



TRANSFORMING MANAGEMENT

INNOVATION IN THE AGE OF DISRUPTION

60TH

ANNUAL REPORT
2018-2019







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Harshavardhan Neotia
President, AIMA
2018-2019

President's Message

Dear Members,

It has been an honour and privilege for me to serve as the President of AIMA during 2018-19 and I am grateful for the support I received over the year. It is my pleasure to present AIMA's annual report for my presidential year.

It was a year of excellent progress for AIMA's recent initiatives in the areas of management research, leadership development, global programmes, LMA collaboration, technology adoption etc. There has been a substantial growth in the reach and impact of AIMA's management skill and thought development activities, which were built around the theme of the year: 'Innovation in the Age of Disruption'.

On the international front, AIMA strengthened its portfolio by adding new locations for Global Advanced Management Programme (GAMP). AIMA introduced GAMP in Tel Aviv, Israel and relaunched the China edition by holding the first ever GAMP in Beijing. Both programmes were led by Claude Smadja, former Managing Director of the World Economic Forum. These programmes included visits to leading Innovators of China and Israel, such as Israel Aerospace industries, Israel Innovation Authority, Tel Aviv University, JD.com, Terminus, NIO Cars to name a few.

Another edition of the Silicon Valley GAMP was held in collaboration with Haas School of Business, University of California, Berkeley. The delegates visited several leading companies, startups and research institutions, including Fujitsu Laboratories of America, Berkeley SkyDeck, Wells Fargo Bank, PG&E, NVidia, DuPont Innovation Center, Cisco, PayPal, Wipro Innovation Center and IBM Research Center. AIMA has conducted 16 editions of this hugely popular programme till date.

AIMA continued its association with St Gallen Symposium and Horasis: The Global Visions Community. AIMA participated in the 49th St Gallen Symposium held in Switzerland, where AIMA Past President, Mr D Shivakumar was bestowed the 'India Business Leader of the Year' award. AIMA also co-organised the Horasis Asia Meeting in

Binh Duong New City, Vietnam and the Horasis India Meeting in Segovia, Spain. AIMA contributed with a high profile delegation of speakers and participants at these programmes.

AIMA's long association with the Asian Association of Management Organisations (AAMO) strengthened. Besides attending the bi-annual Council Meetings, AIMA also participated in AAMO's Triennial Conference in Kuala Lumpur, Malaysia. At an accompanying awards ceremony, AIMA Past President, Mr Sanjiv Goenka was presented the AAMO Asian Leadership Award 2019. AIMA is due to take over the rotating presidency of AAMO in October this year, and will be led by AIMA Past President, Mr Rajive Kaul at the helm.

Closer home, AIMA laid increased emphasis on its management research initiatives. AIMA produced many outstanding reports in partnership with PwC, KPMG, Hinrich Foundation and Alphabeta on digital transformation, automation, disruptive technologies, and digital trade. AIMA is currently collaborating with the Government of India in studying the role of branding in growth of the MSMEs. In addition, AIMA released the 5th edition of its bi-annual Management Capability Development Index Report last year.

The AIMA India Case Research Centre (ICRC) gained momentum during the year. The number of case studies listed on ICRC portal has grown beyond 200 and more case studies are in the pipeline. ICRC has signed memorandums with leading B-Schools including ISB and some of the IIMs for collaboration in case development, while partnering with AICTE in organising workshops on case writing and teaching.

AIMA's flagship events, summits and conferences attracted substantial participation from the government, business and academic leadership. Several prominent political leaders and statesmen addressed these programmes including Mr Pranab Mukherjee, Mr Nitin Gadkari, Mr Suresh Prabhu, Mr Jayant Sinha, Mr Hardeep Singh Puri and Mr MJ Akbar. The corporate, spiritual and other thought leaders who addressed AIMA platforms included Mr Nandan Nilekani, Mr Sanjiv Mehta, Sri Sri Ravi Shankarji, Mr Kishore Biyani, Mr Baba Kalyani, Mr TV Narendran, Mr Sanjiv Bajaj,



Mr Amitabh Kant, Mr Rajat Gupta, Mr Vijay Shekhar Sharma, Mr Aditya Ghosh amongst others.

AIMA maintained its tradition of celebrating achievement. The AIMA-JRD Tata Corporate Leadership Award was presented to Mr Aditya Puri, and the AIMA Public Service Excellence Award to Mr Vijay L Kelkar. AIMA Managing India Awards were presented by Mr Pranab Mukherjee, Former President of India to Mr Azim H Premji, Dr Prathap C Reddy, Dr Devi Prasad Shetty, Mr Sanjiv Mehta, Mr Sanjiv Bajaj, Dr Mahendra Mohan Gupta, Mr Sanjiv Singh, Mr Rajkumar Hirani, Mr T Krishnakumar and Dr Pawan Goenka.

During the year AIMA enhanced and expanded its existing programmes and initiatives.

AIMA's unique Young Leaders Council (YLC) gained further ground as it expanded its member base and launched new chapters across the country. Several programmes were held over the year where young achievers, innovators, professionals and artists networked and shared the emerging knowledge in their respective areas. AIMA YLC is now 200 strong and growing.

Keeping in step with the evolving business environment and industry expectations, AIMA added new courses to its management education programmes. AIMA launched PGDM programmes in Banking & Finance and Hospitality Management, while introducing an Executive PGDM programme for working professionals. In addition, AIMA conducted scores of workshops, skill development and training programmes to build management capabilities of Indian enterprises, working professionals and academia.

AIMA added an AI & Big Data Retreat to its management and leadership retreat portfolio, while continuing to offer programmes in the areas of Senior Leadership, HR Leadership and Digital Marketing. AIMA also organised a customised Leadership Development Programme for State Bank of India officers in Dubai.

AIMA's testing & assessment solutions were expanded to cover a wider range of clients. New areas of assessment were also included covering footwear design, film and television. During the year, AIMA's recruitment & admission tests covered over 11.5 lakh candidates across India while

several new prestigious clients were also added to AIMA's kitty.

New initiatives were also taken in the area of Business Simulation and Management Competitions. AIMA launched its unique 'BizLab' – India's first simulation-based virtual lab, that allows students to experiment with management strategies and tactics. BizLab is seeing increasing adoption across campuses and organisations alike. AIMA also introduced the 1st Corporate Management Olympiad during the year and several renowned companies sent teams to participate in the competition.

AIMA strengthened its relations with the Local Management Associations.

Through the year, the office bearers, council members and the secretariat officials maintained regular contact with LMAs, over 50 such visits were conducted. Several programmes were also held in close collaboration with LMAs at their respective locations. These included a Regional Management Conclave, MSME programmes, 6 Shaping Young Minds Programmes to name a few. To further integrate with the LMAs, AIMA developed MyLMA, an online portal for information sharing and communication.

Financially AIMA did well, earning a surplus of ₹ 20.11 crores and the balance sheet size of AIMA also grew from ₹ 399.24 crores to ₹ 419.51 crores.

It has been a great year for AIMA and I am privileged to have been the association's President during this exciting period. I am grateful to my fellow office bearers, the past presidents of AIMA, the council members, the secretariat and all well-wishers who have helped me lead AIMA during the past twelve months. As I make way for my successor, I intend to remain involved with AIMA as a past president and support the next generation of AIMA leadership in taking AIMA to the next level.

I welcome Mr Sanjay Kirloskar as the new President of AIMA and I am confident that he will bring immense value to AIMA with his vision and leadership.

Thank you

Harshavardhan Neotia

AIMA Executive Board

2018-2019



PRESIDENT
Harshavardhan Neotia

Mr Harshavardhan Neotia is the Chairman of Ambuja Neotia Group. Operating through several companies, the Ambuja Neotia Group covers the entire spectrum of the Real Estate industry including Housing, Hospitality, Health Care and Education. Mr Neotia was conferred with 'Padma Shri' by the Hon'ble President of India in 1999 for his outstanding initiative in social housing. He was also honoured with YPO Legacy of Honour Award in 2005. He is Past President FICCI. Mr Neotia did his schooling in La Martiniere for Boys, Kolkata and obtained B.Com (Hons) from St Xavier's College, Kolkata. He completed the Owner President Management Programme (OPM) from the Harvard Business School, USA. He was recently conferred with the D.Litt (Honoris Causa) by the Vidyasagar University, West Bengal.



SENIOR VICE PRESIDENT
Sanjay C Kirloskar

Mr Sanjay C Kirloskar is Chairman and Managing Director of Kirloskar Brothers Limited. Established in 1888 and incorporated in 1920, Kirloskar Brothers Ltd is one of India's oldest manufacturing companies with eight factories in India, with manufacturing facilities in Netherlands, South Africa, Thailand, UK and USA. Mr Kirloskar is the Senior Vice President of the All India Management Association and Vice President of the Governing Council of the Central Manufacturing Technology Institute. He also serves as a Director on Kirloskar Ebara Pumps Ltd, SPP Pumps Ltd (UK), Kirloskar Brothers International BV (Netherlands), Kulkarni Power Tools Ltd, and DCM Shriram Industries Ltd. He holds a Bachelor of Science degree in Mechanical Engineering from the Illinois Institute of Technology in Chicago, USA.



VICE PRESIDENT
Harsh Pati Singhania

Mr Harsh Pati Singhania is the Vice Chairman & Managing Director of JK Paper Ltd and Director, JK Organisation, which has businesses like Paper & Boards, Cement, Automobile Tyres, V-Belts, Oil Seals, Hybrid Seeds, Dairy products, Defence, Aerospace & Security etc. Served as President, FICCI, International Chamber of Commerce (India), Indian Paper Manufacturers Association, Young Presidents Organisation-Delhi, and as a Member of various Trade and CEO Forums. Currently on the Board of International Chamber of Commerce, Paris, JK Fenner (India) Ltd, Bhopal Udyog Ltd, Pulp & Paper Research Institute, International Management Institute, JK Lakshmipat University, Pushpawati Singhania Research Institute, Member of India-China CEOs Forum, India-Myanmar Joint Trade and Investment Forum, ASEAN-India Business Council etc.



TREASURER
Nikhil Sawhney

Mr Nikhil Sawhney is Vice Chairman and Managing Director of Triveni Turbine Limited. He was voted one of India's forty 'hottest' business leaders under 40 by The Economic Times and has been awarded the Udyog Ratna by the Institute of Economic Studies. He is a part of the Indo-UK, India-Indonesia and India-Israel CEOs Forums, constituted by the Government of India. He has helped found the CII-Triveni Water Institute and is a trustee of the Tirath Ram Shah Charitable Hospital. He is a member of the Board of Governors of The Indian Institute of Management. Mr Sawhney is also Co-Chair of the Ananta Aspen Center led Track II India-Israel Forum.



IMMEDIATE PAST PRESIDENT
TV Mohandas Pai

Mr TV Mohandas Pai became the Chair of Manipal Global Education Services Pvt Ltd after spending 17 years in Infosys Ltd as CFO, Member of the Board and HR Head. He has founded 10 venture funds including Aarin Capital to invest in areas like Deep Technology, Life Sciences, Education, etc. He regularly engages with the government on areas of education, venture capital, taxation and corporate regulation, and had served on the Board of SEBI and now of the NSE. He's also actively involved in the Akshaya Patra Programme, which feeds 1.7m children, a hot unlimited midday meal every day, amongst other causes. He was awarded the Padma Shri by the President of India in 2015, and the Karnataka Rajyotsava Award in 2004.



DIRECTOR GENERAL
Rekha Sethi

Ms Rekha Sethi is the Director General of All India Management Association. Since she took charge in June 2008, she has established AIMA as the preferred platform for discussions and debate on management and deepened AIMA's relationship with the Government of India and India Inc. Ms Sethi is also on the Boards of some leading Indian companies as an Independent Director including Sun Pharmaceutical Industries Ltd, Sun Pharma Laboratories Ltd, CESC, Spencers Retail and Hero Steels Ltd. She is part of the Executive Council of the National Board of Accreditation, which is mandated to facilitate quality in technical education syllabi in India and a member of the Advisory Board of the Switzerland based St Gallen Foundation think tank, Leaders of Tomorrow – Knowledge Pool.

Council of Management 2018-2019

PRESIDENT

- Mr Harshavardhan Neotia

SENIOR VICE PRESIDENT

- Mr Sanjay Kirloskar

VICE PRESIDENT

- Mr Harsh Pati Singhania

TREASURER

- Mr Nikhil Sawhney

IMMEDIATE PAST PRESIDENT

- Mr T V Mohandas Pai

PAST PRESIDENTS

- Mr Atmaram Saraogi
- Mr P Unnikrishnan
- Mr Nirbhay Jain
- Prof S L Rao
- Dr Jamshed J Irani
- Dr J S Juneja
- Mr Ramesh Gelli
- Mr K L Chugh
- Mr Keki B Dadiseth
- Mr K Jairaj
- Mr J P Chowdhary
- Mr Krishan Kalra
- Mr Kewal Krishan Nohria
- Mr T T Thomas
- Mr Rajive Kaul
- Dr Uddesh Kohli
- Mr R Gopalakrishnan
- Mr Sunil Kumar Alagh
- Mr Sudhir Jalan
- Mr Kewal Handa
- Mr Srinivasan K Swamy
- Mr Sanjiv Goenka
- Mr Gautam Thapar
- Mr Rajiv Vastupal
- Mr D Shivakumar
- Ms Preetha Reddy
- Mr H M Nerurkar
- Mr Firdose Vandrevale
- Mr Sunil Kant Munjal

CO-OPTED MEMBERS

- Mr P Balaji
- Mr P Dwarakanath
- Mr Richard Rekhy
- Mr Sanjiv Mehta
- Mr Vineet Agarwal

SPECIAL INVITEES

- Mr Akhil Bansal
- Mr Vijay K Thadani
- Prof Rajan Saxena
- Mr Inderdeep Singh
- Mr Ajey Mehta

DISTINGUISHED INVITEES

- Mr Rajiv Bajaj
- Mr R Mukundan
- Mr C P Gurnani
- Mr Pramod Bhasin
- Mr Subodh Bhargava
- Mr Sanjeev Bikhchandani
- Mr Ved Prakash
- Mr Arun M Kumar
- Mr Shyamal Mukherjee
- Mr Ravi Uppal
- Mr C K Ranganathan
- Mr Ranjan Kumar Mohapatra
- Dr Ganesh Natarajan
- Prof Errol D' Souza
- Prof G Raghuram
- Dr Debashis Chatterjee
- Dr Anju Seth
- Fr E Abraham S J
- Maj Gen Sandeep Sharma, VSM
- Mr Deepak Premnarayan
- Mr Sanjay Budhia
- Mr Vikram Golcha
- Mr Tejpreet Singh Chopra
- Mr G V Ravi Shankar
- Mr P S Puri

REPRESENTATIVES OF INSTITUTIONAL MEMBERS

- Mr Anil Khaitan
- Dr Monica Khanna
- Mr P C Vaish
- Dr Bhimaraya Metri
- Ms Vinita Bajoria
- Mr Sunil Bhaskaran
- Mr Shrinivas Dempo
- Dr Saugata Mitra

REPRESENTATIVES OF PROFESSIONAL INDIVIDUAL MEMBERS

- (FELLOW) - Mr Yogi Sriram
- (MEMBER) - Prof S Balasubramanian
- Dr M Selvam
- Mr K Ananthram
- Lt Col Vias Dev Gulati (Retd)



REPRESENTATIVES OF LMAs

| | | | |
|-------------|--------------------|------------|----------------------------|
| - Madras | - Mr L Ramkumar | - Lucknow | - Mr Arun Kumar Mathur |
| - Ahmedabad | - Mr Rajiv S Mehta | - Indore | - CA Santosh Muchhal |
| - Baroda | - Mr Rajiv Thakkar | - Kerala | - Mr Dinesh P Thampi |
| - Mumbai | - Ms Chhaya Sehgal | - Calcutta | - Prof Asok Kumar Banerjee |

EX-OFFICIO

- Ms Rekha Sethi

Past Presidents of AIMA

| | | | |
|-----------------------|---------|-------------------------|-----------|
| Dr A L Mudaliar * | 1959-60 | Mr Ramesh Gelli | 1992-93 |
| Mr N Dandekar * | 1960-63 | Mr K L Chugh | 1993-94 |
| Dr K S Basu * | 1963-67 | Mr Rajendra Singh * | 1994-95 |
| Sir James Lindsay * | 1967-69 | Mr Keki B Dadiseth | 1995-96 |
| Dr Charat Ram * | 1969-70 | Mr K Jairaj | 1996-97 |
| Mr M K Raju * | 1970-72 | Mr J P Chowdhary | 1997-98 |
| Dr Ram Tarneja * | 1972-73 | Mr Krishan Kalra | 1998-99 |
| Mr H Mangaldas * | 1973-74 | Mr Kewal Krishan Nohria | 1999-2000 |
| Mr S C Aggarwal * | 1974-75 | Mr T T Thomas | 2000-2001 |
| Mr K K Unni * | 1975-76 | Mr Rajive Kaul | 2001-2002 |
| Mr P K Sen * | 1976-77 | Dr Uddesh Kohli | 2002-2003 |
| Mr R K Swamy * | 1977-78 | Mr R Gopalakrishnan | 2003-2004 |
| Mr Prem Pandhi * | 1978-79 | Mr Sunil Kumar Alagh | 2004-2005 |
| Dr Minoo D Daver * | 1979-80 | Mr Sudhir Jalan | 2005-2006 |
| Mr Atmaram Saraogi | 1980-81 | Mr Subir Raha * | 2006-2007 |
| Mr P Unnikrishnan | 1981-82 | Mr Kewal Handa | 2007-2008 |
| Prof R D Gupta * | 1982-83 | Mr Srinivasan K Swamy | 2008-2009 |
| Mr Nirbhay Jain | 1983-84 | Mr Sanjiv Goenka | 2009-2010 |
| Mr S P Acharya * | 1984-85 | Mr Gautam Thapar | 2010-2011 |
| Prof S L Rao | 1985-86 | Mr Rajiv Vastupal | 2011-2012 |
| Dr Gurpreet Singh * | 1986-87 | Mr D Shivakumar | 2012-2013 |
| Mr P V R N Iyer * | 1987-88 | Ms Preetha Reddy | 2013-2014 |
| Dr J J Irani | 1988-89 | Mr H M Nerurkar | 2014-2015 |
| Dr R James David * | 1989-90 | Mr Firdose Vandrevalla | 2015-2016 |
| Dr J S Juneja | 1990-91 | Mr Sunil Kant Munjal | 2016-2017 |
| Mr Chinubhai R Shah * | 1991-92 | | |

* Deceased

AIMA Committees Chairmen 2018-19

NAME OF COMMITTEE

CHAIRMAN

| | |
|--|--------------------|
| Finance Committee | Mr Nikhil Sawhney |
| Audit Committee | Mr P S Puri |
| Best LMA Award Committee | Mr D Shivakumar |
| MSME Committee | Dr J S Juneja |
| Indian Management Editorial Advisory Board | Mr D Shivakumar |
| CME Board of Studies | Dr Bhimaraya Metri |

| | |
|-----------------------------------|----------------------|
| International Relations Committee | Mr Sunil Kant Munjal |
| Membership Development Committee | Mr Rajive Kaul |
| Managing India Awards Committee | Mr Sanjiv Goenka |
| Nominations Committee | Mr T V Mohandas Pai |
| Ethics Committee | Ms Preetha Reddy |
| India Case Research Centre (ICRC) | Dr Rajan Saxena |

Key Events

October 2018 - September 2019

| Event | Programme Director/Chairman | Venue | Date |
|---|---|---|--|
| Student Management Games 2018 | | Hyderabad Pune Vadodara New Delhi Bengaluru Coimbatore Grand Finale Coimbatore | 25-27 September 2018 04-06 October 2018 23-25 October 2018 30 October - 01 November 2018 15-17 November 2018 21-23 November 2018 24 November 2018 |
| Training Programme on Decoding Blockchain for Business Present and Future Prospects | | New Delhi | 13 October 2018 |
| 19th National Management Quiz | | Mumbai Bengaluru Kolkata New Delhi Grand Finale | 24 October 2018 25 October 2018 26 October 2018 30 October 2018 30 October 2018 |
| Global Advanced Management Programme - China | Claude Smadja President, Smadja & Associates | Beijing, China | 28 October - 02 November 2018 |
| 68th Shaping Young Minds Programme | | Jamshedpur | 09 November 2018 |
| National Competition for Young India 2018 | | New Delhi Bengaluru Pune Grand Finale New Delhi | 10-11 October 2018 14 November 2018 16 November 2018 23 November 2018 |
| Executive Assistants / Secretaries: Behavioural Skills Training | | Mumbai | 22-23 November 2018 |
| Academic Conference | | New Delhi | 06-07 December 2018 |



Key Events

October 2018 - September 2019

| Event | Programme Director/Chairman | Venue | Date |
|--|---|-------------------------------------|--|
| Workshop on Academic Writing | Prof Pawan Budhwar Aston Business School, UK & Prof Payal Kumar BML University, Gurgaon | New Delhi | 10-11 December 2018 |
| Special Session | Prof David Gann CBE, Vice President (Innovation), Imperial College London | New Delhi | 11 December 2018 |
| Training Programme on GeM | | New Delhi | 14 December 2018 |
| 9th Senior Leadership Retreat | Sunil Kant Munjal Chairman, Hero Enterprise | Goa | 14-16 December 2018 |
| 2nd Capability Building Workshop on Case Writing | | New Delhi | 18-19 January 2019 |
| 69th Shaping Young Minds Programme | | Tarapur | 19 January 2019 |
| St Gallen Symposium Session | | New Delhi | 22 January 2019 |
| 1st AIMA Corporate Management Olympiad | | New Delhi / NCR | 22 January 2019 |
| Training on Credit Monitoring Potent Instrument of Tackling NPAs | | New Delhi | 24 January 2019 |
| Global Procurement Summit | | New Delhi | 07-08 February 2019 |
| 3rd Capability Building Workshop On Case Writing | | Bengaluru | 12-13 February 2019 |
| 3rd National Competition for Managers | | Mumbai New Delhi Grand Finale | 15 February 2019 18 February 2019 25 February 2019 |

