

INDIA'S **FASTEST GROWING MID-SIZED COMPANIES**

Companies with revenues between Rs 1,000 crore and Rs 1,499 crore that grew the fastest in 2006.

FASTEST GROWING MID-SIZED COMPANIES

- †† Kalpataru Power Transmission
- †† Shree Cement
- †† Hindustan Copper
- †† Centurion Bank of Punjab
- †† Man Industries (India)



Kalpataru Power's Munot: Powering up

I. Kalpataru Power

It wants much more of the infrastructure projects.

HOW'S THIS FOR PERFORMANCE? WHAT KALPATARU Power Transmission earned in a single month in March 2006 used to be its full-year revenue as recently as 2001. But back then, Mumbai-based Kalpataru used to be a small firm whose only business was to lay transmission lines. These days, it builds everything from bridges to roads, besides power lines.

"We are attacking more parts of the infrastructure pie, thus ensuring faster growth within the company," says Ajay Munot, Executive Director, Kalpataru. For 2006-07, the company is expected to clock revenues of Rs 2,000 crore, of which Rs 500 crore will come from JMC Projects, a construction firm that it acquired in February 2005. In 2005-06, the 27-year-old company had consolidated revenues of Rs 1,100 crore.

Munot, 35, knows exactly what is driving growth at Kalpataru. "Government spending on infrastructure, acquisition of JMC Projects, diversification into multiple sectors and locations, and execution capabilities have been the key reasons behind our success," says Munot. Kalpataru's order book for the next 12-18 months is almost as much as its last two years' revenues (Rs 3,000 crore), but Munot plans to focus more on the export market, specially in Africa, and venture into different verticals in infrastructure space. "Next year, we will grow at 30-35 per cent with a similar growth in our order book," says Munot. Looks like Kalpataru is going to be on our list next year as well.

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