

KPIT Cummins Infosystems

In the software solutions space, it pays to have a niche focus. KPIT Cummins (2003-04 revenues Rs 124.51 crore; 2004-05 nine-month revenues Rs 141.56 crore) is focussed on the manufacturing area (it also offers solutions to the banking industry), and this, reckons Kishor Patil, Managing Director and CEO, should help it "become a \$100-million (Rs 440-crore) company by 2006-07". Japan and Germany are important markets for any software solutions provider that is seeking to address the manufacturing sector, and KPIT is targeting these countries (in addition to whatever it does in the US).

NARENDRA NATHAN



KPIT Cummins' Patil: After the United States, it's Japan and Germany that this software firm is eyeing

Rank	Company	Aggregate Net Sales *	Aggregate Operating Profits *	Aggregate Net Profits *	Growth (Net Sales)**	Growth (Operating Profits)**	Growth (Net Profits)**
1	Mercator Lines	484.12	174.67	127.80	203.56	243.10	349.05
2	Steel Strips Wheels	133.56	25.91	12.64	89.31	69.46	136.26
3	Gujarat NRE Coke	334.06	167.93	114.36	78.32	584.31	483.17
4	Manugraph India	259.65	48.62	30.62	71.27	179.75	353.63
5	Teledata Informatics	146.66	73.58	40.71	220.22	219.22	204.26
6	Shanthi Gears	115.96	40.52	19.77	55.07	65.73	91.38
7	KPIT Cummins Infosystems	178.97	25.00	20.02	64.98	57.43	73.33
8	Nagarjuna Agrichem	262.11	47.33	23.05	49.88	98.03	124.22
9	Bilcare	145.81	37.10	20.21	45.19	85.04	110.30
10	Emco	206.59	28.86	7.91	51.87	48.99	181.49
11	Praj Industries	197.14	27.77	20.45	76.66	137.76	292.51
12	Sathavahana Ispat	154.11	57.22	32.04	27.35	151.63	121.58
13	HBL Nife Power Systems	266.56	42.38	19.94	81.88	75.85	113.95
14	Tata Metaliks	246.91	103.69	63.70	77.05	162.51	175.16
15	ITC Hotels	198.33	73.99	40.90	36.83	158.80	219.03
16	Munjal Auto Industries	223.74	48.52	24.68	61.51	42.04	50.30
17	Mirza Tanners	241.00	49.93	25.20	45.30	64.51	70.16
18	MM Forgings	143.38	29.18	10.81	49.84	64.12	74.35
19	Zensar Technologies	166.27	34.48	22.22	39.98	62.41	97.86
20	Unitech	493.77	55.67	27.75	42.63	64.90	88.26
21	Kalpataru Power Transmission	499.76	49.76	23.30	38.28	69.60	125.12
22	Ador Welding	176.74	30.30	16.81	27.22	91.65	207.31
23	Cranes Software International	126.18	65.63	39.31	61.60	43.42	67.56
24	Ahmednagar Forgings	184.41	30.36	18.30	44.53	49.70	43.30
25	Ind-Swift Laboratories	201.45	38.32	19.16	24.24	90.36	171.39
26	Varun Shipping	363.20	152.13	71.57	27.02	54.57	189.05
27	Swaraj Engines	117.19	26.90	14.36	47.59	48.21	58.67
28	Glenmark Pharmaceuticals	473.98	118.71	63.71	38.24	65.20	58.60
29	Tata Investment Corp.	106.41	101.01	97.25	50.34	50.11	55.48
30	Hughes Software Systems	446.90	133.40	99.10	38.92	32.74	41.77
31	Taj GVK Hotels & Resorts	106.82	40.12	20.16	30.36	57.46	51.35
32	Tata Elxsi	178.34	33.20	22.96	26.46	50.84	69.82
33	Shriram Transport Finance	311.37	74.56	43.68	44.67	25.29	28.93
34	Eastern Silk Industries	321.78	45.98	24.02	20.12	69.36	48.27
35	Oriental Hotels	130.36	37.53	15.15	24.46	46.32	74.14
36	Tata Sponge Iron	222.52	94.41	54.49	33.13	71.28	73.37
37	Amtek India	309.76	79.01	40.27	30.59	37.41	83.88