Understanding India

Vinod K. Jain
June 21, 2016

Osher Lifelong Learning Institute
George Mason University

© 2016 Vinod K. Jain

Agenda

- India in a Global Context
- India through the Ages
- Contemporary India
- India’s Identity
- The Indian Americans
Classifying the World’s Economies

**Advanced economies**: Post-industrial countries characterized by high per-capita income, highly competitive industries, and well-developed commercial infrastructure, e.g., the G7 (and others)

**Developing economies**: Low-income countries characterized by limited industrialization and economic stagnation, e.g., most of the low-income countries in Asia, Latin America, and Africa, such as Bangladesh, Nicaragua, and Zaire

**Emerging economies**: A subset of the formerly developing countries that have achieved substantial industrialization, modernization, improved living standards, and high economic growth
The Emerging Markets

- The **BRIC** countries: Brazil, Russia, India, China
  - Coined by Goldman Sachs in a 2003 report, "Dreaming with the BRICs: The Path to 2050"
- The **CIVETS**: Colombia, Indonesia, Vietnam, Egypt, Turkey, and South Africa
- Morgan Stanley Emerging Markets Index (MSCI) is based on 23 countries:
  - **Americas**: Brazil, Chile, Colombia, Mexico, Peru
  - **Asia**: China, India, Indonesia, Korea, Malaysia, Philippines, Taiwan, and Thailand
  - **EMEA**: Czech Republic, Egypt, Greece, Hungary, Poland, Qatar, Russia, South Africa, Turkey, and United Arab Emirates
The global middle-class wave

Global middle-class consumption will shift heavily toward China, India, and other Asian countries (excluding Japan) as the high-income countries see their share decrease.

SOURCE: H. Kharas (2010), 'The Emerging Middle Class in Developing Countries' OECD Development Centre Working Paper No. 285
Projected Shortage/Surplus of Working Age Population by 2020 (in Millions)

Note: Potential surplus is calculated keeping the ratio of working population (age group 15 – 59) to total population constant.
Source: U.S. Bureau of the Census International Data Base; Source: BCG Analysis.

India through the Ages
India’s Heritage

Indus Valley Civilization
3300 BCE - 1700 BCE

Soap Stone Seal Used in trade

https://en.wikipedia.org/wiki/Indus_Valley_Civilisation

India’s Heritage

1500 BCE - 800 BCE:
The Vedas and Upanishads

800 BCE - 400 BCE:
Ramayana and Mahabharata
India’s Heritage

Takshila University
600 BCE – 500 AD

http://veda.wikidot.com/tip:world-first-university-takshila

Nalanda University
500 - 1200 Centuries CE

https://en.wikipedia.org/wiki/Nalanda

The World’s Oldest Universities

Takshila University
- 600 BCE to 500 CE.
- 68 subjects; 10,500 students including those from Babylon, Greece, Syria, and China; 200 teachers.
- Subjects: the Vedas, languages, grammar, philosophy, medicine, surgery, archery, politics, warfare, astronomy, accounts, commerce, documentation, music, dance and other performing arts, futurology, the occult and mystical sciences, complex mathematical calculations.
- The panel of teachers included legendary scholars like Kautilya, Panini, Jivak, and Vishnu Sharma.

Nalanda University
- 5th Century CE to 1200 CE.
- 2,000 Teachers, 10,000 Students from Tibet, China, Korea, and Central Asia.
- The first Residential international university of the World.
- An important center of Buddhist worship and culture.
- Subjects taught: Mahayana, Buddhism, the Vedas, logic, Sanskrit grammar, medicine and, Samkhya (Hindu philosophy).
- Destroyed by Muslim invaders around 1200 CE.
The Maurya Dynasty, 265 BCE

Foreign Invaders and Visitors

- Arabs, Afghans, Mongols since 11th century
- Europeans arrived in 1498 – the Dutch, the French, and the British
- Foreign envoys and visitors in ancient India
  - Megasthenes (Greek) (302-298 BCE)
  - Fa-Hien (China) (405-411 CE)
  - Hiuen-Tsang (China) (630-645 CE)
  - I-tsing (China) (671-695 CE)
  - Al-Masudi (Arab) (957 CE)
  - Al-beruni (Persia) (1024-1030 CE)
  - Marco Polo (Venice) (1292-1294 CE)
- Many others
### World’s Largest Economies (1000-1950): % Share of World GDP

