



Jetking®
Better Life



Growth is our Oath

30th Annual Report
2013-14



At Jetking we are inspired by our vision, mission and values. They constantly drive us to manage our relationships with various stakeholders.

OUR VALUES

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

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.



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MR. SURESH BHARWANI
CHAIRMAN & MANAGING DIRECTOR



MR. NANDU BHARWANI
JOINT MANAGING DIRECTOR

FROM THE DIRECTOR'S DESK

"IT + IT = IT ; Indian Talent + Information Technology = India Tomorrow"
- Narendra Modi

Dear Shareholder,

The new government brings with it a strong skill development agenda in IT, as is aptly captured in the statement above of our Hon'ble Prime Minister and will drive growth for our industry. The incumbent government has planned a huge budget for Vocational training. Our Prime Minister has successfully trained a large number of students in Gujarat in various vocational courses in last 5 years. We were one of the major training partners in this endeavor, training over 1600 students with multiple state governments and will continue to play a major role in the Vocational and Skill development domain and contribute towards building a new India.

The last fiscal was a tough year for the Indian economy in general being an election year,

witnessing very depressed market conditions. While your company survived this phase and delivered dividends and improved its market value, we used the slowdown to consolidate the business, build efficiencies, improve quality of education delivery, so as to prepare the company for new growth that we envisage would come over the next few years.

During the past year, we churned our affiliate channel and closed eight non performing centers. Last year, we opened six new Affiliate centers in Bilaspur, Karad, Marathali, Asansol, Solapur and one International centre at Nepal. We also undertook market analysis and have put into place a channel growth plan which will see 30 new centers open up this fiscal in India.



As part of the consolidation plan, a simplified and streamline revenue model for our affiliates was introduced in this year to ensure long term sustainability of the centers. This has also improved efficiencies and better margins from operations.

Continuing on our chosen growth path of tapping new markets in international locations, we have successfully launched our new center in Nepal at Kathmandu. The center at Vietnam was made stronger and brand established with over 170 students enrolling for our courses at the center located in Ho Chi Min city. Our International Business Development team has completed the mapping of the potential in Ghana, Nigeria and Ivory Coast and potential partners have been identified. Your company is confident that it will further increase its international footprint in this year.


We expanded our share of the graduate vocational study segment with a focus on an advanced level course for IT graduates – Masters in Network Administration (MNA) – which was offered through the key centers across India and which performed very well with an increase of 39% against last year in contribution to sales. The company will continue to expand the reach of this course across all centers as a part of its growth strategy and will address the needs of this new segment.

As part of our strategy to tap new market segments, we have now introduced our new

offering – Retailability. Targeting the fast growing organized retail industry, which is forecasted to have a requirement of over 17mn skilled resources by 2022, this new Course Offering in Retail and Sales Training, is being offered in association with the Retailers Association's Skill Council of India (RASCI). Initially being test marketed in Delhi and Mumbai, we plan to expand to other key markets during the coming year.

The new web based Learning Management System (LMS) branded as 'Jetking Online School of Training (JOST)' is being beta tested in our own centers. It is a world class cloud based LMS. This will introduce integrate all our business operations into one integrated system and will provide a unified Student Life Cycle Management system along with an e-Learning capability & cloud campus to Jetking. JOST will deliver a world class learning experience to students as they will be able to access their course from anywhere. The parents will be able to see the progress of their wards. All the Jetking centers will be able to see the dashboard of their center 24x7.

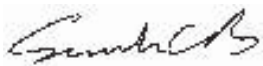
In 2013-14, we also completed the implementation of the new brand identity of Jetking across all centers and consolidated the new persona of the company to all stakeholders. This brought in a fresh perspective and prepared our strong brand to evolve for addressing new growth areas and consumers in the future.



As part of our commitment to generating employment and maintain our leadership in the vocational job oriented training industry, Jetking now offers not only a 100% Job Guarantee, but a 5 year Placement Promise also. We augmented our Placement Division and increased reach to new & emerging segments of companies. During the year, Jetking was recognized by the 'Limca Book of Records' for 'Providing the Highest Number of Placements in Computer Networking Training Domain'.

No business growth is possible without a consequent strengthening of the service delivery, and we undertook an intensive program to improve efficiencies in education delivery, quality and customer satisfaction.

The Quality Audit process was simplified, streamlined and a standardized center Quality score card was put into place called Titanium 365. Periodically monitored by a team of qualified auditors, introduction of **Titanium 365** is an endeavor to continuously improve the quality of offerings to the students through excellence in all facets of centre activities.



Suresh G Bharwani

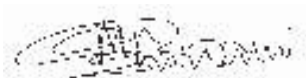
Chairman and Managing Director

Covering critical centre operations and Infrastructure parameters, the objective of the tool is to measure the centre performance through various angles and highlight areas of improvement. This proactive and holistic approach of keeping the centre at optimum level of excellence throughout 365 days of the year will ensure customer delight at all Jetking centres.

We have also brought into focus our human resources and an exhaustive exercise was carried out to assess the competency capability of the manpower and train those who needed grooming, while adding in those areas where we were weak. A new senior management cadre is being built with professionals, who will help in growing the business forward.

