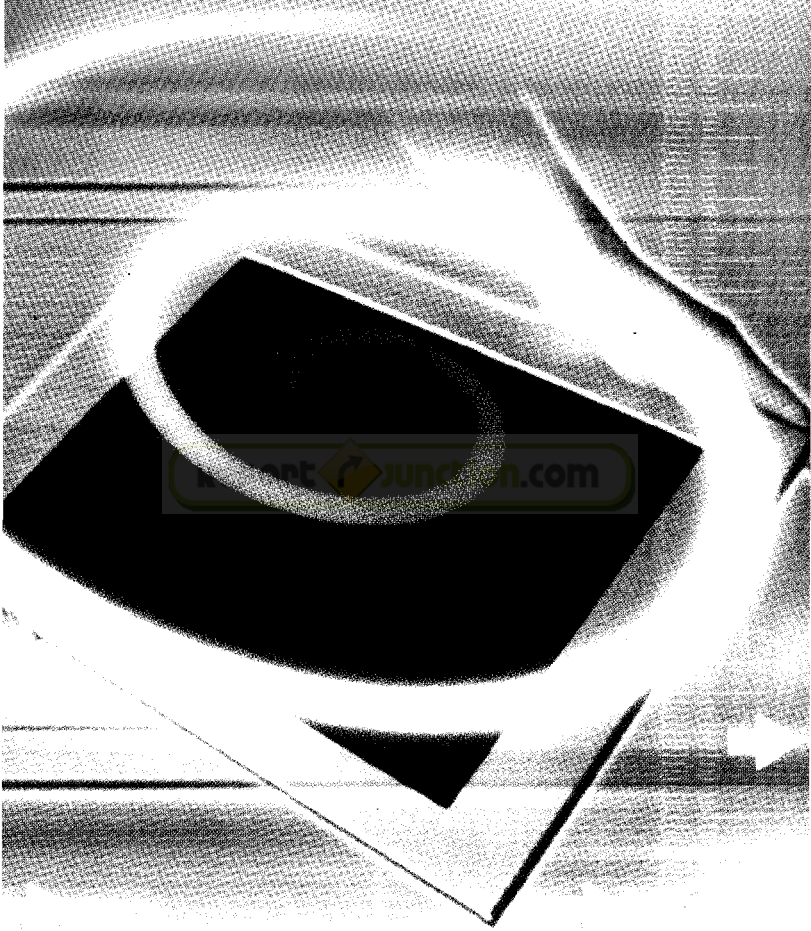


Where learning is constant,
leadership comes naturally.



ANNUAL REPORT 04 - 05

RADIO SPOTS



BRAND Jetking

Jetking
India's No.1
Computer Hardware & Networking Institute
Jalandhar: Tel: 2463596, 2465177/54

competition SUCCESS
JET SET GO...
Building a career in Hardware & Networking

JCHNP
Jetking Certified Hardware & Networking Professional
Includes 300+ questions that guarantee you pass a computer hardware & networking professional Windows Vista build, access, network, and security.

PERSONALITY DEVELOPMENT >>>

SMARTLAB PLUS TEACHING METHODOLOGY >>>

60% PRACTICALS >>>

IP covers:
• Networking (+)
• Windows 2003 Admin
• Linux
• Core support skills
• CCNA

I believe in Jetking
Today's No.1
www.jetkingeducation.com

Jetking
NAYEE DISHA
CAREER FAIR
Tel: 01-2463596 • 12 A.M. TO 1.30 P.M.

PROMOTIONS

NAYEE DISHA

Jetking's world-class partners in "Constant Learning".

Our partnerships and collaborations with world leaders in education and training technology keep us on the cutting edge, and enable us to offer our students the very best in terms of course curriculum and teaching methodologies.



Taking learning beyond the boundaries.

In all the 58 years of our existence, we at Jetking have believed that we must build an organization that leads the rest. This leadership is our victory for our customers, for our employees, our shareholders and for society. We believe that Jetking must be able to win, not just in today's environment, but also in the face of future challenges.

What will help us be "Future Ready"?

"Learn Constantly" is one of the most important lessons I have learnt in life. It is another way of saying, the only thing constant in life is change and we need to learn from the same. However, the words "Learn Constantly" resonate far deeper, as they must when referring to a fundamental issue. The most direct demonstration of the value of "Learn Constantly" is in the context of people. People are the critical factor that any organization, high tech, low tech or no tech, needs to leverage if it wants to move from where it is to where it wants to be.



