



Computer Hardware & Networking Institute

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# DISRUPT


Transforming the way we learn.

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27th Annual Report 2010-11




## OUR VISION




To provide economic independence to  
10 million people in India and overseas.




## OUR MISSION




To become a world-class engine for employment  
generation through an efficient partnership network.



## OUR VALUES



Quality, Trust, Self-motivation, Innovation,  
Hands-on, Learning & Teaching and Equanimity.



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# From the Chairman's Desk



**Dear Shareholder,**

Jetking has gone through a roller coaster ride in the last year. While we have not been able to sustain the growth which was posted in the previous years, we have fared better than the education & training market.

## **Tackling Unemployability**

Youth “UNEMPLOYABILITY” is a bigger problem than youth “UNEMPLOYMENT”. Today, we have educational institutions which provide knowledge. However, having knowledge is not sufficient unless it is translated into workplace skills. This is evident from the fact that a vast majority of students who complete their graduation are not found to be employable by the industry. This has indeed become a huge challenge, especially for our country where a majority of the population is young.

We believe that Jetking is offering programmes with strong employment linkages is an important part of the solution.

Project Employability was one of the key initiatives taken by your Company. Within 3 months of launch of this initiative, 13 batches from seven centers and more than 100 students have been placed with good salaries. This project has given us a good insight on the changes that we need to make in our training

methodology to make our students employable. We need to correct our past mistakes to be able to see a great future. Jetking is a vocational training institute that fast-tracks employment.

Quality, cost and scale are very crucial to our existence.

## **Quality**

*“What you measure, you improve”*

*“What you measure, you manage”*

Unless we track and assess the processes being followed at our learning centers, we will not be able to deliver on the Jetking promise.

Over the past one year, your Company has been talking constantly about quality by putting men, money and machine behind it. Our quality team has prepared a 200-point quality assessment chart that captures the essence of every aspect of the functioning of each center.

We have been able to create **25 Platinum Centers**; these are centers of the highest quality. We have received very positive feedback from business partners who have seen the link between quality and business at the center.



## Costs

With inflation rising and costs soaring, we at Jetking had to come up with an alternative which would excite the market. The alternative was offered in the form of a low-cost offering – Jetking Certified Hardware & Networking Engineer (JCHNE). This course while low in cost, still provides the Jetking promise of Job Guarantee. The business partners, who adopted this product, have done well or improved their business.

## Scale

Jetking has a formidable presence of 116 centers and has trained more than 32,000 students in the last year. Jetking has goal of training 35,000-40,000 students in the year 2011-12. We also plan to open 3 mega centers in the same year.

## Disrupt 2.0

Your Company disrupted the world of IT training in the 90s by introducing Computer Hardware and Networking training. This was the time when anyone and everyone was jumping on the software training bandwagon. This decision stood the test of time as later even the software training majors started Computer Hardware and Networking training programs. Now, it is time to disrupt the training

industry again. Cloud Computing will soon become the next “big” IT revolution.

We had predicted sometime back that computers will be everywhere; right from your toaster to the buttons on your clothes, and Jetking will be ready. Introduction of Cloud Computing along with affordable Tablets has unshackled the computer industry from the limits of computing power & space and is making this a reality. Today, the technology has become truly convergent with all the devices seamlessly integrating with one another.

Introduction of affordable Tablets has made computing even more exciting. To create the manpower required to manage the Cloud, Jetking has already taken the first step with introducing a course on Tablet usage and maintenance. We will also be introducing a course on managing the Cloud.

**Suresh G Bharwani**



Chairman & Managing Director

# From the Joint Managing Director's Desk



## Dear Shareholders,

The last two years have been eventful for the IT industry, vocational training segment and Jetking. After these turbulent times, your Company is now seeing a ray of sunshine. The IT industry has picked up over the last year and recruitments are being done on a war footing. Projects like UID and E-Governance are also fuelling the demand for hardware and networking professionals. This only means that there will be more opportunities for our students.

