From the Editor

even and a half minutes into the movie *Paan Singh Tomar* a journalist asks the eponymous hero, played by Irrfan Khan, why he became a dacoit. "In the ravines (of Chambal) you will find rebels. The dacoits are in Parliament," the actor growls.

It is probably coincidental that the movie was made the same year as the London Olympics. Tomar, a Subedar in the Indian Army and a seven-time national steeplechase champion, became an outlaw when he returned home after retiring to find that a relative had grabbed his land and he would not get justice at the hands of a corrupt administration.

Most poignant were the credits at the movie's end; they listed a few unsung heroes of Indian sports:

- Shankar Laxman, four-time Olympic gold medallist, who died from lack of medical attention
- K.D. Jadhav, 1952 Olympics bronze medallist, who died penniless
- Sarwan Singh, 1954 Asian Games gold medallist hurdler, who was forced to sell his gold medal
- Parduman Singh, 1954 Asian Games shot-put and discus gold medallist, who died penniless.

For more than six decades, Indians have watched the Communist medal factories of countries like East Germany, the Soviet Union, and now China and also the power of 'sports capitalism' in the United States, Britain and

> Australia – and asked themselves why a nation as large and diverse as ours produces so few champions. Much of the blame lies with the politicization of sports; when was the last time you heard of a real sportsman (or, perish the thought, sportswoman) heading a national sporting body?

> With the London Games just three months away, Business Today decided to measure up to the Olympian credo of 'Citius, Altius, Fortius' (faster, higher, stronger) and pull together the cover package starting on page 48. Our intrepid reporters travelled to Patiala, Bangalore, Imphal - and London, too – to bring you the inspiring story of how private initiatives are taking firm root, finally, in nurturing our most promising young boxers, shooters, shuttlers, runners, jump-

ers and throwers. These efforts complement what the government is doing. There, dare I say it, is a brightening glimmer of professionalism.

At BT we publish 26 times a year, and many times a day on our website, where traffic has been soaring. I'm sure you will agree that this issue of the magazine is replete with very good content.

We were certainly not content with economic news. You will find very incisive stories on the Reserve Bank of India's blow-hot blow-cold rate cut (page 24) and the looming crisis in foreign currency convertible bonds (page 42). And if you believe that there are 'lies, damned lies and statistics' then you will hang your head in shame at the clumsy mistakes in official data (page 14).

Many customers are impressed with Flipkart's service. They deliver at your door, accept cash on delivery, replace damaged goods without demur, and follow up complaints with alacrity. But they are not profitable. Neither was Jeff Bezos's Amazon, for a long time. We look at India's online retailers and their slow road to riches on page 66, and also at the guts and gumption of e-grocers on page 70. The Internet has certainly changed our lives, but it is also dotted with sinister shadows. Just as with so much else in our 21st-century vocabulary, you will read on page 62 what it means to worm your way into someone's confidence, and discover that a Trojan Horse is anything but mythology. This story on cyber insecurity will send a chill up your virtual spine.





Editor-in-Chief: Aroon Purio

Chief Executive Officer: Ashish Bagga

Editor: Chaitanya Kalbag

Managing Editor: Josey Puliyenthuruthel Executive Editor: Suveen K. Sinha Deputy Editors: Debashish Mukerji, K. Sai Srinivas Special Projects Editor: Alokesh Bhattacharvva

Assistant Editor (Web): Anika Gupta

CORRESPONDENTS

Senior Editors: Anand Adhikari, Suman Layak, N. Madhavan, Shamni Pande, Sanjiv Shankaran Associate Editors: K.R. Balasubramanyam, Kushan Mitra, Shweta Punj, E. Kumar Sharma, Anusha Subramanian, Goutam Das Assistant Editor: Rajiv Bhuva
Special Correspondents: Anumeha Chaturvedi,
G. Seetharaman Many Vernebil, T. J. J. Vernebil Seetharaman, Manu Kaushik, Taslima Khan. Anilesh Mahajan, Sunny Sen, Geetanjali Shukla Trainee Reporters: Anand J., Manasi Mithel, Dearton Thomas Hector

Senior Editor: Uma Asher Chief Copy Editor: Allan Lasrado
Chief Copy Editor: Gadadhar Padhy
Copy Editors: Basudha Das, Roopali Joshi

