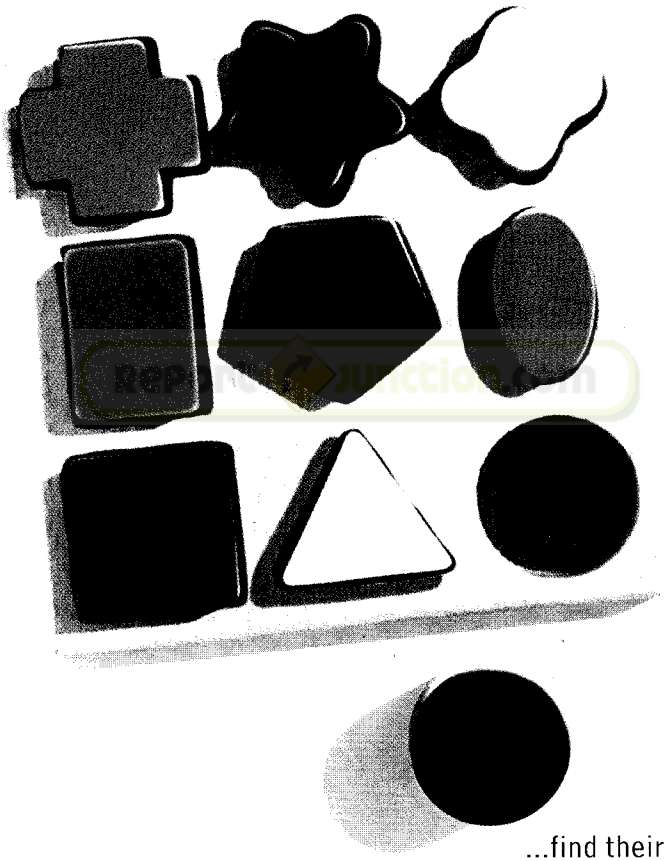
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Jetking®
India's No.1
Computer Hardware & Networking Institute

Helping thousands of young minds

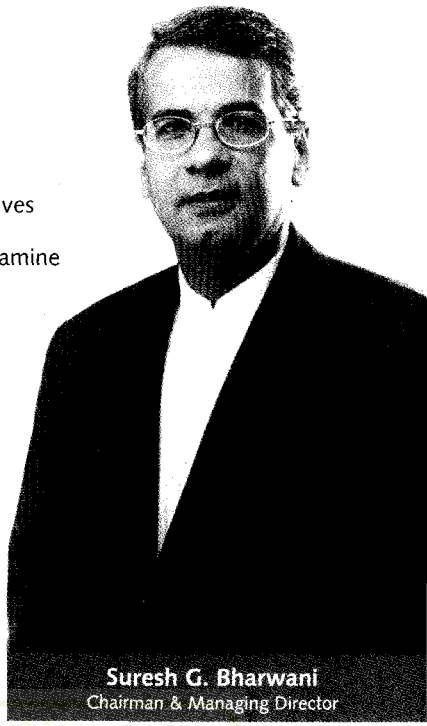


...find their niche

ANNUAL REPORT 2002-2003

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Suresh G. Bharwani
Chairman & Managing Director

Another year, another chance to put ourselves under the microscope. We take this time to examine the opportunities we seized and the strides we took towards our goals. This year has been particularly eventful for the IT training industry, and Jetking has held its own. We've expanded both qualitatively and in number of franchisees, we've explored new markets. And this has reflected in our bottom line with healthy figures that point to future growth.

As always, looking back gives us a sense of perspective, so we can see our efforts holistically and gauge the results of those efforts at the same time.

A HALO of excellence

This year Jetking had a new mantra, to be a HALO (Highly Agile Learning Organization). And it was a mantra that we repeated as we set about restructuring processes, planning aggressive growth strategies and undertaking intensive quality initiatives throughout our 66 centres. When the Hardware & Networking industry sees the promised "$62 Billion" boom in the next few years, Jetking intends to be at the forefront of the training industry.