Key Events

October 2018 - September 2019

| Event | Programme Director/Chairman | Venue | Date |
|---|--|---------------------------|---|
| 63rd Foundation Day & 13th National Management Day | | New Delhi | 21 February 2019 |
| 2nd Young Managers Simulation Championship | | New Delhi Grand Finale | 26-27 February 2019 28 February 2019 |
| 70th Shaping Young Minds Programme | | Ludhiana | 27 February 2019 |
| Global Advanced Management Programme – Tel Aviv, Israel | Claude Smadja President, Smadja & Associates | Israel | 02-07 March 2019 |
| Training on Delivery Skills | | New Delhi | 14-15 March 2019 |
| 71st Shaping Young Minds Programme | | Kolkata | 15 March 2019 |
| Pragati - A Women Quiz | | New Delhi | 26 March 2019 |
| Managing India Awards 2019 | Sanjiv Goenka Chairman, R P Sanjiv Goenka Group | New Delhi | 08 April 2019 |
| 5th National Leadership Conclave | Sanjiv Goenka Chairman, R P Sanjiv Goenka Group & Sunil Kant Munjal Chairman, Hero Enterprise | New Delhi | 09 April 2019 |
| 72nd Shaping Young Minds Programme | | Kanpur | 16 April 2019 |
| YLC Chapter Launch | | Mumbai | 24 April 2019 |
| Faculty Development Programme on Curriculum Building for Data Science & Business Analytics in collaboration with SAS India | | New Delhi | 25 April 2019 |



Key Events

October 2018 - September 2019

| Event | Programme Director/Chairman | Venue | Date |
|---|---|---|---|
| Regional Management Conclave | | Kochi | 30 April 2019 |
| YLC Chapter Launch | | Bengaluru | 13 May 2019 |
| 4th Digital & Social Marketing Retreat | D Shivakumar Group Executive President- Corporate Strategy & Business Development, Aditya Birla Group & Mithun Sundar Chief Revenue & Marketing Officer, Myntra | Goa | 17-19 May 2019 |
| 20th National Management Quiz | | Mumbai Bengaluru Kolkata New Delhi Grand Finale | 22 May 2019 23 May 2019 24 May 2019 31 May 2019 31 May 2019 |
| National Management Games 2019 | | Mumbai Bhubaneswar Bengaluru New Delhi Grand Finale | 20-23 May 2019 10-13 June 2019 24-27 June 2019 01-18 July 2019 20 July 2019 |
| Global Advanced Management Programme - USA | Solomon N Darwin Executive Director, Center for Corporate Innovation Haas School of Business, University of California, Berkeley | California, USA | 23-29 June 2019 |
| Workshop on Case Teaching & Writing in collaboration with AICTE | | New Delhi | 27-28 June 2019 |

Key Events

October 2018 - September 2019

| Event | Programme Director/Chairman | Venue | Date |
|--|---|---|--|
| Training Programme on Behavioural Skills for Executive Assistants | | New Delhi | 27-28 June 2019 |
| Report Launch The Data Opportunity: The Promise of Digital Trade for India | | New Delhi | 25 July 2019 |
| National Competition for Young Managers 2019 | | Kolkata Bengaluru Mumbai New Delhi Grand Finale | 26 July 2019 05 August 2019 08-09 August 2019 22-23 August 2019 30 August 2019 |
| YLC Chapter Launch | | Hyderabad | 30 July 2019 |
| YLC Interactive Session | | Delhi | 02 August 2019 |
| YLC Chapter Launch | | Indore | 09 August 2019 |
| 24th AIMA Convocation | | New Delhi | 19 August 2019 |
| Workshop on Case Teaching & Writing in collaboration with AICTE | | Mumbai | 29-30 August 2019 |
| 73rd Shaping Young Minds Programme | | Shillong | 30 August 2019 |
| 8th HR Leadership Retreat | Pramod Bhasin Chairman, Clix Capital Services | Goa | 30 August – 01 September 2019 |
| 46th National Management Convention | Sanjiv Goenka Chairman, R P Sanjiv Goenka Group | New Delhi | 17-18 September 2019 |

FLAGSHIP EVENTS



National Management Convention



(L-R) Rekha Sethi, Director General, AIMA; TV Mohandas Pai, then President, AIMA and Chairman, Manipal Global Education Services Pvt Ltd; Jayant Sinha, then Minister of State for Civil Aviation, Government of India; Sanjiv Mehta, Convention Chairman and Chairman & Managing Director, Hindustan Unilever Ltd; Harshavardhan Neotia, then Senior Vice President, AIMA and Chairman, Ambuja Neotia Group; Sanjay Kirloskar, then Vice President, AIMA and Chairman and Managing Director, Kirloskar Brothers Ltd

AIMA held its 45th National Management Convention (NMC) on 26th – 27th September 2018 on the theme 'Leadership in the Age of Disruption India @2030: Creating a USD 10 Trillion Economy'.

In a special session of Aap Ki Adalat with Mr Rajat Sharma, Chairman and Editor-in-Chief, India TV; Mr Nitin Gadkari, Minister of Road Transport & Highways; Micro, Small & Medium Enterprises, Government of India said, "We should fight on ideology and programmes and all parties should raise the level of politics."

Mr Suresh Prabhu, India's Sherpa to the G20 and Former Union Minister of Commerce & Industry; Civil Aviation, Government of India addressed the NMC via video message while Guest of Honour, Mr Jayant Sinha, then Minister of State for Civil Aviation, expressed his opinion on Farm to Frontier: A Unique Development Model for India. In a keynote address, Mr MJ Akbar, then Minister of State for External Affairs, spoke about disruption and pillars of modernisation for India.

Several awards were also presented to dignitaries. Mr Sanjiv Mehta, Convention Chairman, and Chairman & MD, Hindustan Unilever Limited received the Honorary Fellowship of AIMA, whereas Mr Sunil Kant Munjal, Past President, AIMA & Chairman, Hero Enterprise, was presented the Honorary Life



Suresh Prabhu, India's Sherpa to the G20 and Former Union Minister of Commerce & Industry; Civil Aviation, Government of India



Fellowship of AIMA this year. AIMA Managing India Award for Business Leader of the Year was given to Mr Ajay G Piramal, Chairman, Piramal Group, and AIMA Managing India Award for Indian MNC of the Year was presented to Bharat Forge Limited and was received by Mr Baba N Kalyani, Chairman & MD, Bharat Forge Limited. The AIMA-Kewal Nohria Award for Academic Leadership in Management Education 2018 was presented to Dr Bhimaraya Metri, Director, IIM Tiruchirappalli. LMA CEO workshop was also conducted during the event and LMA awards were distributed.

Some of the eminent speakers who addressed the NMC included Mr Sanjiv Mehta, Convention Chairman, and Chairman & MD, Hindustan Unilever Limited; Mr TV Mohandas Pai, then President, AIMA and Chairman, Manipal Global Education Services Pvt Ltd; Sri Sri Ravi Shankar, Founder, The Art of Living Foundation; Mr Amitabh Kant, CEO, NITI Aayog; Mr Sunil Kant Munjal, Past President, AIMA & Chairman, Hero Enterprise; Mr Harshavardhan Neotia, then Senior Vice President, AIMA and Chairman, Ambuja Neotia Group; Mr Kishore Biyani, Founder and Group CEO, Future Group; Mr Baba N Kalyani, Chairman & MD, Bharat Forge Ltd; Mr Sanjay Kirloskar, then Vice President, AIMA, and Chairman and MD, Kirloskar Brothers; Ms Preetha Reddy, Past President, AIMA & Vice Chairperson, Apollo Hospitals; Mr



Sanjiv Mehta, Convention Chairman and Chairman & Managing Director, Hindustan Unilever Limited, recipient of Honorary Fellowship of AIMA

Sunil Kant Munjal, Past President, AIMA & Chairman, Hero Enterprise, recipient of AIMA's Honorary Life Fellowship

Sudhir Jalan, Past President, AIMA & Chairman and MD, Meenakshi Tea Co Ltd; Mr Omkar Goswami, Founder & Chairperson, CERG Advisory Private Ltd; Mr Akhil Bansal, Deputy CEO, KPMG in India; Ms Shereen Bhan, Managing Editor, CNBC TV-18; Mr P Balaji, Chief Regulatory and Corporate Affairs Officer, Vodafone Idea Ltd; Ms Supriya Shrinete, then Executive Editor-News, ET Now; Mr Vineet Agarwal, MD, Transport Corporation of India Ltd; Ms Rekha Sethi, Director General, AIMA; Mr Pranav Pai, Founding Partner and Chief Investment Officer, 3one4 Capital; Mr Ayaan



Nitin Gadkari, Minister of Road Transport & Highways; Micro, Small & Medium Enterprises, Government of India and Rajat Sharma, Chairman and Editor-in-Chief, India TV, during Aap ki Adalat at AIMA's NMC



Sri Sri Ravi Shankar Ji, Founder, The Art of Living Foundation, addressing AIMA's NMC as Sudhir Jalan, Past President, AIMA & Chairman and Managing Director, Meenakshi Tea Co Ltd and Preetha Reddy, Past President, AIMA & Vice Chairperson, Apollo Hospitals look on

Ali Bangash, Sarod Player & Composer; Mr Jayant Prasad Paleti, Co-Founder, Darwinbox; Mr Roshan Shankar, Advisor to the Government of NCT of Delhi and Member, Aam Aadmi Party; Mr Pranjal Sharma, Author, Kranti Nation: India and the Fourth Industrial Revolution; Mr Ravi Uppal, Former MD & Group CEO, Jindal Steel & Power and Mr Rahul Gangal, Partner, Roland Berger.

The AIMA-KPMG Management Capability Development Index India Report 2018, AIMA PwC Reports on How Artificial Intelligence is Reshaping Jobs in India and another on Disruptive Technologies that can Transform India were also released on the occasion.



Kishore Biyani, Founder and Group CEO, Future Group and Shereen Bhan, Managing Editor, CNBC TV-18



TV Mohandas Pai, then President, AIMA and Chairman, Manipal Global Education Services Pvt Ltd and P Balaji, Chief Regulatory and Corporate Affairs Officer, Vodafone Idea Ltd

Leadership in the
Age of Disruption
India @2030



(L-R) TV Mohandas Pai, then President, AIMA and Chairman, Manipal Global Education Services Pvt Ltd; Amitabh Kant, CEO, NITI Aayog; Sanjiv Mehta, Convention Chairman and Chairman & Managing Director, Hindustan Unilever Ltd and Harshavardhan Neotia, then Senior Vice President, AIMA and Chairman, Ambuja Neotia Group



(L-R) Rahul Gangal, Partner, Roland Berger; Pranjal Sharma, Author, Kranti Nation: India and the Fourth Industrial Revolution; Ravi Uppal, Former Managing Director & Group CEO, Jindal Steel & Power and Akhil Bansal, Deputy CEO, KPMG in India



MJ Akbar, then Minister of State for External Affairs, Government of India; Harshavardhan Neotia, then Senior Vice President, AIMA and Chairman, Ambuja Neotia Group and Sanjay Kirloskar, then Vice President, AIMA and Chairman & Managing Director, Kirloskar Brothers Ltd



Ajay G Piramal, Chairman, Piramal Group recipient of the AIMA Managing India Award for Business Leader of the Year



Baba N Kalyani, Chairman & Managing Director, Bharat Forge Limited, with the AIMA Managing India Award for Indian MNC of the Year



(L-R) Baba N Kalyani, Chairman & Managing Director, Bharat Forge Limited; Sunil Kant Munjal, Past President, AIMA & Chairman, Hero Enterprise; Sanjiv Mehta, Convention Chairman and Chairman & Managing Director, Hindustan Unilever Ltd; Omkar Goswami, Founder & Chairperson, CERG Advisory Private Limited and Rajiv Kaul, Past President, AIMA & Chairman, NICCO Group



Sri Sri Ravi Shankar Ji, Founder, The Art of Living Foundation and Jayant Sinha, then Minister of State for Civil Aviation, Government of India



(L-R) Jayant Prasad Paleti, Co-Founder, Darwinbox; Pranav Pai, Founding Partner and Chief Investment Officer, 3one4 Capital; Supriya Shrinete, then Executive Editor-News, ET Now; Vineet Agarwal, Managing Director, Transport Corporation of India Ltd; Ayaan Ali Bangash, Sarod Player & Composer and Roshan Shankar, Advisor to the Government of NCT of Delhi and Member, Aam Aadmi Party



Bhimaraya Metri, Director, IIM Tiruchirappalli with AIMA Kewal Nohria Award for Academic Leadership in Management Education



Aditya Puri, Managing Director, HDFC Bank Ltd, receiving the AIMA - JRD Tata Corporate Leadership Award from Hardeep Singh Puri, Minister of State (I/C) for Housing and Urban Affairs, Civil Aviation and Minister of State for Commerce and Industry, Government of India. (L-R) Rekha Sethi, Director General, AIMA; Harshavardhan Neotia, President, AIMA and Chairman, Ambuja Neotia Group; Nandan Nilekani, Chairman of the AIMA Awards Jury 2018 and Chairman, Infosys Ltd and Harsh Pati Singhania, Vice President, AIMA and Vice Chairman & Managing Director, JK Paper Ltd

Foundation Day & National Management Day

AIMA held its 63rd Foundation Day & 13th National Management Day on the theme 'Innovation in the Age of Disruption' on 21st February 2019. Mr Hardeep Singh Puri, Minister of State (I/C) for Housing and Urban Affairs, Civil Aviation and Minister of State for Commerce and Industry, Government of India delivered the keynote address and talked about Swachh Bharat and Pradhan Mantri Awas Yojana as major disruptive innovations by the government. "We had to build 67 lakh toilets before October 2019. Today we have already achieved 95 per cent of the target. A project of the government has become the project of the people, and has assumed the nature of a jan andolan" he shared.

Mr Nandan Nilekani, Chairman of the AIMA Awards Jury 2018 and Chairman, Infosys Ltd, said in his special address that disruption is a given and the rise of data can be seen in an unprecedented way. "The good news is that in India we do have the talent. If we can marry the mindset of leaders in our industry with the talent we have, the technology will become very easy to handle," he added.

Mr Harshavardhan Neotia, President, AIMA and Chairman, Ambuja Neotia Group and Ms Rekha Sethi, Director General, AIMA, welcomed the guests and addressed the gathering. Mr Harsh Pati Singhania, Vice President, AIMA and Vice Chairman & Managing Director, JK Paper Ltd, concluded the event with the vote of thanks.



Hardeep Singh Puri, Minister of State (I/C) for Housing and Urban Affairs, Civil Aviation and Minister of State for Commerce and Industry, Government of India



Vijay L Kelkar, Chairman, National Institute of Public Finance and Policy, receiving the AIMA Public Service Excellence Award from Hardeep Singh Puri, Minister of State (I/C) for Housing and Urban Affairs, Civil Aviation and Minister of State for Commerce and Industry, Government of India. (L-R) Harshavardhan Neotia, President, AIMA and Chairman, Ambuja Neotia Group; Nandan Nilekani, Chairman of the AIMA Awards Jury 2018 and Chairman, Infosys Ltd and Harsh Pati Singhania, Vice President, AIMA and Vice Chairman & Managing Director, JK Paper Ltd

On the occasion the AIMA - JRD Tata Corporate Leadership Award was presented to Mr Aditya Puri, Managing Director, HDFC Bank Ltd. The AIMA Public Service Excellence Award was presented to Mr Vijay L Kelkar, Chairman, National Institute of Public Finance and Policy. Prof Debi S Saini, Emeritus Professor of Human Resource Management, Indian Institute of Management, Ranchi received the AIMA Dr Ram Tarneja Award for Best Article in Indian Management.

The Foundation Day souvenir was also released by the guests of honour. About 300 business leaders, management experts, academicians and students joined the occasion.



Aditya Puri, Managing Director, HDFC Bank Ltd with the AIMA - JRD Tata Corporate Leadership Award



Prof Debi S Saini, Emeritus Professor of Human Resource Management, IIM Ranchi, with AIMA Dr Ram Tarneja Award for Best Article in Indian Management

AIMA Award Jury Members





(L-R) Harshavardhan Neotia, President, AIMA and Chairman, Ambuja Neotia Group; Rekha Sethi, Director General, AIMA and Sanjay Kirloskar, Senior Vice President, AIMA and Chairman & Managing Director, Kirloskar Brothers Ltd lighting the lamp

National Leadership Conclave

AIMA held its 5th National Leadership Conclave (NLC) on 9th April 2019 on the theme 'Now or Never: India's Mission for the New Decade' at New Delhi. Mr Sunil Kant Munjal, Past President, AIMA & Chairman, Hero Enterprise was the Co-Chairman of the Conclave. Mr Harshavardhan Neotia, President, AIMA and Chairman, Ambuja Neotia Group informed the audience that MSMEs are the lifeline of the economy as they contribute towards the GDP, and more importantly, towards jobs.

Mr Sanjay Kirloskar, Senior Vice President, AIMA and Chairman & Managing Director, Kirloskar Brothers Ltd and Ms Rekha Sethi, Director General, AIMA also addressed the opening session. On the occasion, the AIMA - Dr JS Juneja Award for Creativity and Innovation for Micro, Small & Medium Enterprises was presented to Mr Sundaram R, MD and CEO, Aerospace Engineers Private Limited. In addition, the AIMA-KPMG report on 'Social and Economic Impact of Digital Transformation in India' was released. In a special session, Mr Rajat Gupta, Management Expert, Author and Former Managing Director, McKinsey & Co, shared his life experiences in conversation with Mr Sunil Kant Munjal, Past President, AIMA & Chairman, Hero Enterprise.

Some of the other speakers who addressed the conclave included Mr Sanjiv Mehta, Chairman and MD, Hindustan Unilever Limited; Mr Sanjiv Singh, Chairman, Indian Oil Corporation; Mr Sanjiv Bajaj, Managing Director, Bajaj Finserv; Mr TN Ninan, Chairman, Business Standard Pvt Ltd; Mr VK Bajaj, Director, Today's Chanakya; Mr TK Arun, Editor



Harshavardhan Neotia, President, AIMA and Chairman, Ambuja Neotia Group addressing the National Leadership Conclave



(L-R) Sanjiv Singh, Chairman, Indian Oil Corporation; Sanjiv Mehta, Chairman and Managing Director, Hindustan Unilever Limited; Sanjiv Bajaj, Managing Director, Bajaj Finserv and Vikram Chandra, Founder, Editorji Technologies

Opinion, The Economic Times; Mr Sunil Jain, Managing Editor, Financial Express; Mr Vijay Shekhar Sharma, Founder & CEO, Paytm; Mr Aditya Ghosh, CEO, India and South Asia, OYO Hotels & Homes; Mr Vikram Chandra, Founder, Editorji Technologies; Ms Nayantara Rai, Chief of Bureau, ET Now; Mr Patu Keswani, Chairman and Managing Director, Lemon Tree Hotels Limited; Mr Kewal Handa, Past President, AIMA & Non-Executive Chairman, Union Bank of India; Mr Nikhil

Sawhney, Vice Chairman and MD, Triveni Turbine Ltd; Mr Akshay Bhalla, Partner, COO Markets and Strategy, KPMG in India; Mr Rajdeep Sardesai, Consulting Editor, India Today Group; Ms Syna Dehnugara, Features Editor, CNBC-TV18; Mr Vineet Agarwal, MD, Transport Corporation of India Ltd; Ms Bindu Subramaniam, Singer, Song-writer, Educator and Co-Founder SaPa in Schools; Mr Vedant Kanoi, Founder & CEO, Foodcloud and Mr Anubhav Nath, Director, Ojas Art.



Sunil Kant Munjal, Co-Chairman, 5th National Leadership Conclave, Past President, AIMA & Chairman, Hero Enterprise in conversation with Rajat Gupta, Management Expert, Author and Former Managing Director, McKinsey & Co

(L-R) Anubhav Nath, Director, Ojas Art; Bindu Subramaniam, Singer, Song-writer, Educator and Co-Founder SaPa in Schools; Vineet Agarwal, Managing Director, Transport Corporation of India Ltd; Vedant Kanoi, Co-Founder & CEO, Foodcloud and Syna Dehnugara, Features Editor, CNBC-TV18





(L-R) Vijay Shekhar Sharma, Founder & CEO, Paytm; Sunil Kant Munjal, Co-Chairman, 5th National Leadership Conclave, Past President, AIMA & Chairman, Hero Enterprise and Aditya Ghosh, CEO - India and South Asia, OYO Hotels & Homes



Sundaram R, MD and CEO, Aerospace Engineers Private Limited with AIMA - Dr JS Juneja Award for Creativity and Innovation for Micro, Small & Medium Enterprises and JS Juneja, Past President, AIMA



(L-R) TN Ninan, Chairman, Business Standard Pvt Ltd; TK Arun, Editor-Opinion, The Economic Times; VK Bajaj, Director, Today's Chanakya; Sunil Jain, Managing Editor, Financial Express and Rajdeep Sardesai, Consulting Editor, India Today Group



(L-R) Patu Keswani, Chairman and Managing Director, Lemon Tree Hotels Limited; Nikhil Sawhney, Vice Chairman and Managing Director, Triveni Turbine Ltd; Akshay Bhalla, Partner, COO Markets and Strategy, KPMG in India; Nayantara Rai, Chief of Bureau, ET Now; Kewal Handa, Past President, AIMA & Non Executive Chairman, Union Bank of India and Sanjay Kirloskar, Senior Vice President, AIMA and Chairman & Managing Director, Kirloskar Brothers Ltd

Managing India Awards



(Sitting L-R) Devi Prasad Shetty, Chairman, Narayana Hrudayalaya Ltd; Azim H Premji, Chairman, Wipro Ltd; Pranab Mukherjee, Former President of India; Prathap C Reddy, Founder-Chairman, Apollo Hospitals Group and Sanjiv Mehta, Chairman & MD, Hindustan Unilever Ltd. (Standing L-R) Rekha Sethi, Director General, AIMA; Sunil Kant Munjal, Past President, AIMA & Chairman, Hero Enterprise; Rajkumar Hirani, Director, Producer, Writer & Editor; T Krishnakumar, President India & Southwest Asia, Coca-Cola; Harsh Pati Singhania, Vice President, AIMA and Vice Chairman & MD, JK Paper Ltd; Mahendra Mohan Gupta, Chairman & MD, Jagran Prakashan Ltd and Editorial Director, Dainik Jagran; Harshavardhan Neotia, President, AIMA and Chairman, Ambuja Neotia Group; Sanjay Kirloskar, Senior Vice President, AIMA and Chairman & MD, Kirloskar Brothers Ltd; Sanjiv Bajaj, MD, Bajaj Finserv Ltd; Preetha Reddy, Past President, AIMA & Executive Vice Chairperson, Apollo Hospitals Enterprise Ltd; Pawan Goenka, MD and Member of Group Executive Board, Mahindra & Mahindra Ltd and Sanjiv Singh, Chairman, IndianOil Corporation Ltd.