<table>
<thead>
<tr>
<th></th>
<th>1000</th>
<th>1500</th>
<th>1700</th>
<th>1820</th>
<th>1870</th>
<th>1913</th>
<th>1950</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>13</td>
<td>24</td>
<td>30</td>
<td>32</td>
<td>32</td>
<td>47</td>
<td>39</td>
</tr>
<tr>
<td>USA</td>
<td>&lt;1</td>
<td>&lt;1</td>
<td>&lt;1</td>
<td>2</td>
<td>9</td>
<td>22</td>
<td>31</td>
</tr>
<tr>
<td>China</td>
<td>23</td>
<td>25</td>
<td>22</td>
<td>33</td>
<td>15</td>
<td>9</td>
<td>5</td>
</tr>
<tr>
<td>India</td>
<td>29</td>
<td>25</td>
<td>24</td>
<td>16</td>
<td>11</td>
<td>8</td>
<td>4</td>
</tr>
</tbody>
</table>


### World Manufacturing: Relative % Shares, 1750-1900

<table>
<thead>
<tr>
<th></th>
<th>1750</th>
<th>1800</th>
<th>1830</th>
<th>1860</th>
<th>1880</th>
<th>1900</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>23.2</td>
<td>28.1</td>
<td>34.2</td>
<td>53.2</td>
<td>61.3</td>
<td>62.0</td>
</tr>
<tr>
<td>USA</td>
<td>0.1</td>
<td>0.8</td>
<td>2.4</td>
<td>7.2</td>
<td>14.7</td>
<td>23.6</td>
</tr>
<tr>
<td>Japan</td>
<td>3.8</td>
<td>3.5</td>
<td>2.8</td>
<td>2.6</td>
<td>2.4</td>
<td>2.4</td>
</tr>
<tr>
<td>China</td>
<td>32.8</td>
<td>33.3</td>
<td>29.8</td>
<td>19.7</td>
<td>12.5</td>
<td>6.2</td>
</tr>
<tr>
<td>India</td>
<td>24.5</td>
<td>19.7</td>
<td>17.6</td>
<td>8.6</td>
<td>2.8</td>
<td>1.7</td>
</tr>
</tbody>
</table>

Contemporary India

India is “a nation so enormous that it embraces every possible contradiction” (New York Times, January 17, 2007)
Today’s India – Conflicting Ideals

- Democracy and socialism
- Religious pluralism and Hindu nationalism
- Tradition of public discourse and partisan politics
- Industrial development and village handicrafts
- Energy & environment and development
- Globalism and nationalism
- Modernity and tradition

“...no other country in the world embraces the extraordinary mixture of ethnic groups, the profusion of mutually incomprehensible languages, the varieties of topography and climate, the diversity of religions and cultural practices, and the range of levels of economic development that India does.

And yet, India is more than the sum of its contradictions.”

- Shashi Tharoor, 1997
India at a Glance

- 5,000 year old civilization
- Population 1.27 billion
- 29 states, 7 union territories
- 22 official languages; the largest English-speaking nation
- The world’s fastest growing, large economy - GDP growth rate 7-8%
- The 3rd largest economy (PPP)
- The 2nd largest base of Internet users in the world
Indian Languages

Even though English language is not included in Eighth Schedule (as it is a foreign language), it is one of the official languages of Union of India.