As we move ahead in the New Year, the Jetking team would like to thank all our stakeholders, employees, vendors, bankers, shareholders, for your continued support and encouragement.

Sincerely



Nandu G Bharwani

Joint Managing Director

Television Ad. & Bus Back Ad.



**Better education.
Better jobs.
Better future.**

5
YEAR
PLACEMENT PROMISE[#]

100 % Job Guarantee[#]
India's No.1 Computer Hardware & Networking Institute

WALKIN EMAIL
 PHONE HOME VISIT

Jetking[®]
Better Life

Call our Counsellor at: **1800-209-4010** email : **info@jetking.com** or visit us at: **www.jetking.com**

Print Ad. & Website

IT SKILL DEVELOPMENT FRANCHISE

"As a young entrepreneur, honestly, I was both excited and anxious. But Jetking's support gave me the confidence and made me who I am today."

Mr. Ashish Agarwal
Jetking Franchise

2x Returns
100% ROI



Franchise First: "Our award winning franchise support system that ensures your success when you partner with Jetking"

KEY FEATURES OF FRANCHISE FIRST



Start up

We help you identify the best location, and aid you in the design and construction of your centre. We also help to recruit the right team members and train them for peak performance.



100 % Hassle Free Operations

Our support mechanism and online systems ensure A-Z of centre management, so you are updated with what is happening and what needs your attention.



Advertising & Marketing

With the launch of your centre our support system helps you to spread strong awareness in your locality through Advertising & Local Marketing, PR and Online Marketing that will help you continuously, to grow your business.



Manpower Support

You never have to worry about anyone leaving. Because they don't. Our regular training programs keep everyone engaged and constantly motivated to learn and grow more... Everyday.

Investment Capacity of Rs. 4.99 Lakhs onwards *
500-1200 sq.ft. Carpet Area
Contact: Preetish Gupta +91 8422055373
E-mail: franchise@jetking.com

Partner :

 **N.S.D.C.**
National
Skill Development
Corporation

- Winner of Franchise India's Small Business Award, 2010
- Rated as 4th Hottest Franchise Opportunity by Outlook Money
- Recipient of FICCI – LeapVault Skills Champion of India Award

ditions a matter



As an India's premier academic institution and research institution, founded in 1987, as an education manufacturing and talent nurturing and have evolved into a leading IT and IT services learning, the organization recently changing IT landscape in India and have focused our teaching and studies into the areas. We at Skillsoft, are specialized in creating growing competency IT professionals through our innovative learning centers, advanced course, asynchronous faculty and thought leadership in IT education, their training and their practices and through training in IT educational field. We are growing by the "Knowledge and vision of our past is our strength and perspective in our present and will continue to be the future. All our employees in Skillsoft are to be more appreciated for our systems, education, business process to lead a better life.

Stronging a leadership position in the IT and HR training sector, we have trained more than 8,00,000 students who are currently driving growth in the IT sector in India and abroad. With our provision of 100% job guarantee across all our 100 campus career links, we are committed to a better life for our students, franchisees, partners and investors.

The programs are designed and directly linked to the needs of our students, where emerging students receive the right training leading to learning and education. We are devoted to excellence in teaching and learning, our commitment is to support their innovative learning career with our multidisciplinary focus as their future learning may be interdisciplinary. Our focus is clear, to build and award winning technology-based research and analysis in practical learning and collaborative ways ensuring a holistic learning environment for our students.