People are the ultimate competitive advantage. People deliver awesome customer service or they don't. People leverage technology in new ways or they don't. People find ways to improve processes and cut costs or they don't. And yet, for years managers have seen the development of people as an interruption to the job, not part of the job. That's why Constant Learning, Constant Training, Constant Appraisals, Constant Development of People is the order of the day at Jetking.

2004-05 was a year which demonstrated the value of "Learn Constantly" for Jetking and its stakeholders. The benefits of a focused strategy coupled with continuously improving execution began to reflect in our business results, which is why I think it was a defining year for Jetking.

The year that was:

- We almost touched the Rs.50 crore mark in individual training.
- We had the highest growth of Rs.12 crore since the inception of our training business.
- We enrolled / trained 25,000 students in a single year.
- Our profits were the highest in the last 15 years.
- We opened 10 new centres.

Learn Constantly from our "Purpose"



Our stated purpose is "Sa Vidya Ya Vimuktaye" - Good Education that Liberates. Our belief in this purpose leads us to ask ourselves constantly, how can we help the customer materially, physically, mentally & spiritually. The answer can be found in our

focus on adding Yoga, Meditation & Personality Development as an intrinsic part of our curriculum, one of Jetking's many advantages over competitors in the field.

In continuation of this belief in doing the best for our students, this year we have also instituted “Academic Excellence”, a scheme where, if a student does better than the previous month, even by 1%, he / she is rewarded. This leads to Constant Learning in students.



“You Compared To You”

Our new initiative promoting Academic Excellence will motivate students to compete with themselves and improve their performance.

Learn Constantly to be Creative

Creativity is necessary to satisfy new customer needs and generate higher value, and to stay ahead of competition – consistently. Creativity is the basis of both survival & success. Therefore the engine of Creativity must run continuously. At Jetking Creativity is never “enough”, instead it is constantly pursued.

Learn Constantly from the Market

Our flagship course, JCHNP (Jetking Certified Hardware & Networking Professional) has been constantly upgraded to meet the ever-changing landscape of the IT industry,



and now caters to the demands of emerging high growth sectors like BPO. We are closely working with giants like Microsoft, Wipro Spectramind, Siash Support & Sutherland Global Services to further develop courses

that will help our students meet the challenge of BPO / ITES services.

We've also employed techniques like “Mystery Shopping” to gauge levels of customer satisfaction, infrastructure quality and faculty quality across different franchises.

Learn Constantly with our Business Partners



Every year we organize two training programs for business partners away from the hustle & bustle of the city. This time the programs were held in Bhayander (near Mumbai) and Manali to lay the track for 2005-2006, where Jetking's top management worked closely with our business partners. A drive, aptly named "Saint BPO Bonanza", has been launched that will enable our business partners to earn up to Rs.12 lakhs each, every year.

Learn Constantly through Course Curriculum

Technology is changing at breakneck speed. We have to constantly learn new technologies and have consequently upgraded our curriculum and books to reflect the same. Liberalization has brought many foreign players to the Indian Market. In order to meet theirs and other domestic competitors' challenge we have developed our own Intellectual Property (training materials). Over a period of time we have learnt that we have to develop course materials which are simple to understand and have high visual content. The new course materials reflect this learning. Market research has shown that wireless networking and security will be in demand. We have updated our curriculum to meet this demand.

Learn Constantly from Smartrain

We have developed a "Train the Trainer" program to impart training in Creative Training Techniques, Leadership Skills & Yoga. I personally deliver this program all over India. This is a patented research based methodology that helps people to train people in a fun, faster & easier way. Leadership skills help people take initiative & take risks. Finally, Yoga helps employees keep fit.



In 2004-05 Jetking is clearly No. 1 in Hardware and Networking training. Our training partners and 1500 strong team spread across India has made this possible. That this team is the right team is of critical importance to future growth. Today, we have implemented state-of-the-art selection tools to vet people, like "Total View" that measures general ability, working with numbers & shapes. Secondly, it checks motivation and interest. Finally, it tells you more about personality traits etc. Also, we use psychometric tools like MBTI, GAT, CONFLICT MODE, and SALES TEST to find out personality traits & managerial skills. These are among the world's most reliable methods of selection.

In summation, I'd like to say simply, that we have come a long way this past year, and we still have a long way to go.