PHOTO DEPARTMENT
Photo Editor: Vivan Mehra
Deputy Chief Photographers: Shekhar Ghosh,
Deepak G. Pawar Deepak G. Pawar Senior Photographer: Aditya Kapoor Principal Photographer: Rachit Goswami Photographer: Nishikant Gamre Photo Researcher: Palak Neb

Art Director: Kapil Kashyap Deputy Art Director: Rajat Baran Chakravartty Assistant Art Directors: Anita Jaisinghani, Anand Sinha Senior Visualisers: Vikas Gupta, Santosh Kushwaha, N. Ravishankar Reddy

PRODUCTION DEPARTMENT Chief of Production: Dinesh Sachdeva Production Coordinators: Narendra Singh, Rajesh Verma Senior Supervisor: Rajkumar Wahi Senior DTP Designer: Mohammed Shahid

RESEARCH DEPARTMENT RESEARCH DEPARTMENT Senior Research Analyst: Gautam Aggarwal Librarian: Vijaylakshmi Vardan Assistant Librarian: Satbir Singh

Group Business Head: Manoi Sharma Associate Publisher (Impact): Anil Fernandes

Senior General Managers: Sonal Pandey (West & South), Sunil R. (Bangalore), Kaustav Chatterjee (East), V. Somasundaram (Chennai), Jitendra Lad (West) General Manager: Nilesh Kadam (North)

Marketing: Vipul Hoon, General Manager

Head-Consumer Marketing Services: Poonam Sangha, Senior General Manager

News-stand Sales: D.V.S. Rama Rao, Chief General Manager; Vinod Das, Senior General Manager (National); V.A. Chotalia, Regional Manager (East); Rajesh Menon, General Manager (West); Deepak Bhatt, General Manager (South); Rakesh Sharma, General Manager (Operations)



Vol. 21, No. 10, for the fortnight April 30-May 13, 2012. Released on April 30, 2012.

Released on April 30, 2012.

■ Editorial Office (Delhi) 5th Floor, Videocon Tower, E-1, Jhandewalan Extn., Delhi-110055; Tel.: 011-23684612-15, Fax: 011-23684619; E-mail: btoday@piasdt01 vsnl.net.in. ● Advertising Office (Gurgaon) AT-A2; Erkay Centre, Ground Floor, VIN. Commercial Complex, Udyog Vihar, Phase 5, Gurgaon-122001; Tel.: 0124-0134601; Fac: 0124-036919; Murmbai: 1201, 17aH Floor, Tower 2 A, One Indiabulls Centre (Jupier Mills), S.B. Marg, Lower Parel (West), Murmbai-400013; Tel.: 026-0605325; Fax: 024-2361942; Bangalore: 202-204, Delhi Centre, Complex, Anna Salai, Teynampet, Chennai-600018; Tel.: 024-224955; Fax: 044-2361942; Bangalore: 202-204, Chennai Sthore, S. Chennai Stho Tel.: 0120-2479900 from Delhi & Faridabad; 0120-2479900 (Monday-Friday, 10 am-6 pm) from Rest of India; Toll free no:1800 1800 100 (from BSNL/ MTNL lines); Fax: 0120-4078080; E-mail

wecareb@intoday.com

Sales: General Manager Sales, Living Media India Ltd, B-45, 3rd Floor, Sector-57, Noida (U.P.)

- 201301; Tel.: 0120-4019500; Fax: 0120-4019664 © 1998 Living Media India Ltd. All rights
reserved throughout the world. Reproduction in any manner is prohibited. Published & Printed by
Ashish Bagga on behalf of Living Media India Limited. Printed at Thomson Press India Limited,
18-35. Milestone, Delhi-Mathura Road, Faridabad-121007, (Haayna) and at Plot No. 5-5/4, TTC
Industrial Area, Thane Belapur Road, Airoli, Navi Mumbai-400 708 (Maharashtra). Published at
K-9, Connaught Circus, New Delhi-110 001.

Business Today does not take responsibility for returning unsolicited publication material.

All disputes are subject to the exclusive jurisdiction of competent courts and forums in Delhi/New Delhi only



For reprint rights and syndication enquiries, contact syndications@intoday.com or call +91-120-4078000

www.svndicationstodav.in