The 10th AIMA Managing India Awards ceremony was held on 8th April 2019 where Shri Pranab Mukherjee, Former President of India graced the occasion as the chief guest and paid glowing tributes to the winners of AIMA Managing India Awards 2019.

Mr Harshavardhan Neotia, President, AIMA and Chairman, Ambuja Neotia Group, gave the welcome address. Mr Harsh Pati Singhania, Vice President, AIMA and Vice Chairman & MD, JK Paper Ltd, and Ms Rekha Sethi, Director General, AIMA, also addressed the gathering. This year, the Lifetime Contribution Award was presented to Mr Azim H Premji, Chairman, Wipro Ltd and his citation was read by Mr Sunil Kant Munjal, Past President, AIMA & Chairman, Hero Enterprise. The Outstanding Institution Builder Award was received by Dr Prathap C Reddy, Founder-Chairman, Apollo Hospitals Group who was introduced by Mr Dilip Cherian,



Former President of India, Pranab Mukherjee



Communications Consultant, political campaign advisor, political & policy professional.

The Corporate Citizen Award was given to Dr Devi Prasad Shetty, Chairman, Narayana Hrudayalaya Ltd. His citation was read by Ms Ritu Beri, International Fashion Designer and Founder, The Luxury League. Mr Sanjiv Mehta, Chairman & MD, Hindustan Unilever Ltd, was announced as the Business Leader of the Year and was introduced by Ms Preetha Reddy, Past President, AIMA & Executive Vice Chairperson, Apollo Hospitals Enterprise Ltd.

Mr Vikram Chandra, Founder, Editorji Technologies, read the citation for Mr Sanjiv Bajaj, MD, Bajaj Finserv Ltd, who received the Entrepreneur of the Year Award. Dr Mahendra Mohan Gupta, Chairman & MD, Jagran Prakashan Ltd and Editorial Director, Dainik Jagran, was conferred with the Lifetime Contribution to Media Award and was introduced by Mr Akshay Bhalla, Partner, COO Markets and Strategy, KPMG in India.

Mr Rajkumar Hirani, Director, Producer, Writer & Editor, was awarded Director of the Year for 'Sanju'. Mr Rohit Bal, Renowned Fashion Designer, read the citation.



Prathap C Reddy, Founder-Chairman, Apollo Hospitals Group receiving the Outstanding Institution Builder Award from Pranab Mukherjee, Former President of India



Azim H Premji, Chairman, Wipro Ltd receiving the Lifetime Contribution Award from Former President of India, Pranab Mukherjee (L-R) Sunil Kant Munjal, Past President, AIMA & Chairman, Hero Enterprise; Harsh Pati Singhania, Vice President, AIMA and Vice Chairman & Managing Director, JK Paper Ltd and Sanjay Kirloskar, Senior Vice President, AIMA and Chairman & Managing Director, Kirloskar Brothers Ltd



Sanjiv Mehta, Chairman & MD, Hindustan Unilever Ltd, receiving the Business Leader of the Year from Pranab Mukherjee as Preetha Reddy, Past President, AIMA & Executive Vice Chairperson, Apollo Hospitals Enterprise Ltd; Harsh Pati Singhania, Vice President, AIMA and Vice Chairman & Managing Director, JK Paper Ltd; Sanjay Kirloskar, Senior Vice President, AIMA and Chairman & Managing Director, Kirloskar Brothers Ltd look on

This year the Outstanding PSU of the Year was awarded to IndianOil Corporation Ltd and was received by its Chairman Mr Sanjiv Singh. The citation was read by Ms Shivani Wazir Pasrich, Celebrity Anchor, Actor, Director and Chairperson of the Commonwealth Cultural Forum. Coca-Cola India was

announced as the MNC in India of the Year and Mr T Krishnakumar, President India & Southwest Asia, Coca-Cola, received the award. Ms Anjolie Ela Menon, eminent contemporary artist, read the citation.



Devi Prasad Shetty, Chairman, Narayana Hrudayalaya Ltd receiving the Corporate Citizen Award from Pranab Mukherjee, Former President of India as Harshavardhan Neotia looks on

This year the Indian MNC of the Year award went to Mahindra & Mahindra Ltd. Dr Pawan Goenka, MD and Member of Group Executive Board, received the award and was introduced by Mr P Balaji, Chief Regulatory and Corporate Affairs Officer, Vodafone Idea Ltd. The vote of thanks was presented by Mr Sanjay Kirloskar, Senior Vice President, AIMA and Chairman & MD, Kirloskar Brothers Ltd.

This year's jury members included Mr Sanjiv Goenka, Past President, AIMA, Chairman of the Jury and Chairman, RP-Sanjiv Goenka Group; Mr Harshavardhan Neotia, President, AIMA and Chairman, Ambuja Neotia Group; Mr Sanjay Kirloskar, Sr Vice President, AIMA and Chairman & MD, Kirloskar Brothers Ltd; Mr Harsh Pati



Sanjiv Bajaj, Managing Director, Bajaj Finserv Ltd receiving the Entrepreneur of the Year Award from Pranab Mukherjee, Former President of India



Sanjiv Singh, Chairman, Indian Oil Corporation Ltd receiving the Outstanding PSU of the Year Award from Former President of India, Pranab Mukherjee as Harshvardhan Neotia looks on

Singhania, Vice President, AIMA and Vice Chairman & MD, JK Paper Ltd; Mr Sunil Kant Munjal, Past President, AIMA & Chairman, Hero Enterprise; Ms Preetha Reddy, Past President, AIMA & Executive Vice Chairperson, Apollo Hospitals Enterprise Ltd; Mr TV Narendran, CEO & MD, Tata Steel Ltd; Mr Sudhir Jalan, Past President, AIMA & Chairman

and MD, Meenakshi Tea Co Ltd; Mr Rajive Kaul, Past President, AIMA & Chairman, NICCO Group; Mr Sanjay Budhia, MD, Patton International Ltd; Mr Akhil Bansal, Deputy CEO, KPMG India; Mr Nikhil Sawhney, Treasurer, AIMA and Vice Chairman & MD, Triveni Turbine Ltd and Mr P Balaji, Chief Regulatory and Corporate Affairs Officer, Vodafone Idea Ltd.



Former President of India Pranab Mukherjee with AIMA Office Bearers Harsh Pati Singhania, Vice President, AIMA and Vice Chairman & Managing Director, JK Paper Ltd; Sanjay Kirloskar, Senior Vice President, AIMA and Chairman & Managing Director, Kirloskar Brothers Ltd; Harshvardhan Neotia, President, AIMA and Chairman, Ambuja Neotia Group and Rekha Sethi, Director General, AIMA



Mahendra Mohan Gupta, Chairman & Managing Director, Jagran Prakashan Ltd and Editorial Director, Dainik Jagran receiving the Lifetime Contribution to Media Award from Pranab Mukherjee, Former President of India



Harshavardhan Neotia, President, AIMA and Chairman, Ambuja Neotia Group



Recognising stalwarts of India



(L-R) Rohit Bal, Renowned Fashion Designer; Ritu Beri, International Fashion Designer and Founder, The Luxury League and Dilip Cherian, Communications consultant



Rajkumar Hirani, Director, Producer, Writer & Editor with the Director of the Year Award



Pawan Goenka, Managing Director and Member of Group Executive Board, Mahindra & Mahindra Ltd with the Indian MNC of the Year Award



T Krishnakumar, President, India & Southwest Asia, Coca-Cola with the MNC in India of the Year Award



Sunil Kant Munjal, Past President, AIMA & Chairman, Hero Enterprise and Shivani Wazir Pasricha, Celebrity Anchor, Actor, Director and Chairperson of the Commonwealth Cultural Forum



Vikram Chandra, Founder, Editorji Technologies and P Balaji, Chief Regulatory and Corporate Affairs Officer, Vodafone Idea Ltd



Preetha Reddy, Past President, AIMA & Executive Vice Chairperson, Apollo Hospitals Enterprise Ltd and Anjolie Ela Menon, Eminent contemporary artist



AIMA Past Presidents and other guests at the awards ceremony





Sanjay Kirloskar, Senior Vice President, AIMA and Chairman & MD, Kirloskar Brothers Ltd; Preetha Reddy, Past President, AIMA & Executive Vice Chairperson, Apollo Hospitals Enterprise Ltd and Azim H Premji, Chairman, Wipro Ltd



Devi Prasad Shetty, Chairman, Narayana Hrudayalaya Ltd and Sanjiv Singh, Chairman, Indian Oil Corporation



Sanjiv Mehta, Chairman & Managing Director, Hindustan Unilever Ltd and other dignitaries at the awards ceremony



Harshavardhan Neotia, President, AIMA and Chairman, Ambuja Neotia Group and Prathap C Reddy, Founder-Chairman, Apollo Hospitals Group



Harshavardhan Neotia presenting a memento to Former President of India, Pranab Mukherjee as Sanjay Kirloskar looks on

KNOWLEDGE TRANSFER



9th Senior Leadership Retreat



Participants of the 9th Senior Leadership Retreat Programme

AIMA organised the 9th edition of its Senior Leadership Retreat on the theme 'Agile Leadership: Digitisation, Disruption, Growth' from 14th – 16th December 2018 at Goa. The Retreat was organised under the Chairmanship of Mr Sunil Kant Munjal, Past President, AIMA & Chairman, Hero Enterprise.

Some of the speakers included Mr TV Mohandas Pai, Past President, AIMA & Chairman, Manipal Global Education Services Pvt Ltd; Mr Sanjiv Mehta, Chairman & Managing Director, Hindustan Unilever Limited; Mr M Damodaran, Chairman, The Damodaran Group and Former Chairman, SEBI, UTI & IDBI; Mr Patu Keswani, Chairman and Managing Director, Lemon Tree Hotels Ltd; Mr Richard Rekhy, Board Member, KPMG in Dubai; Prof Francisco Veloso, Dean, Imperial College Business School; Prof Soumitra Dutta, Former Founding Dean and Professor of Management, Cornell SC Johnson College of Business, New York and Mr Kunal Jeswani, Chief Executive Officer, Ogilvy India.

In addition, the Retreat was planned to coincide with the 'Serendipity Art Festival' in Goa, and an art appreciation tour for the speakers and delegates was also organised. The Retreat was attended by 28 delegates from corporates, PSUs and academia.



Sunil Kant Munjal, Past President, AIMA & Chairman, Hero Enterprise



4th Digital & Social Marketing Retreat



Mithun Sundar, Chief Revenue & Marketing Officer, Myntra with D Shivakumar, Past President, AIMA & Group Executive President, Corporate Strategy & Business Development, Aditya Birla Group

Group Executive President, Corporate Strategy & Business Development, Aditya Birla Group and Mr Mithun Sundar, Chief Revenue & Marketing Officer, Myntra.

The retreat was an informal setting with knowledge and experience-sharing sessions and brought together CEOs, CMOs, senior marketing professionals and decision makers for a dialogue with the CEOs and digital marketing innovators. Some of the eminent speakers who addressed the participants included Mr Siddharth Banerjee, Director, Global Sales Organisation, Facebook; Mr Anant Rangaswami, Editor of Storyboard, the Advertising, Media and Marketing Show, CNBC TV18; Mr Vivek Lohcheb, Head, Offline Merchant Business, PhonePe; Mr Anil Goteti, Head of Marketing, Monetisation and Merchandising, Flipkart; Mr Neeraj Arora, MD, Capability Network - Technology, Accenture Strategy; Ms Anusha Shetty, Founder & CEO, Autumn Worldwide and Mr Kushe Bahl, Partner, McKinsey & Co. The format of the Retreat included interactive sessions, case studies, talks by inspirational leaders and more.

AIMA organised the 4th edition of its Digital & Social Marketing Retreat on the theme 'Digital for Driving Every Business' from 17th - 19th May 2019 at Goa. The Retreat was co-chaired by Mr D Shivakumar, Past President, AIMA &



Participants and speakers at the 4th Digital & Social Marketing Retreat

AI & Big Data Retreat



Participants at the 1st AI & Big Data Retreat

AIMA organised its first AI & Big Data Retreat on the theme 'Smart Business: Putting AI and Big Data to work' from 12th - 14th October 2018 at Goa. The Retreat was co-chaired by Prof Soumitra Dutta, Former Dean and Professor of Management at Cornell SC Johnson College of Business, New York and Mr TV Mohandas Pai, Past President, AIMA & Chairman, Manipal Global Education Services Pvt Ltd.

Some of the other eminent speakers who addressed the participants included Mr KK Natarajan, Executive Chairman, Mindtree; Prof Pulak Ghosh, Indian Institute of Management, Bangalore; Mr Sriram Raghavan, Vice President- IBM Research & CTO, IBM India; Mr Manish Singhal, Founding Partner, Pi Ventures; Mr Akash Gupta, CTO and Co-Founder, GreyOrange Pte Ltd; Mr Abhishek Pitti, Founder and CEO, Nucleus Vision and Mr Madhu Rao, Co- Founder, Excellence4u Worldwide.

Putting Smart to Work Using AI, Big Data AI for Policy: Opportunities for India, AI and Innovation for the Next 6 Billion,

Democratising Data Sciences for Emerging Markets, Intelligent Robotics for Flexible Supply Chain Automation and Building Intelligent Future Ready Enterprises-Is AI & Big Data Necessary for Survival were the topics covered in the two day programme.



Soumitra Dutta, Former Dean and Professor of Management at Cornell SC Johnson College of Business, New York



8th HR Leadership Retreat



Participants at the 8th HR Leadership Retreat

AIMA organised its 8th HR Leadership Retreat from 30th August to 1st September 2019 at Goa on the theme 'HR Innovations in the Age of Disruption'. The Retreat, chaired by Mr Pramod Bhasin, Founder, Genpact and Chairman, Clix Capital, focused on the challenges being faced by HR in the new business landscape and the ways to modernise HR for a strategic role in business growth.

The Retreat was addressed by eminent industry experts including Mr D Shivakumar, Past President, AIMA & Group Executive President, Corporate Strategy & Business Development, Aditya Birla Group; Mr Pankaj Bansal, Co-founder and CEO, People Strong; Mr Devendra Chawla, MD & CEO, Spencer's Retail Ltd; Mr Richard Lobo, Executive Vice President & Head HR, Infosys; Mr Suresh Dutt Tripathi, Vice President Human Resource Management, Tata Steel; Mr Harshvendra Soin, Chief People Officer, Tech Mahindra; Ms Pavitra Singh, HR Director & Head of Talent Acquisition, Asia Middle East & North Africa, PepsiCo; and Mr Puneet Khurana,

Vice President & Head - HR, Training & Admin, PolicyBazaar.com. The Retreat brought together CHRO's, senior HR professionals and decision makers from across the industry for a dialogue with the CEOs and HR leaders.



Pramod Bhasin, Founder, Genpact and Chairman, Clix Capital

Global Procurement Summit



(L-R) Raj Agrawal, Director, Center for Management Education, AIMA; Sandeep Verma, Principal Secretary, Government of Rajasthan; S Radha Chauhan, Chief Executive Officer, Government e-Marketplace, Ministry of Commerce and Industry, Government of India; Rekha Sethi, Director General, AIMA and Vinay Sharma, Director, Global Governance Practice, World Bank

AIMA in partnership with the Ministry of Finance, Government of India and the World Bank organised Global Procurement Summit 2019, on 7th & 8th February 2019 at New Delhi. This year the theme of the summit was 'Digital Disruption and Innovation: Future of Procurement'.

Ms S Radha Chauhan, CEO, Government e-Marketplace was the chief guest of the summit. Other eminent speakers included Mr Vinay Sharma, Director, Global Governance Practice, World Bank; Mr Sandeep Verma, Principal Secretary, Government of Rajasthan; Ms Usha Saxena, Head of Department, e-Procurement Division, National Informatics Centre; Mr Rajiv Aggarwal, Joint Secretary, DIP, Ministry of Commerce and Industry; Mr Sanjay Aggarwal, Director, Department of Expenditure, Ministry of Finance; Mr KC Jha, Addl Chief Executive Officer, Government e-Marketplace, Ministry of Commerce & Industry; Mr Shanker Lal, Lead Procurement Specialist, World Bank; Mr Albert Njamen Njanke, Director, Global Dominium Institute, Cameroon;

Ms Tharshinie Prassanth, Director, Department of Public Finances, Ministry of Finance & Mass Media, Sri Lanka; Mr Rajesh Abrol, General Manager/VIMS, Center for Railway Information Systems; Mr Sanjeev Chaturvedi, Director, NI-MSME; Mr Chacko Joseph, Vice President and Head of IT Procurement & Finance, HDFC Bank; Mr Ravindra Sharma, Director- Value Realization, SAP Ariba; Mr Chenjerani Simon B Chirwa, Lead Procurement Specialist, World Bank and Mr Joseph Shine, Procurement Specialist, UNICEF amongst others.

The summit brought together the global and regional procurement community to examine the rise in new technologies, innovation and fast pace of growth in data analytics which has led to the development of procurement. The summit was well attended by more than 200 delegates from India and other countries including Africa and Sri Lanka. The topical themes and in-depth discussions were highly appreciated by the participants.



Leadership Development Programme



Participants of the Leadership Development Programme at Dubai

AIMA organised a Leadership Development Programme for State Bank of India officials from 7th – 9th December 2018 at Dubai. The theme of the programme was ‘Innovation in Times of Disruption’.

Some of the eminent speakers included Mr TV Mohandas Pai, Past President, AIMA & Chairman, Manipal Global Education Services Pvt Ltd; Mr Pramod Bhasin, Founder, Genpact and Chairman, Clix Capital; Mr R Gopalakrishnan, Past President, AIMA, Corporate Advisor, The Mind Works and Former Director, Tata Sons; Mr Rajeev Bhadauria, then Director – Group HR, Jindal Steel & Power; Mr Sven Rohte, Chief Commercial Officer, National Health Insurance Company – Daman; Mr Ramesh Cidambi, Chief Operating Officer, Dubai Duty Free; Mr Emilio Pera, LG Head of Audit and Financial Services, KPMG Lower Gulf Limited and Mr Umair Hameed, Partner, Advisory Services, KPMG Lower Gulf Ltd.

A session on AIMA's Business Simulation Programme was also conducted during the programme which is a technique

for developing, testing, and evaluating business strategies in a virtual environment. The programme was attended by 25 State Bank of India officials and was very well received.



Rekha Sethi, Director General, AIMA presenting a memento to Pramod Bhasin, Founder, Genpact and Chairman, Clix Capital

Academic Conference



(L-R) Rekha Sethi, Director General, AIMA; TV Mohandas Pai, Past President, AIMA & Chairperson, Manipal Global Education Services Pvt Ltd; Arun Kumar, Chairman & CEO, KPMG in India; Rajan Saxena, Chairperson, AIMA India Case Research Centre and Vice Chancellor & Distinguished Professor, Narsee Monjee Institute of Management (NMIMS) and Raj Agrawal, Director, Centre for Management Education, AIMA releasing the Academic Conference Souvenir

AIMA organised an Academic Conference on the theme 'Managing in the Age of Disruption: Future of Organisations' during 6th - 7th December 2018 at New Delhi.

Mr TV Mohandas Pai, Past President, AIMA & Chairperson, Manipal Global Education Services Pvt Ltd delivered the inaugural address and Mr Arun Kumar, Chairman & CEO, KPMG in India delivered the keynote address. The welcome address was delivered by Ms Rekha Sethi, Director General, AIMA while

Mr Rajan Saxena, Chairperson, AIMA India Case Research Centre and Vice Chancellor & Distinguished Professor, Narsee Monjee Institute of Management set the context of the conference. Some of the other eminent speakers included Mr Pranjal Sharma, Author Kranti Nation: India and the Fourth Industrial Revolution; Mr Richard Rekhy, Board Member, KPMG in Dubai; Mr Ankur Narang, Senior Vice President - Technology & Decision Sciences, Yatra Online Pvt Ltd; Mr Vipin Tyagi, Executive Director, C-DOT;

Prof Pulak Ghosh, IIM, Bangalore; Mr Jai Menon, Mentor and Former CTO, HT Media; Mr Prasanjeet Dutta Baruah, Business Head – India, Facebook/Instagram; Mr Umakant Soni, Founding Partner, pi Ventures & Investor & Entrepreneur, Artificial Intelligence; Mr Ajey Mehta, VP and Country Head, India, HMD Global; Mr Amit Mookherjee, Professor, Delhi Technological University amongst others. The conference also had 15 research papers presented by academicians and research scholars.