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Growing our franchises

Jetking franchises have taken leaps in growth, not just quantitatively but also qualitatively, thanks to some unique initiatives set in motion by us during the last year.

Psychometric Bonanza	Placement Bonanza
21 set parameters gauge the cultural environment of Jetking franchises, covering every aspect of human resource management and development. Based on these parameters the centre that achieves the highest ratings is recognized at a national forum.	The placement activities of all Jetking centres are scrutinized from the perspective of industry interaction, quality of placements, starting salary levels, etc. The best placement record is rewarded and serves as a benchmark for all centres.

We have also emphasized franchisee training and marketing support, especially in markets that have been badly hit by the IT downturn.

The "$62 Billion Seminar*"



Jetking sponsored the MAIT (Manufacturers' Association of Information Technology) Seminar for recruiters, where Mr. Suresh Bharwani spoke about the projected growth potential (*a MAIT-Ernst & Young study projects that the Indian hardware industry has the potential to reach $62 bn by 2010 - twelve times its existing size) and what it means to Jetking.

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Making quality our top priority

Jetking's quality processes are not restricted to annual or even half yearly audits. We pursue quality 365 days a year. And this is proven by our ISO 9001-2000 certification. We have extensive operational and management systems in place that strive to maintain an environment that we're all proud to work in.

This year we've also introduced several new initiatives:

- Our placement procedures have been made more aggressive, ensuring better value for Jetking students.
- A new online examination system allows us to streamline the exams and show instant results to students, ensuring them time bound certification.

"Hardware and networking will open the largest number of doors to fulfilling, high-paying careers. With PC penetration, wide internet proliferation and an increase in local content in information technology, companies will be looking for hardware engineers," said Mr. Bharwani. "Consulting opportunities for hardware engineers should also grow as businesses upgrade and customize increasingly complex systems. Growth in embedded systems, a technology that uses computers to control other devices like appliances or cell phones, will also increase the demand for hardware engineers."

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We also introduced our patented 4C training program for our staff. These certifications are designed to give every Jetking counselor or teacher the extra edge when it comes to training. In the past year 4C training has been provided to 200 employees across 30 centres.

4C training program



Partnering with the best

MCP

This year Jetking became a Microsoft Certified Partner. This makes us eligible to use the Certified Partner brand, as well as benefit from Peer Partnering, customer referrals, MSDN Universal Technical Subscriptions, free Microsoft technical support and discounted product licenses for internal use.

CompTIA

Our CompTIA membership provides us with vendor neutral resources, opportunities and insights focused on staying ahead in the IT industry.

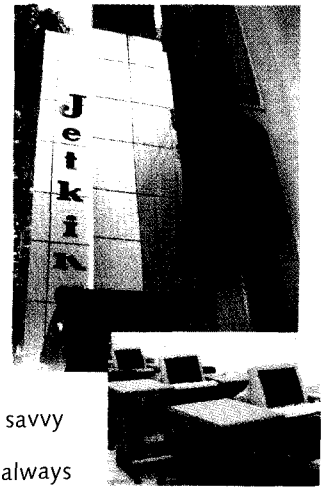
VUE

We are also an authorized VUE test centre. Pearson VUE is one of the leading names in electronic testing.

