



Unleash your potential

CONTENTS

01

Corporate Information

12

Chairman's Message

21

Directors' Report

25

Management Discussion
& Analysis

31

Corporate Governance

41

Auditors' Report on
Consolidated Financial Statements

42

Consolidated Financial Statements

68

Auditors' Report on
Standalone Financial Statements

70

Standalone Financial Statements

99

Notice



CORPORATE INFORMATION

Board of Directors

Rakesh Jhunjunwala
Chairman

C. Y. Pal
Vice Chairman

Ninad Karpe
Managing Director & CEO

Asit Koticha
Director

Pramod Khera
Director

Rajiv Agarwal
Director

Ramesh S. Damani
Director

Utpal Seth
Director

Vijay Aggarwal
Director

Walter Saldanha
Director

Yash Mahajan
Director

Statutory Auditors

M/s. Khimji Kunverji & Company
Chartered Accountants,
Bombay Mutual Building, Suite 52,
Sir Phirozshah Mehta Road, Fort, Mumbai - 400 001.

Bankers

HDFC Bank
Trade World, 'A' Wing, 2nd Floor, Kamla Mills Compound,
Senapati Bapat Marg, Lower Parel, Mumbai - 400 013.

Union Bank of India
Union Bank Bhavan, 239, 1st Floor, Vidhan Bhavan Marg,
Nariman Point, Mumbai - 400 021.

Axis Bank
Ahura Centre, 28, Mahakali Caves Road,
Andheri (E), Mumbai - 400 093.

Registered & Corporate Office

Aptech House, A - 65, M.I.D.C. Marol, Andheri (East),
Mumbai - 400 093.
Tel: +91 22 2827 2300 / 01 | Fax: +91 22 2827 2399
Email: investors_relations@aptech.ac.in

Registrar & Transfer Agents

Sharepro Services (India) Pvt. Ltd.
Unit: Aptech Limited
13 AB Samhita Warehousing Complex, 2nd Floor,
Sakinaka Telephone Exchange Lane, Off Andheri Kurla Road,
Sakinaka, Andheri (East), Mumbai - 400 072.
Tel: +91 22 6772 0400 | Fax: +91 22 2859 1568
Email: sharepro@shareproservices.com

Group Company Secretary

Ketan H. Shah



Unlocking potential that is vibrating with the enthusiasm of today's youth.



Unfolding potential that is pulsating with the excitement of learning new things.



Unbolting potential that is waiting to be tapped and let loose in new ways, every day.



Unleashing potential that is manifest in our new spirit, new focus, new approach and new identity.



UNLEASH YOUR *POTENTIAL*

At Aptech, it is our endeavour to unleash that potential which we know lies in each of our customers and within ourselves, and which we are continuously striving to bring out in new ways. Constantly aligning ourselves to the changing educational needs of today, we are perpetually transforming ourselves.

We are continuously striving to provide teaching systems and methodologies to create an education environment that is as fast-paced, modern and contemporary as the youth of today. And that enables our students to unleash their potential to the maximum. Helping them harness their individual talent and also aligning ourselves with the Government's efforts of reforming education to unleash the potential of the nation's youth.

Rooted in the ethos and ethics of yesteryears but vibrating with the spirit of the modern educational ecology, the Aptech of today is virtually a new entity. More vibrant, more youthful and more innovative, it is a transformed organization. Remodeling its business systems and realigning its vision to address the needs of the youth of today, Aptech has emerged as an organization that is ideally positioned to meet the challenges of the future.



NEW FOCUS. NEW IDENTITY.

Enhancing our potential to deliver growth

With individuals and enterprises becoming more focused on career education and specialized courses to meet the challenges of today's competitive environment, it is becoming imperative for companies operating in this important business sphere to consistently and continuously align themselves to the transforming needs of education.

Cognizant of this changing education environment and realizing the need to realign our philosophy, focus and approach to the new demands of teaching and learning, we, at Aptech, decided to go in for a change in our corporate identity during the year. As we move into the future of education with a new focus and renewed thrust, we do it on the wings of a corporate identity that is new, modern, youthful and contemporary in design. It is our endeavor, through our re-branding exercise, to connect with our students and stakeholders.

The new identity – a tiger's paw with a human imprint, indicative of the immense untapped potential in every human being - has laid the foundation for the strengthening of the Company's leadership position across the segments of its presence. The new, re-branded entity shall strive to enable students to unleash their latent potential through best-in-class career education and an all-inclusive, socially driven strategy.

