

1. Industry structure development and outlook:

The three pillars that will impact the skill development industry going forward are National Education policy (NEP), Digital learning and employability based skill. Jetking plans to create a presence in these three domains the NEP has made it compulsory for a “core” skill for every college student this is going to directly impact the professional outcome of students. The NEP further highlights the importance of immersive and interactive learning via state of the Art content. Jetking has created industry leading content which already covers NEP content guidelines additionally the courses currently offered by Jetking can also seamlessly be integrated under core skill framework.

Key new age trends highlight:

1. Skill development as per NEP.
2. Engaging learning that is holistic integrated engaging and enjoyable
3. Experiential learning along with critical thinking.
4. Leverage internet penetration in rural India.
5. Allow for learning in Omni channel format.

This new policy will be the corner stone of all education and skill development initiatives in India and Jetking will be closely integrating its solutions in this framework.

2. Geographical Expansion:

India is a backbone for IT off shore, outsourcing and industry 4.0 technologies will further strengthen India’s position. We plan to identify and expand in existing geographies in un-represented locations. These geographies will be identified based on infusion of technology in a particular city as well as identified by smart city hubs where we see the most demand.

3. Systems and Process

We have embarked on creating an Omni channel platform called “Smartrain” this platform will be a single interface that manages the entire customer life cycle.

In order to streamline our financial process we have moved from SAP B1 to SAP B1 Hanna in order to leverage new capabilities of this system.

These two critical strategic changes will help evolve from existing system and process

4. Marketing & Brand

In order to leverage our presence to the youth we have integrated our narrative on digital platforms such as YouTube, Face book and Instagram via influencer marketing channels and are working an intense content marketing and messaging.

5. Opportunities, threats, risks concerns etc.

The company foresee following opportunities:

1. Technologies identified in industry 4.0 like AI, Cyber Security and cloud computing solutions.
2. Hybrid delivery methods that leverage Omni channels like online as well as classroom.
3. National education policy and focusing on core skills for students in secondary as per the new NEP structure.
4. Skill development courses that have faster turnaround in government segment.

The company foresee following threats:

1. Impact of covid-19 on physical classroom, maintain social distancing that can impact capacity
2. Customers looking at self-learning solutions as oppose to formal learning.
3. Government skill development programs at hyper subsidized prices.

Risks:

The Risks that the Company is exposed to and the measures taken by the company to overcome those risks are given under a separate heading in the Board's report.

6. Product Wise Performance.

- a. Jetking Certified Hardware and Networking Engineer (JCHNE) Plus Cloudv2 is now JKDNA: The JKDNA course of 600 hours contributed to about 68% of the total enrollments.
- b. Masters in Network Administration (MNA): The MNA course of 610 hours accounted for about 26% of the total enrollments.
- c. Modular courses of about 6% of the total enrollments.

7. Internal control systems and their adequacy

Section on Internal control systems which is a part of Board's Report discusses the adequacy of internal control systems.

8. Financial Performance with respect to operational performance

During the Financial Year under review, the Company earned the Total Income of Rs.1759.53 Lakhs as against Rs.2095.71 lakhs in the previous year and the Net Profit/(Loss) after Tax of Rs.(619.99) Lakhs as against Rs.(115.73) Lakhs in the previous year. The Operational Performance of the company is reflected in the Product Wise Performance covered under Point no 6 of this report.

9. Financial Condition

Total Income:

Revenue of Jetking aggregated to Rs.1955.54 Lakhs in 2019-20 as compared to Rs.2292.87 Lakhs in 2018-19.

Earnings before interest, tax, depreciation and Amortisation (EBITDA)

The EBITDA aggregated to Rs.(477.30) Lakhs in 2019-20 against Rs.(0.01) Lakhs in 2018-19.

Profit before Tax (PBT)

The PBT aggregated to Rs.(735.05) Lakhs in 2019-20 against Rs.(217.66) Lakhs in 2018-19.

Profit after Tax (PAT)

The PAT aggregated to Rs.(619.99) in 2019-20 against Rs.(115.73) Lakhs in 2018-19.

Earnings per Share (EPS)

EPS in 2019-20 was (10.49) per share compared to (1.96) in 2018-19.

10. Material developments in Human Resources / Industrial Relations front, including number of people employed

The important development has been the creation of the Beehive initiative –the automated-HRMS software for management of human resources and ease of management. Along with the development, the Jetking resources have been showcased and trained on the use of the system.

Another notable feat attained by the Jetking Team has been awarded the “Great Place To Work” citation and accolade. This achievement speaks highly of the initiative by the HR-Team along with each and every member of the Jetking Team for achieving this feat.

11. Key Financial Ratios

In accordance with SEBI (Listing Obligations and Disclosures Requirement) (Amendment) Regulations, 2018, the Company is required to give details of significant changes (change of 25% or more as compared to the immediately previous financial year) in key sector-specific financial ratios.

PARTICULARS	For the Year Ended March 31, 2020	For the Year Ended March 31, 2019
Net Profit Margin (%)	(31.70)	(5.05)

Return on Network

PARTICULARS	For the Year Ended March 31, 2020	For the Year Ended March 31, 2019
Return on Network (%)	(16.17)	(2.60)

Reduction in operational income @16.04% and also increase in operational expenses @7.17% has resulted in decrease in Net Profit margin and return on net worth ratio.

For and on behalf of Board of Directors

Sd/-
Suresh G. Bharwani
Chairman & Managing Director
DIN: 00667104

Sd/-
Nandu G. Bharwani
Joint Managing Director and CFO
DIN: 00618386

Place: Mumbai
Date: 31st August 2020