In addition the following native languages and dialects are spoken by more than one million speakers each:

1. Bhojpuri
2. Rajasthani
3. Magadh/Magahi
4. Chhattisgarhi
5. Haryanvi
6. Marwari
7. Malvi
8. Mewari
9. Khorth/Khotta
10. Bundeli/Bundelkhan
11. Baghel/Baghel Khan
12. Pahari
13. Laman/Lambadi
14. Awadhi
15. Harauti
16. Garhwali
17. Nimadi
18. Sadan/Sadri
19. Kumauni
20. Tulu
21. Kodava
22. Dhundhari
23. Surjapuri
24. Bagri
25. Banjari
26. Nagpuria
27. Surjapuri
28. Kangri

Emerging MNEs in India
Many World-class Companies ... Increasingly Global... and Not Just in IT

- “The country’s state may be weak, but its private companies are strong” (The Economist)
- Arcelor Mittal, based in Luxembourg, is the world’s largest steel firm
- Tata Motors, best known for making cars that cost only $2,000, also owns Jaguar and Land Rover
- Bharti Airtel, a mobile-phone firm has 265 m subscribers in India, and 303 m worldwide (including Africa and South Asia)
- Mahindra & Mahindra in farm equipment has a 20% market share in Southern United States for 40HP tractors

Mahindra & Mahindra

- At US $6.7 billion in sales, M&M is one of the top 10 industrial houses in India, with leading presence in several industries - financial services, trade, retail and logistics, automotive components, after-market, information technology, and infrastructure development
- Mahindra’s Farm Equipment division has won the Japan Quality Medal and the Deming Prize, the only tractor company world-wide to have these honors; two JVs in China
- Mahindra Tractors is the only Indian company among the top tractor brands in the world; sales of 85,000 units in ten countries
- Mahindra USA (established 1994) has hundreds of dealers, and does final assembly of 40HP tractors here in two plants; 6% market share (20% in Southern states); and sales of over $100 million

“Deere John, I have found someone new!”
Foreign MNEs in India

The Paradox

Source: A rickshaw puller and a BMW in Delhi, The Financial Times, 2012
The Paradox

Guess?

The average number of new mobile phone connections per day in India in 2010

A. 600
B. 6,000
C. 60,000
D. 600,000
E. 6,000,000
Mobile Phone Subscribers and Internet Users

- Average no. of daily new mobile phone connections in India:
  - 2010: 631,000
  - 2013: 290,000
  - 2016 (March): 235,000

- February 2016:
  - Total No. of Mobile Phone Subscribers: 1.03 B
  - No. of Internet Users: 462 M

India – a Huge Market

- U.S. pharma exports to India grew by 470% from 2000 to 2012
- Orders for aircraft by airlines in India:
  - SpiceJet (2014): 42 Boeing 737MX jets for $4.4 billion
  - Previous order of 30 Q40 jets from Bombardier of Canada
  - AirCosta (2015): 50 Embraer jets from Brazil for $2.9 billion
  - IndiGo: 180 passenger jets from Airbus for $15 billion
  - India purchased civilian and military aircraft from Boeing worth $20 billion over several years
- In 2013, India was the biggest foreign buyer of U.S. military equipment
India – a Huge Market

- In 2015, Dell entered India’s healthcare market, providing cloud-based services to hospitals and others
- Cisco expects its business in India to grow by 20% per year for the next 5 years
  - 8,000 of its 11,500 employees in India work in R&D
- In March 2014, Ford’s sales in India increased by 57% compared to March 2013
- Tiffany & Co. has set up a diamond processing plant in Nagpur
- GE Healthcare is setting up a chain of 25 cancer care centers in India in partnership with a local company

India – a Huge Market

- Western Union money transfer
  - India is their largest market
- Perkins + Wills Architects
  - Built the world’s most expensive home
- Bechtel
  - Built the world’s largest refinery system in Jamnagar, Gujarat
- Ignighter.com, a NY start-up
  - Group dating service
  - “Jilted in the U.S., finds love in India” (New York Times)
India’s Identity

India’s Self-Identity

- India’s identity is result of factors like:
  - History
  - Cultures
  - Religions
  - Political economy
    - Political system
    - Economic system
    - Legal system
  - Mass media
  - Bollywood
  - What others think of us

- Impossible to generalize about India’s self-identity given the many groups into which people can be classified
  - Religion
  - Gender
  - Age and generation
  - State of origin/residence
  - Urban/rural
  - Educated/uneducated
  - Occupation
India in Western Imagination
(Amartya Sen, 2005)

