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Jetle

computer Hard

ANNUAL

60
Diamond
Jubilee Year

60 YEARS OF VALUE CREATION

www.researchfunction.com

VALUE CREATION

VISION

"Sa Vidya ya Vimuktaye.
To Provide "Good Education that Liberates."

MISSION

Create Globally Competent IT professionals.

VALUES

We believe in: Leadership, Creativity,
Transparency, Integrity, Trust and Equanimity.

CREDO

When I hear, I forget.
When I question and discuss,
I begin to understand. When I go on 'to do',
I acquire knowledge and skill.
When I teach another, I master.
When I learn to be equanimous,
I am able to grow to my full potential.

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CHAIRMAN'S LETTER

TO THE SHAREHOLDERS

Dear Stakeholders,

As India steps into her 60th year of Independence, we march along, proud to look over our own 60 years of success and progress. Success in creating an institution. Success in living upto and imparting values that add to the strength of our students, business partners, shareholders and the nation on a whole.

It is as we say, 60 years of "Sa Vidya Ya Vimuktaye" Good Education that Liberates.

An education that empowers the young minds of our students and helps them face the challenges of a changing India. An education that creates leaders who value integrity and build creativity through equanimity. A philosophy that turns every novice into an integral and valuable participant of the global economy.

An education that liberates our trainers to groom the future of a nation. To create a global Indian. To participate in a tomorrow through the values they impart. An education that values, above all the importance of "training" the trainer.



सा विद्या या विमुक्तये

**GOOD EDUCATION
THAT LIBERATES.**

WE VALUE WISDOM GENERATION.

It is with this dedication that we have constantly challenged ourselves and our skill sets. Learning and interacting with training and creativity gurus like Bob Pike, Tom Peters, Ken Blanchard and Edward de Bono, we have consistently focused on creating value through wisdom generation.

We have invested in training initiatives that have culminated in programmes that focus on leadership development and creating superior intellectual capital for organisations, both our own and those where our students get placed.

WE SAW VALUE WHERE THERE WASN'T ANY

While most institutes pride themselves over the success of students who are already high scorers, we at Jetking have created success stories where there was hope for none.

Our vision to develop innovative learning concepts, has been instrumental in creating the blue print of making Jetking the most trusted and widely accepted educational training institute in India and abroad.

Today, Jetking develops futures based on a simple principle that each individual student needs an all round training. A training that focuses on the mind, the body and the soul, with equal emphasis on each. A training that can unlock the full potential of an individual so that he can create value for himself and his employer.



CREATING "VALUES" FOR POTENTIAL EMPLOYERS

Our programmes lay emphasis on practical learning and finding business solutions that are both effective and cost effective. They empower students to foresee and plan for problems well in advance. Saving employers' time, effort, money and making each of our students a highly valuable and indispensable resource for their employers.

This has helped make Jetking the No.1

Hardware and Networking Training Institute in India. Today, Jetking students collectively contribute Rs. 1000 crore p.a. towards India's GDP and the figure keeps growing with every passing year.

As pioneers in Computer Hardware and Networking courses, we've placed more than 1,50,000 students in blue-chip companies. This has been made possible through our uniquely designed authentic courseware that addresses key requirements based on industry feedback. These courses are regularly updated to ensure that they follow latest technologies.

WE VALUE INNOVATION

We believe that innovation is the energy that fills any learning process with the power to intrigue, inspire and stimulate a student mind. It eliminates limited thinking and empowers growth through discovery. As such at Jetking you will always find trainers, including myself, continuously innovating new methodologies to find solutions for an ever changing and ever growing IT industry. And for this it has been critical that we trainers keep slipping into the shoes of students every now and then. Workshops, seminars and various training programmes attended by our faculty always add to our vast knowledge base that is shared across centres, across cities.

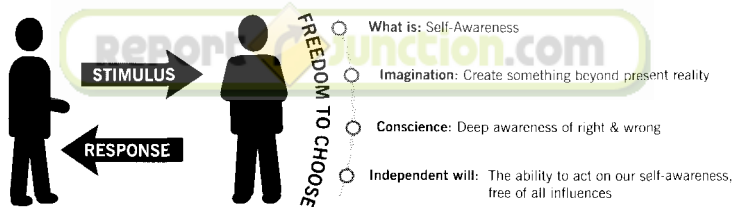
My own recent visit to Harvard to attend the Owner/ President Management programme, helped me bring back an understanding of the unique challenges and opportunities associated with owning, running and sustaining a profitable business. It presented a fresh perspective on what had become a mundane business routine like:-

Driving Corporate Performance	Family Business
Financial Management	International Business
Management & Strategy	Marketing Strategy
Negotiation & Decision Making	Technology & Innovation

SUSTAINED SUPERIOR PERFORMANCE -

DIAMOND JUBILEE (SSP- DJ) is yet another programme initiated by Jetking to leverage its prized possession: its intellectual capital, to accelerate future growth. Through SSP-DJ, Jetking has initiated a new approach that is based on the whole person paradigm. SSP-DJ actively involves Jetking members from the organization and business partners in:

- Framing the Vision, Mission and Values of the organization
- Framing Goals for the coming year
- Setting Targets for the coming year



Jetking has embarked upon a journey towards greatness by inspiring its members to find their calling, demonstrate their trustworthiness and accountability at all times.