Suresh G. Bharwani
Chairman & Managing Director



Spreading our wings

In the past few months, Jetking's JMD, Mr. Nandu Bharwani has been leading an aggressive initiative to build our franchisee strength. In the next 3 quarters he foresees new Jetking centres opening up in



Nandu Bharwani, Jr. MD

hitherto uncharted territories like the North East, with special focus on Kolkata, a burgeoning market for hardware and networking growth.

Our strengths in the South are also being consolidated through impending franchisee operations in the new markets of Tamil Nadu and Kerala.

"This year we're going for a century..."

says Mr. Nandu Bharwani of his franchisee growth plans.

Jetking's new look advertising campaign made an impact and was extended to events, promotions and special media across the country.

Hardware & Networking courses for 10th, 10+2, Graduates, Diploma holders & BEs



**I believe in me.
I believe in Jetking.**

Over 25,000 students pass out of Jetking every year, to enter the highly charged professional world of IT. A world where you need something more than a degree to be successful. Something called confidence and the right attitude. And that's something you get only at Jetking.

Our industry leading Hardware & Networking courses include Personality Development, Yoga and unique tools that build confidence and train you for jobs in leading MNCs. So walk into a Jetking centre today and see how we transform your future.

100% Job Guarantee



www.jetkinginfra.com

PRESS

Hardware & Networking courses for 10th, 10+2, Graduates, Diploma holders & BEs




What's the difference between me and other network pros? Smart training.

Jetking gave me something no other course can. Confidence on a computer.

Hardware & Networking courses for 10th, 10+2, Graduates, Diploma holders & BEs



A Jetking diploma got me a job. A Jetking attitude got me even more.



**I believe in me.
I believe in Jetking.**

Source: 401, Bussan Udying Bhawan, Near Seva Bus Terminus, Te. 2415 6528 / 2415 6486

OUTDOOR

**I believe in me.
I believe in Jetking.**



www.jetkinginfra.com

Source: 401, Bussan Udying Bhawan, Near Seva Bus Terminus, Te. 2415 6528 / 2415 6486

21ST ANNUAL REPORT

BOARD OF DIRECTORS

SURESH G. BHARWANI

Chairman & Managing Director

NANDU G. BHARWANI

Joint Managing Director

JITU G. BHARWANI

Director

C. V. RAMANA

Director

MEHUL K. KUWADIA

Director

ROHIT R. PURI

Director

HARISH C. MODY

Alternate Director of Mr. Jitu G. Bharwani

BANKERS

Abhyudaya Co-op Bank Ltd.,

Sewri, Mumbai - 400 015.

H.D.F.C. Bank Ltd.,

Vikas Marg, Delhi - 110 092.

Standard Chartered Grindlays Bank,

Dadar, Mumbai - 400 028.

REGISTERED OFFICE

401, Bussa Udyog Bhavan,

Tokersi Jivraj Road,

Sewri (W), Mumbai-400 015.

Tel: 24156486 / 24156528

AUDITOR

Dhananjay Joshi,

Chartered Accountant, Mumbai.

DELHI REGION AUDITOR

V. V. Kale & Co.

Chartered Accountants, New Delhi.

COMPANY SECRETARY IN PRACTICE

Mr. P. K. B. Nambiar,

Company Secretary, Mumbai.

REGISTRAR AND SHARE TRANSFER AGENTS :

Sharex Dynamic (India) Pvt. Ltd.

Unit - 1, Luthra Ind. Premises

Safed Pool, Andheri - Kurla Road,

Andheri (E), Mumbai - 400072

Tel : 28515606 / 28515644, Fax : 28512885

TRAINING CENTRES

- 401, Bussa Udyog Bhavan,
Tokersi Jivraj Road,
Sewri(W), Mumbai-400 015.
Tel: 24156486 / 24156528
- Neelam Manzil,
350, Lamington Road,
Mumbai-400 017.
Tel: 23864710 / 23879271
- Pragati Deep Building, 2nd Floor,
Plot No.8, Laxmi Nagar Dist.Centre,
Delhi - 110 092.
Tel: 22044073 / 22241723
- 309, Archana Arcade, IT Complex,
10/3/189 & 190, St. John's Road,
Behind Hotel Ramakrishna,
Secunderabad-500 025
Tel: 6316912, 6316913
- 302, 7th Cross Domlur Layout,
Next to DTDC,
Behind Shanti Sagar,
Bangalore - 560 071.
Tel: 51150233, 51150234