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Storming the South

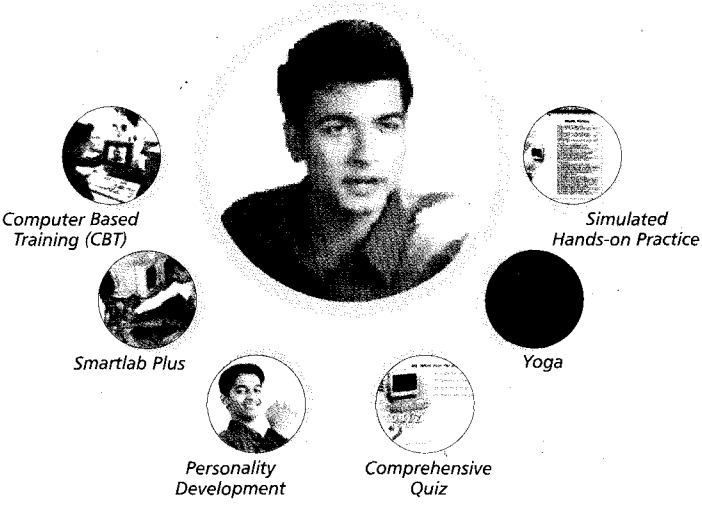


Over the past few years Jetking has seen a steady growth in demand in the South. To meet this demand, we set up a new Supercentre and Regional Office in Bangalore. The centre which was inaugurated on March 27th, 2003 has already had more than 100 enrollments and has become a hub for our expansion activities in the IT savvy South. Confirming our belief that new markets are always there to be opened, all it takes is the desire to grow.

We also opened new centres in Kanpur and Bulundshahar, which will further grow our market share in the North.

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What makes Jetking different from other institutes



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Future perfect

New courses designed to meet the needs of the future are in the pipeline. Data Warehousing and E-securities are two areas that deserve special attention. We at Jetking are working on developing cutting edge courseware for these specializations.

But new courses are not the only things at Jetking that are geared for the coming years. Every employee, every franchisee, every member of the Jetking family is looking ahead too. Here's to a future that's as bright as it is stimulating.



" While we focus on youngsters of today, we can't ignore the needs of the future...our long term strength lies in widening our customer base by introducing new streams as well as developing courseware designed for the next generation."

Nandu Bharwani, Jt. MD

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Suresh G. Bharwani
Chairman & Managing Director

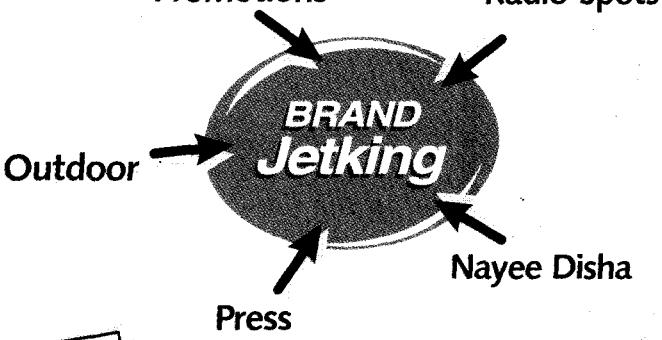
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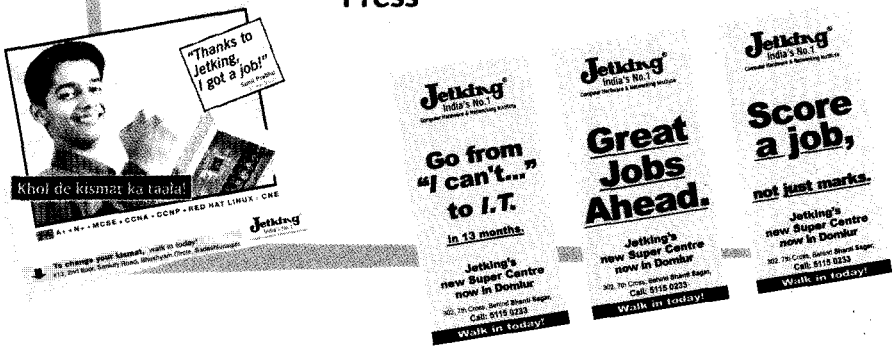
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The new look Jetking made waves across the country with an aggressive marketing pitch.



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The company we keep

All these companies have recruited Jetking Engineers.



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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

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 (India) Pvt Ltd.

17/B Dena Bank Building,
Horniman Circle, Fort,
Mumbai-400001.
Tel: 22641376/ 22702485

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

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