Last few years have also seen a lot of changes on the technology front as well. Today, Virtualization and Cloud Computing have become the new buzz words. IT experts predict that in the future, network and network-based application management will be the in-demand skills. Also, the industry is looking for a completely developed person who is a solution provider, rather than just a hardware problem troubleshooter. On this front, they also say that a student graduating from Jetking should be skilled not only in solving technical problems but he should also be a good communicator and have people skills.

To ensure that Jetking moves on the right path and creates an effective strategy, a massive research was undertaken by a reputed research agency. A record 2000 students were interviewed across India. Apart from this, industry experts and recruiters were also interviewed. This was the first time in the history of Jetking that we commissioned such a massive research to understand the market realities and student aspirations.

This has given us insights into the psyche of our students, our image and our alumni. We have taken note of the changes that are taking place and also the feedback provided by the industry. The course and course delivery methodologies are being altered to meet these new demands. We have introduced new courses like Mobile Application Development, Tablet PCs, Laptop Repairing, etc. From now on, we will be developing courses which are more recruiter centric so that our students are 100% job-ready from day one!

We have alliances with companies like WIPRO for

recruitments and IBM for training on new technologies.

We are also making headway in college alliances and have signed up with one college in Mumbai.

State governments across India are funding projects for vocational training of underprivileged students, and this promises to be a good opportunity for your Company.

**Once again we were awarded 'Best Performing Certified Training Partner' by Red Hat.**

Jetking is giving a thrust to new courses, new alliances and government projects. I am sure this is going to create a lot of value for all the stakeholders of the Company.

**Nandu G Bharwani**



Joint Managing Director



Do-it-yourself  
Tablet PC  
Offer

Image for representation only. Actual product may vary.

Jetking's 1-year JCHNE Course gets you ready for a bright career in Hardware and Networking. And now, it does a lot more. Our offer makes it easy for you to learn the world's latest technology, and become the proud owner of a Jetking-branded Tablet PC.



**12-month JCHNE Course (Part-time)**  
(Jetking Certified Hardware & Networking Engineer)

**Jetking®**  
India's No.1  
Computer Hardware & Networking Institute

Walk in from Monday to Sunday for **FREE** Counselling and Prospectus or call 1800 209 4010 now!

**Jetking**  
India's No.1  
Router Hardware & Networking Institute

Computer Hardware &amp; Networking Institute

Tablet PC full-page ad

## Prospectus



**Chuno**

**Bankar Niklo**

- ▶ **VARUN KUMAR**  
Jettling, Duttin, NCR  
Batch: 2007-08
- ▶ **Kumar Technology Pvt Ltd**  
Owner & Director

▶ **VARUN KUMAR**  
Jetking, Delhi/NCR  
Batch: 2007-08

▶ Kumar Techno  
Owner & Dir

Academic Partners:



**Jetking®**  
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Source: Tel: 2415 6526, 2391 9741; Borivali: Tel: 2833 4304/25; Chhatrapar: Tel: 6799 6433, Mob: 93231 89753; KALYAN: Tel: 0251-652 4171, 231 1583; Grant Road: Tel: 2386 4710, 6634 1765; THANE: Tel: 2532 5841/5511; Wile Parle: Tel: 2671 6429; Mob: 93238 97833

Testimonial ad



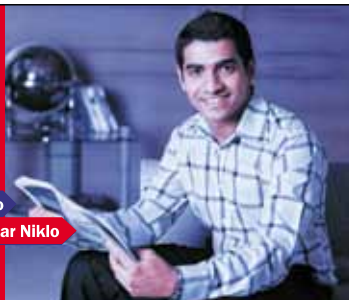
**I am not just an employee.  
I'm an outstanding performer.**

► JITHUN MANNIL  
Jetking, Bangaluru, Batch: 2006-07  
Akamal Technologies - Network Operations Engineer

**Sahi Rasta Chuno**

**Kuch Bankar Niklo**

**Course:** Jetking Certified Hardware & Networking Engineer  
**Eligibility:** 10, 10 + 2 and above



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Sewri Center: 401,  
Bussa Udyog Bhavan  
Tel: 2415 6528, 3291 9741

#### Testimonial Train Panel

**Networking has changed the world.  
It has also changed my life.**

► NITIN MINOCHA  
Jetking, Punjab, Batch: 2007-08  
Manager Operations in a Leading Education Company  
Salary: ₹ 5 lakhs p.a.