Paritosh Basu, Professor, Narsee Monjee Institute of Management (NMIMS); Richard Rekhy, Member of the Board, KPMG, UAE; Ajey Mehta, Vice President and Country Head, India, HMD Global; Suman Bose, Advisor to Boards and Executive Partner Lumis Partners and Amit Mookherjee, Professor, Delhi Technological University (DTU)



Session with Prof David Gann



(L-R) David Gann, CBE, Vice President (Innovation), Imperial College, London; Nayantara Rai, Chief of Bureau, ET Now and Rajive Kaul, Past President, AIMA and Chairman, NICCO Group

AIMA organised an Interactive Session on 'The Playful Entrepreneur: How to Adapt and Thrive in an Uncertain World' with Prof David Gann, CBE, Vice President (Innovation), Imperial College London on 11th December 2018. The session was moderated by Ms Nayantara Rai, Chief of Bureau, ET Now. Mr Rajive Kaul, Past President, AIMA & Chairman, NICCO Group initiated the session by welcoming the speakers and setting the context.

Prof David Gann CBE CEng FICE FCGI is an academic, university leader, strategist and advocate, renowned for his work on innovation, entrepreneurship and technology management. The discussion at the session was based on his latest book 'The Playful Entrepreneur' co-authored by Prof Gann and Prof Mark Dodgson. Prof Gann spoke about how incorporating play into work can help us overcome the uncertainty and turbulence that surrounds work. He shared, "New age entrepreneurs are creating enterprises, they're concerned about environment and healthcare. This helps them thrive in an uncertain environment".

The session was well attended by more than 130 delegates from across industries and functions. Students from various educational institutes also participated in the session.



David Gann, CBE, Vice President (Innovation), Imperial College, London



AIMA - KPMG Management Capability Development Index Report release

Research & Reports

Management Capability Development Index Report

AIMA released the 5th edition of the AIMA-KPMG Management Capability Development Index Report (MCDI) at its National Management Convention held on 26th - 27th September 2018 at New Delhi, brought out in collaboration with KPMG as the Knowledge Partner.

The report focuses on 10 dimensions of management capability to measure perspectives from CEOs, CXOs and senior leadership. The latest edition of the MCDI Report presents some very interesting findings. Integrity, trust and corporate governance along with external relationship are dimensions where participants across organisations have established confidence in capabilities. AIMA embarked upon this innovative initiative in 2010, in conjunction with the mandate of the Asian Association of Management Organisations (AAMO). The Management Capability Index was first developed by the New Zealand Institute of Management and has been conducted by several member nations of AAMO.

Collaborative Research

AIMA as part of the research initiatives on contemporary

themes of managerial significance released several research reports in collaboration with leading knowledge partners and organisations. Two AIMA-PwC reports on 'How AI is reshaping jobs in India' and 'Disruptive Technologies that can transform India' were released at AIMA's 45th National Management Convention on 27th September 2018. The research report on 'How AI is reshaping jobs in India' brings out the Indian perspective by focusing on the benefits that individuals across sectors perceive AI has for businesses and society. The research report on 'Disruptive Technologies that can transform India' focuses on some technologies and digital-driven cases that have the potential to impact and transform the Indian landscape.

The AIMA - KPMG report on 'Socio-Economic Impact of Digital Transformation – India Perspective' was released during AIMA's 5th National Leadership Conclave on 9th April 2019. The report presents India's digital transformation journey from a socio-economic point of view.

'The Data Opportunity: The promise of digital trade for India' report was released in collaboration with Hinrich Foundation



and Alphabet on 25th July 2019 at a special session. The report brings together research on the national and international digital trade in India and recommends strategies for future course of action. In addition, AIMA has been

entrusted by Ministry of Science and Technology, Government of India with the task of studying the 'Role of Branding in Enhancing Competitive Growth for MSME Sector'.



Release of 'The Data Opportunity: The Promise of Digital Trade for India' report (L-R) Rekha Sethi, Director General, AIMA; Berenice Voets, Director of Public Affairs and Policy, Hinrich Foundation; Dinesh Tyagi, Chief Executive Officer (CEO), CSC e-Governance Services India Limited; Genevieve Lim, Associate, AlphaBeta and Raj Agrawal, Director, Centre for Management Education, AIMA

Pragati 2019



(L-R) Rekha Sethi, Director General, AIMA; Catherine Wolfram, Acting Associate Dean for Academic Affairs & Cora Jane Flood Professor of Business Administration, Haas School of Business, University of California Berkeley; D Shivakumar, Past President, AIMA & Group Executive President, Corporate Strategy and Business Development, Aditya Birla Group; Veena Swarup, Former Director HR, EIL and Neeraj Kapoor, Director, Centre for Management Development, AIMA

AIMA held the 7th edition of Pragati – Celebrating Achievements of Women on 26th March 2019 on the theme 'Future Proof Yourself - Aspire, Accelerate, Achieve' at New Delhi followed by a special women quiz.

Mr D Shivakumar, Past President, AIMA & Group Executive President, Corporate Strategy and Business Development, Aditya Birla Group was the Chief Guest and Ms Catherine Wolfram, Acting Associate Dean for Academic Affairs & Cora Jane Flood Professor of Business Administration at Haas School of Business, University of California Berkeley was the Guest of Honour. Ms Veena Swarup, Former Director - HR, EIL was the Conference Chairperson and the introductory remarks were delivered by Ms Rekha Sethi, Director General, AIMA.

AIMA has been organising this women-centric programme for the last 7 years to deliberate on the role of women of today in

the corporate world. It celebrates their achievements, evaluates their challenges and presents their side of the story.

Some of the other speakers who addressed the Conference included Ms Monisha Chowla, Co-Founder, IKIGAI Communications; Ms Varija Bajaj, Director, Varija Lifestyles; Ms Kirti Poonia, Head, OKHAI; Ms Meghna Arora, Airline Captain and Flight Instructor; Ms Diya Malhotra, Associate Director - Talent, Fidelity International; Ms Nina Chatrath, Founder, Enhance Consulting; Colonel Naveen Nijhawan, OSD, Policy Planning and Research Division, Ministry of External Affairs amongst others.

AIMA's special women quiz was also conducted by the quiz master, Mr Ajay Poonia. Reserve Bank of India was declared as the Champion, followed by Airport Authority of India as the 1st runners-up and Express Minds as the 2nd runners-up.



Indo-US Training Programme for MSMEs



(L-R) Raj Agarwal, Director, Centre for Management Education, AIMA; JS Juneja, Chairman, AIMA MSME Committee & Chairman, Global Projects & Services Pvt Ltd; Harsha V Singh, former DDG, WTO; Haim Levkowitz, Chair, Department of Computer Science, University of Massachusetts Lowell and Sanjeev Chaturvedi, Director, NI-MSME, Ministry of MSME

AIMA in collaboration with the National Institute for Micro, Small and Medium Enterprises (NI-MSME) and Ministry of MSME, organised the 2nd phase of 'Indo-US Training Programme on the Business Intelligence, Artificial Intelligence and Economic Data Modelling for MSMEs', from 14th-18th January 2019 at New Delhi.

The first phase, called the Immersion Phase, covered the subjects of Artificial Intelligence and Machine Learning; Business Intelligence and Digital Marketing; Economic Data Modeling; the story of Israel-the Startup nation; Artificial Intelligence and Government policy; Techno startups the Indian experience; Open Innovation policy; Big Data challenge amongst others.

Some of eminent speakers who addressed the five day programme included Dr Harsha V Singh, former DDG, WTO; Dr JS Juneja, Chairman, AIMA MSME Committee & Chairman,

Global Projects & Services Pvt Ltd; Prof Haim Levkowitz, Chair, Department of Computer Science, University of Massachusetts Lowell; Dr Badri Narayan, Founder, Infinite Sum Modeling, USA; Prof David Vanzetti, Fellow, Crawford School of Public Policy, Australian National University, Canberra; Dr Subhajit Chakrabarty, Adjunct Faculty, Data Sciences, University of Massachusetts Lowell; Dr Sanjeev Chaturvedi, Director, NI-MSME, Ministry of MSME; Dr Jayan Jose, Associate Professor, IIT Delhi; Prof Ridhima Sodhi, Associate Research Scientist, NYU Centre for Urban Science and Progress; Prof Jamal Farooque, Professor, Quantitative Techniques & Statistics, Aligarh Muslim University; Dr Sourabh Paul, Asst Professor Economics, IIT, Delhi, amongst others. The programme was well received and attended by 35 participants.

Awareness Programme on Enterprise Development for African students



JS Juneja, Chairman, AIMA MSME Committee and Chairman, Global Projects & Services Pvt Ltd with African students at the Awareness Programme on Enterprise Development for African students

AIMA with the support of Ministry of External Affairs organised its Awareness Programme on Enterprise Development for African students on 21st - 22nd November 2018 at Ludhiana; 20th – 21st December 2018 at Vadodra and on 29th – 30th March 2019 at Jaipur. The theme of the programme was 'Don't Hunt for the Job-Be Your Own Boss' and was led by Dr J S Juneja, Chairman, AIMA MSME Committee and Chairman, Global Projects & Services Pvt Ltd.

The other speakers included Dr Harsh Kumar Sadawarti, Vice Chancellor, CT University; Mr Ahsanul Haq, President, Jalandhar Management Association and Mentor on Road, Punjab chapter; Mr Gurmeet Singh Kular, Managing Director, Darshan Group of Companies; Mr Jagdish Singal, Managing Director, Eastman Group; Dr Amrinder Singh, Professor (Marketing) and Mr Kamal Wadhwa, President, Ludhiana Management Association; Mr Kamal Singh, Director, MSME-Development Institute, Ministry of MSME; Mr Rajiv Thakkar, President, Baroda Management Association; Ms Avi Sabavala, Mentor & Past President, Baroda Management Association; Mr PN Solanki, Asst Director, MSME-

Development Institute; Mr Pravin Parmar, Asst Director, MSME-Development Institute; Dr KL Jain, Hony Secretary General, Rajasthan Chamber of Commerce; Mr NK Chaudury, Chairman & Managing Director, Jaipur Rugs Company Pvt Ltd amongst others.



Participants of the Awareness Programme on Enterprise Development for African students



1st Corporate Management Olympiad



Winners of the 1st Corporate Management Olympiad

AIMA organised its 1st Corporate Management Olympiad on 22nd January 2019 at New Delhi. The goal of the Corporate Olympiad was to create a platform for managers to exchange thoughts, ideas and skills in a spirit of healthy competition; where individuals and corporates were recognised and feted for their competencies and achievements and encouraged to compete for corporate glory.

The Olympiad witnessed active participation from several corporates, whose teams competed over various rounds on Case Study, Business Modelling, Quiz and Business Simulation Competitions. The Olympiad provides a platform for corporates to identify and appreciate managerial and leadership skills in different domains at individual, team and organisational levels.

More than 100 teams showcased their skills and managerial capabilities. Participation was witnessed from several reputed companies including L & T, Robert Bosch, Tata Steel, HPCL, NTPC, Maruti, SAIL - Bokaro and Durgapur, GAIL, NBCC, SBI,

POSOCO and EIL. Team NTPC emerged as the champions of AIMA's 1st Corporate Management Olympiad 2018 – 19. The programme was very well received.



Competing for
individual and
organisational glory



Business Simulation Programme



Winning team of the 2nd Young Managers Simulation Championship

AIMA has been organising business simulation competitions for managers and students to sharpen their strategy and decision making skills in a simulated environment. They get a flavour of running a corporation towards profitability amidst competition by efficient utilisation of human, financial and material resources; identifying opportunities and dealing with crisis in business.

28th National Competition for Business Management Simulation

The NMG 2019 saw a record participation of 130+ teams across the country. The National Finale was held on 20th July 2019. Amidst all the regional finalists from the North, West, East and South Zones, Indian Oil Corporation Ltd emerged as the national champions in NMG-2019; SAIL Rourkela and Tata Steel Ltd followed closely as the first and second runners up. The champion and the first runners up teams will now represent India at the Asian Management Games.

22nd Student Management Games

The 22nd National Competition for Student Management Simulation Games, popularly known as SMG 2018, was held during September-October 2018. Amongst the 175 teams that participated across the country, GRG School of Management Studies, Coimbatore emerged as the national champions. SGT University, Gurgaon and Pacific University, Udaipur followed as first and second runners up.

Business Simulation Programme – Corporate

AIMA has been a pioneer in conducting Business Management Simulation Programmes for training and evaluation for various business houses. 65+ such programmes were conducted for various companies with more than 3000 managers across various levels, as beneficiaries. Some of the business houses that conducted the programme this year were Maruti Suzuki, Andritz Hydro Pvt Ltd, Luminous, EIL, NTPC, ONGC, NHPC, HPCL, IOCL,

BPCL, SAIL, LMA, Ashok Leyland, Vedanta, NALCO, CESC, Hero MotoCorp, Tata Steel etc.

Business Simulation Programme – Management Institutions

Various business schools employ AIMA's business simulation to train their students to get hands on business management skills. Some of the business schools that used AIMA's business simulation are IIM Indore, Pacific Udaipur, KIIT Bhubhaneswar, AKGIM, IIMS Pune and Jammu University.

Young Managers Simulation Championship

The 2nd edition of AIMA's Young Managers Simulation Championship successfully concluded on 28th February 2019 at New Delhi after witnessing massive participation across the country from various corporates. Mr Pranav Sinha, GM & Head, NTPC Power Management Institute, was the Chief Guest for the valedictory session. Amidst the finalists from all over India, HPCL emerged as the champions this year with NTPC as 1st runners up and Maruti Suzuki as 2nd runners up.

AIMA BizLab

AIMA launched www.AIMABizLab.com – the first of its kind virtual lab for management students in India. It allows students to experiment with various management strategies and tactics



Inauguration of AIMA BizLab

in a given scenario. Specifically designed keeping the learning habits of the new generation of students in mind, AIMA BizLab provides an unparalleled learning experience.

AIMA BizLab has been launched at a few institutes including AURO University (Surat), Firebird Institute of Research in Management (Coimbatore), GNA University (Phagwara), Meerut Institute of Engineering and Technology (Meerut), Suryadatta Group of Institutes (Pune), BML Munjal University (Gurgaon), PSIT (Kanpur), JK Business School (Gurgaon) and Assam Down Town University (Guwahati).



Winning teams of the 28th National Competition for Business Management Simulation

Management Quiz & Competitions



Winners of National Competition for Young India

National Competition for Young India 2018

The 15th National Competition for Young India was organised on the theme 'Turning Potential into Growth Engines: Blueprint to grow Tourism, Sports, Entertainment, Technology and Infrastructure'. The regional rounds were held at Pune, Bengaluru & New Delhi with the Grand Finale held at New Delhi on 23rd November 2018. Around 85 teams participated in the 15th National Competition for Young India. Christ Institute of Management emerged as the National Champions followed by Doon Business School, Dehradun and Xavier Institute of Management and Entrepreneurship, Bengaluru as 1st and 2nd runners up respectively. Award for the Best Budding Manager was given to Mr Vedprakash Bhat of ICFAL Business School, Pune.

National Management Quiz 2019

The 20th National Management Quiz was organised in Bengaluru, Kolkata, Mumbai and New Delhi. The programme witnessed a participation of over 120 teams from all over India comprising of both private and PSU companies. The Grand Finale was organised along with the Northern region round on 31st May 2019 at New Delhi. The winners for this year's Quiz were Bokaro Steel Plant followed by POSOCO and Bokaro Steel Plant as 1st and 2nd runners up respectively.

National Competition for Managers 2019

The 2nd National Competition for Managers was organised on the theme 'Innovative Organisation in face of digitisation and disruption'. The event was held at two regional locations, Delhi & Mumbai followed by a Grand Finale in Delhi on 25th February 2019. Ashok Leyland emerged as the winner in general category; NTPC Limited emerged as winners in PSU category.

National Competition for Young Managers 2019

The 45th National Competition for Young Managers was organised on the theme 'Smart Organisation: Innovative, Capable, Competitive'. The regional rounds were held at Kolkata, Bengaluru, Mumbai and Delhi. The Grand Finale was held on 30th August 2019 at New Delhi.



Winning team of National Management Quiz



Shaping Young Minds Programme



(L-R) Row 1: Justice N Santosh Hegde, Former Lokayukta, Government of Karnataka; Gen V P Malik, Former Chief of the Indian Army & Chairman, Coca-Cola India Advisory Board; Ambassador Deepak Vohra, Veteran Diplomat & Special Advisor, Prime Minister of the Republic of Guinea Bissau, Ladakh Autonomous Hill Development Councils, Leh and Kargil; Firdose Vandrevale, Former Executive Vice Chairman, Essar Steel India & Past President AIMA and R Gopalakrishnan, Past President, AIMA, Corporate Advisor, The Mindworks and Former Director, Tata Sons (L-R) Row 2: Nomal Chandra Borah, Chairman & Managing Director, GNRC Hospitals; Lt Gen Rajendra Ramrao Nimbhorkar, PVSM, UYSM, AVSM, SM**, VSM, Former Officer of the Indian Army; Vineet Agarwal, Managing Director, Transport Corporation of India Ltd; Shikha Nehru Sharma, Managing Director, Nutri Health and Aquil Busrai, Former Executive Director, HR, IBM India Ltd & Chief Executive Officer, Aquil Busrai Consulting (L-R) Row 3: Vijay K Thadani, Vice Chairman and Managing Director, NIIT Ltd; Prabhu Chawla, Editorial Director, The New Indian Express Group; Raghunath Megde, Nutan Mumbai Tiffin Box, Mumbai Dabbawala's; Richard Rekhy, Board Member, KPMG in Dubai and Sagar Daryani, CEO & Co-Founder, Wow! Momo

For the last 15 years, AIMA has been running a unique programme for young people called the Shaping Young Minds Programme (SYMP). SYMP provides a platform for young professionals and management students to interact with iconic leaders from various fields. The leaders talk about their lives, their successes and their failures. It helps young people synchronise personal and career goals through exposure to the experience and wisdom of successful people. The Shaping Young Minds Programme has been organised by AIMA in over 30 cities, touching more than 70,000 young students and professionals in 72 editions, since inception.

Over the last two years, AIMA had taken this initiative to the smaller cities who need the exposure to such programmes. This year 6 editions of the SYMP were held in collaboration with Local Management Associations at Jamshedpur, Tarapur, Ludhiana, Calcutta, Kanpur (jointly by Kanpur and Lucknow Management Association) and Shillong (with support of Guwahati Management Association) on 9th November 2018, 19th January 2019, 27th February 2019, 15th March 2019, 16th April 2019 and 30th August 2019 respectively. Some of the speakers included Gen V P Malik, Former Chief of the Indian Army & Chairman, Coca-Cola India Advisory Board;



Shaping Young Minds Programme at Jamshedpur

Mr Vineet Agarwal, MD, Transport Corporation of India Ltd; Mr TV Narendran, CEO & MD, Tata Steel Ltd; Mr Sunil Bhaskaran, CEO & MD, AirAsia India; Justice N Santosh Hegde, Former Judge, Supreme Court of India and Former Lokayukta, Government of Karnataka; Mr R Gopalakrishnan, Past President, AIMA, Corporate Advisor, The Mindworks & Former Director, Tata Sons; Mr Firdose Vandrevalla, Past President, AIMA & Former Executive Vice Chairman, Essar Steel India Ltd; Mr Richard Rekhy, Board Member, KPMG in Dubai; Lt Gen Rajendra Ramrao Nimbhorkar, PVSM, UYSM, AVSM, SM**, VSM, Former Officer of the Indian Army, Master General

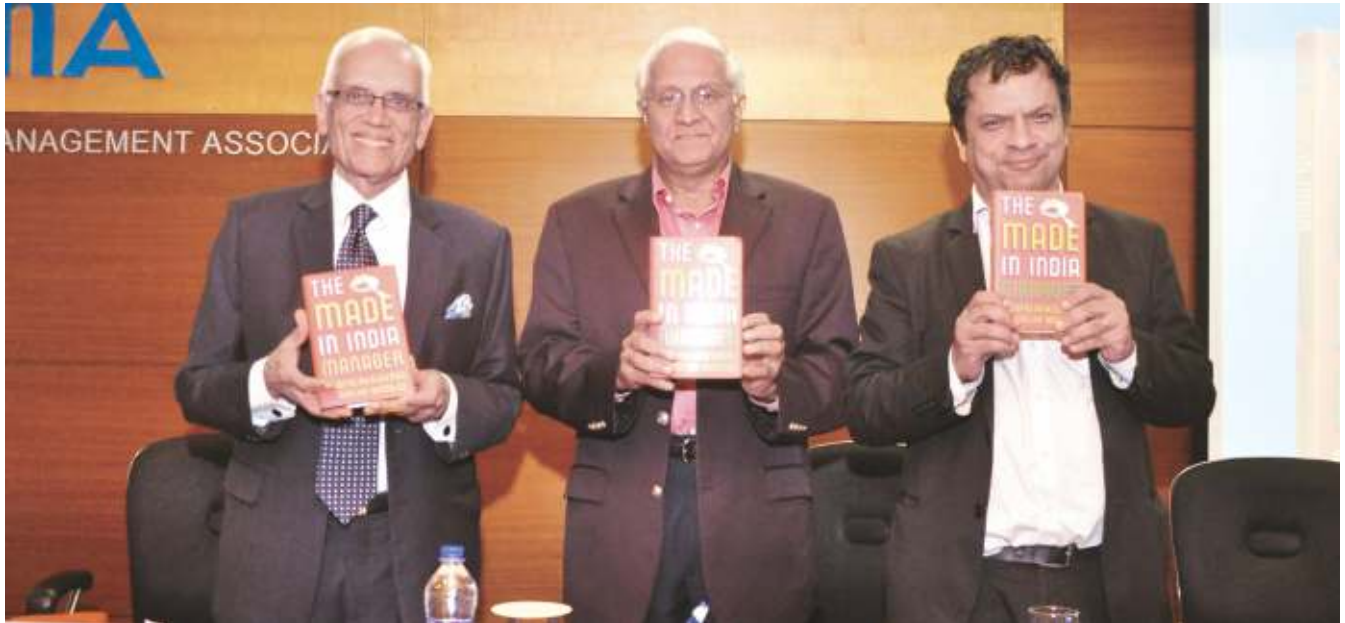
Ordinance; Mr Prabhu Chawla, Editorial Director, The New Indian Express Group; Dr Shikha Nehru Sharma, MD, Nutri Health; Mr Sagar Daryani, CEO & Co-Founder, Wow! Momo; Dr Aquil Busrai, Former Executive Director, HR, IBM India Ltd & Chief Executive Officer, Aquil Busrai Consulting; Mr Raghunath Medge, Nutan Mumbai Tiffin Box, Mumbai Dabbawalas; Ambassador Dr Deepak Vohra, Special Advisor, Prime Minister of Lesotho and Guinea-Bissau & Ladakh Autonomous Hill Development Council, Kargil and Leh; Dr Nomal Chandra Borah, Chairman & MD, GNRC Hospitals and Mr Vijay K Thadani, Vice Chairman and MD, NIIT Ltd.



