

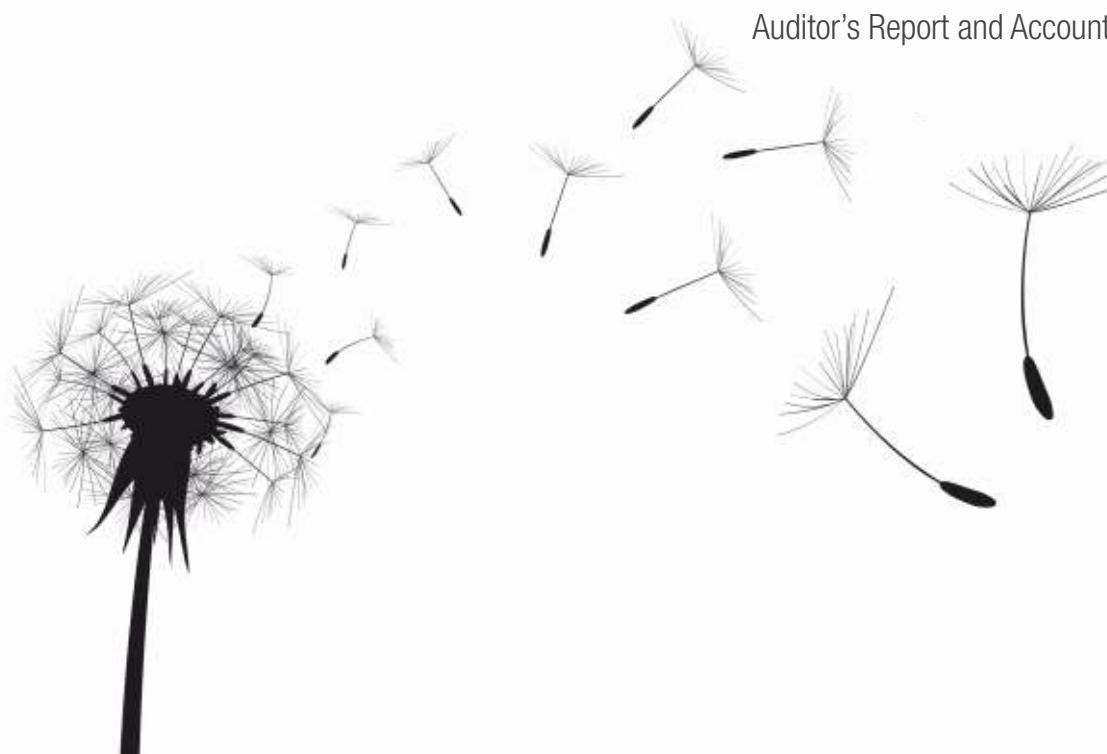
SPREADING
MANAGEMENT
THOUGHT

57TH
ANNUAL REPORT
2015-2016



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President's Message

Dear AIMA Member,

It has been a pleasure and privilege for me to serve as the President of AIMA during 2015-16 and I am grateful for the support I received over the year. It gives me great pleasure to share with you AIMA's Annual Report for 2015-16.

It was an eventful year for AIMA and the organisation took many important initiatives. The AIMA team successfully rolled out its existing programmes and services while developing new initiatives. During the year over 200 programmes/courses were conducted with over 10,000 participants and 11 new local and international initiatives were launched. CMS successfully conducted MAT and its customised tests with more than 11 lac candidates availing its services. Over the year 60% of the teams' effort went into continuation of existing activities while 40% effort was on new initiatives and enhancement.

AIMA extended its global reach significantly during the year. AIMA launched the India Conference series with the maiden conference held in Dubai, under the patronage of Sheikh Nahyan bin Mubarak Al Nahyan, Cabinet Member and Minister of Culture & Knowledge Development, UAE and chaired by Mr Sunil Kant Munjal. The US-India Conference was organised in partnership with the Haas School of Business, University of California, Berkeley chaired by Ms Preetha Reddy which also included a round-table session at Google X.

