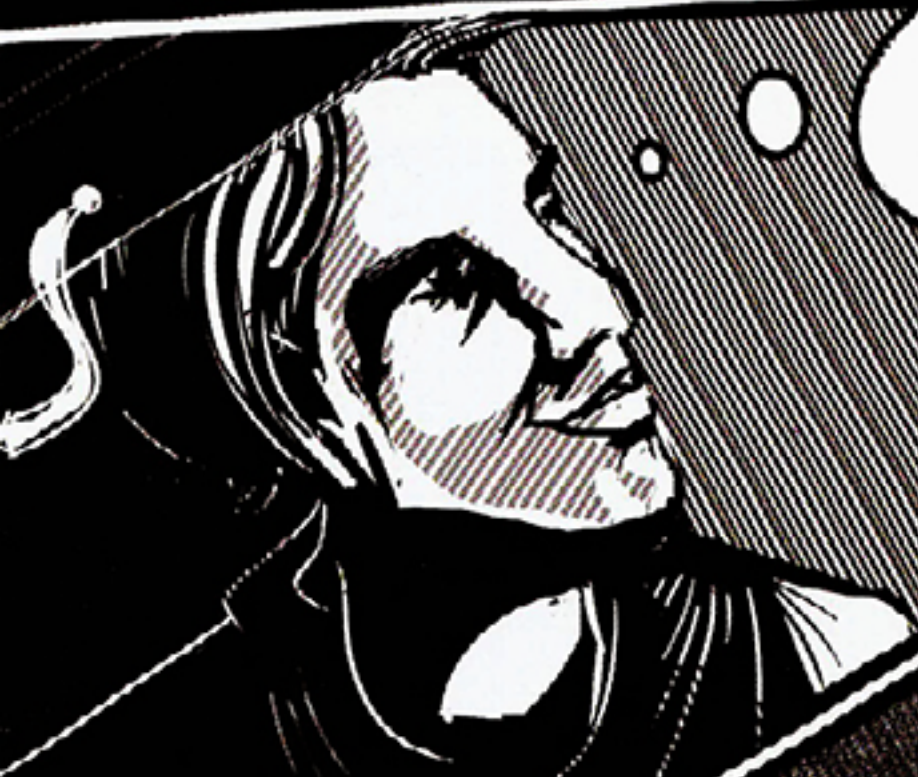


WHILE STILL A STUDENT AT ST. STEPHEN'S COLLEGE, ARJUN WALLIA BEGAN HIS ENTREPRENEURIAL JOURNEY-BY SELLING GYM EQUIPMENT. BUT EVENTUALLY A CORPORATE JOB WON OUT IN THE CHOICE OF A CAREER AND RIGHT AFTER HIS GRADUATION, WALIA MOVED TO LONDON AS A MANAGEMENT TRAINEE AT FORD.

CLASS OF 1992

HEY....
LOOONDON!!!
HERE I COME! THERE'S NO STOPPING ME NOW!



AT THE FORD OFFICE IN LONDON, WALLIA MET 2 OTHER MANAGEMENT TRAINEES FROM TOP UNIVERSITIES ACROSS THE GLOBE.



WALLIA DECIDED IF HE COULDN'T MATCH THEIR FANCY DEGREES, HE'D OUTWORK THEM.



9:00 AM

12:30

5:30



7:30 PM

SO. WHILE OTHERS WORKED FROM 9AM TO 6:30PM, WALLIA WAS AT IT FROM 6AM TO 9:30PM

AND SOON HIS PERSEVERANCE EARNED HIM THE "MOST HARDWORKING MANAGEMENT TRAINEE" TITLE.

CONGRATULATIONS, ARJUN! YOU HAVE A BRIGHT FUTURE AHEAD! KEEP IT UP, YOUNG LAD.

BUT, HIS ENTREPRENEURIAL URGE DIDNT DIM. HE DECIDED TO MOVE BACK TO INDIA IN THE MID-90s. WITH A DEAL TO REPRESENT TWO BRITISH COMPANIES.

AMAZING!
THIS GUARD IS ASLEEP ON DUTY!
INDIA CLEARLY NEEDS TRAINED GUARDS WHO CAN KEEP OUR HOMES SAFE.....**WAIT**..... WHY DON'T I DO THAT? HOW ABOUT STARTING MY OWN SECURITY COMPANY?

BUT WHEN HE REACHED HIS PARENTS' HOUSE, HE WAS IN FOR A NASTY SURPRISE






WHAT'S WRONG WITH YOU, SON???
GO GET A REAL JOB LIKE YOUR BROTHER! YOU DIDN'T
STUDY AT ST. STEPHEN'S TO SUPPLY CHOWKIDAARS! GO
BACK ABROAD.



THWACK!

DESPITE HIS DAD'S DISAPPROVAL WALLIA
FOUNDED WALSONS SERVICES WITH Rs. 23,000
IN 1996. HE KNEW THAT OTHER THAN G4S, A
GLOBAL SECURITY GIANT. ALL OTHER SECURITY
FIRMS IN THE COUNTRY WERE JUST MOM-
AND-POP OUTLETS



BUSINESS GREW STEADILY IN THE FIRST FEW YEARS.
BUT WALLIA WAS AMBITIOUS FOR MORE.

IN FACT, TO WIN A CONTRACT FROM A LARGE BPO
CLIENT IN GURGAON, HE LANDED UP FOR A
MEETING AT 1:30AM.


HE WAITED FOR MORE THAN 45 MINUTES WHILE
THE BPO'S MANAGEMENT SIPPED COFFEE.

HA

HA

HA

HA



FINALLY AT AROUND 2:15AM,
THEY CALLED HIM IN.

THE CONTRACT IS YOURS! WE HAD CALLED
THREE VENDORS FOR THIS MEETING ONLY YOU
TURNED UP. WE WANTED TO SEE WHICH VENDOR'S
LEADERSHIP WILL BE AVAILABLE IN TIMES OF CRISES.

SINCE THEN, THERE HAS BEEN NO STOPPING
THE 138-CRORE COMPANY. SWEDISH SECURITY
GIANT SECURITAS EVEN BOUGHT A 49% STAKE IN
WALSONS, IN 2008.

64S STILL HAS THE TOP SLOT IN
THE SECURITY BUSINESS IN INDIA, WITH
NEARLY 35% SHARE OF THE MARKET. BUT
WE'LL BE THERE SOON! WE'VE ALREADY
ESTABLISHED ROBUST NETWORK IN OVER 180
CITIES IN INDIA AND HAVE OVER 40,000 EMPLOYEES
WORKING FOR US. FOR THE LAST THREE YEARS,
WALSONS HAS BEEN GROWING AT 46% AND AIN'T
STOPPING TILL I BECOME A
BILLIONAIRE
BEFORE MY 55TH BIRTHDAY!

THE END..