An innovative product portfolio and an expanding global footprint lie at the heart of the re-branding strategy, which reflects what Aptech stands for and the value it has created over the last 25 years. It is a brand value that focuses on enhancement of students' employability by opening up for them a world of opportunities.

The Aptech of today goes beyond mere development of skill-sets to nurture the inherent innovativeness and abilities of students and to unleash their potential so as to help them evolve as successful individuals of tomorrow.





UNLEASHING POTENTIAL AMONG ASSOCIATES

From An Employee to An Entrepreneur

Amol S Ayare is an Aptech Computer Education franchisee operating in Borivali, Mumbai who decided to extend his experience of working with Aptech and encouragement given by the company to new frontiers of growth by opening an Aptech franchise centre. The journey from being an employee to an entrepreneur was a tough one but his understanding of the Aptech processes and systems proved to be a great help in handling the competition to the Aptech Computer Education brand which he markets.



Thinking India. Growing Vietnam

Pham Minh Tuan, a resident of Hanoi, Vietnam, has been associated with Aptech as a Business Partner for the last 10 years. From one Aptech Computer Education centre, he has grown his business now to 5 centres, across Vietnam, of Aptech Computer Education and Arena Animation. Inspired by the India story, and ambitious about following the Indian model in the software industry, he decided to set up his first centre to take his software industry experience to a new level of success. The support of Aptech representatives and staff proved to be a major boost for his business. Keen to further expand his flourishing business (Aprotrain Corp.), he feels Aptech courses give Vietnamese students the real skills needed for a job. "They need up-to-date skills and knowledge to succeed in this era of globalization", he says, and adds that these students make the right choice in coming to Aptech.



Changing Lives, Earning Respect

Suganya Arunmozhidevan shifted to this business from her other successful business after she saw the huge potential offered by Aptech in a place like Puducherry, where people respected education and educational institutions of repute. Her service-oriented franchise for Arena Animation has been nurtured and grown under the careful monitoring of Aptech officials and today offers a wide variety of courses to make a significant difference to the lives of students.





Dependability, Flexibility, Credibility and Profitability

Symbiosis is ranked 5th in the country, and known in India and abroad as one of the best educational institutes imparting quality education. Under its fold, The Symbiosis Centre for Distance Learning (SCDL) offers quality Distance Education. This distance education course reaches out to thousands of students in India and abroad.

"Conducting semester and year-end exams for students on this scale at the all-India level strained the Institutes time and human resources. Meticulous planning, printing question papers, co-ordinating with local colleges and deploying invigilators was required. A stringent pre-condition for the test was that different set of question papers were to be developed for the same exam such that no two students receive the same test," says Swati Mujumdar, Director of Symbiosis Centre for Distance Learning.

However, SCDL found just the right solution in Aptech. Starting in 2004, Aptech took all the exams online to ensure efficient administration. Flexibility in the system also enabled students select the day, time and venue to give the test. "Aptech not only took charge of the entire operation, it also ensured cost reduction by almost 40% and also maintained the credibility of the exam," concludes Ms. Majumdar.



UNLEASHING POTENTIAL AMONG STUDENTS

The India IT edge in Mongolia

Twenty one year old Esun-Erdene from Mongolia finds the IWP BSC-CA course really good. "Indian IT courses are the best in the world", he says, and feels the IWP course has been very useful in helping him gain knowledge. "Many people in Mongolia are now studying at Aptech", he reveals. He is confident that, with the IWP certificate, he shall be at an advantage as compared to other students in his country. He is keenly recommending the IWP course to other students.

To A Flying Start With Aptech

Sunil Kumar, a resident of Bengaluru, has recently completed his MBA in Aviation Management from the Aptech Aviation & Hospitality Academy centre in Jayanagar. With Masters in Aviation Management, he got through the Mumbai International Airport Limited (MIAL) interview and got a job. Currently working as Senior Executive in the Compliance and Quality Department at the Mumbai International Airport, he is confident of being promoted as Assistant Manager once his MBA results come in. He strongly recommends the course to people who are already in the aviation industry and want to get promoted.



Doing What You Love, Loving What You Do

25 year-old Vijayaraghavan Srinivasan of Chennai whose hobby was playing Video games, browsing the Internet and watching TV for hours together; was sure that the plain vanilla graduation course were just not his cup of tea. Pursuing his hobby, he wanted to specialize in gaming and opted for the Advanced Diploma in Multimedia at Arena. Through this course his creative interest was not only channelized well, he also got a placement before he completed his course at Arena. From an animator to a 3 D specialist and now heading the Game Art division at Gameshastra (a leading game studio), Srinivasan is raring to go and enjoying every bit of his career!