AIMA jointly with Prof Solomon Darwin of UC Berkeley-Haas School of Business organised a four day Global Executive Management Programme for senior business executives from US, UK and India. AIMA's Global Advanced Management Programme was conducted twice during the year in the US. Further, AIMA in partnership with Cornell University offered their Executive Education Programme for the first time in India.

AIMA continued to reach out to the global management community through its international linkages. AIMA participated in the 46th St Gallen Symposium held in Switzerland and was the co-organiser of the Global India Business Meeting organised by Horasis in Cascais, Portugal. The close partnership with Asian Association of Management Organisations continued with active participation in their council meetings and the launch of AAMO's new e-magazine, 'Leading the Way'.

AIMA's flagship events, summits and conferences attracted substantial participation from the government, business and academic leadership. Several Union Ministers and statesmen addressed AIMA platforms including Mr Nitin Gadkari, Mr Ravi Shankar Prasad, Mr Suresh Prabhu, Mr Jayant Sinha, Mr Piyush Goyal, Mr Rajiv Pratap Rudy, Col Rajyavardhan Singh Rathore, Ms Najma Heptulla, Mr Arvind Kejriwal, Mr Sachin Pilot, Mr Jairam Ramesh, Dr Shashi Tharoor, Mr BJ Panda, Mr Vinay Sheel Oberoi to name a few.

AIMA maintained its tradition of celebrating achievement. AIMA honoured Mr Uday Kotak with the AIMA-JRD Tata Corporate Leadership Award and Mr Amitabh Kant with the AIMA Public Service Excellence Award. Mr Rahul Bajaj was conferred AIMA's Life Time Achievement Award. AIMA's coveted Managing India Awards were presented to Mr S Ramadorai, Mr Rajiv Bajaj, Mr Ajay Piramal, Dr Vishal Sikka, Mr Rajat Sharma, Mr Satish Reddy, Mr Sachin Bansal and Mr Amit Agarwal.

One of the key initiatives this year was the incorporation of the Management and Entrepreneurship and Professional Skills Council under

the chairmanship of Mr Sunil Kant Munjal. MEPSC is committed to create technically and professionally competent workforce with AIMA as its sole promoter.

During the period, AIMA also prepared a report on the state of management education in India and the way forward which has been submitted to the Ministry of Human Resource Development and will be a valuable guide for the policy makers.

Although some of the recent government policy announcements, like limiting the jurisdiction of AIMA's UGC approved programmes, have had a negative effect on AIMA's programme and finances; AIMA is looking beyond the government approved programmes to more industry focused and mentored programmes which would not only help industry get trained managers but also take AIMA into new streams of learning and skills enhancement.

AIMA CME continued to offer its graduate and post graduate diploma courses, and also introduced some new courses. AIMA is also working closely with the World Bank to offer some special certificate courses. AIMA's skill development & training programmes were successfully availed by working professionals and organisations across India.

AIMA also forged ahead in its larger task of promoting management excellence. Several retreats on specific domains were also conducted which were addressed by industry leaders and experts. AIMA continued to offer its Business Simulation Programmes and Competitions & Quizzes across the country in both the open and in-company formats. While continuing to deliver the Management Aptitude Test for B-school students across the nation, AIMA's Testing Division also offered its admission and recruitment testing services for leading organisations and institutions and several new clients were added over the year.

I had the opportunity of engaging with many local management associations and I am pleased that AIMA's symbiotic bond with the LMAs has grown stronger during the year. Five Shaping Young Minds Programmes were also successfully conducted in close collaboration with the LMAs.

Financially, AIMA did quite well, earning a surplus of ₹ 33.14 crores against the budgeted surplus of ₹ 29.33 crores. AIMA made another important investment this year in the form of an additional office building which is expected to be ready in 2017.

