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The Global Ind

MAKING THE CROSSOVER



WHEN ROBIN Raina joined Ebix Inc - a Nasdaq listed software company - he was the first Indian on its rolls. And now as its president & CEO, he's very proud of having turned around the insurance industry service provider from a loss-making business to a profitable \$350 million group with 21 offices across the globe.

"We are posting better results every quarter and our stock is trading at around \$90. We've been nominated as one of the best business groups in Atlanta, Georgia — where we have our headquarters — recently and have done six acquisitions," says Mr Raina proudly. Ebix was also placed among the top 25 of America's 100 fastest growing small public firms by 'Fortune' magazine last month. Mr Raina has been the key driver behind the opening of the company's offshore operations at Noida in India in 2003.

He is, however, much happier talking about his role as a philanthropist rather than a business leader. "I founded the Robin Raina Foundation to carry out charitable work in India in 2003. Today we have adopted over 3,500 children across the Indian subcontinent. The foundation runs schools, shelter

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