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Seiko Watch India Pvt Ltd President Shuji Ishiyama at the launch of Exquisite Clocks Collection in New Delhi on Friday. (BCCI) Anand K. Sinha

TATA STEEL'S ₹3.5-BN LOAN RATED 'BB'

RIIC's Jammagar unit to shut for maintenance

Sobha Developers' net up two-fold

Volkswagen sales grow 132% in Jan-Sep

NIT net up 9 per cent

RiddiSiddhi Bullions plans diamond foray

ITC is growing in line with our expectations... Despite not meeting market expectations in its second quarter financial performance...

Q&A

SURESH VASWANI & GIRISH PARANJPE

After two blackwaters (them Aegis and TCI), people expected much more from you and they were disappointed.

Revenue from fixed priced contracts seems to have gone up this quarter. Any reason?

Paranji: Our relative volume growth of 15.7 per cent is not very different from some of our competitors...

Yes, you have to move offshore than onshore? ... In, you have to move offshore than onshore? For example, we did more work in offshore than onshore...

Your margin has also taken a hit of 250 basis points.

Paranji: It is due to hedge and the people related investments. We generated 20,000 people last quarter...

After you give promotions last year, did you go back to clients, asking for pricing increase?

Paranji: We are going back to them now. We give a promotion and take it into duty when most of our clients had already decided their budgets...

Your growth in the US was muted, though you grew well in Europe and Africa.

Vaswani: Yes, we have been challenged in the US, where we had a 3.2 per cent sequential growth.

You added 25 new clients during the last quarter - some more light on the size of the deals.

Vaswani: We are seeing a rise in the number of medium-size deals. Our focus has been to grow our accounts so that they can become potentially large customers.

IPL sponsors uncertain, as BCCI weighs Kochi call

WINDIE SUGAN FEROZ A MANAGER CHAIRMAN/COO Mumbai, 22 October

The Board of Control for Cricket in India (BCCI) is expected to decide the fate of the Kochi franchise of the Indian Premier League (IPL) very soon.

BCCI had issued a notice to the franchise on October 11, asking the consortium of investors to file its incorporation papers within 15 days.

RiddiSiddhi Bullions, the 700,000-sq-ft bullion trader, plans to diversify into diamond jewellery manufacturing and retailing business with an investment of ₹100 million.

visibility for the sponsors and brands associated with the tournament. A total of 60 matches were played in this year's IPL.

SET Max, say sources, may try and increase the ad rates for 10-second spots.

The loss to SET Max, the official broadcaster, on account of 14 games not happening in the fourth edition, will be approximately ₹200 crore

The loss to SET Max, the official broadcaster, on account of 14 games not happening in the fourth edition would be approximately ₹200 crore.

Calculations upon if the number of teams goes down to seven, the number of matches will also go down. This would mean loss

of about 60-65 per cent year-on-year from the first to the third season.

SET Max, say sources, may try and increase the ad rates for 10-second spots. This is because with a smaller tournament, television ratings or TVR are likely to be higher, say

media planners. The channel may raise rates from the current ₹6-7 lakh for a 10-second spot to make up for the lost ground in some way.

The sponsors are waiting for the choice to show. Anand, chairman, Godrej Group, said, "Our people team will take a call after evaluating all prospects. The fourth edition is still

done cost. We are hoping we will get more IP in the pricing. Some clients have already agreed that effective from January 1, they will give us higher price.

Your growth in the US was muted, though you grew well in Europe and Africa.

Vaswani: Yes, we have been challenged in the US, where we had a 3.2 per cent sequential growth.

You added 25 new clients during the last quarter - some more light on the size of the deals.

Vaswani: We are seeing a rise in the number of medium-size deals. Our focus has been to grow our accounts so that they can become potentially large customers.

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