SSP-DJ will be the fuel for Jetking's leadership position and help us explore greater heights in the years to come.

CREATING VALUE THROUGH PSYCHOMETRIC EVALUATION

Psychometric tools like Rorschach Thematic Apperception Test; Aptitude & Intelligence Test; Multi-dimensional Assessment of Personality and Sentence Completion Test help our managers discover their optimum best.

The use of Employee Assessment is playing an increasingly important role in drawing the accurate profile of an individual for recruitment, performance management and talent development as well as understanding their unique individuality.

The assessments produce easy to understand reports, which enable us to identify new talent for personality traits and managerial skills and assess the causes of fluctuating performance levels among existing employees. Thus allowing us to recruit the best and allocate our training resources to the specific needs of an individual. We strongly believe that to achieve long-term competitive advantage it is vital to identify and release the unique talents of every individual employed with us.

CREATING VALUE THROUGH CARE

While innovations, systems, technology and vision can create an ideal organization, nothing can be more valuable than a youthful, healthy, passionate human resource team.

Our continuous training and upgradation programmes ensure that both our faculty and corporate staff are forever youthful and agile in their thinking, even as our motivating employee rewards programme keep the passions high. At Jetking we encourage a healthy competitive environment that dispels complacency and supports growth and progress.

Jetking employees, at all levels are given an opportunity to present and chisel their individual skill sets while utilizing the same in a team scenario. While 80 hours of technical staff work time; 40 hours of non-technical staff's work time and 200 hours of managerial staff's work time, is dedicated to personnel training needs, rewarding each individual success has kept spirits soaring. Thus ensuring that Jetking gets high value returns from all its staff in the form of a high on demand faculty and the creation of top-of-the-line study modules.

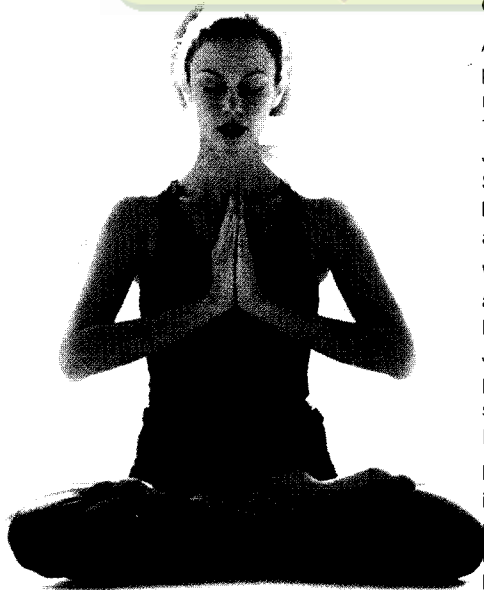
Our "long term service" awards of 3, 5 & 10 years respectively have had many takers in the last 6 decades, despite the fact that retention rate in most IT related industries have been on a down swing.

Report



JUNCTION

CREATING VALUE THROUGH SPIRITUAL GROWTH.



At Jetking emphasis is laid on Yoga for physical, mental and spiritual growth. It is mandatory for each employee to attend a 7 day residential Yoga camp, sponsored by Jetking at the Yoga Institute located at Santacruz, within 6 months of joining. This helps them inculcate yogic principles and achieve their goals better and faster.

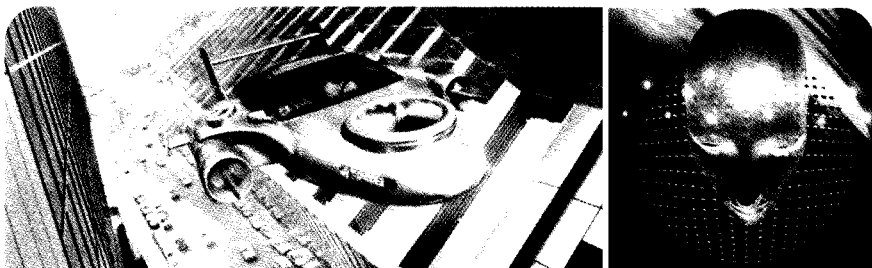
We also stress on the employees attending a 10 day Vipasana Camp at Igatpuri, near Mumbai, which is totally sponsored by Jetking. This ensures that our staff is better prepared to face the challenges and stressful demands of the ever growing IT industry.

Employee health is given utmost importance. We believe people who are physically fit will be in a position to deliver more and more effectively. It is for this that both before and during employment, regular medical check-ups are compulsory and every employee is covered by a company Accident Insurance Policy.