Firdose Vandrevalla, Past President, AIMA & Former Executive Vice Chairman, Essar Steel India inaugurating the SYMP at Calcutta



Interactive Sessions



(L-R) Krishan Kalra, Past President, AIMA; R Gopalakrishnan, Past President, AIMA, Corporate Advisor, The Mindworks & Former Director, Tata Sons and Ranjan Banerjee, Dean, SP Jain Institute of Management and Research, Mumbai

AIMA organises Interactive Sessions on varied topics with an eminent professional for its members. The sessions held include:

- 'The Made in India Manager' with Mr R Gopalakrishnan, Past President, AIMA, Corporate Advisor, The Mindworks & Former Director, Tata Sons & Dr Ranjan Banerjee, Dean, SP Jain Institute of Management and Research, Mumbai on 15th November 2018. Mr Krishan Kalra, Past President, AIMA chaired the session.
- 'The 2-Minute Revolution, The Art of Growing Businesses' with Ms Sangeeta Talwar, Author & Managing Partner, FlyVision Consulting on 30th November 2018. Mr Navneet Saluja, MD, GSK Consumer Healthcare, chaired the session.
- 'The Playful Entrepreneur: How to Adapt and Thrive in an Uncertain World' with Prof David Gann, CBE, Vice President (Innovation), Imperial College London on 11th December 2018. The session was moderated by Ms Nayantara Rai, Chief of Bureau, ET Now and also addressed by Mr Rajive Kaul, Past President, AIMA & Chairman, NICCO Group.
- AIMA and St Gallen Symposium, jointly organised a session on St Gallen Symposium's theme of the year – 'Capital with Purpose' on 22nd January 2019. Mr Sunil Kant Munjal, Past President, AIMA & Chairman, Hero Enterprise delivered the keynote address. Mr Florin Muller, Head, Economics & Commercial Section, Embassy of Switzerland in India and Mr Beat Moser, Person Responsible for India, St Gallen Symposium also addressed the session.
- AIMA and Lung Care Foundation jointly organised a session on 'Breathe Easy Stay Tough' with Prof (Dr) Arvind Kumar, Founder and Managing Trustee, Lung Care Foundation and Chairman, Centre for Chest Surgery & Director, Institute of Robotic Surgery, Sir Ganga Ram Hospital on 6th March 2019. The session was chaired by Mr Rajiv Khurana, Founder Trustee, the Lung Care Foundation, CEO and Founder, The Personnel Lab, Founder, Retirement.
- 'Inclusive Leadership for Emerging India' with Swami Bodhananda ji, Founder and Director, of eleven organisations / ashrams under Sambodh Foundation on

25th March 2019. The session was chaired by Dr Sunil Abrol, President, Institute for Consultancy & Productivity Research.

- 'Innovation Sutra' with Dr Rekha Shetty, Founder, Mindspower Brand and MD, Farstar Distribution Network on 26th April 2019. Mr Sumit Chaudhuri, Chairperson and MD, Third Millennium Business Resource Associates Pvt Ltd chaired the session.
- AIMA Membership Division and the Young Leaders Council of AIMA, organised a session on 'Business in The Age of Trade War' with Dr Faisal Ahmed, Academician, Researcher on 28th June 2019. Mr Hardik Kapoor, Co-Founder & Director, Jewelsify Commerce Pvt Ltd chaired the session.
- 'Marketing at Confluence of Storytelling & Automation' with Mr Kartik Raina, Former CEO, Dabur Foods & Former MD, Bestfoods International (Unilever Bestfoods), Sri Lanka on 26th July 2019. The session was chaired by Mr Mohit Gupta, Chief Curator, City Book Leaders.
- 'Shine Bright - Inspiring Stories of CEOs who are Intrapreneurs' on 9th August 2019 with Ms Rashmi Bansal, a writer, entrepreneur and motivational speaker. The other panelists included Mr Amitabh Kant, CEO, NITI



Navneet Saluja, MD, GSK Consumer Healthcare and Sangeeta Talwar, Author & Managing Partner, FlyVision Consulting

Aayog; Ms Chitra Gupta, Principal, Sarvodaya Kanya Vidyalaya School and Mr R Mukundan, CEO, TATA Chemicals.



(L-R) Chitra Gupta, Principal, Sarvodaya Kanya Vidyalaya School; Rashmi Bansal, an author, entrepreneur and motivational speaker; Amitabh Kant, CEO, NITI Aayog and R Mukundan, Managing Director, TATA Chemicals

GLOBAL



Asian Association of Management Organisations



AAMO representatives at the Council Meeting

2nd Council Meeting 2018 and 7th AGM

AIMA participated in the Asian Association of Management Organisation's (AAMO) 2nd Council Meeting of 2018 and the 7th Annual General Meeting held on 25th-27th October 2018 in Kathmandu, Nepal. AAMO representatives from Macau, Sri Lanka, India, Australia, Malaysia and Nepal gathered to discuss the current and future plans of the organisation. AIMA was represented by Mr Rajive Kaul, Past President, AIMA, Chairman, NICCO Group & Vice President, AAMO and Ms Rekha Sethi, Director General, AIMA.

Key highlights of the discussions included the implementation of reciprocal international membership offered by AAMO members and a reinvigorated approach for extending the reach of AAMO within the region. AIMA presented a brief report on the latest Management Capability Index Development Report. The Management Capability Index was first conceived by the New Zealand Institute of Management and has been conducted by several member nations of AAMO.

AIMA is an important and long-time member of AAMO, an association of National Management Organisations of Asia Pacific, which promotes professional management in the Asia Pacific region. Some of the key member countries, apart from India, include Malaysia, Australia, Hong Kong, Macau, Philippines, New Zealand, Sri Lanka, Republic of Korea, Nepal and Pakistan.



AAMO Council Members



Presentation of 'AAMO Visionary Leader and Nation Builder Award' to Mahathir Bin Mohamad, Prime Minister of Malaysia. (L-R) Sivanganam Rajaretnan, CEO, Malaysian Institute of Management (MIM); Tieh Chuan Ng, AAMO President; Haji Mohammed Hanif Bin Omar, President, MIM; Harshavardhan Neotia, Chairman, Ambuja Neotia Group & President, AIMA; Ann Messenger, President, Institute of Managers and Leaders, Australia

AAMO Triennial Conference & Awards

AAMO brought together industry stalwarts and leaders from the Asia Pacific Region to build a dialogue towards High Impact Leadership and celebrate management excellence, at the 20th AAMO Triennial Conference followed by an Awards Night in Kuala Lumpur, Malaysia on 29th April 2019.

The AAMO Visionary Leader and Nation Builder Award was presented to Malaysian Prime Minister Dr Mahathir Bin Mohamad by Mr Tieh Chuan Ng, President, AAMO; Mr Harshavardhan Neotia, President, AIMA and Chairman, Ambuja Neotia Group; Ms Ann Messenger, President, Institute of Managers and Leaders, Australia and Mr Haji Mohammed Hanif Bin Omar, President, Malaysian Institute of Management.

Mr Sanjiv Goenka, Past President, AIMA and Chairman, RP-Sanjiv Goenka Group, was also presented the AAMO Asian Leadership Award 2019. The award acknowledges the contribution of leaders from AAMO member countries towards building management.



Sanjiv Goenka, Past President, AIMA & Chairman, RP-Sanjiv Goenka Group receiving the AAMO Asian Leadership Award 2019 from Tieh Chuan Ng, AAMO President as Rajive Kaul, Past President, AIMA, Chairman, NICCO Group and Vice President, AAMO looks on



Mahathir Bin Mohamad, Prime Minister of Malaysia with Rajive Kaul, Past President, AIMA, Chairman, NICCO Group and Vice President, AAMO; Harshavardhan Neotia, President, AIMA & Chairman, Ambuja Neotia Group; Sanjiv Goenka, Past President, AIMA & Chairman, RP-Sanjiv Goenka Group and Rekha Sethi, Director General, AIMA



Pramod Bhasin, Chairman, Clix Capital addressing the opening keynote session

The other awardees included Professor Dr Abdul Bari Khan, CEO and Founder, The Indus Health Network, Pakistan, and Dr Jeffrey Cheah AO, Founder and Chairman, Sunway Group, Founding Trustee, Jeffrey Cheah Foundation, Malaysia. Mr Pramod Bhasin, Council Member AIMA and Chairman, Clix Capital delivered the opening keynote address. AIMA will be taking over the Presidency of AAMO in October this year. Mr Rajive Kaul, Past President, AIMA & Chairman, NICCO Group is the current Vice President of AAMO.

The first AAMO Council meeting for the year 2019- 2020 was also held on this occasion on 28th April 2019.



AAMO Council Members at the 20th AAMO Triennial Gala Dinner & Awards Night 2019



St Gallen Symposium



The AIMA delegation for the St Gallen Symposium

AIMA participated in the 49th St Gallen Symposium held on 8th - 10th May 2019 at the University of St Gallen, in Switzerland. The theme of the Symposium was 'Capital for Purpose'. AIMA as the India partner of the Symposium, contributes with an Indian delegation to be a part of this annual global dialogue. The AIMA delegation this year included Mr Sanjay Kirloskar, Senior Vice President, AIMA and Chairman and Managing Director, Kirloskar Brothers; Mr Sudhir Jalan, Past President, AIMA & Chairman & Managing Director, Meenakshi Tea Ltd; Mr Rajive Kaul, Past President, AIMA & Chairman, NICCO Group; Ms Rekha Sethi, Director General, AIMA and Mr Roshan Shankar, Advisor, Government of NCT of Delhi.

The St Gallen Symposium is an annual conference taking place at the University of St Gallen, aimed at fostering intergenerational and intercultural dialogue between the decision makers of today and tomorrow. Every year for nearly half a century, the St Gallen Symposium has gathered hundreds of participants – titans of industry, top politicians, entrepreneurs, scholars and students – to discuss an

important topic. In recent years, attendees have discussed disruption, growth, and the future of work. The Symposium witnessed more than 600 leaders discussing this year's topic together with 200 exceptional students and young leaders from over 50 countries.



Rekha Sethi, Director General, AIMA and Beat Ulrich, CEO, St Gallen Foundation

Horasis



(L-R) Supachai Panitchpakdi, former Secretary General, UN Conference on Trade and Development, (UNCTAD), Thailand; Harshavardhan Neotia, President, AIMA & Chairman, Ambuja Neotia Group and Jouko Ahvenainen, Founder and Executive Chairman, Grow VC Group, USA

Horasis Asia Meeting

AIMA was one of the co-organisers of the Horasis Asia Meeting organised by Horasis: The Global Vision Community. The meeting was held on 25th-26th November 2018 at Binh Duong New City, Vietnam. Horasis is an independent think tank that hosts annual meetings to advance solutions to the most critical challenges faced by corporations globally. The Horasis Asia Meeting is Asia's premier gathering of the region's most senior leaders from business and government.

The AIMA delegation led by Mr Harshavardhan Neotia, President, AIMA & Chairman, Ambuja Neotia Group included Mr TV Mohandas Pai, Past President AIMA & Chairman, Manipal Global Education Services Pvt Ltd; Mr Rajive Kaul, Past President, AIMA & Chairman, NICCO Group; Dr JS Juneja, Past President, AIMA & Chairman, Global Projects and Services Pvt Ltd; Ms Rekha Sethi, Director General, AIMA; Mr Richard Rekhy, Member of the Board, KPMG, UAE; Mr Pranjal Sharma, Contributing Editor, BusinessWorld and Ms Vinita Bajoria, Executive Director, Titagarh Wagons.

Sharing his perspective on Asia's Dynamism, AIMA President, Mr Harshavardhan Neotia said, "Asia must find new models to enable better collaboration and growth. It needs more



Harshavardhan Neotia, President, AIMA & Chairman, Ambuja Neotia Group



statesmen to help overcome its differences and challenges for a shared future.”

Mr TV Mohandas Pai shared, “India has grown 8.7% for the last 27 years. It is no longer the same country it was in the 60s. China would need to work with India to bring in the Asian century.” Mr Rajive Kaul expressed that “India is a young society – an aspirational society. Jobs in India will only come through self employment”.

The meeting brought together over 500 leaders from across Asia to discuss and lay the road map for the ‘Asian Century’.



Rajive Kaul, Past President, AIMA & Chairman, NICCO Group at the session on The Economic Outlook



Richard Rekhy, Member of the Board, KPMG, UAE



TV Mohandas Pai, Past President, AIMA & Chairman, Manipal Global Education Services Pvt Ltd and Ken Shibusawa, Chief Executive Officer, Shibusawa and Company, Japan



Rekha Sethi, Director General, AIMA with the co-hosts and co-organisers at the grand opening of Horasis Asia Meeting 2018, Vietnam



JS Juneja, Past President, AIMA & Chairman, Global Projects and Services Pvt Ltd, India



Rekha Sethi, Director General, AIMA with other panelists at the session on Reducing Asia's Gender Gap



Vinita Bajoria, Executive Director, Titagarh Wagons

Horasis India Meeting

AIMA was one of the co-organisers of the Horasis India Meeting held on 23rd & 24th June 2019 in Segovia, Spain. More than 300 members from all around the world gathered to jointly inspire India and Spain's future.

AIMA contributed with a high profile delegation of speakers and participants including Mr Sanjay Kirloskar, Sr Vice President, AIMA and Chairman, Kirloskar Brothers; Ms Preetha Reddy, Past President, AIMA & Vice Chairperson, Apollo Hospitals; Mr Rajive Kaul, Past President, AIMA &

Chairman, NICCO Group; Mr Richard Rekhy, Member of the Board, KPMG, UAE and Ms Rekha Sethi, Director General, AIMA.

Addressing an opening plenary session on 'Transforming India', Mr Sanjay Kirloskar shared, "If India has to grow and create jobs - we should demand far more value addition for manufacturing in India. Make in India should focus more on making Indian companies strong". A session on 'Leveraging Indian Development' was addressed by Mr Rajive Kaul and



Virtual Ribbon Cutting Ceremony



Mr Richard Rekhy. Mr Rajive Kaul also addressed a session on 'Rebooting Foreign Direct Investments' and talked about reforms needed to make the country's growth sustainable.

Speaking at a session on 'India – Modernity built on Harmony' Ms Preetha Reddy shared, "Everyone believed that after 1947, India would disintegrate but on the contrary it is forecast to become the world's 5th largest in 2019 reaching a GDP size of \$3 trillion & overtaking its formal colonial ruler-the United Kingdom."

Ms Rekha Sethi addressed a Panel discussion on 'India's Youth' and talked about how more job opportunities could be created by investment in infrastructure, encouraging greenfield industry and focusing on the quality of education and skill development.



Sanjay Kirloskar, Senior Vice President, AIMA and Chairman, Kirloskar Brothers



Leadership Award Winners - D Shivakumar, Past President, AIMA & Group Executive President, Corporate Strategy & Business Development, Aditya Birla Group; Vijay Shekhar Sharma, Founder and Chief Executive Officer, Paytm; Rajashree Birla, Chairperson, Aditya Birla Centre for Community Initiatives and Rural Development; Anil Chaudhry, MD, Schneider Electric India with Dr Frank Jurgen Richter, Founder and Chairman, Horasis: The Global Vision Community; Nitin Atroley, Office Managing Partner, KPMG in India and Akhil Bansal, Deputy CEO, KPMG in India



Rekha Sethi, Director General, AIMA with other panelists at the session on India's Youth



Preetha Reddy, Past President, AIMA & Vice Chairperson, Apollo Hospitals



Rajive Kaul, Past President, AIMA & Chairman, NICCO Group



Richard Rekhy, Member of the Board, KPMG, UAE

Following the tradition of the Horasis India Meeting, Leadership Awards were presented by KPMG to outstanding entrepreneurs & leaders. This year's awardees included Mr Vijay Shekhar Sharma, Founder and Chief Executive Officer, Paytm; Ms Rajashree Birla, Chairperson, Aditya Birla Centre for Community Initiatives and Rural Development; Mr D Shivakumar, Past President, AIMA & Group Executive President, Corporate Strategy & Business Development, Aditya Birla Group; Mr Anil Chaudhry, Managing Director, Schneider Electric India and Ms Roshni Nadar, Chief Executive Officer, HCL Enterprise.



Growing India's
economy rapidly and
sustainably



D Shivakumar receiving the award with Akhil Bansal



Global Advanced Management Programmes



Participants of the 14th Global Advanced Management Programme - China

China

AIMA conducted its popular Global Advanced Management Programme (GAMP) in Beijing, China from 28th October- 2nd November 2018. The programme was led by Mr Claude Smadja, the former Managing Director of the World Economic Forum. The theme of the GAMP was 'Prospects and Challenges for Business in China's New Context'. Delegates from leading public and private sector organisations got an opportunity to interact with academic institutions and companies in Beijing.

The delegation visited many iconic companies like JD.com, Terminus, NIO Cars, Terex Corporation and various important industry bodies with deep-rooted interests in China and its trade like AMCHAM (America China Chamber of Commerce) and Covington to meet its Partner, Mr Timothy Stratford, Former Assistant US Trade Representative and former GM China General Counsel.

The visit also included sessions from academic experts at Peking University like Mr Huang Yiping, professor at National School of Development and Mr Ying Zhang, Associate Dean &

Professor of Marketing at Guanghua School of Management. The other prominent places visited were Cheung Kong Graduate School of Business and Technology Innovation Unit of Tsinghua University.



Prospects and
Challenges for
Business in China's
New Context





GAMP delegates at NIO car presentation



Xiechao, VP in charge of the operation of Terminus



Participants at JD.Com



Participants of the 14th Global Advanced Management Programme-China



Participants of the 15th Global Advanced Management Programme - Israel

Israel

AIMA conducted its popular Global Advanced Management Programme at Tel Aviv, Israel for the first time from 2nd to 7th March 2019. The theme of the programme was 'Connecting with Israel's Innovation Dynamics' and was led by Mr Claude Smadja, former Managing Director of the World Economic Forum. Senior delegates from private and public sector companies participated.

The programme started with delegates getting an overview of the Israeli economy and the entire landscape of Indo-Israeli relations in terms of trade cooperation. The interactions and campus visits included places like Israel Manufacturers Association, Sanara Ventures - a joint venture between the largest pharmaceutical companies in Israel-Teva and Philips, ISRAEL Aerospace industries, ISRAEL innovation authority, startup companies like StartUp Nation Central, and OurCrowd, Tel Aviv University, Nice Technologies, Cortica and Vayyar Imaging. Some renowned personalities involved in the innovation ecosystem of Israel like Mr Benjamin Soffler and Ms Karin Rubinstein also addressed the group.

One of the key highlights of the trip was the visit of the

delegation to Peres Center for Peace and Innovation set up by one of the most renowned Israeli statesmen, Mr Shimon Peres, the former Prime Minister and President of Israel. The delegation also visited the Holy city of Jerusalem for excursion.



Claude Smadja, former Managing Director, World Economic Forum



Participants at Nice Technologies



Participants at OurCrowd



Connecting with
Israel's Innovation
Dynamics



Delegates of Global Advanced Management Programme - Israel



16th Global Advanced Management Programme delegates

USA

AIMA organised the 16th edition of its Global Advanced Management Programme in the Silicon Valley, USA, from 23rd to 29th June 2019. The programme was led by Prof Solomon Darwin, Executive Director, Center for Corporate Innovation, Haas School of Business, University of California, Berkeley. The theme of the programme was 'Disruptive Innovation & Open Business Models in the Changing Global Landscape'.

From keynote speakers and panel discussions to executive briefings at top Silicon Valley companies, participants actively engaged in creative problem-solving exercises and developed a new business model for their own organisations. The senior executives attending the programme learned from a multitude of inspirational and innovative leaders at on-site visits to Open Innovation Gateway Fujitsu Laboratories of America Inc, Berkeley SkyDeck, Calpine Corporation, Standard Chartered Bank, Wells Fargo Bank, PG&E, NVidia, DuPont Innovation Center, Cisco, PayPal, Wipro Innovation Center, IBM Research Center and Plug & Play.

Mr Sanjay Kumar Panda, Consul General of India in San

Francisco addressed and interacted with the participants at a special plenary session.

At the end of the programme, the participants presented an innovative business model for their companies to a Jury comprising of senior executives from Silicon Valley. The delegates were also conferred with the 'Global Advanced Management Programme' Certificate.



GAMP participants at Cisco



Delegates at PayPal



Delegates at DuPont Innovation Centre



Delegates at Calpine Corporation



Participants at Standard Chartered Bank

TESTING & ASSESSMENT SERVICES



Testing & Assessment Services



Management Aptitude Test (MAT)

The Management Aptitude Test (MAT) continues to be the flagship service of AIMA Centre for Management Services (CMS). During the academic cycle 2018-19, MAT was administered in September 2018, December 2018, February 2019 and May 2019. Over 600 B-schools considered MAT score as one of the admission parameters. The test continues to be administered both as paper based (PBT) as well as computer based (CBT) in order to cater to the diverse cross section of the society.

The test cities for CBT have been further increased this year so that aspiring candidates have more options and the flexibility of selecting the test mode, test date and venue. Candidates are also given the option of taking both PBT as well as CBT mode.