- **Curatorial**
  - Depictions of India based simply on curiosity and the desire to learn about other cultures and different lands; intellectual interest in others; travelers to India

- **Exoticist**
  - Depictions of India with exotic views and ideas

- **Magisterial**
  - Depictions of India under the colonial rule: “a barbaric nation under the benign and reformist administration of the British Empire”

The Curatorial Approach to Understanding India

- Based on travelers’ accounts of India over the last 1,500 years – out of their desire to learn about other cultures and peoples
- Chinese travelers (Faxian, 5th century; Xuanzang, 7th century) provided detailed accounts of what they saw in India
- Arab translations of Indian texts
  - Brahmagupta’s pioneering book on astronomy (in Sanskrit) was translated into Arabic in the 8th century, and again in the 11th century
- Alberuni came to India with Mahmud of Ghazni (early 11th century)
  - *Tā'rikh al-hind* (History of India in Arabic) gave a remarkable account of social and intellectual traditions in India
- Indian decimal system and numerals reached Europe via the Arabs
The Curatorial Approach – contd.

- Some early European studies of India
  - Roberto Nobili (Italian Jesuit): Early 17th century
    - Went to South India, learned both Sanskrit and Tamil
    - Wrote books on India in Latin and Tamil
  - Father Pons of France (also a Jesuit), wrote grammar of Sanskrit in Latin in the early 18th century
- However, real European interest in India began with William Jones, an officer of the East India Company and a legal scholar, in the early days of the British empire
  - Established the Royal Asiatic Society of Bengal (1784)
  - Translated a number of Indian classics (with other European scholars), such as Gita, Manusmriti, and Sakuntala
- Early Western perceptions of India were profoundly influenced by these early European writings

The Exoticist Approach to Understanding India

- Based on observation of exotic ideas and views about India by outsiders – for over 2,000 years
- Megasthene’s Indika (early 3rd century BCE)
  - Envoy of Seleucus Nicator (Greece) to the court of the Great King Chandragupta Maurya in Pataliputra
  - Indika is full of accounts of fantastic objects and achievements
    - “I have seen the great cities of the East. I have seen Persian palaces of Susa and Ecbatana, but this (Pataliputra) is the greatest city in the world.”
  - Many other Greek writers
- Writings of the European Romanticists (late 18th century)
- Interest in the exotic continues to the current era
  - Maharishi Mahesh Yogi; Shri Rajneesh, Sri Sri Ravishankar
The Exoticist Approach – contd.

- The European Romantics (late 18th century, CE)
  - Herder: “The Hindus are the greatest branch of humanity”
    "Moderation and calm, a soft feeling and a silent depth of the soul characterize their work and their pleasure, their morals and mythology, their arts."
  - Schlegel: While in the West, “man himself has almost become a machine” and “cannot sink any deeper”, Schlegel recommended learning from the Orient, especially from India.
    "The Persian and German languages and cultures, as well as the Greek and the old Roman, may all be traced back to the Indian."
  - Schopenhauer: The New Testament, in contrast with the Old, “must somehow be of Indian origin: this is attested by its completely Indian ethics, which transforms morals into asceticism, its pessimism, and its avatar (i.e., the person of Christ).”
- Ezra Pound and Y.B. Yates (early 20th century) praised the lyrical spirituality of Rabindranath Tagore’s poetry
- However, most of them later renounced their claims

The exotic India is also promoted by the Government of India – for tourism
The Magisterial Approach to Understanding India

- The approach of the colonial rulers – seeing India as a subject territory... with a sense of superiority and guardianhood
- James Mill’s *The History of British India* (1817) painted India as “a barbaric nation under the benign and reformist administration of the British empire”
  - Disputed and dismissed nearly all claims ever made on behalf of Indian culture and intellectual traditions
  - Played a major role in introducing India to the British governors of India
  - Didn't even believe that the decimal system or the Arabic numerals were of Indian origin
  - Also slanted Americans’ perceptions of India

So, what is India’s identity?