CREATING VALUE THROUGH LEADERSHIP

For years I have believed that fear robs people of the chance to contribute. At Smartrain we aim to build leaders who are fearless and who can create a non-threatening environment where people do not fear failure, as failure is the highway to success.

The biggest example of the success of the Smartrain methodology is Jetking itself - a company that has witnessed a phenomenal 700% growth in the past 8 years, despite the slump in the IT market.



CREATING VALUE FOR TOMORROW

There are three technology frontiers, which are going to change our lives. These are: Highway in the sky, Nano-Technology and Information Ubiquity.

Sky cars, till date seen only in science fiction movies will soon be a reality. These vehicles will be flying at about 10,000 feet above sea level. To avoid collision and traffic jams they will be equipped with automated navigation systems based on GPS. This system will also help people reach from one place to another without having to look at the map. In another 25 years we will have such cars, which can drive as well as fly!

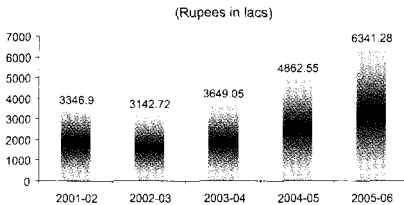
Advances in Nano-Technology will not only help us build items that are energy efficient, but also real estate efficient. Using Nano-Technology, we can build incredibly small and flexible mechanics of the future.

Information will be available anytime and anywhere. With wireless connectivity, you don't have to wait till you reach your home, office or cyber café to access it. Your glasses, car windscreens will be your information kiosks. Every second, you will have up-to-date information. Computer programmes will automatically analyze the information being generated and relay it to you. Data storage will be so cheap that your entire life can be recorded on video and stored in digitized forms accessible to you and any one, any time. We are indeed living in exciting times and the future promises loads of surprises. Technology will be the leading enabler for these surprises. With constant innovation and research, Jetking will ensure that we are ready with manpower when the Future comes calling.

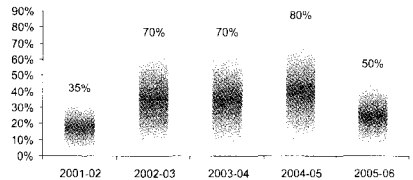
With Jetking, I believe, you'll never stop truly creating value.

Suresh G. Bharwani
Chairman

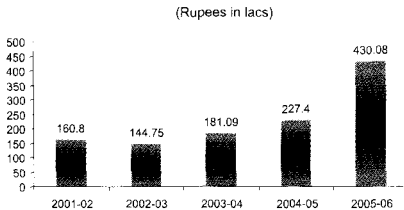
RESULTS AT A GLANCE



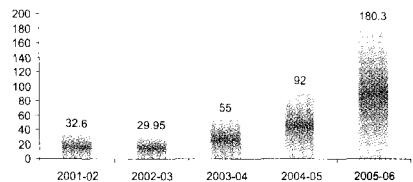
GROSS REVENUE



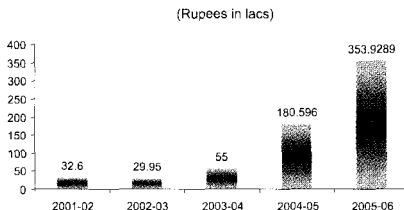
DIVIDEND



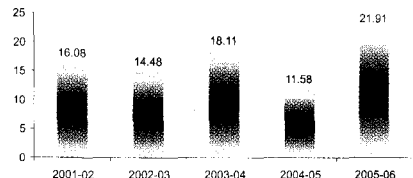
PROFIT AFTER TAX



SHARE PRICE



MARKET CAPITALISATION



EPS

FROM THE DESK OF THE JOINT MANAGING DIRECTOR

60 YEARS OF TURNING OPPORTUNITY INTO VALUE

Opportunities are never lost; someone will grab the one you miss. We have grown considerably in the past year and have strategized our goals for the coming year. We successfully maintained our No. 1 position in the field of Hardware and Networking Training (Dataquest - July 2005-2006). Our revenues have grown at 17.3% (CAGR) and PAT at 27.9% (CAGR). With the inauguration of our Regional Office cum Centre in Kolkata, we've spread our wings eastwards. This being our first centre in the region, we hope to gain huge successes in the next most watched potential destination for the ITES industry. With two tier towns fast becoming preferred destinations for the IT industry, our next step would be to establish our foothold in the eastern neighbourhood of Assam and Orissa.

CREATING VALUE THROUGH RESEARCH AND DEVELOPMENT

Research and development has always helped us stay ahead of the pack. To this end we have invested in state-of-the-art infrastructure and facilities in Delhi. This facility will help us in conducting research in courseware creation and delivery methodology as well as developing training products based on latest technologies available as well as those that will be hitting the market soon.

Our students expect us to train them on top-of-the-line technologies and the use of latest hardware and software products. To this effect we have ensured that all our 81 centres have a standard infrastructure which is in tune with the times. We have also specified the learning centre design and blueprint.

