufacturing plants in India, one each in Thailand and South Africa and is setting up a facility in Hungary. The company also has two research and development (R&D) centres in India where around 400 people are involved in R&D, engineering and scale-ups. SRF has been granted several patents globally and operates through its six wholly-owned subsidiaries across India, Thailand, the Netherlands, South Africa and Hungary.

A past President of CII, Mr. Arun Bharat Ram also presided over the chamber's Family Business Council in the past. Under his direction, SRF was

adjudged the Family Business of the Year - Large Companies category by The Economic Times in 2019. He was also awarded the ICC Lifetime Achievement Award in 2017 and the Officer's Cross of the Order of Merit presented by the Federal Government of Germany in 2008. He also won the Jamsetji Tata award presented by the Indian Society of Quality in 2006.

Mr. Arun Bharat Ram serves as the Chairman of Lady Shri Ram College for Women in Delhi and The Shri Ram Schools in Delhi-NCR. He is also the Chairman of SRF Foundation that invests extensively on its commitment to sustainable and inclusive growth in India. SRF Foundation's flagship 'Rural Education Program' covers 269 schools with over 78,714 students across 21 locations in nine Indian states. Apart from providing quality education to all, SRF Foundation also works in the areas of creating awareness on issues related to health and hygiene, natural resource management and affirmative action on a sustainable basis.

A mid-handicap golfer and a keen musician, he and his family are well-known for their contribution in the fields of education, art, culture and sports.



## Quality healthcare for all

### **Dr. Bhaskar Rao Bollineni**

Krishna Institute of Medical Sciences (KIMS)

“Give back more than you have got.” When Dr. Bhaskar Rao Bollineni finished his medical schooling in the early 1980s, he was clear about his vision. A veteran of more than 30,000 surgeries in more than 30 years, Dr. Rao is realizing his dream everyday by making quality healthcare services affordable and accessible for everyone. Since establishing Krishna Institute of Medical Sciences (KIMS), he has successfully demonstrated a model which makes quality healthcare outside India’s tier 1 cities not only possible, but also attractive.

Well known in the medical fraternity for his passion towards his profession, Dr. Rao started his entrepreneurial journey at Mahavir Cardio Vascular Centre in Hyderabad with 50 beds and performed heart surgeries for as low as Rs. 45,000. Dr. Bhaskar Rao started KIMS Hospitals, with a 200-bed facility in Nellore in the year 2000. By 2019, the network has spread across nine cities in the states of Andhra Pradesh and Telangana with a total capacity of over 3,000 beds.

Dr. Bhaskar Rao was instrumental in formulating the Rajiv Gandhi Aarogyasri scheme, launched in Andhra Pradesh in 2007 for providing health care to the economically weaker sections. This prestigious scheme has won him national and global accolades. This scheme has become so popular that the other states in India have emulated it time and again.

The private public partnership model of the Aarogyashri healthcare scheme serves as a gold standard for the rest of the country. Social good is at the core of everything that drives Dr. Bhaskar Rao Bollineni. His Bollineni Medskills initiative, for example, houses and trains deserving youth from underprivileged sections of the society for free.

Dr. Rao understands that entrepreneurship is as much about being present for managing the day to day operations of his organizations as it is about meeting the demands of him as a doctor.



## Global impact

**Unnathan Shekhar**  
Galaxy Surfactants

A management graduate from IIM Calcutta, Unnathan Shekhar started his business with four partners in 1980. He is the Managing Director of Galaxy Surfactants Ltd., a company which he built and transformed from a local surfactants supplier in the early 1980s into a major name in the global chemical industry. Mr. Shekhar, who started his journey into entrepreneurship at the a young age of 23, is credited with leading a company into its current position as a globally recognized brand.

Galaxy Surfactants Ltd. (GSL) established its first plant in Tarapur in 1984. The company now has over 67% of revenues coming from the international markets. GSL manufactures performance surfactants and speciality care products for the home care and personal care industries. Its product portfolio comprises of over 200 products including a wide range of surfactants, non-toxic preservatives, emollients, esters, mild surfactants and blends based on innovative concepts and proteins.

Under Mr. Shekhar's leadership, GSL has become a market leader in the Indian oleo-chemical based surfactants market and specialty care products.

The company has five manufacturing plants in India and two plants overseas. Its clients include some of the leading global and Indian FMCGs as well as home and personal care majors. With a strong research and development focus, the company has been granted 65 patents since the year 2000 and its profitability has grown seven times in the last decade. It has also grown through strategic acquisitions, which includes Surfactants International LLC in 2014- 15 and Tri-K Industries in 2009. The market capitalization of the company stood over INR 5,000 crores as of November 2019.

GSL has been awarded with several product innovation and industry recognitions in the past several years. Mr. Shekhar has built an organisation that is sensitive to community issues and eco conservation. The company has been running several skill development initiatives for under-privileged sections of society. GSL also actively contributes towards afforestation and water conservation projects.



## A technology leader

**Sridhar Vembu**  
Zoho Corporation

A PhD in electrical engineering from Princeton, US, 51-year-old Sridhar started his entrepreneurial journey by co-founding 'AdventNet' with his two siblings and three friends in 1996.

Sridhar believed in his vision of creating a software product powerhouse out of India and sensed an opportunity in the Software as a Service (SaaS) space. In 2005, the company started building innovative SaaS solutions under the Zoho brand name and rapidly transformed to become a serious challenger to established global technology giants. Sridhar renamed the company as Zoho Corporation in 2009. The company's first two installable product lines were WebNMS (1996) and ManageEngine (2003).