2016-17, AIMA's Diamond Jubilee year, promises to be an exciting one with several new initiatives on the anvil, like setting up the Case Writing Centre, Spiritual Conclave, inauguration of the Diamond Jubilee year by the President of India, release of the AIMA film to name a few. All this while we enhance our overseas conferences in Dubai and UC Berkeley, California and also conduct a new conference in Mauritius. I congratulate Mr Sunil Kant Munjal on taking over as President for AIMA's Diamond Jubilee year and wish him every success.

It has been a privilege and an honour to lead AIMA during the past year and I am grateful to my fellow office bearers, the AIMA Council and Secretariat for their tremendous support.

Thank you,

Firdose Vandrevalla

AIMA Office Bearers 2015-2016



PRESIDENT

Firdose Vandrevalla

Mr Firdose Vandrevalla is the former Executive Vice Chairman of Essar Steel India Ltd. Mr Vandrevalla was associated with the Tata Group for over three decades, where he held various leadership positions, the last being Managing Director of Tata Power and Chairman of Tata Teleservices. He was the Deputy Managing Director of Tata Steel before moving to Tata Power. From Tata Group, he joined Motorola India as the Chairman. Prior to joining Essar Steel, he was the Chairman & MD of HIRCO, a construction and real estate major.



SENIOR VICE PRESIDENT

Sunil Kant Munjal

Mr Sunil Kant Munjal is the Chairman of Hero Corporate Service P Ltd. He is responsible for developing growth strategy and implementation of new business plans for the Hero Group. He is the Founder Chairman and the guiding force behind the BML Munjal University. He was President of CII and was a member of Prime Minister's Council on Trade & Industry. He is on several boards and councils of leading organisations and institutions. He has received GlobScot Award from the Scottish Government in 2012. The SRM University conferred a Doctorate of Literature in 2016. XLRI, Jamshedpur conferred 'Sir Jehangir Ghandy Medal for Social and Industrial Peace' in 2016.



VICE PRESIDENT

TV Mohandas Pai

Mr T V Mohandas Pai became the Chair of Manipal Global Education Services after spending 17 years in Infosys as a Director, CFO 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, 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, amongst other causes. He was awarded the Padma Shri by the President of India in 2015, and the Karnataka Rajyotsava Award in 2004.



TREASURER

Nikhil Sawhney

Mr Nikhil Sawhney is Vice Chairman and MD of Triveni Turbine Limited and Director with Triveni Engineering and Industries Limited and GE Triveni Limited. In 2015, he was voted one of India's forty 'hottest' business leaders under 40 years of age by The Economic Times and has also been awarded the Udyog Ratna by the Institute of Economic Studies. Mr Sawhney is a part of the Indo-UK CEOs Forum and the Indo-Israel Forum. He is Co-Chair of CII National Committee on Capital Goods and Engineering and is also a member of CII Manufacturing Council for the year 2015-16.



IMMEDIATE PAST PRESIDENT

H M Nerurkar

Mr H M Nerurkar joined Tata Steel in 1972, and has, over the years, held various positions across functions. He became Vice President in 2002 and in 2007, was appointed Chief Operating Officer. He was appointed Executive Director of India and South East Asia and subsequently Managing Director in 2009. With over 35 years of experience in the steel industry, He is an executive with multifaceted experience and is associated with several professional organisations such as Indian Institute of Metals, Institute for Steel Development and Growth amongst others. Several awards have been conferred on him over the years. He now serves on the board of 8 companies as an independent director.



