

Annex 4

PRIVATE SECTOR COMPANIES BASED IN BANGALORE

BPL GROUP

BPL is a household name in Indian consumer electronics. BPL's revenues were INR 10.1 billion in 1992. The company's products range from compact stereos to frost free refrigerators. The BPL Group also manufactures medical equipment, power relays and communication and data transmission equipment. The corporate office is located on Church Street in Bangalore.

BRITANNIA INDUSTRIES

The market leader in biscuits (cookies, breads and cakes), Britannia has been in India for over 75 years with annual revenues of approximately INR 4.4 billion in 1994. Britannia Industries, in active collaboration with Groupe Danone of France, plans to introduce new product lines and modernize its plants. The company's corporate office is on Airport Road, Bangalore.

BROOKE BOND LIPTON INDIA LTD. (BBLIL)

Part of the Unilever worldwide group, BBLIL produces packaged tea, coffee, vegetable fat, squashes and jams. In 1994, company revenue was INR 13.2 billion, making it one of the largest multinational companies in India. BBLIL has a corporate office and training centre at Brookefields in Bangalore.

COATS VIYELLA

Manufacturers of Louis Phillippe and Van Heusen brand shirts, Coats Viyella is a subsidiary of one of the world's largest textile companies. The company has a garment manufacturing facility near Bangalore while its other facilities are spread throughout India. The company recorded a turnover of INR 6.85 billion in 1994. The head office is located on Old Madras Road.

TITAN INDUSTRIES

A new entrant in the Indian watch market, Titan has quickly gained a 60% market share in India for quartz analog watches. In 1994, Titan sold about 2.57 million watches, amounting to INR 2.26 billion, through its network of 4,000 dealers. It has a state of the art watch manufacturing unit at Hosur which employs close to 2,000 people. Titan leads in introducing new model designs and styles and intends to enter the jewellery watch segment. The company has set up a new production facility for jewellery products at Hosur. Titan currently exports INR 60 million worth of watches to countries in the Middle

East and it plans to export to the U.K., Singapore and Malaysia shortly. Titan's corporate office at Bangalore is at the Golden Enclave, Airport Road.

UB GROUP

The UB Group's primary product is alcoholic beverages, but it has other divisions in the petroleum, pharmaceutical and fertilizer industries. With respect to alcoholic beverages, UB Group is the Indian market leader with a 40% share of the beer market and a 38% share of the spirits market. In 1994, UB Group had a turnover of INR 30 billion worldwide and has recently tied up with United Distillers to market brands like Johnnie Walker, Vat 69 and Campari in India. The UB Group has its corporate office at Vittal Mallya Road, Bangalore.

WIPRO GROUP

WIPRO is a diversified group in the consumer goods, information technology, healthcare, lighting and engineering sectors. Group revenues touched INR 6.11 billion in 1994. Wipro Infotech is also the second largest computer company in India, manufacturing personal computers, workstations and mainframes. Most of the computers are made near Bangalore or Mysore. WIPRO Group has recently decided to move to Airport Road in Bangalore from its headquarters in Bombay.