- It’s a mixture of
  - India’s internal identity (self image)
  - India’s external identity (others’ images of India)
  - which have been evolving over thousands of years
- The exoticist approach gave credit where sometimes it may not have been due, and the magisterial approach denied credit where it was due
  - Both discount an understanding of India’s traditions in mathematics, logic, medicine, sciences, the arts, literature, philosophy, ... which may be known to the Western specialist, but play little role in general understanding of India
  - And, they have had considerable influence on the self perceptions of Indians themselves
    - For instance, European exoticists’ praise of India found appreciative listeners in India
    - who discounted denunciations by the same people who had praised India earlier
India’s Diaspora in the U.S.

Who are the Indian Americans?

- 3.18 million Indian Americans as of 2011, the third largest Asian American ethnic group in the United States – after the Chinese Americans and Filipino Americans (U.S. Census Bureau)
- The most educated and the most affluent ethnic group in America (Pew Research Center)
  - Median Household Income: $88,000, compared to $49,800 for the entire U.S. population (U.S. Census Bureau, 2013)
  - 70% have bachelor’s and higher degrees, 28% national average (2010)
  - 28% are employed in science and engineering fields, 5% national average (2010)
- Despite constituting about 1% of the U.S. population, Indian Americans are 3% of the nation’s engineers, 7% of its IT workers, and 8% of its physicians and surgeons (Forbes, 2.24.2009)
### Sampler of Key Demographic and Survey Findings

**% of adults (unless otherwise noted)**

<table>
<thead>
<tr>
<th></th>
<th>Median household income</th>
<th>College degree or higher**</th>
<th>Foreign born</th>
<th>Recent intermarriage rate</th>
<th>Majority or plurality religion</th>
<th>Satisfied with life</th>
<th>Satisfied with direction of country</th>
<th>Personal finances (Excellent/Good)</th>
<th>Belief in hard work**</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>U.S. Asians</strong></td>
<td>$66,000</td>
<td>49</td>
<td>74</td>
<td>29</td>
<td>Christian</td>
<td>82</td>
<td>43</td>
<td>51</td>
<td>69</td>
</tr>
<tr>
<td><strong>General public</strong></td>
<td>$49,000</td>
<td>28</td>
<td>16</td>
<td>15</td>
<td>Christian</td>
<td>75</td>
<td>21</td>
<td>35</td>
<td>58</td>
</tr>
<tr>
<td><strong>U.S. Asian groups</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chinese</td>
<td>$65,000</td>
<td>51</td>
<td>76</td>
<td>26</td>
<td>Unaffiliated</td>
<td>84</td>
<td>41</td>
<td>55</td>
<td>61</td>
</tr>
<tr>
<td>Filipino</td>
<td>$75,000</td>
<td>47</td>
<td>69</td>
<td>48</td>
<td>Catholic</td>
<td>82</td>
<td>30</td>
<td>50</td>
<td>72</td>
</tr>
<tr>
<td>Indian</td>
<td>$85,000</td>
<td>70</td>
<td>87</td>
<td>12</td>
<td>Hindu</td>
<td>84</td>
<td>47</td>
<td>67</td>
<td>75</td>
</tr>
<tr>
<td>Vietnamese</td>
<td>$85,000</td>
<td>26</td>
<td>84</td>
<td>18</td>
<td>Buddhist</td>
<td>82</td>
<td>56</td>
<td>29</td>
<td>83</td>
</tr>
<tr>
<td>Korean</td>
<td>$50,000</td>
<td>53</td>
<td>78</td>
<td>32</td>
<td>Protestant</td>
<td>83</td>
<td>48</td>
<td>45</td>
<td>64</td>
</tr>
<tr>
<td>Japanese</td>
<td>$65,290</td>
<td>46</td>
<td>32</td>
<td>55</td>
<td>No plurality</td>
<td>81</td>
<td>36</td>
<td>57</td>
<td>59</td>
</tr>
</tbody>
</table>

