



# *UNLEASH YOUR POTENTIAL*

ANNUAL REPORT 2011-12



# Content

## About Aptech

Aptech commenced its education and training business in 1986 and has globally trained over 6.5 million students. Aptech is an ISO 9001:2008 organisation and the first IT Training and Education company to get this certification for Education Support Services in 1993. The Company has presence in more than 40 emerging countries through its two main streams of businesses – Individual Training and Enterprise Business. As a leader in career education, it has over 1300 centres of learning across the world.

Under Individual Training, Aptech offers career and professional training through its Aptech Computer Education, Arena Animation & Maya Academy of Advanced Cinematics (both in Animation & Multimedia), Aptech Hardware & Networking Academy, Aptech Aviation & Hospitality Academy and Aptech English Learning Academy brands. Enterprise Business includes Content Development (Aptech Learning Services), Training and Assessment Solutions for Corporates & Institutions (Aptech Training Solutions, Aptech Assessment & Testing Solutions).

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# Corporate information

## Board of Directors

**Rakesh Jhunjunwala**  
*Chairman*

**C. Y. Pal**  
*Vice Chairman*

**Ninad Karpe**  
*Managing Director & CEO*

**Asit Koticha**  
*Director*

**Rajiv Agarwal**  
*Director*

**Ramesh S. Damani**  
*Director*

**Utpal Sheth**  
*Director*

**Vijay Aggarwal**  
*Director*

**Walter Saldanha**  
*Director*

**Yash Mahajan**  
*Director*

**Group Company Secretary**  
**Ketan H. Shah**

## Statutory Auditors

**M/s. Khimji Kunverji & Company**  
Chartered Accountants,  
Sunshine Tower, Level 19,  
Senapati Bapat Marg,  
Dadar (W), Mumbai - 400 028.

## 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.

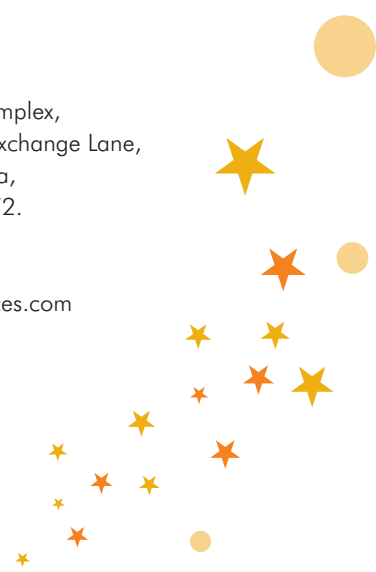
**Axis Bank**  
Ahura Centre, 28, Mahakali Caves Road,  
Andheri (E), Mumbai - 400 093.

## 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](mailto: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](mailto:sharepro@shareproservices.com)



FOCUSSED  
ON OUR  
VISION



DEDICATED TO  
TRANSFORMATION



*"Some people  
want it to happen, some  
wish it to happen, others  
make it happen."*

(\* Quote by Michael Jordan, Basketball player)

DRIVEN BY  
PASSION



COURAGE TO BE  
DIFFERENT



**A**s the curtain gets ready to rise once again on the Olympic Games, sportspersons around the world are motivating themselves to give their best. They are seeing in the forthcoming Games that once-in-a-lifetime opportunity to bring home the ultimate sporting glory. They are looking within for the vision that will inspire them to unleash their potential to the maximum to emerge as world champions. They are concentrating on their own ability to successfully cross every hurdle to emerge winners.

They all want and wish the same thing – to translate their aspirations and ambitions into realised goals. But only some will make it happen. They are the ones who will be called the champions, the real heroes.

At Aptech, we also believe in creating such champions. We believe in motivating and inspiring our students, partners, franchisees, etc. not only to want and wish to succeed, but also to make it happen. While successfully filling the gap in the formal education space, we inspire our students, through our Individual Training services, to deliver their best by imbibing in them all those qualities that make a champion – **Focus, Dedication, Passion and Courage.**

We encourage them to remain focussed on their goals, with a burning desire within themselves to achieve their ambitions. We motivate them to work hard, as they strive to accomplish their goals and ambitions and not be afraid of breaking new ground in their relentless pursuit.

We also drive performance through our bouquet of Enterprise Business solutions to enable Corporates and organisations to scale greater heights of success by empowering them with the right tools to train and assess their people.

**This annual report is a tribute to that sporting spirit which is all set to be unveiled at the forthcoming Olympic Games and which we are constantly endeavouring to unleash across every aspect of our business.**

# Progress through **focus**

It is through focus on what lies within – the desire, the dream, the vision – that the biggest success stories in sports have been scripted.

It is this kind of focus that made Arjuna see only the eye of the rotating fish to win Draupadi's hand in Swayamvar ages ago. And which, more recently, helped Abhinav Bindra win the gold in the 2008 Beijing Olympics through the sheer strength of his focus on winning the Olympic medal despite the disappointment of finishing seventh in the previous edition of Olympics.