Zoho today offers cloud-based business software that comprises a suite of business, collaboration and productivity applications. With over 45 online applications from CRM to mail, office suite, project management, invoicing, email marketing and social media management, it is a strong player in the enterprise software solutions market.

Over the past two decades, Sridhar has successfully spearheaded Zoho towards becoming a growth leader with gains of over 50 million users globally and annual growth rates of 35%-40%.

To compete effectively with technology giants, which had the potential to hire top talent from reputed institutes, Sridhar charted out a radical plan. In 2005, he started an informal university called Zoho University. Instead of hiring engineers from reputed institutes, he focused on hiring young talented individuals after they completed their Class 12 studies from low-income households and trained them to build software products in India for the world. The company is now building a new 375-acre campus in Austin, Texas, which will also house the Zoho University. The company currently operates 10 data centres around the world.

After the US and European Union (the EU), which account for around 45% and 25% revenues, respectively for Zoho, India is now its third largest market contributing 10% to its overall revenue.

Sridhar is often referred to as a 'classic entrepreneur' for his bold ideas and enterprise building abilities.



## Disrupting with digital

### **Rajesh Yabaji**

Zinka Logistics Solutions (BlackBuck)

Solving complex problems around him drove Rajesh Yabaji from a young age. At 24, this IIT-Kharagpur alumnus was leading a 50-member supply chain division in ITC when he brought down supply chain costs in the company by a staggering 20%. This experience paved the idea for him to establish Zinka Logistics Solutions Pvt. Ltd.

Rajesh Yabaji saw that logistics spend in India as a percentage of GDP was an average 3-4% higher than the global average. Systemic inefficiencies in the industry kept him up at night. He reacted by bringing truckers and shippers from across the country under one roof with a technology platform to track, connect, collaborate and transact.

Four years since its inception, the company's trucking network platform - BlackBuck - is India's largest with 2.5 million app downloads and 400,000 transacting users. It is also India's top-funded startup in logistics with over US\$ 230 million equity. BlackBuck is backed by leading investors such as Accel, Apolletto Asia, B Capital, Flipkart, Goldman Sachs, IFC, Light Street Capital, Sands Capital, Sequoia, Tiger Global and Wellington. 40% of the fleet owners in India have done transactions on BlackBuck, and the platform contributes to 30% of the country's toll market.

BlackBuck started as an effective and seamless freight matching platform to help companies reduce their overall supply chain cost. Rajesh Yabaji saw more potential in bringing social and economic change through BlackBuck. By empowering truck drivers and fleet owners, he is realizing this vision for nation-building through efficiency. The firm generates employment in over 10,000 villages across 70% districts in India. The on-ground teams in villages educate and train truck drivers and fleet owners in digital literacy, helping them improve earnings, manage their fleet better, and improve utilization.

Friends and colleagues know Rajesh Yabaji as a man with extraordinary energy and resilience. He is a fitness enthusiast and likes challenging people to raise the bar. With his steely resolve for holistic well-being, he inspires others to view everyday challenges with the lens of openness and inclusivity.

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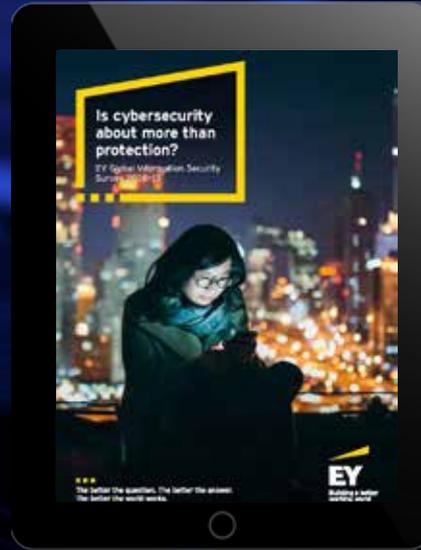
## EY CEO Imperative Study 2019

This study focuses on how the C-suite is changing rapidly at a global level and new C-level positions are being added. It further indicates the CEO's top global challenges to business growth and the global economy and what action organizations are taking to address these challenges.



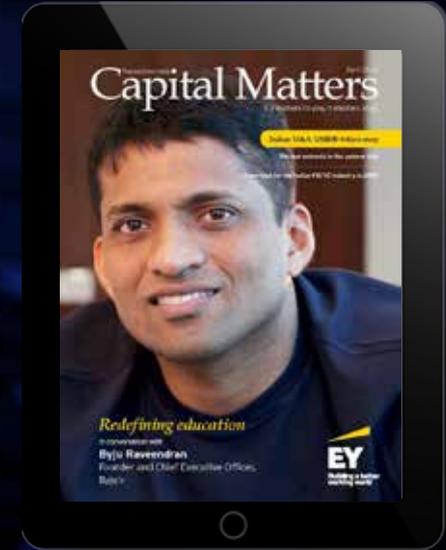
## India Tax Insights 2019

The latest issue of the India Tax Insight focuses on the current slowdown and highlights fiscal measures that may help in stimulating the economic growth of the country. It also deliberates on the recently proposed OECD BEPS 2.0 that may lead to changes to the overall international tax rules under which multinational businesses operate.



## EY Global Information Security Survey 2018-19

This report explores in detail how cyber risks are evolving and any organization that regards itself as safe from cyber attack is likely to be in for a shock. The need to engage with this issue from board level down is more pressing than ever. As digital transformation proceeds, cybersecurity must be an enabling function rather than a block to innovation and change.



## Capital Matters 2019

The edition features an exclusive discussion with Byju Raveendran, Founder and CEO, Byju's, an in-depth analysis of India's US \$100 billion mergers and acquisition market, and other related insights in the capital ecosystem.

THE BEST RUN



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