Customised Testing & Assessment Services

CMS has diversified its testing & assessment service offerings

to other organisations to meet the requirements of both recruitment as well as admission. The expertise in testing stands diversified into various disciplines. The illustrative list is given in the table ahead.



Sanjeev Phatak, Director, Centre for Management Services, AIMA

| Discipline | Level |
|--|---|
| Engineering (All streams such as Civil, Computers, Electronics, Mechanical, Instrumentation, Naval Architecture etc) | ITI Certificate / Diploma / University Degree |
| Fashion Design, Film and Acting, Footwear Design | 10+2 / Degree / PG Degree |
| General Administration / Office Management | 10+2 / Diploma / Degree / PG Degree |
| Law | Degree / PG Degree |
| Management (All streams such as Finance, HR, Marketing etc) | Diploma / Degree / PG Degree |
| Medicine | Degree / Diploma |
| Para Medical (Multiple areas) | Diploma / Degree |
| Finance / Commerce | 10+2 / Degree / PG Degree |

The testing & assessment service activities are focused to customise the deliverables from 'Design & Release of Advertisement' to 'Submission of Final Merit List'. Some of the interim activities are:

| Application Processing | Content Development | Administration of Test | Skill Assessments |
|--|---|--|---------------------------------------|
| Website Design for Online Registration | Development of Question Bank | Activation of Test Centres across India | Skill Tests (Typing, Stenography etc) |
| Fee Payment Gateway Integration | Translation (Indian, Foreign Languages) | Admit Cards Generation (Online, Offline) | Group Discussions |
| Offline Applications Processing | Printing of Question Papers | Conduct of Test | Interviews |
| Scrutiny and Applicants Database Consolidation | Subjective Content Evaluation | Result Processing and Generation of MIS | Final Results |



AIMA has administered more than 390 tests during the period of report, for which the question papers were developed both in English and bilingual (English-Hindi) formats. During this period papers were also developed in 14 regional languages. A representative list of organisations that availed the testing services during the period of report is given below.

Credentials and Recognitions

Testing and Assessment Services are certified as per ISO 27001:2013 Information Security Standards; with validity up to 2021. Information Security Management system is applied to the management of testing, assessments and allied services for admissions, selection, recruitment and promotions within the client organisations; duly supported by HR, Training, Admin, Legal, IT and Business Development.

Testing and Assessment Services are now upgraded and certified as per ISO 9001 2015 Quality Standards; with validity up to 2021.



Our Customer Verticals

Schools, Universities

MAT
UGAT
RMAT
AMT
Admission Tests
Recruitment Test

Ministries

Recruitment Tests
Skill Assessments
Content Development

Corporates

Recruitment Tests
Content Development
Skill Assessments
AMT

PSUs

Recruitment Tests
Content Development
Skill Assessments
AMT

Partial list of organisations / institutions under various ministries, that availed AIMA testing services:

| Recruitment Test | Admission Test |
|---|--|
| <ul style="list-style-type: none"> Central Public Sector Enterprises under Ministry of Social Justice & Empowerment PSUs under Ministry of Defence Judicial Bodies Institution under Ministry of Information and Broadcasting Company under Department of Atomic Energy Institution of National Importance (Engineering) Company under Ministry of New and Renewable Energy Joint venture company of Reliance Infrastructure Limited and NTPC Limited | <ul style="list-style-type: none"> Institution under Department of Labour and Skills, Government of Kerala Government State University, J & K Institution under Ministry of Tourism Institution under Ministry of I & B Institution of National Importance, Ministry of Commerce and Industry Deemed University under Ministry of Textiles Institution established under Department of Industries & Commerce, Govt of Punjab State Private University, Uttarakhand |

EDUCATION SERVICES



Management Education



Bhimaraya Metri, Chairman, AIMA Board of Studies and Director, IIM Tiruchirappalli; Rekha Sethi, Director General, AIMA; Harshavardhan Neotia, President, AIMA and Chairman, Ambuja Neotia Group; D Shivakumar, Past President, AIMA & Group Executive President, Corporate Strategy & Business Development, Aditya Birla Group; Sanjay Kirloskar, Senior Vice President, AIMA and Chairman & Managing Director, Kirloskar Brothers and Raj Agrawal, Director, Centre for Management Education, AIMA

AIMA Centre for Management Education (CME) continued to deliver high-quality distance management education in blended learning mode through e-learning, personal contact classes and workshops. AIMA CME further expanded its agenda and reach during the year. It added new educational programmes, increased technology adoption and also aligned with new regulatory norms.

AIMA - India Case Research Centre

AIMA –ICRC has signed MOUs with some of the IIMs, ISB, and top tier B-Schools for collaboration for case development, workshops and listing of their cases studies on the ICRC portal. ICRC organised 4 Capability Building workshops on Case Teaching and Case Writing across India. ICRC has also initiated a collaboration with All India Council for Technical Education (AICTE). Under this agreement, AIMA–ICRC and

AICTE will jointly organise 4 Case Writing workshops across India. The first of this workshop was held from 27th - 28th June 2019 in Delhi and the next three are planned for Mumbai, Bengaluru and Kolkata in August - September. ICRC will publish 7-10 more case studies by September 2019.

Faculty Development Programmes (FDPs) and Training Workshops

AIMA organised FDPs and Workshops on a wide range of topics like Advances in Research Methods and Data Analytical Tools, Academic Writing, Curriculum Development on Analytics, Cyber Security and Ethical Hacking, Workshop on Role of Branding in enhancing competitive growth for MSMEs and Training Programmes on Advance Trainer Skills, Stress Management, Behavioural Skills, Credit Monitoring, Blockchain, Employability Skills, Labour laws for managers,



Performance Management Systems and Circular Economy for productivity and sustainability. AIMA also conducted awareness programmes on Enterprise Development for African Students at Ludhiana, Vadodra and Jaipur.

In Company Programme

AIMA conducted a number of in-company programmes on various themes. Some of these noteworthy in-company programmes were conducted at Madhya Pradesh Agency for Promotion of Information Technology, Government of Madhya Pradesh on Procurement in e-Governance Domain; Indian Oil Corporation on the topic Industry 4.0; Dixcy Textiles Pvt Ltd on Sales Management; TRL on People Management Skills; DIAL on First Time Manager; Thriveni Earthmovers on Training Technical Trainers; BIRAC on Emotional Intelligence; Directorate General of Hydrocarbons on Communication; TRL Krosaki Refractories Ltd on Harnessing Marketing Skills; Nuclear Power Corporation of India Limited on Persuasion & Influencing Skills; CDOT; Delhi Development Authority on Management Training and Reserve Bank of India on Mentoring.

Convocation

The 24th AIMA Convocation was held on 19th August 2019 at New Delhi. 1190 students were awarded Diplomas/Certificates in various programmes including the flagship



Gold medalists of the batch of 2018

programmes Post Graduate Diploma in Management (PGDM) and Post Graduate Diploma in Information Technology Management (PGDITM). 15 students were felicitated for successful completion of the PhD programme in Business Administration. The PhD programme is offered in collaboration with Aligarh Muslim University.

Programmes offered during 2018-19 academic year

AIMA offered Post Graduate Diploma programmes during the year including the flagship programmes Post Graduate Diploma in Management (PGDM); Post Graduate Diploma in Information Technology Management (PGDITM); Post



AIMA students at the 24th Convocation



Participants of In-Company Training Programme

Graduate Certificate in Management (PGCM); Professional Diplomas in the major functional areas of management including Marketing, Finance, HRM, International Business and Operations Management; Advanced Certificate in Management; Professional Diploma in Public Procurement (PDPP); Certificate Programme on Contractual Dispute Resolution; Advanced Certificates in HRM, Finance, Marketing, International Business; Professional Diploma in Digital Marketing; Professional Diploma in Business Analytics; Financial Modelling programme and the PhD in Business Administration programme offered in collaboration with Aligarh Muslim University.

Research Project

As part of research initiatives, AIMA conducted a co-branded collaborative research on 'Socio-Economic Impact of Digital Transformation – India Perspective' in association with KPMG in India. Two reports were also released in collaboration with PwC, 'How AI is reshaping jobs in India' and 'Disruptive Technologies that can transform India'. AIMA launched Digital Trade report in association with Alphabet and Hinrich Foundation.

New Initiatives

Keeping in view the changing needs and requirements of industry, AIMA launched Executive PGDM programme for working professionals having minimum three years' experience. AIMA also launched PGDM in Banking and Finance in partnership with Times Pro and PGDM in Hospitality Management in partnership with UEI. For the first time, All India Management Association in collaboration with the National Institute for Micro, Small and Medium Enterprises (NI-MSME), Ministry of MSME, organised a 2 phase 'Indo-US Training Programme on Business Intelligence, Artificial Intelligence and Economic Data Modelling for MSMEs' at Delhi.

Consultancy Project

AIMA has been commissioned to conduct two studies for Government of India. One for Department of Scientific & Industrial Research, Ministry of Science & Technology on 'Role of Branding in enhancing competitive growth for MSME sector' and the other for Department of Consumer Affairs, Ministry of Consumer Affairs, Food & Public Distribution on 'Misleading Advertisements: Challenges in Resolution and Role of Enforcement Agencies'.

AIMA NETWORK

Regional Management Conclave

Young Leaders Council

LMA & Membership



Regional Management Conclave



(L-R) CS Kartha, Managing Partner, Karthas Shipping Solutions; R Gopalakrishnan, Past President, AIMA, Corporate Advisor, The Mindworks & Former Director, Tata Sons; Dinesh P Thampi, President, Kerala Management Association and Vice President & Delivery Centre Head – Kerala, Tata Consultancy Services; Debashis Chatterjee, Director, Indian Institute of Management, Kozhikode and V George Antony, Honorary Secretary, Kerala Management Association & Non-Executive Vice Chairman, UAE Exchange & Financial Services Ltd

AIMA jointly with Kerala Management Association organised the 4th Regional Management Conclave on 30th April 2019 at Kochi. The theme of the Conclave was 'Innovation in the Age of Disruption'. The keynote speakers on the occasion were Mr R Gopalakrishnan, Past President, AIMA, Corporate Advisor, The Mindworks & Former Director, Tata Sons and Professor Debashis Chatterjee, Director, Indian Institute of Management, Kozhikode. Mr Gopalakrishnan delivered the keynote address on 'Innovation in the Age of Disruption' and Professor Chatterjee addressed on 'Capitalising on Industry 4.0: Leadership Insights' during the inaugural session. Mr CS Kartha, Managing Partner, Karthas Shipping Solutions was the Chairperson of the Regional Management Conclave.

Mr Dinesh P Thampi, President, Kerala Management Association and Vice President & Delivery Centre Head – Kerala, Tata Consultancy Services set the context of the conclave and the vote of thanks was delivered by Mr V George Antony, Honorary Secretary, Kerala Management Association

& Non-Executive Vice Chairman, UAE Exchange & Financial Services Ltd. On the occasion Mr R Gopalakrishnan's new book 'Crash: Lessons from the Entry and Exit of CEOs' was also released by the panel.



P Dwarakanath, Chairman, GSK Consumer Healthcare Ltd



The four plenary sessions held on the themes Tech tonic for growth: Capitalising on Industry 4.0; Fostering Innovation: Managing creativity; Marketing disrupted: Reinventing persuasion and Augmented workforce: HR in the age of automation were addressed by several eminent speakers including Mr Sunil Bhaskaran, CEO & Managing Director, AirAsia India Ltd; Dr Bhimaraya Metri, Director, Indian Institute of Management, Tiruchirappalli; Mr P Dwarakanath, Chairman, GSK Consumer Healthcare Ltd; Dr Amith Singhee, Senior Scientist, IBM Research; Mr A Balakrishnan, Executive Director, Geojit Financial Services Ltd; Mr Vinod Chandran, Director, Business Strategies, Logic School of Management; Ms Anusha Shetty, CEO, Autumn Grey; Mr Abhay Kapoor, Head HR, Northern Region, Amazon; Mr R Madhav Chandran, Vice President, Kerala Management Association & Founder & Mentor – Cyberland Group of Companies; Mr Vivek K Govind, Immediate Past President, Kerala Management Association & Partner, Varma & Varma Chartered Accountants; Mr Jibu Paul, Senior Vice President, Kerala Management Association, CEO & Brand Strategist, Brandbrains and Ms Rajasree R, HR Head, Tata Consultancy Service, Kochi.

The Conclave saw a participation of over 350 which included CEOs, management professionals and students. The Conclave was very well received.



Debashis Chatterjee, Director, Indian Institute of Management, Kozhikode



R Gopalakrishnan, Past President, AIMA, Corporate Advisor, The Mindworks & Former Director, Tata Sons



Bhimaraya Metri, Director, Indian Institute of Management, Tiruchirappalli addressing (L-R) Vivek K Govind, Immediate Past President, Kerala Management Association & Partner, Varma & Varma Chartered Accountants and Sunil Bhaskaran, CEO & Managing Director, AirAsia India Ltd

Young Leaders Council



(L-R) Vineet Agarwal, National Chairman, YLC & MD, Transport Corporation of India Limited; Anubhav Nath, Director, Ojas Art; Bindu Subramaniam, Singer, Song-writer, Educator and Co-Founder SaPa in Schools; Syna Dehnugara, Features Editor, CNBC-TV18; Vedant Kanoi, Co-Founder & CEO, Foodcloud and Rekha Sethi, Director General, AIMA

AIMA's Young Leader's Council (YLC) is a select group of young and dynamic leaders from a different walks of life. The Council was set up a year ago with the aim of bringing in fresh thought and new insights in all areas of management ushered in by young agents of change.

YLC is 200+ members strong and growing. It aims to mentor and nurture young leaders to prepare for the next wave of national transformation through various activities and events.

YLC Events

The first YLC event, an interactive session with Mr Avijit Dutt, an Actor, Director & Film Maker was conducted on 26th September 2018 on the sidelines of AIMA's National Management Convention at New Delhi. The session was chaired by Mr Vineet Agarwal, National Chairman of YLC and

Managing Director, Transport Corporation of India Ltd. Vice Chairman Mr Pranav Pai, Founding Partner and Chief Investment Officer, 3one4 Capital delivered the concluding remarks. The session was very well received by 50 young participants.

This was followed by AIMA YLC Delhi NCR Chapter Integration Meet on 19th January 2019 for YLC members with an aim to familiarise them with AIMA YLC as well as provide an opportunity to interact with fellow members. An icebreaker activity 'Personality shield' was conducted by Mr Ajay Nahar, Member YLC & Director, E&Y.

A networking event was organised at Ojas Art Gallery by YLC member Mr Anubhav Nath, Director of Ojas Art Gallery where members gained insights in contemporary and ancient art.

An Interactive Session with Mr Satyendra Jain, Senior Cabinet



Satyendra Jain, Senior Cabinet Minister, Delhi Government with Young Leaders Council members

Minister, Delhi Government was organised on 4th May 2019 at New Delhi. The session was very interesting and insightful where YLC members raised their concerns on Delhi pollution, roads, electricity, healthcare etc.

An interactive session held on 28th June 2019 with Dr Faisal Ahmed, Associate Professor, International Business Area, FORE School of Management on 'Business in The Age of Trade War', attended by AIMA and YLC members, was very well received.

Delhi NCR Chapter held a session on 'Information & Cyber Security' on 2nd August 2019 with Mr Rakshit Tandon, Director Executive Council - Council of Information Security (CIS), Cyber Security Consultant- Internet and Mobile Association of India, Advisory - Cyber Crime Cell (State Police). The session was chaired by Mr Akshay Munjal, President, BML Munjal University, YLC Delhi Chapter Chair. In addition Indore Chapter organised its second event on 9th August 2019 on 'Leadership in the Age of Disruption', with Mr P Dwarkanath, Chairman, GSK Consumer Healthcare India.



(L-R) Vineet Agarwal, National Chairman, YLC & MD, Transport Corporation of India Limited; R Gopalakrishnan, Past President, AIMA, Former Director, Tata Sons Ltd and Corporate Advisor, The Mindworks and Kirti Poonia, Member YLC and Head Okhai



(L-R) Vineet Agarwal, National Chairman, YLC & MD, Transport Corporation of India Ltd; Justice Santosh Hegde, former Justice of the Supreme Court of India and Bindu Subramaniam, Co-Founder SaPa in Schools

AIMA YLC launched many new chapters during its first year including Delhi, Bengaluru, Mumbai, Indore, Hyderabad and Chennai.

Chapter Launch

Chapter Launch events were organised in Mumbai, Bengaluru and Indore on 24th April, 13th May and 1st June 2019 respectively. Mr R Gopalakrishnan, Past President, AIMA, Former Director, Tata Sons Ltd and Corporate Advisor, The

Mindworks was the keynote speaker at the Mumbai launch; Justice Santosh Hegde, former Justice of the Supreme Court of India addressed at Bengaluru and Mr Vineet Agarwal, National Chairman, YLC & MD, TCIL addressed the Indore chapter launch at IMA's SME & Startup Symposium.

On 30th July 2019 YLC Hyderabad Chapter conducted a session on 'Making Smart Cities for attracting Capital and Talent' addressed by Mr Ajay Misra, IAS, Special Chief Secretary, Energy Department of Telangana; Ms Hari Chandana Dasari, IAS, Zonal Commissioner (West Zone),



Young Leaders Council members at Ojas Art Gallery



Greater Hyderabad Municipal Corporation; Ms Ridhima Peravali, Prosperity Advisor, British Deputy High Commission, Hyderabad; Mr Varun Agarwal, COO & Head BD, MymoneyKarma; Mr Vineet Agarwal, Managing Director, TCIL & National Chairman, YLC and Mr Abhishek Nath, Managing Director & CEO, Ixora & Hyderabad Chapter Chair.

Special Session

AIMA Young Leaders Council members addressed a special session at AIMA's 5th National Leadership Conclave on 9th April 2019. The panelists included Mr Vineet Agarwal, National Chairman YLC & MD, Transport Corporation of India Limited; Mr Anubhav Nath, Director Ojas Art; Ms Bindu Subramaniam, Co-Founder, SaPa in Schools and Mr Vendant Kanoi, Co-Founder, Foodcloud.

YLC News

Young Leaders Council, AIMA launched its monthly newsletter, YLC News in November 2018 and has been reaching out to members regularly. YLC News carries coverage of YLC events, relevant management articles and reports, and has received good response and support from members.

MyYLC

MyYLC, a unique platform for YLC members to network, connect and share updates based on areas of their interest, was launched in month of May 2019, to facilitate and increase interaction.



Akshay Munjal, President, BML Munjal University, YLC Delhi Chapter Chair and Rakshit Tandon, Director Executive Council - Council of Information Security, Cyber Security Consultant- Internet and Mobile Association of India, Advisory - Cyber Crime Cell (State Police)



(L-R) Akhilesh Rath, President, IMA; P Dwarkanath, Chairman, GSK Consumer Healthcare Ltd and Ashwin Palshikar, Secretary, IMA & Chairman, YLC Indore Chapter



YLC Hyderabad Chapter session on 'Making Smart Cities for attracting Capital and Talent'



Amitabh Bachchan receiving the Sayaji Ratna Award organised by Baroda Management Association

LMA & Membership

LMA Visits by AIMA Officials & Council Members

During the year over 50 visits were made to LMAs by AIMA Office Bearers, Council Members and Secretariat.

Some of the speakers who addressed the LMAs included Mr Harshavardhan Neotia, President, AIMA & Chairman, Ambuja Neotia Group; Mr Sanjay Kirloskar, Sr Vice President, AIMA & Chairman and Managing Director, Kirloskar Brothers Ltd; Mr Firdose Vandrevalla, Past President, AIMA & former Executive Vice Chairman, Essar Steel India Ltd; Mr R Gopalakrishnan, Past President, AIMA, Corporate Advisor, The Mindworks, & Former Director, Tata Sons; Dr JS Juneja, Past President, AIMA & Chairman, Global Projects & Services Pvt Ltd; Mr Krishan Kalra, Past President, AIMA; Mr Vineet Agarwal, Managing Director, TCIL; Mr P Dwarakanath, Chairman, GSK Consumer Healthcare Ltd; Mr Richard Rekhy, Board Member, KPMG in Dubai; Mr Ajey Mehta, Country Head India for HMD Mobiles India Pvt Ltd; Mr P Balaji, Director, Regulatory and External Affairs, Vodafone India Ltd; Mr Sunil Bhaskaran, CEO & Managing Director, AirAsia India; Dr Bhimraya Metri,

Director IIM Trichy; Mr Anil Khaitan, Chairman, SNK Corporation; Mr Vijay K Thadani, Vice Chairman & Managing Director, NIIT Limited & Co-Founder-NIIT University.

In addition, special sessions were also conducted for Patiala,



Harshavardhan Neotia, President, AIMA and Chairman, Ambuja Neotia Group addressing the LMA CEOs interaction



(L-R) Vijay Vedantam, Secretary, HMA; Ravi Kumar Peesapati, President, HMA felicitating the Chief Guest M Venkaiah Naidu, Hon'ble Vice President of India at HMA's 46th Annual Awards

Jalandhar, Chandigarh, Ludhiana, Guwahati & Hyderabad Management Associations.

Southern LMAs of Kerala Meet at Calicut

Calicut Management Association hosted the southern LMA of Kerala Meet on 16th February 2019. Prof S Balasubramanian, Mentor Southern Region LMAs and Mr Sanjay Grover, Director,

LMA Relations & Membership and Young Leaders Council, AIMA addressed the meeting.

Mentoring of LMAs by AIMA Council members

Council members volunteered for mentoring LMAs in their region: Mr Rajive Kaul (East); Mr Krishan Kalra and Mr A K Mathur (North); Ms Avi Sabavala (West) and Prof S



Inauguration of the IMA 28th International Management Conclave



Release of CALIMAGE- in house magazine of CMA with Sanjay Grover, Director, LMA Relations & Membership and Young Leaders Council, AIMA

Balasubramanian (South). Mentors addressed respective LMAs and were in constant touch with LMAs who showed interest. AIMA provided support and encouraged LMAs to take advantage of this opportunity to interact with their respective mentors.