**Source:** Pew Research Center: The Rise of Asian Americans, April 2013

### College Education, Ages 25 and Older, 2010

**% with a bachelor's degree or more**

<table>
<thead>
<tr>
<th></th>
<th>U.S. Population</th>
<th>U.S. Asians</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Population</td>
<td>28</td>
<td>49</td>
</tr>
<tr>
<td>U.S. Asians</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**U.S. Asian groups**

<table>
<thead>
<tr>
<th></th>
<th>Indian</th>
<th>Korean</th>
<th>Chinese</th>
<th>Filipino</th>
<th>Japanese</th>
<th>Vietnamese</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Asians</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Notes:** All Asians (and each subgroup) include mixed-race and mixed-group populations, regardless of Hispanic origin.

**Source:** Pew Research Center analysis of 2010 American Community Survey, Integrated Public Use Microdata Sample (IPUMS) File

### Asians in Science and Engineering Fields, Adults, 2010

**% employed in science and engineering fields**

<table>
<thead>
<tr>
<th></th>
<th>U.S. population</th>
<th>U.S. Asians</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. population</td>
<td>5</td>
<td>14</td>
</tr>
<tr>
<td>U.S. Asians</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**U.S. Asian groups**

<table>
<thead>
<tr>
<th></th>
<th>Indian</th>
<th>Chinese</th>
<th>Vietnamese</th>
<th>Japanese</th>
<th>Korean</th>
<th>Filipino</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Asians</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Notes:** Based on currently employed civilians. All Asians (and each subgroup) include mixed-race and mixed-group population, regardless of Hispanic origin.

**Source:** Pew Research Center analysis of 2010 American Community Survey, Integrated Public Use Microdata Sample (IPUMS) File

**Pew Research Center**
India’s Diaspora in the U.S.

- Entrepreneurs
  - High-tech entrepreneurs, hotel owners, and others
- Physicians (AAPI):
  - 60,000 Indian American physicians in the United States, serving in inner cities, rural areas, and peripheral communities as well as in top medical schools and other academic centers
- Nobel laureates
- CEOs at major corporations
- Educators
- Engineers, scientists, and technologists
- Politicians
- Obama administration appointees
- Journalists, among others
India’s Diaspora in the U.S.

- High-tech entrepreneurs
  - Indian immigrants founded more engineering and technology companies in the U.S. during 1995-2005 than immigrants from Britain, Japan, China, and Taiwan combined (Vivek Wadhwa, 2007)
  - 40% of the public VC-backed companies in high-technology manufacturing in the United States were started by immigrants in the last 15 years (National Venture Capital Association, 2007)
  - India was the most common place of birth for foreign-born founders, followed by Britain, China, Iran, and France
  - They have created hundreds of thousands of jobs in the United States, and continue to do so

