

BUSINESS

SPECIAL ISSUE

100 *Indian* POWER LIST

THE ESSENTIAL GUIDE TO THE
MOST INFLUENTIAL MOVERS
AND SHAKERS IN THE INDIAN
EXPATRIATE COMMUNITY

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BANKING & FINANCE

RAJU MENON

Founder, Morison Menon

Raju Menon's UAE-based Morison Menon Chartered Accountants (MMCA) recently went to battle with the European Union (EU) when he discovered the entity was trying to blacken the firm's name over dealings with Iran. The firm won its case against the EU, a significant battle for the 20-year veteran.



Menon's client list just keeps on growing, and he has also set up a charity foundation.

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INDUSTRY

DILIP RAHULAN

Executive chairman, Pacific Controls



Dilip Rahulan founded Pacific Controls in Australia in 1984 before expanding the company to Dubai. Rahulan is known as something of a champion of green and energy efficient buildings; Pacific Controls' UAE headquarters was awarded the honour of becoming the Middle East's

first platinum-rated green building by the US Green Building Council and Leadership in Energy and Environment Design. In July, the firm signed an agreement with Saudi telco Mobily to jointly offer machine-to-machine energy management solutions for vertical industry sectors in Saudi Arabia.



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PHILANTHROPY

GULSHAN KAVARANA

Founder, Special Families Support Group

One of the winners of last year's Most Inspiring Indians awards, and really no surprise at that. Gulshan Kavarana is one of the most popular women in Dubai's Indian community. Heading the Special Families Support (SFS) Group, founded in 1999, it is her job to help families cope with special needs children and the challenges of family life by acting as an

inspiration, coach and motivator to those parents. SFS is now regarded as the biggest NGO in the country.

A mother of two based in Dubai, she has also gone to great lengths to assist the children themselves who have special needs, after her own daughter was diagnosed with autism. More than 100 families across the UAE now benefit from her help.

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BANKING & FINANCE

K VENKATA RAMA MOORTHY

GM and chief executive, Bank of Baroda

As general manager and chief executive of the Bank of Baroda's Gulf operations, K Venkata Rama Moorthy has taken over the top local position at one of India's biggest banks from Ashok Gupta. He oversees the daily activity of more than six retail branches across the

UAE. In addition to the main branches, Bank of Baroda also has eight customer service centres across the UAE, as well as 29 ATMs. The bank is the only Indian lender offering full banking facilities to the NRI community in the UAE. Rama Moorthy is also overseeing the bank's network in Oman.

100 Indian POWER PLAYERS

Three years on from the first publication of the *Arabian Business* Indian Power List, we have again provided a definitive list of the movers and shakers in the Gulf's biggest expatriate community.

Millions of Indians now live and work in the six GCC states, and they send billions of dollars of remittance earnings back to their home country every year, providing a substantial contribution to Indian GDP. There are roughly three million Non-Resident Indians (NRIs) in Saudi Arabia - equating to roughly 10 percent of the population. In the UAE, the share is even higher, with around two million NRIs making up nearly a third of the population.

As reflected on the number of entries on our list based in the UAE (about 90 percent), the Gulf state has proved especially friendly to the Indian expat population. The UAE is still India's largest trading partner by some measures - and NRIs have been making an extraordinary contribution to the country's business landscape, culture and history.

So who are the men and women you need to know in order to make your business flourish in the Gulf?
Turn the page to find out.

HOW WE COMPILED THE LIST

This is the third year that *Arabian Business* has published its list of the 100 most powerful Indians in the Gulf. Since the publication of our previous list, our editorial team has been sourcing new names and refreshing our database — similar to that used for our Arab Power List — of the most influential Indians in the region.

We define power as influence. In simplest terms, it is how much impact the actions of one person can have on others — the more impact, the more influence. We considered Indians from all walks of life — from retail to industry, from science to philanthropy, and from arts to sport.

About six months ago, our team of 11 researchers began the first of a series of meetings to whittle down the nearly

900 names on our database. By July, we had brought the number of names down to 200, and the final 100 was confirmed in September.

The rankings from 11 to 100 were selected by the editorial team. For the top ten names, we first agreed on who the top ten should be.

After this, the rankings were decided by a voting system — each member of the team ranked the ten in order of personal preference. Position one equals ten points, position two equals nine points, and so on — right down to position ten equaling one point.

The total number of points was then taken for each name in the top ten, with the individual with the highest points assigned top position, second-highest gaining second position, and so on.

Power List Researchers:

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