LMA CEO Interaction

AIMA organised its LMA CEO interaction on 27th September 2018 at the National Management Convention in New Delhi. 50 CEOs / Secretariat Heads of 40 LMAs participated in the workshop. AIMA President Mr Harshavardhan Neotia addressed and interacted with the LMA CEOs.

Another LMA CEO interaction was held on 8th April 2019 where 34 representatives from 27 LMAs participated. LMA representatives were given presentations on areas of collaboration with AIMA – Centre for Management Education for their education courses, Management and Entrepreneurship & Professional Skills Council (MEPSC) & AIMA Young Leaders Council for creation of new YLC chapters at LMA locations. The meeting was very interactive with a good exchange of ideas and was very well received.

AIMA Flagship Events

200 plus delegates from 40 LMAs participated in the National

Management Convention in Delhi on 26th – 27th September 2018. 51 delegates from 27 LMAs participated in the National Leadership Conclave in Delhi on 9th April 2019. Live webcasting of AIMA's flagship events was organised for AIMA members & LMA members. AIMA's Foundation Day, which is also known as the National Management Day, was celebrated on 21st February 2019. LMAs actively participated in the conference organised by AIMA and also celebrated the occasion at their respective headquarters.

Best LMA Award Contest 2017-2018

31 LMAs participated in the Best LMA Award Contest 2017-2018. The winning LMAs were:

National Excellence

| | |
|----------------------|-------------------------------------|
| Award | - Madras Management Association |
| CATEGORY I | - Ahmedabad Management Association |
| CATEGORY II | - Lucknow Management Association |
| CATEGORY III | - Baroda Management Association |
| CATEGORY IV – Winner | - Chandigarh Management Association |
| – Runner Up | - Calicut Management Association |
| Most Improved LMA | - Navsari Management Association |



The winning LMAs were felicitated at the National Management Convention in New Delhi. Mr D Shivakumar, Past President, AIMA was the Chairman of the Jury comprising several past presidents and Council members. Deloitte was the Knowledge Partner and evaluated all applications. LMAs were encouraged to use the MyLMA online portal extensively, including uploading all information of Best LMA Award Contest & Nomination of LMAs to the AIMA Council.

Financial Support to LMAs

During 2018-19, AIMA provided financial support to 5 LMAs for strengthening infrastructure – Guwahati, Madurai, Vaikom, Bharuch and Panchkula.

College of Defence Management delegation to LMAs

AIMA coordinated visit of officers from College of Defence Management, Secunderabad to 8 LMAs (Ahmedabad, Bombay, Kerala, Bangalore, Indore, Madras, Coimbatore and Gurgaon) between 10th to 13th December 2018. This is the third consecutive year that these visits have been coordinated by AIMA.

MyLMA Online Portal

AIMA launched MyLMA online portal as a platform for LMAs to

connect and share information. This portal includes several features which facilitate LMAs to upload and update their activity details and also view information and updates from AIMA. Some of the sections include My LMA, My Zone, Resource Centre, Programme & Training, Community & Forums.

LMAs Group on Facebook

48 LMAs are actively interacting and sharing information related to activities / events being organised by them on Facebook.

Membership

AIMA added 88 institutional members and 2148 individual members during the year. Member services were upgraded.

International Membership

AAMO Council took a decision that all member countries (National Management Organisation - NMO) will promote each other's individual membership at a subsidised fee of USD 35 per year per country. In this unique initiative, four AAMO members – India, Australia, Macau & Pakistan are offering International Membership. AIMA International Membership is now open for NMO country members /



Sanjay Kirloskar, CMD, Kirloskar Brothers Ltd & Senior Vice-President, AIMA addressing the 14th Gelli Narayana Chetty Trust Annual Endowment Lecture



Participants of LMA CEO workshop

overseas individuals. A member of AIMA can also take international membership of other AAMO country NMO at a subsidised membership fee of USD 35 annually.

[MyAIMA Online Portal](#)

AIMA developed a portal called MyAIMA.in for AIMA members, with an objective to provide AIMA members exclusive access to value added information and online services. Some of the exclusive features and services include membership and subscription details, customisable event notifications, updates from AIMA, AIMA library online resources, featured videos and lecture demonstrations, community forums, online meetings, LMA corner etc. New features added include access to AIMA India Case Research Centre - Repository of Cases; downloading of Membership Card and Certificate; fortnightly update mailer and renewal alerts. A total of 26,382 member users are currently registered on the portal.

[Online Connect](#)

AIMA continued to reach out to its member and student community through its website and social platforms, including Facebook, Twitter, LinkedIn, YouTube etc. AIMA interacted with and kept its online followers engaged through its continuous

updates, contests and informative trivia. Today, AIMA reaches out to close to 98 lakh users online annually.

[AIMA Library Services](#)

The AIMA library is a rich resource centre, providing multifaceted services and facilities to meet the growing requirement of the management world. The library services have now been enhanced and members across India can



Inauguration of the SYMP at Jamshedpur



access the virtual library online and also avail several additional services. The AIMA library services are available to all members.

LMAs affiliated to AIMA

EASTERN REGION

- Bhubaneswar Metropolis Management Association
- Calcutta Management Association
- Cuttack Management Association
- Guwahati Management Association
- Jamshedpur Management Association
- Jharia Coalfield Management Association
- Management Association Rourkela
- Patna Management Association
- Ranchi Management Association
- Silchar Management Association

NORTHERN REGION

- Allahabad Management Association
- Bathinda Management Association
- Chandigarh Management Association
- Delhi Management Association
- Faizabad Management Association
- Faridabad Management Association
- Ghaziabad Management Association
- Gurgaon Management Association
- Hardwar Management Association
- Jaipur Management Association
- Jalandhar Management Association
- Kanpur Management Association
- Lucknow Management Association
- Ludhiana Management Association
- Management Association Amritsar
- Meerut Management Association
- Noida Management Association
- Panchkula Management Association
- Pathankot Management Association
- Patiala Management Association
- Rohilkhand Management Association
- Yamuna Nagar Jagadhri Management Association

SOUTHERN REGION

- Alleppey Management Association
- Bangalore Management Association
- Calicut Management Association
- Coimbatore Management Association
- Hyderabad Management Association
- Kerala Management Association
- Madras Management Association
- Madurai Management Association
- Mangalore Management Association
- North Karnataka Management Association
- Pala Management Association
- Palghat Management Association
- Quilon Management Association
- Travancore Management Association
- Thrissur Management Association
- Trivandrum Management Association
- Tumkur Management Association
- Vaikom Management Association
- Visakhapatnam Management Association

WESTERN REGION

- Ahmedabad Management Association
- Baroda Management Association
- Bharuch District Management Association
- Bhopal Management Association
- Bombay Management Association
- Goa Management Association
- Gwalior Management Association
- Indore Management Association
- Kutch Management Association
- Nagpur Management Association
- Nashik Management Association
- Navsari Management Association
- Rajkot Management Association
- Surat Management Association
- Tarapur Management Association

CO-OPERATING MEMBERS

- Mauritian Management Association
- Qatar Indian Management Association

INSTITUTIONAL MEMBERS

| Category | Status as on 31.03.2018 (A) | New Admissions up to 31.03.2019 (B) | Resigned / Deleted (C) | Status as on 31.03.2019 (A+B-C) |
|---------------------|-----------------------------------|---|------------------------------|---------------------------------------|
| Corp/Inst-Life Time | 301 | 30 | 0 | 331 |
| Corp/Inst-Annual | 228 | 53 | 57 | 224 |
| SME-Annual | 36 | 5 | 0 | 41 |

INDIVIDUAL MEMBERS

| Category | Status as on 31.03.2018 (A) | New Admissions up to 31.03.2019 (B) | Resigned / Deleted (C) | Status as on 31.03.2019 (A+B-C) |
|--------------------------|-----------------------------------|---|------------------------------|---------------------------------------|
| Hon Fellows | 69 | 1 | 0 | 70 |
| Past Presidents | 30 | 1 | 1 | 30 |
| Life Fellows/Fellows | 158 | 2 | 12 | 148 |
| Life Members/ Members | 3670 | 255 | 291 | 3634 |
| Students | 1928 | 1889 | 1903 | 1914 |

AUDITOR'S REPORT & ACCOUNTS



Auditor's Report

The Members
All India Management Association
New Delhi

We have audited the attached Balance Sheet of All India Management Association as at 31st March, 2019 and the Income and Expenditure Account for the year ended on that date annexed thereto. These financial statements are the responsibility of All India Management Association and our responsibility is to express an opinion on these financial statements based on our audit.

We have conducted our audit in accordance with auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion. We report that;

- (a) We have obtained all the information and explanation which to the best of our knowledge and belief were necessary for the purpose of our audit;
- (b) In our opinion, proper books of accounts have been kept by the Society so far appears from our examination of the books;
- (c) The Balance Sheet and Income and Expenditure Account dealt with by this report are in agreement with the books of accounts;
- (d) In our opinion and to the best of our information and according to the explanations given to us, the said accounts read together with the Accounting Policies and Notes as mentioned in Note 23 thereon give a true and fair view;
 - (i) in the case of the Balance Sheet, of the State of affairs of the Society as at 31st March 2019; and
 - (ii) in the case of the Income and Expenditure Account, of the excess of income over expenditure for the year ended on that date.

For APT & Co. LLP
Chartered Accountants
FRN: 014621C/N500088

Nimish Kumar Sharma
Partner
Membership No. 514914

Date : June 4, 2019
Place : New Delhi



Balance Sheet As At March 31, 2019

Rupees

| | Particulars | Note No. | As At 31.03.2019 | As At 31.03.2018 |
|-----------|---------------------------------|----------|-----------------------|-----------------------|
| I | Corpus & Liabilities | | | |
| 1 | Corpus | 1 | 1,19,25,87,124 | 1,18,43,60,928 |
| 2 | Reserve & Surplus | | | |
| | Earmarked Funds | 2 | 50,57,35,479 | 49,47,34,852 |
| | General Reserve | 3 | 2,33,19,45,228 | 2,15,00,87,122 |
| 3 | Non-Current Liabilities | | | |
| | Security Deposits | 4 | 1,59,22,000 | 1,56,95,000 |
| | Other Long-Term Liabilities | 5 | 15,88,070 | 10,36,228 |
| | Long-Term Provisions | 6 | 8,87,78,788 | 7,55,16,331 |
| 4 | Current Liabilities | | | |
| | Trade Payables | 7 | 1,62,36,713 | 2,22,12,606 |
| | Other Current Liabilities | 8 | 4,23,16,890 | 4,87,78,554 |
| | Total | | 4,19,51,10,292 | 3,99,24,21,621 |
| II | Assets | | | |
| 1 | Non-Current Assets | | | |
| | (a) Fixed Assets | 9 | | |
| | i. Tangible Assets | | 1,06,85,50,065 | 1,07,58,47,118 |
| | ii. Intangible Assets | | 4,03,565 | 6,72,610 |
| | iii. Capital Work-in-Progress | | 60,80,441 | 60,80,441 |
| | (b) Non Current Investments | 10 | 1,49,73,01,911 | 1,40,04,08,741 |
| | (c) Long-Term Loans & Advances | 11 | 18,67,68,879 | 15,03,28,883 |
| 2 | Current Assets | | | |
| | (a) Current Investments | 10 | 71,05,37,734 | 70,57,50,503 |
| | (b) Inventories | 12 | 31,36,296 | 22,95,689 |
| | (c) Trade Receivables | 13 | 4,77,05,288 | 11,40,76,720 |
| | (d) Cash & Cash Equivalents | 14 | 6,94,03,136 | 6,29,38,004 |
| | (e) Short-Term Loans & Advances | 15 | 3,74,85,763 | 3,43,89,743 |
| | (f) Other Current Assets | 16 | 56,77,37,214 | 43,96,33,169 |
| | Total | | 4,19,51,10,292 | 3,99,24,21,621 |

Accounting Policies & Notes.

23

Notes 1 to 23 referred above, form an integral part of the accounts.

As per our report of even date attached.

For APT & Co. LLP
Chartered Accountants
FRN 014621C/N500088

Harshavardhan Neotia
President

Nikhil Sawhney
Treasurer

Nimish Kumar Sharma
Partner
Membership No. 514914

Rekha Sethi
Director General

Pankaj Rajvanshi
Chief Financial Officer

Date : June 4, 2019

Place: New Delhi

Income & Expenditure Account for the year ended March 31, 2019

Rupees

| | Particulars | Note No. | Year ended 31.03.2019 | Year ended 31.03.2018 |
|-----|---|----------|-----------------------|-----------------------|
| I | Revenue from Operations | 17 | 49,80,49,139 | 48,08,43,521 |
| II | Other Income | 18 | 21,01,25,157 | 20,66,26,781 |
| III | Total Revenue (I+II) | | 70,81,74,296 | 68,74,70,302 |
| IV | Expenses | | | |
| | (a) Employee Benefit Expenses | 19 | 19,50,40,618 | 19,36,40,486 |
| | (b) Depreciation & Amortisation | 20 | 1,96,61,808 | 1,15,37,853 |
| | (c) Operational Expenses | 21 | 17,71,31,438 | 18,21,85,334 |
| | (d) Other Administrative Expenses | 22 | 11,51,92,804 | 9,40,99,217 |
| | Total Expenses | | 50,70,26,668 | 48,14,62,890 |
| V | Surplus before Exceptional and Extraordinary Items and Tax (III-IV) | | 20,11,47,628 | 20,60,07,412 |
| VI | Surplus before Appropriation | | 20,11,47,628 | 20,60,07,412 |
| | Transferred to | | | |
| | Staff Benevolent Fund | | 25,000 | 25,000 |
| | Building Fund | | 1,22,01,000 | 1,15,38,000 |
| | Life Membership Fund | | 83,33,600 | 89,19,444 |
| | Campus Development Fund | | - | 13,93,000 |
| | Social Causes Fund | | 50,29,000 | 51,50,000 |
| | General Reserve | | 17,55,59,028 | 17,89,81,968 |

Accounting Policies & Notes.

23

 Notes 1 to 23 referred above, form an integral part of the accounts.
 As per our report of even date attached.

For APT & Co. LLP
 Chartered Accountants
 FRN 014621C/N500088

Harshavardhan Neotia
 President

Nikhil Sawhney
 Treasurer

Nimish Kumar Sharma
 Partner
 Membership No. 514914

Rekha Sethi
 Director General

Pankaj Rajvanshi
 Chief Financial Officer

Date : June 4, 2019
Place: New Delhi



Notes to Accounts Forming Part of Balance Sheet

Note No. 1

Rupees

| Particulars | As At 01.04.2018 | Addition (Including appropriation & Interest) | Utilised | As At 31.03.2019 |
|----------------------|-----------------------|--|-----------------|-----------------------|
| Corpus | | | | |
| General Corpus | 1,17,01,81,398 | 80,39,326 | - | 1,17,82,20,724 |
| | <i>1,02,25,20,204</i> | <i>14,76,61,194</i> | - | <i>1,17,01,81,398</i> |
| LMA Support | 51,80,202 | 3,73,521 | 4,96,643 | 50,57,080 |
| | <i>50,75,024</i> | <i>3,52,055</i> | <i>2,46,877</i> | <i>51,80,202</i> |
| Awards | 89,99,328 | 5,30,404 | 2,20,412 | 93,09,320 |
| | <i>87,15,049</i> | <i>4,99,921</i> | <i>2,15,642</i> | <i>89,99,328</i> |
| Total | 1,18,43,60,928 | 89,43,251 | 7,17,055 | 1,19,25,87,124 |
| <i>Previous Year</i> | <i>1,03,63,10,277</i> | <i>14,85,13,170</i> | <i>4,62,519</i> | <i>1,18,43,60,928</i> |

Figures in italics are of previous year

Note No. 2

Rupees

| Particulars | As At 31.03.2019 | | As At 31.03.2018 |
|-------------------------------|---------------------|--|---------------------|
| Earmarked Funds | | | |
| As per the last Balance Sheet | 49,47,34,852 | | 62,01,55,940 |
| Additions during the year | 2,55,88,600 | | 2,70,25,444 |
| Utilised during the year | 1,45,87,973 | | 15,24,46,532 |
| Total | 50,57,35,479 | | 49,47,34,852 |

Note No. 3

Rupees

| Particulars | As At 31.03.2019 | | As At 31.03.2018 |
|--|-----------------------|--|---------------------|
| General Reserve | | | |
| As per the last Balance Sheet | 2,15,00,87,122 | | 1,96,57,33,495 |
| Less: Transfer to General Corpus - Invested in Fixed Assets | 59,90,595 | | 14,58,50,273 |
| Add : Transfer to Land & Building Fund | 1,22,89,673 | | 15,12,21,932 |
| Add : Transferred from Income & Expenditure Account | 17,55,59,028 | | 17,89,81,968 |
| Total | 2,33,19,45,228 | | 2,15,00,87,122 |

Notes to Accounts Forming Part of Balance Sheet

Rupees

| Note No. | Particulars | As At 31.03.2019 | As At 31.03.2018 |
|----------|-------------------------------------|---------------------|---------------------|
| 4 | Security Deposits | | |
| | Securities Deposit Payable | 1,59,22,000 | 1,56,95,000 |
| | Total | 1,59,22,000 | 1,56,95,000 |
| 5 | Other Long Term Liabilities | | |
| | Trade Payables | | |
| | (i) Nodal Centres | 10,95,912 | 8,65,347 |
| | (ii) Expenses Payable | 4,92,158 | 1,70,881 |
| | Total | 15,88,070 | 10,36,228 |
| 6 | Long-Term Provisions | | |
| | (i) Provision for Gratuity | 5,38,77,295 | 4,64,32,126 |
| | (ii) Provision for Leave Encashment | 3,49,01,493 | 2,90,84,205 |
| | Total | 8,87,78,788 | 7,55,16,331 |
| 7 | Trade Payables | | |
| | (i) Sundry Creditors | 71,64,098 | 1,30,65,636 |
| | (ii) Management Institutes | 28,11,578 | 15,72,240 |
| | (iii) Nodal Centres | 42,85,260 | 64,31,538 |
| | (iv) Faculties | 19,75,777 | 11,43,192 |
| | Total | 1,62,36,713 | 2,22,12,606 |
| 8 | Other Current Liabilities | | |
| | Income received in Advance | 1,70,95,679 | 2,06,28,185 |
| | Membership Pending Application | - | 60,000 |
| | Share Payable | 26,82,814 | 24,71,696 |
| | Stale Cheques | 7,21,227 | 14,92,386 |
| | Other Payables | | |
| | Statutory Dues | 1,08,64,237 | 1,33,38,923 |
| | AIMA Alumni Association | 2,05,200 | 1,06,100 |
| | Fees Refundable | 4,44,441 | 8,26,758 |
| | Salary Payable | 4,03,052 | 6,47,396 |
| | Expenses Payable | 99,00,240 | 92,07,110 |
| | Total | 4,23,16,890 | 4,87,78,554 |

Notes to Accounts Forming Part of Balance Sheet

Note No. 9

Fixed Assets:

Rupees

| Particulars | Depreciation/ Amortisation Rates | Gross Block | | | Depreciation | | | WDV | | |
|--|--|--------------------------|--------------|-------------|--------------------------|-------------------------|-----------|-----------------|-------------------------|--------------------------|
| | | 01.04.2018 As on P.Y. | Additions | Deletion | 31.03.2019 As on C.Y. | 31.03.2018 Upto P.Y. | Deletion | Current Year | 31.03.2019 Upto C.Y. | 31.03.2018 As on P.Y. |
| Tangible Assets: | | | | | | | | | | |
| Land | 0% | 91,49,17,689 | - | - | 91,49,17,689 | 20,092 | - | - | 20,092 | 91,48,97,597 |
| Building | 10% | 13,41,47,437 | 16,86,734 | - | 13,58,34,171 | 1,38,09,904 | - | 1,22,00,920 | 2,60,10,824 | 12,03,37,533 |
| Plant & Machinery: | | | | | | | | | | |
| (i) Elevator | 15% | 57,04,459 | 1,05,610 | - | 58,10,069 | 11,57,905 | - | 6,97,824 | 18,55,729 | 45,46,554 |
| (ii) Central A.C.Plant & Air-Conditioners | 15% | 1,27,49,784 | 63,75,843 | 36,75,001 | 1,54,50,626 | 49,13,055 | 35,67,720 | 16,37,605 | 29,82,940 | 78,36,729 |
| (iii) Generating Sets | 15% | 29,70,248 | 10,49,069 | 6,10,000 | 34,09,317 | 7,73,891 | 5,96,873 | 4,06,164 | 5,83,182 | 21,96,357 |
| Furniture & Fittings | 10% | 2,31,38,020 | 4,49,690 | - | 2,35,87,710 | 91,32,215 | - | 14,34,753 | 1,05,66,968 | 1,40,05,805 |
| Office Equipment | 15% | 1,12,30,653 | 18,10,196 | 5,80,661 | 1,24,60,188 | 61,49,655 | 5,07,273 | 9,77,229 | 66,19,611 | 50,80,998 |
| Computer | 40% | 1,65,72,530 | 6,94,712 | 14,33,418 | 1,58,33,824 | 1,36,64,371 | 14,33,250 | 13,55,652 | 1,35,86,773 | 29,08,159 |
| Others: | | | | | | | | | | |
| Library Books & Films | 25% | 68,32,780 | 1,17,820 | - | 69,50,600 | 62,85,027 | - | 1,59,171 | 64,44,198 | 5,47,753 |
| Fire Fighting System | 15% | 42,54,068 | - | - | 42,54,068 | 15,71,688 | - | 4,02,357 | 19,74,045 | 26,82,380 |
| Vehicles | 15% | 16,71,830 | - | - | 16,71,830 | 8,64,577 | - | 1,21,088 | 9,85,665 | 8,07,253 |
| Total | | 1,13,41,89,498 | 1,22,89,674 | 62,99,080 | 1,14,01,80,092 | 5,83,42,380 | 61,05,116 | 1,93,92,763 | 7,16,30,027 | 1,07,58,47,118 |
| Previous Year | | 98,59,31,045 | 15,12,21,932 | 29,63,479 | 1,13,41,89,498 | 4,86,97,783 | 15,69,127 | 1,12,13,724 | 5,83,42,380 | 93,72,33,262 |
| Intangible Assets: | | | | | | | | | | |
| Computer Software | 40% | 59,37,917 | - | - | 59,37,917 | 54,34,668 | - | 2,01,301 | 56,35,969 | 5,03,249 |
| Licenses & Franchise | 40% | 18,06,032 | - | - | 18,06,032 | 16,36,671 | - | 67,744 | 17,04,415 | 1,69,361 |
| Total | | 77,43,949 | - | - | 77,43,949 | 70,71,339 | - | 2,69,045 | 73,40,384 | 6,72,610 |
| Previous Year | | 1,01,52,129 | 3,72,837 | 27,81,017 | 77,43,949 | 94,97,066 | 27,49,856 | 3,24,129 | 70,71,339 | 6,55,063 |
| Capital Work In Progress: | | | | | | | | | | |
| Wall | | 60,80,441 | - | - | 60,80,441 | - | - | - | - | 60,80,441 |
| Total | | 60,80,441 | - | - | 60,80,441 | - | - | - | - | 60,80,441 |
| Previous Year | | 4,71,39,248 | - | 4,10,58,807 | 60,80,441 | - | - | - | - | 4,71,39,248 |
| Grand Total | | 1,14,80,13,888 | 1,22,89,674 | 62,99,080 | 1,15,40,04,482 | 6,54,13,719 | 61,05,116 | 1,96,61,808 | 7,89,70,411 | 1,08,26,00,169 |
| Grand Total of Previous Year | | 1,04,32,22,422 | 15,15,94,769 | 4,68,03,303 | 1,14,80,13,888 | 5,81,94,849 | 43,18,983 | 1,15,37,853 | 6,54,13,719 | 98,50,27,573 |