Companies Founded/Co-founded by Indian Immigrants

<table>
<thead>
<tr>
<th>Company</th>
<th>Founder/CoFounder (c)</th>
<th>State</th>
<th>Sales (2009)</th>
<th>Employees (2009)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Akamai</td>
<td>Preetish Nijhawan</td>
<td>MA</td>
<td>859.8M</td>
<td>1,750</td>
</tr>
<tr>
<td>Art Technology Group Inc.</td>
<td>Jeet Singh</td>
<td>MA</td>
<td>179.38M</td>
<td>545</td>
</tr>
<tr>
<td>Bose Corporation</td>
<td>Amar Bose</td>
<td>MA</td>
<td>NA</td>
<td>8,000</td>
</tr>
<tr>
<td>Cirrus Logic Inc.</td>
<td>Suhas Patil</td>
<td>TX</td>
<td>220.99M</td>
<td>505</td>
</tr>
<tr>
<td>i2 Technologies Inc.</td>
<td>Sanjiv Sidhu</td>
<td>TX</td>
<td>256M</td>
<td>1,280</td>
</tr>
<tr>
<td>iGate</td>
<td>Sunil Wadhwa</td>
<td>CA</td>
<td>193.1M</td>
<td>6,910</td>
</tr>
<tr>
<td>InfoGROUP Inc.</td>
<td>Vinod Gupta</td>
<td>NE</td>
<td>$500M</td>
<td>3,146</td>
</tr>
<tr>
<td>Inforpace</td>
<td>Naveen Jain</td>
<td>WA</td>
<td>207.65M</td>
<td>157</td>
</tr>
<tr>
<td>Juniper Networks</td>
<td>Pradeep Sindhu</td>
<td>CA</td>
<td>3.32B</td>
<td>7,231</td>
</tr>
<tr>
<td>Kanbay International Inc.</td>
<td>Dileep Nath</td>
<td>IL</td>
<td>230.5M</td>
<td>6,900</td>
</tr>
<tr>
<td>PortalPlayer Inc.</td>
<td>Sanjeev Kumar</td>
<td>CA</td>
<td>NA</td>
<td>201-500</td>
</tr>
<tr>
<td>Qlogic Corporation</td>
<td>H. K. Desai</td>
<td>CA</td>
<td>549.07M</td>
<td>1,038</td>
</tr>
<tr>
<td>SanDisk</td>
<td>Sanjay Mehrotra</td>
<td>CA</td>
<td>3.57B</td>
<td>3,267</td>
</tr>
<tr>
<td>Scandent Group</td>
<td>Ramesh Vangal</td>
<td>NJ</td>
<td>NA</td>
<td>3,000</td>
</tr>
<tr>
<td>SonicWall Inc.</td>
<td>Sreekant Ravi</td>
<td>CA</td>
<td>200.57M</td>
<td>819</td>
</tr>
<tr>
<td>Sun Microsystems</td>
<td>Vinod Rosh (c)</td>
<td>CA</td>
<td>11.45B</td>
<td>29,000</td>
</tr>
<tr>
<td>Sycamore Networks</td>
<td>Desh Deshpande</td>
<td>MA</td>
<td>67.4M</td>
<td>405</td>
</tr>
<tr>
<td>Syntech Digital Inc.</td>
<td>Shobha Purushothaman</td>
<td>NY</td>
<td>NA</td>
<td>117</td>
</tr>
<tr>
<td>Syntel</td>
<td>Bharat Desai</td>
<td>MI</td>
<td>419M</td>
<td>13,600</td>
</tr>
<tr>
<td>TIBCO Software Inc.</td>
<td>Vivek Ranadive</td>
<td>CA</td>
<td>621.4M</td>
<td>2,997</td>
</tr>
<tr>
<td>TransSwitch Corporation</td>
<td>Santanu Das</td>
<td>CT</td>
<td>56.1M</td>
<td>227</td>
</tr>
<tr>
<td>WebFX Communications</td>
<td>Subrah S. Iyar</td>
<td>CA</td>
<td>NA</td>
<td>2,411</td>
</tr>
</tbody>
</table>
India’s Diaspora in the U.S.

- Hotel Owners
  - 2015: The Asian American Hotel Owners Association has over 15,000 members (95% are Indian Americans)
    - They own 20,000 hotels, 40% of all hotels in the United States and 39% of all hotel guest rooms
    - They employ 600,000 workers
      - Salaries and wages paid: $10 billion + payroll taxes and employee benefits of $2.5 billion annually
  - 2009: $31 billion in operating costs annually, including
    - Utilities ($2.3 billion), franchise fees and marketing and reservation expenses ($2.2 billion), property taxes ($2 billion), F&B purchases ($1.3 billion), supplies ($1.2 billion), credit card commissions ($1.1 billion), and capital improvements ($900 million)

Source: Asian American Hotel Owners Association

India’s Diaspora in the U.S.

- Medical Practitioners
  - Over 60,000 medical practitioners of Indian origin in the U.S.
    - Many practicing in inner cities, rural areas, and peripheral communities...
    - but also in top hospitals, medical schools, and other academic centers
  - The American Association of Physicians from India is the largest ethnic medical association in the United States
    - Representing the interests of 60,000 Indian medical practitioners and 15,000 medical students in the U.S. (2010)
    - Dr. Vivek Murthy is the youngest U.S. Surgeon General
Thank You

Vinod K. Jain, Ph.D.
301-651-2818
vinod.jain01@yahoo.com