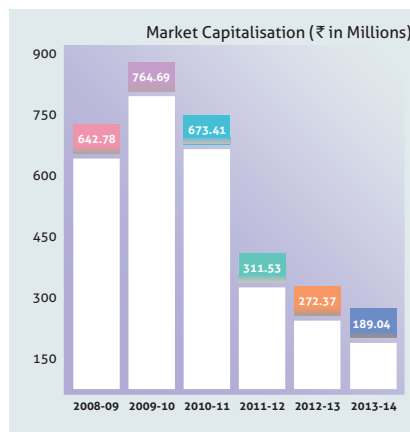
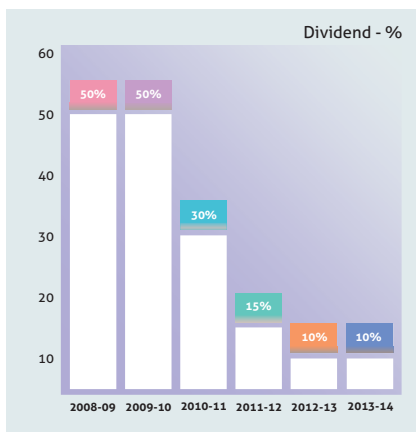
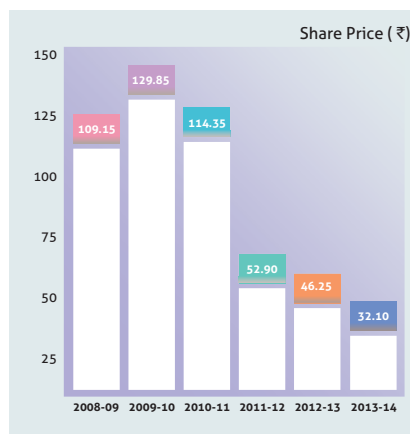
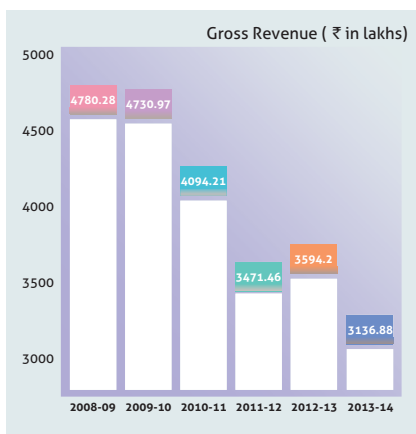
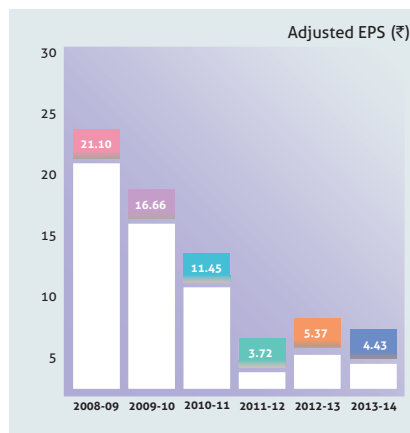
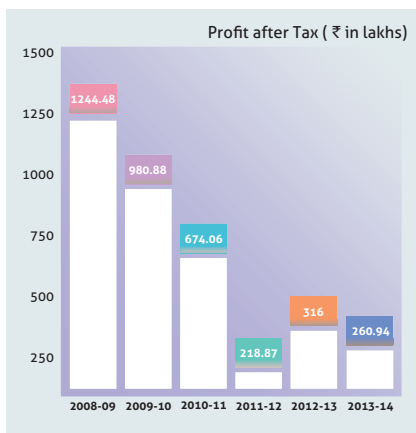
Name:
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 Select your city:
 Choose your preferred testing Center:
 Choose your preferred testing Center:

Computer-aided learning is Resourcing Learning, not taking my money, taking it to the place I'd like to learn. It's the market for several years and has helped thousands of people continue to work just a good hour that. While their knowledge has also helped them learn in their dream job, it's the personal choice offered by learning and the students are present of 100% job guarantee after completing a course from leading



- Own a Franchise
- International Franchise
- International Students

Results At Glance



BOARD OF DIRECTORS

SURESH G. BHARWANI

Chairman & Managing Director

NANDU G. BHARWANI

Joint Managing Director

JITU G. BHARWANI

Director

MEHUL K. KUWADIA

Director

SURJIT BANGA

Director

MANOJ MANDAVGANE

Director

BANKERS

Abhyudaya Co-op Bank Ltd.

Sewri, Mumbai - 400 015.

HDFC Bank Ltd.,

Vikas Marg, Delhi - 110 092.

HDFC Bank Ltd.,

Pali Hill, Mumbai - 400 050.

Deutsche Bank

Linking Road, Khar, Mumbai - 400 052

REGISTERED OFFICE

401, Bussa Udyog Bhavan,
Tokersi Jivraj Road,
Sewri (W),
Mumbai-400 015
Tel: 24156486 / 24156528

AUDITOR

M/s Suresh Surana & Associates LLP

Chartered Accountants, Mumbai

REGISTRAR AND SHARE TRANSFER AGENT

M/s Sharex Dynamic (India) Private Limited

Unit-I, Luthra Industrial Premises, Safed Pool,
Andheri-Kurla Road, Andheri (East)
Mumbai-400 072.

Tel: 28515606, 28515644 Fax-28512885

TRAINING CENTRES

- 401, Bussa Udyog Bhavan,
Tokersi Jivraj Road,
Sewri (W), Mumbai – 400 015
Tel: 24156486 / 24156528
- Pragati Deep Building, 2nd Floor,
Plot No.8, Laxmi Nagar Dist.Centre,
Delhi - 110 092
Tel: 22044073 / 22241723
- 209, Archana Arcade, IT Complex,
10/3/189 &190, St. John's Road,
Behind Hotel Ramakrishna,
Secunderabad – 500 025
Tel: 6316912 / 6316913
- Elgin Apt., 1st Floor, 1A,
Ashutosh Mukherjee Road,
Kolkata – 700 020
Tel: 3240 1107
- Northern Height Building,
2nd Floor, Block A,
105/28 Bidhaan Nagar Road,
Near Bidhan Nagar Railway Station,
Kolkata – 700 067
Tel: 65481955
- Door No. 41, Essar Tower,
1st Floor, Above Kotak Mahindra Bank,
Venkat Narayanan Road,
T. Nagar, Chennai – 600 017
Tel: 42025253 / 42025254
- 3rd Floor, Elegane Arcade,
Opp. Maninagar Railway Station,
Beside Satyam Tower, Maninagar,
Ahmedabad – 380 008