Notes to Accounts Forming Part of Balance Sheet

Rupees

| Note No. | Particulars | As At 31.03.2019 | As At 31.03.2018 |
|----------|--|-----------------------|-----------------------|
| 10 | Investments | | |
| | (I) Non-Current | | |
| | Fixed Deposits with Scheduled Banks | 74,73,01,911 | 65,04,08,741 |
| | Investment in Government or Trust Securities | 75,00,00,000 | 75,00,00,000 |
| | (ii) Current | | |
| | Fixed Deposits with Scheduled Banks | 71,05,37,734 | 70,57,50,503 |
| | Total | 2,20,78,39,645 | 2,10,61,59,244 |
| 11 | Long-Term Loans & Advances | | |
| | Security Deposits | | |
| | Unsecured, Considered Good: | | |
| | (i) Securities with Public Bodies | 22,17,096 | 15,63,846 |
| | Other Advances | | |
| | Unsecured, Considered Good: | | |
| | (i) Tax Deducted at Source | 10,17,60,185 | 7,57,72,508 |
| | (ii) Advance for Research | - | 1,00,000 |
| | (iii) C.E.S.T.A.T. | 22,58,306 | 22,58,306 |
| | (iv) South Delhi Municipal Corporation | 44,69,370 | 44,69,370 |
| | (v) AIMA Employees Gratuity Trust | 4,84,28,575 | 4,00,09,212 |
| | (vi) LIC-Group Leaves Encashment Scheme | 2,76,35,347 | 2,61,55,641 |
| | Total | 18,67,68,879 | 15,03,28,883 |
| 12 | Inventories | | |
| | Books & Study Material | 26,63,935 | 16,41,590 |
| | Mementoes | 2,30,248 | 3,52,892 |
| | MAT Bulletins/OMR Forms | - | 12,025 |
| | AIMA Ties | 37,134 | 34,432 |
| | Corporate Brochure | 77,396 | 99,784 |
| | Stationery | 1,17,883 | 1,48,515 |
| | Others | 9,700 | 6,451 |
| | Total | 31,36,296 | 22,95,689 |



Notes to Accounts Forming Part of Balance Sheet

Rupees

| Note No. | Particulars | | As At 31.03.2019 | | As At 31.03.2018 |
|----------|--|---------------|---------------------|-------------|---------------------|
| 13 | Trade Receivables | | | | |
| | (a) Considered good | | | | |
| | Within Six Months- Secured | | | | |
| | (i) Nodal Centres | | 200 | | 760 |
| | Within Six Months- Unsecured | | | | |
| | (i) Receivable | | 2,54,47,234 | | 2,94,25,409 |
| | (ii) Dues from Management Institutes | | 1,53,63,520 | | 5,11,99,046 |
| | (iii) Other Dues | | 12,63,967 | | 33,51,564 |
| | More than Six Months- Unsecured | | | | |
| | (i) Receivable | | 24,60,800 | | 17,21,618 |
| | (ii) Dues from Management Institutes | | 31,69,567 | | 2,83,78,323 |
| | (b) Considered doubtful | | | | |
| | Other Receivable | 3,09,11,854 | | 59,17,879 | |
| | Less : Provision for Doubtful debts | (3,09,11,854) | - | (59,17,879) | - |
| | Total | | 4,77,05,288 | | 11,40,76,720 |
| 14 | Cash & Cash Equivalents | | | | |
| | Balances with Banks--Saving Account | | 4,84,72,804 | | 4,88,17,440 |
| | Balance with Bank--Current Account | | 43,747 | | 43,746 |
| | Balance with Bank--Auto FDR | | 2,07,50,000 | | 1,38,60,000 |
| | Cash in hand | | 10,974 | | 9,269 |
| | Postage | | 1,25,611 | | 2,07,549 |
| | Total | | 6,94,03,136 | | 6,29,38,004 |
| 15 | Short-Term Loans & Advances | | | | |
| | Unsecured, Considered good: | | | | |
| | (i) Salary Advances | | 2,26,239 | | 2,27,503 |
| | (ii) Examination/MAT Test Advances | | 66,47,247 | | 59,58,605 |
| | (iii) Tax Deducted At Source | | 2,23,22,741 | | 1,83,56,441 |
| | (iv) TDS on GST | | 2,14,603 | | - |
| | (v) Earnest Money | | 9,33,500 | | 58,62,982 |
| | (vi) Advances for Supplies & Services | | 71,17,544 | | 39,34,345 |
| | (vii) Advance paid to Faculty | | 23,889 | | 49,867 |
| | Total | | 3,74,85,763 | | 3,43,89,743 |
| 16 | Other Current Assets | | | | |
| | Interest Income Accrued but not Due | | 56,39,38,113 | | 43,52,02,864 |
| | Prepaid Expenses | | 37,99,101 | | 44,30,305 |
| | Total | | 56,77,37,214 | | 43,96,33,169 |

Notes to Accounts Forming Part of Balance Sheet

Rupees

| Note No. | Particulars | Year ended 31.03.2019 | Year ended 31.03.2018 |
|----------|---|-----------------------|-----------------------|
| 17 | Revenue From Operations | | |
| | Subscription from Members | 2,24,38,368 | 2,20,62,741 |
| | Course & Examination Fees | 15,63,02,159 | 12,56,73,405 |
| | Management Services | 24,49,22,775 | 26,02,75,520 |
| | Management Development Programmes | 6,85,93,663 | 6,41,71,656 |
| | Young Leaders Council | 4,39,915 | - |
| | Sale of Prospectus & Other Publications | 6,33,913 | 6,97,650 |
| | Royalty on Publication | 6,64,881 | 6,51,012 |
| | Grant from Government of India | 25,00,000 | 15,00,000 |
| | Miscellaneous Receipts | 15,53,465 | 58,11,537 |
| | Total | 49,80,49,139 | 48,08,43,521 |
| 18 | Other Income | | |
| | Interest Income | | |
| | - From Bank Deposits | 14,60,64,706 | 15,29,91,351 |
| | - From Government Securities | 5,90,75,811 | 4,93,68,255 |
| | - Others : Saving Bank Accounts | 48,02,963 | 41,85,372 |
| | Miscellaneous Receipts-CSS | 1,81,677 | 81,803 |
| | Total | 21,01,25,157 | 20,66,26,781 |



Notes to Accounts Forming Part of Balance Sheet

Rupees

| Note No. | Particulars | Year ended 31.03.2019 | Year ended 31.03.2018 |
|----------|--|-----------------------|-----------------------|
| 19 | Employee Benefit Expenses | | |
| | Salary, Wages & Bonus | 16,77,34,802 | 16,60,85,239 |
| | Provident Fund | 77,54,255 | 67,95,437 |
| | Gratuity | 36,10,308 | 1,03,82,309 |
| | Pension Schemes | 16,85,577 | 17,02,062 |
| | Leave Encashment | 93,11,338 | 48,07,590 |
| | Employee Medical Insurance | 20,12,673 | 13,70,479 |
| | Staff Welfare | 29,31,665 | 24,97,370 |
| | Total | 19,50,40,618 | 19,36,40,486 |
| 20 | Depreciation & Amortisation | | |
| | Depreciation & Amortisation | 1,96,61,808 | 1,15,37,853 |
| | Total | 1,96,61,808 | 1,15,37,853 |
| 21 | Operational Expenses | | |
| | Membership Services | 73,07,248 | 77,94,013 |
| | Course & Examination | 6,81,06,282 | 4,30,08,946 |
| | Management Services | 6,48,44,040 | 9,33,13,842 |
| | Management Development Programmes | 3,66,26,178 | 3,80,68,533 |
| | Young Leaders Council | 2,47,690 | - |
| | Total | 17,71,31,438 | 18,21,85,334 |

Notes to Accounts Forming Part of Balance Sheet

Rupees

| Note No. | Particulars | Year ended 31.03.2019 | Year ended 31.03.2018 |
|----------|--|-----------------------|-----------------------|
| 22 | Other Administrative Expenses | | |
| | Training & Recruitment | 3,68,540 | 11,13,219 |
| | Communication | 77,50,748 | 1,03,95,968 |
| | Rent, Rates & Taxes | 18,57,564 | 88,39,286 |
| | Travelling & Conveyance | 1,81,44,088 | 1,51,09,697 |
| | Repairs & Maintenance | 1,57,10,232 | 1,39,67,263 |
| | Legal & Professional Charges | 77,21,972 | 59,49,163 |
| | Electricity & Water | 66,53,947 | 74,04,126 |
| | Printing & Stationery | 21,78,690 | 27,21,803 |
| | Bank Charges/Interest | 23,07,750 | 15,23,381 |
| | Safety & Security | 40,69,792 | 44,35,515 |
| | Subscriptions & Membership Charges | 6,29,704 | 7,62,335 |
| | LMA Relations & Support | 10,19,727 | 12,46,839 |
| | Vehicle Running & Maintenance | 2,76,077 | 2,42,977 |
| | Insurance | 3,41,704 | 3,62,274 |
| | Entertainment | 83,940 | 1,21,163 |
| | Miscellaneous | 5,84,552 | 5,07,602 |
| | Books & Periodicals | 91,572 | 85,337 |
| | Advertising & Promotion | 35,11,169 | 18,53,163 |
| | Amount Written Off | - | 4,77,988 |
| | Provision for Doubtful Debts | 3,02,29,855 | 59,17,879 |
| | Loss on Sale/depletion of Fixed Assets | 1,71,055 | 5,33,306 |
| | CGST Input Not Claimable | 38,92,224 | 31,75,794 |
| | IGST Input Not Claimable | 34,82,787 | 16,08,983 |
| | SGST Input Not Claimable | 38,92,224 | 31,75,794 |
| | Service Tax | 1,22,891 | - |
| | Krishi Kalyan Cess (Non Claimable) | - | 87,035 |
| | Service Tax (Non Claimable) | - | 22,51,553 |
| | Swatch Bharat Cess Expense | - | 1,29,774 |
| | Auditors' Remuneration | 1,00,000 | 1,00,000 |
| | Total | 11,51,92,804 | 9,40,99,217 |



Note-23

Significant Accounting Policies and Notes to Accounts

(Annexed to and forming part of the Balance Sheet as at 31 st March, 2019)

A. Accounting Policies:

1. The preparation of financial statements in conformity with generally accepted accounting policies requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statement and the reported accounts of revenues and expenses for the years presented. Actual results could differ from these estimates.
2.
 - (a) Inventory of saleable publications and priced printed brochures, books, study material and stationary are valued at cost or net realizable value whichever is lower.
 - (b) Outdated stock of books, prospectus and bulletins etc. is charged off as and when ascertained.
3. Interest on investments of corpus funds is added to corpus funds and in the case of earmarked funds, interest is taken to income.
4. Depreciation on fixed assets is provided on the following basis:-
 - (i) Premium on the leasehold land is amortized over the period of lease.
 - (ii) Library books and films at 25% on written down value method.
 - (iii) Other assets at written down value method at rates as prescribed in Income Tax Act, 1961.
5. Accounting Standard-9 Revenue recognition states "Revenue should be recognized at the time of sale or rendering of services. However, if at the time of sale or rendering services there is significant uncertainty in ultimate collection of the revenue, then the revenue recognition is postponed and in such cases revenue should be recognized only when it becomes reasonably certain that ultimate collection will be made". AIMA has followed the above principle for recognition of revenue except for membership fee and income from sale of prospectus which is accounted for on cash basis consistently.
6. Expenditures are accounted for on accrual basis.
7. Accounting Standard-10 accounting for Fixed Assets states "The cost of fixed assets should comprise its purchase price and any other cost directly attributable to bring the assets to its working condition excluding Excise duty if CENVAT credit is to be availed of. When the fixed assets are retired from active use and disposed off then the gain or loss from disposal of fixed assets is recognized in the statement of Profit and Loss or Income and Expenditure Account". AIMA has followed the same principle for accounting of fixed assets.
8. Liability for Leave encashment is provided for on basis of valuation from Life Insurance Corporation of India under a Group Leave Encashment Scheme for employees.

Similarly Liability for Gratuity is also provided for on basis of valuation from Life Insurance Corporation of India under a Group Gratuity Scheme for employees. The Group Gratuity Scheme is administrated by AIMA Employee Gratuity Trust.

As AIMA has opted to make contribution to Life Insurance Corporation of India towards Employees Gratuity and Leave Encashment, provisions are created on the basis of information received from Life Insurance Corporation of India.

9. Provident fund is contributory. The rate of contribution is 12% of basic salary. The Provident fund is administered by the AIMA EPF Trust. AIMA EPF Trust shall pay interest at the statutory rate decided by EPFO. Pending finalization of provision of interest to be credited to the employee's accounts in the books of the PF Trust, AIMA will need to ascertain the amount of contribution, if any.
10. All Revenue Grants received / receivable by AIMA during the financial year are credited to Income & Expenditure Account.

B. Notes to Accounts:

1. Income tax cases of AIMA for the financial years 2004-05 to 2009-10 were listed for hearing on 12th November 2013 before the Hon'ble High Court of Delhi. The Hon'ble High Court of Delhi has held that the word 'education' has a wider meaning and is not restricted to imparting education to students through classes only. The Hon'ble High Court of Delhi has held that the activity of conducting tests carried out by AIMA is not to be considered in isolation but has to be considered as part of the overall activities carried out by AIMA to further its objective. The cases were referred back to DGIT (E) for review.

Presently, AIMA's Income Tax proceedings are going on under section 10(23)(C)(vi) of Income Tax Act, 1961.

2. (A) AIMA in the past has received two show cause cum demand notices finally confirming the demand of service tax due of ₹ 25.53 crores along with a penalty of ₹ 25.53 crores u/s 78 and u/s 77 of the Service Tax Act. Thus the total demand inclusive of penalties comes to ₹ 51.06 crores for the period from 2004-05 to 2010-11.

AIMA filed a statutory appeal in the CESTAT, New Delhi impugning the above said confirmation of demand by the adjudicating authority.

The Tribunal after final hearing of above cases on 10th March 2017 decided in favour of AIMA & set aside demand & penalties vide its order No. 52459/2017 dated 21st April 2017.

The service tax department has since then filed an appeal in the Hon'ble Supreme Court against the Tribunal order and AIMA has received a notice from the Hon'ble Supreme Court on the same. AIMA has filed a detailed counter reply in the Hon'ble Supreme Court on 3rd July, 2018 through our Lawyer M/S Lakshmikumaran. Hence the case shall be taken up in due course by the Hon'ble Supreme Court.

- (B). Third show cause cum demand notice was issued by the Service Tax Department on 18th April 2013 for ₹ 2.25 crores for the period from 2007-08 to 2011-12.



The reply to the above show cause cum demand notice was filed by AIMA. The show cause notice above said was adjudicated and the demand made in the show cause notice was confirmed vide order dated 6th June 2014 along with equal amount of penalty and applicable interest.

Accordingly, the appeal against above order has been filled with the Tribunal.

The final hearing of appeal was held on 31st July, 2018 and after final hearing the Tribunal decided the above case in favour of AIMA and set aside demand and penalties vide its Order No. ST/A/ 50124/2019-CU/DB dated 30th January, 2019.

- (C) The Service Tax Department has issued a fourth show cause cum demand notice on 16th May 2014 for ₹ 4.35 crores for the financial year 2012-13. The basis of demand is same as in the previous three demands.

The reply to the above show cause cum demand notice has been filed by AIMA and this case shall be taken up in due course by the Service Tax Department.

- (D) The Service Tax Department has issued a fifth show cause cum demand notice on 13th April 2016 for ₹ 1.54 crores for the financial year 2014-15. The basis of demand is same as in the previous four demands.

The reply to the above show cause cum demand notice has been filed by AIMA and this case shall be taken up in due course by the Service Tax Department.

3. (A) AIMA received demand notice from South Delhi Municipal Corporation u/s 123D of Delhi Municipal Corporation Act, 1957 for deposit of ₹ 37,33,518/- towards the payment of arrear on account of house tax for use of Institutional Building as Business Building. The same has been contested by AIMA before Tribunal and Tribunal waived off interest & penalty of ₹ 11,98,785/- but retained the balance demand of ₹ 25,34,733/-. AIMA challenged the order in the Hon'ble High Court of Delhi vide W.P. (C) 2421/2014 & CM No. 5062/2014. The Hon'ble High Court of Delhi has directed AIMA to deposit the above said amount in five equal installments interspersed by two months between each installment. As directed by the Hon'ble High Court of Delhi, AIMA has deposited ₹ 25,34,730/- with the MCD.

The MCD Tribunal after final hearing of above case on 1st May 2017 decided in favour of AIMA & set aside the above South Delhi Municipal Corporation (SDMC) order vide its order dated 1st May 2017 and directed to SDMC to refund the above deposited amount to AIMA with interest. However, SDMC has impugned the order of the Tribunal before the Hon'ble High Court of Delhi through WP 10758 of 2017 and the above matter is pending for the adjudication in the Hon'ble High Court of Delhi.

- (B) We have received another assessment order & demand letter of ₹ 24.76 lakhs (Property Tax ₹ 19.34 lakhs + Interest ₹ 5.42 lakhs) from SDMC for the period from 2014-15 to 2017-18. We have consulted the above said assessment order with our advocate and upon their legal advise, we have filed an appeal impugning the assessment order and have deposited pre-requisite pre-deposit of ₹ 19.34 lakhs in the MCD Tribunal. SDMC has passed the above assessment order on the similar ground, which as per our advocate is not sustainable in law. Now, the above matter is pending for the adjudication in the MCD Tribunal.

4. Investments are made in securities covered under Section-11(5) of the Income Tax Act, 1961 and are valued at cost of acquisition.

5. Auditor's remunerations and other services excluding Service Tax / GST are as follows:-

| | | Current Year ₹ | Previous Year ₹ |
|------|--------------------------|-------------------|--------------------|
| i. | Fees for Statutory Audit | 1,00,000/- | 1,00,000/- |
| ii. | Fees for Tax Work | 15,000/- | 15,000/- |
| iii. | Other services | 45,000/- | 80,000/- |
| | Total | 1,60,000/- | 1,95,000/- |

6. Previous year's figures have been regrouped, rearranged, reclassified / recast wherever considered necessary.

For APT & Co. LLP
Chartered Accountants
FRN 014621C/N500088

Nimish Kumar Sharma
Partner
Membership No. 514914

Date : June 4, 2019
Place: New Delhi

Harshavardhan Neotia
President

Rekha Sethi
Director General

Nikhil Sawhney
Treasurer

Pankaj Rajvanshi
Chief Financial Officer

BANKERS

Indian Overseas Bank
Lok Kala Manch Branch
20, Institutional Area,
Lodhi Road,
New Delhi 110003

State Bank of India
82-83, Mehar Chand Market
Lodhi Road,
New Delhi 110003

ICICI Bank Limited
NBCC Place,
New Delhi Branch,
Bisham Pitamah Marg,
Pragati Vihar,
New Delhi 110003

Bank of Baroda
Defence Colony Branch,
A8, DDA Shopping cum Office Complex,
Defence Colony,
New Delhi 110024

Axis Bank Ltd.
Khan Market Branch,
Shop 2A & 2B,
Khan Market,
New Delhi 110003

Citi Bank N.A.
1st Floor, DLF Capitol Point,
Kharak Singh Marg,
New Delhi 110001

Bank of India
CGO Complex Branch,
Electronic Niketan CGO Complex
Plot No. 6, Lodhi Road,
New Delhi 110003

Kotak Mahindra Bank Ltd
A-266, Bhishma Pitamah Marg,
Defence Colony, New Delhi 110024

IndusInd Bank Limited
New Delhi Barakhamba Branch,
Dr Gopal Das Bhawan,
28, Barakhamba Road,
New Delhi 110001

Yes Bank Ltd
Ground Floor, Basement,
B-58 Defence Colony
New Delhi 110024

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