The best Olympians have, in fact, been those with the highest degree of focus on their goals and their strengths. It is this

approach that has also been at the core of Aptech's business strategy. We believe in concentrating on our strategy and to remain aligned to our goals and ambitions for today, tomorrow, always.

We have focused on strengthening our offerings in Career Education, and entered into alliances to augment our capabilities, address new market segments and improve marketability of our offerings. We have exited from non-Career verticals and invested only in Career Education verticals with global relevance. Our strengths in Career Education and Franchising help us be confident in our abilities to make successful forays in newer verticals.



*Aptech Aviation & Hospitality  
Academy awarded the Best  
Aviation Training Academy of  
2011 by BIG Brands*

*"Champions aren't made in the  
gym. Champions are made from  
something they have deep inside them  
— a desire, a dream, a vision."*

(\*Quote by Muhammad Ali, World Heavy Weight Champion Boxer)

A glance at how we focussed on the core businesses that moved in tandem with our vision to progress during FY12:

### **New retail partnership**

Partnership with TRRAIN Foundation to train retail sector employees; pilot launched in a 'container classroom' at Inorbit Mall in Malad, Mumbai

### **Growing alliances**

Signed an alliance with Mahatma Gandhi University to offer Degree Programs in Aptech Computer Education, Aptech Hardware & Networking Academy and Arena Animation

Signed an alliance with Google for sub-Saharan Africa for training in Google technologies (Aptech Computer Education)

Signed an alliance with Scottish Quality Assurance (SQA) for course endorsement (for all brands except MAAC) in the International market

Renewed alliance with Oracle (including Sun) for the domestic market and signed a new one for the sub-Saharan Africa region

Formalised a partnership with SAP for training on SAP courses (eLearning and eAcademy courses) across West Africa



# Excellence through *dedication*

*"I didn't set out to beat the world;  
I just set out to do my absolute best."*



*Aptech declared among the Top Ten Most Trusted Education Brands in India (@ 6th position after IIMs and IITs) by Brand Equity, Economic Times*

The best comes with dedication and commitment. The best is what lies within each one of us but what only a few are able to bring out with their hard work and perseverance. The best is what enables success in the face of adversity as in case of Nwankwo Kanu.

When Nwankwo Kanu was diagnosed with a near fatal heart problem, within a few months of winning the Olympic gold medal as the captain of Nigerian football team in the 1996 Los Angeles Olympics, the best seemed to be over for him. But with his dedication to the sport unwavering and his commitment to continued excellence steadfast, the saga of his successes continued long after. He went on to earn many more laurels, such as UEFA Champions League medal, FA Cup, two-time African Player of The Year, etc. He has also set up foundations to support African children with heart problems and to prevent exploitation of African footballers by agents.

If focus is the key to progress, then, undoubtedly, dedication is the roadmap to that progress. It is a value that we, at Aptech, have nurtured into a solid core around which is structured our growth strategy.

Dedicated to unleashing the potential within our students, franchisees and all the stakeholders, we have mapped our strategy so as to bring a meaningful transformation in their lives. Every aspect of our business – from policy to methodology to systems – is grounded in this philosophy of total dedication and absolute commitment towards bettering the lives that we touch. Dedication is the spirit that steers us to greater heights of excellence in all that we do and deliver.





Here's how we enabled such excellence through our dedicated efforts during FY12:

### **New Aptech brand launched**

Launched the new Aptech brand with a new logo and by-line to connect with today's youth and communicate the brand's promise to unleash their potential

### **1st CMAT exam held**

Assessment & Testing business successfully conducted the first Common Management Admission Test (CMAT) exam of All India Council for Technical Education (AICTE) for over 70,000 students across 68 centres in the country without any glitches

### **New courses launched**

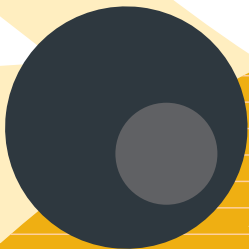
Professional course Netlink based on hybrid technologies in Aptech Hardware & Networking Academy; 7-month web development course ACWD in Aptech Computer Education; 8-month VFX Pro program in Arena Animation; 1-year diploma programs in Hospitality Management and Travel & Tourism in Aptech Aviation & Hospitality Academy

### **Domestic centre network expanded**

Expanded our domestic centre network from 846 to 861, with penetration in Tier III cities and beyond increasing from 63% in FY2010-11 to 68% in FY2011-12

### **New talent infused**

Inducted five new members on MAAC Advisory Board, including international experts like Jeffery Matthew (Global Talent Head @ Autodesk) and Mark Breakspear (VFX Supervisor Method Films, Canada)



Driven by **passion**



*"Whoever said, 'It's not whether you win or lose that counts,' probably lost."*



*Aptech Vietnam won ICT GOLD MEDAL 2011  
FOR HIGHEST TURNOVER (Category -  
Training) & Top ICT Training Cup from Ho Chi  
Minh Computer Association (HCA) for the 9th  
consecutive year (2003-2011)*



(\*Quote by Martina Navratilova, Tennis player)