**Sahi Rasta Chuno**

**Kuch Bankar Niklo**

**Course:** Jetking Certified Hardware & Networking Engineer  
**Eligibility:** 10, 10 + 2 and above



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Tel: 2415 6528, 3291 9741

#### Testimonial Train Transfer

**From being just an employee,  
I became an employer.**

► VARUN KUMAR  
Jetking, Delhi/NCR, Batch: 2007-08  
Kumar Technology Pvt Ltd, Owner & Director

**Sahi Rasta Chuno**

**Kuch Bankar Niklo**

\*Conditions apply

**Course:** Jetking Certified Hardware & Networking Engineer  
**Eligibility:** 10, 10 + 2 and above



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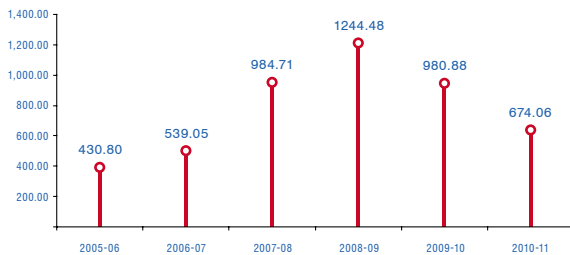
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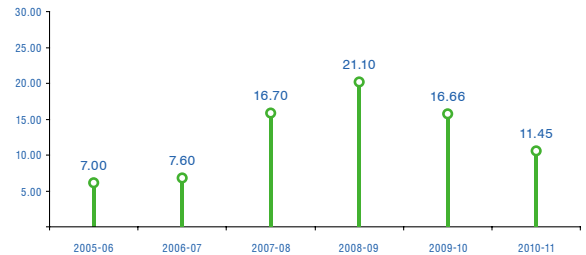
#### Testimonial Hoardings

# Results At A Glance

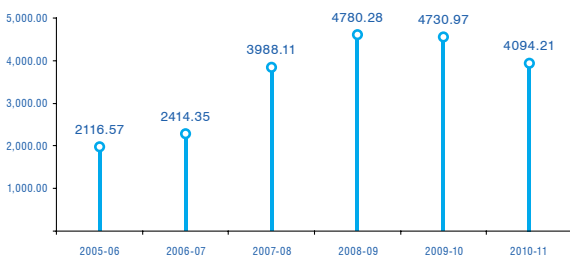
Profit After Tax (Rs in lakhs)



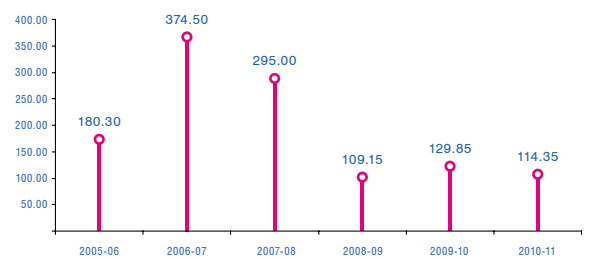
Adjusted EPS (Rs)



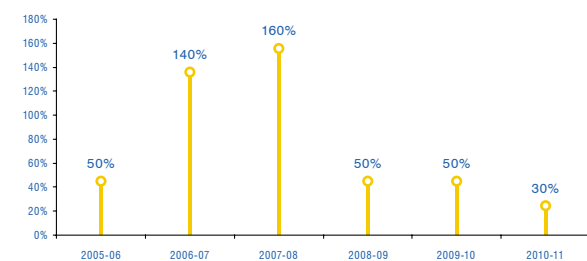
Gross Revenue (Rs in lakhs)



Share Price (Rs)



Dividend



Market Capitalization (Rs in millions)