Council of Management 2015-2016

PRESIDENT

- Mr Firdose Vandrevale

SENIOR VICE PRESIDENT

- Mr Sunil Kant Munjal

VICE PRESIDENT

- Mr T V Mohandas Pai

TREASURER

- Mr Nikhil Sawhney

IMMEDIATE PAST PRESIDENT

- Mr H M Nerurkar

PAST PRESIDENTS

- Mr Atmaram Saraogi
- Mr P Unnikrishnan
- Mr Nirbhay Jain
- Prof S L Rao
- Dr Gurpreet Singh
- Dr Jamshed J Irani
- Dr J S Juneja
- Mr Chinubhai R Shah
- 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

CO-OPTED MEMBERS

- Mr Vijay K Thadani
- Mr P Dwarakanath
- Mr T V Narendran
- Mr Inderdeep Singh
- Mr Richard Rekhy

SPECIAL INVITEES

- Mr Vineet Agarwal
- Mr Subodh Bhargava
- Mr C K Ranganathan

- Mr Shivinder Mohan Singh
- Mr Sanjeev Bikhchandani

DISTINGUISHED INVITEES

- Mr Rajiv Bajaj
- Mr Sanjay C Kirloskar
- Ms Vanitha Narayanan
- Mr M Damodaran
- Mr Bhaskar Pramanik
- Mr Vinod Sawhny
- Mr Gaurav Swarup
- Mr R Mukundan
- Mr Sanjay Budhia
- Mr Ajey Mehta
- Mr Deepak Kapoor
- Mr Bunty Peerbhoy
- Mr Chender K Baljee
- Ms Vinita Bajoria
- Prof Saibal Chattopadhyay
- Prof Bakul Dholakia
- Prof Rajan Saxena
- Mr P S Puri

REPRESENTATIVES OF INSTITUTIONAL MEMBERS

- Dr Saugata Mitra
- Mr P Balaji
- Dr Prafulla Agnihotri
- Dr Monica Khanna
- Dr S P S Bakshi
- Mr Pushp Kumar Joshi
- Dr R Nandagopal

REPRESENTATIVES OF PROFESSIONAL INDIVIDUAL MEMBERS

- | | |
|------------|-----------------------------|
| - (FELLOW) | - Prof Biswajeet Pattanayak |
| - (MEMBER) | - Dr S K Nanda |
| | - Brig Anupam Basu |
| | - Prof S Balasubramanian |
| | - Dr A K Chawla |

REPRESENTATIVES OF LMAs

- | | |
|----------------|--------------------------|
| - (Madras) | - Mr T Shivaraman |
| - (Ahmedabad) | - Mr Yatindra R Sharma |
| - (Baroda) | - Mr Sagar Mehta |
| - (Mumbai) | - Mr Suresh Mhatre |
| - (Lucknow) | - Mr A K Mathur |
| - (Indore) | - Mr Sunil Chordia |
| - (Coimbatore) | - Mr O A Balasubramaniam |
| - (Kerala) | - Mr Prasad K Panicker |
| - (Calcutta) | - Mr Gautam Ray |

EX-OFFICIO

- Ms Rekha Sethi

Past Presidents of AIMA

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

* Deceased

AIMA Committees Chairmen 2015-16

NAME OF COMMITTEE

Finance Committee
Audit Committee
Best LMA Award Committee
MSME Committee
Indian Management Editorial Advisory Board
CME Board of Studies
International Relations Committee
Membership Development Committee
Centre for Public Governance
Managing India Awards Committee
Public Policy Committee
Nominations Committee
AIMA Diamond Jubilee Committee

CHAIRMAN

Mr Nikhil Sawhney
Mr P S Puri
Mr D Shivakumar
Dr J S Juneja
Prof S L Rao
Prof Rajan Saxena
Mr Rajive Kaul
Mr Vijay K Thadani
Mr K Jairaj
Mr Sanjiv Goenka
Ms Preetha Reddy
Mr H M Nerurkar
Mr Sunil Kant Munjal

Key Events

October 2015 - September 2016

Event	Conference Director	Venue	Date
Student Management Games		Coimbatore Mumbai Pune Online New Delhi Grand Finale	29-30 September 2015 06-07 October 2015 06-07 October 2015 12-13 October 2015 28-29 October 2015 31 October 2015
3rd Marketing Retreat	D Shivakumar Chairman & CEO- India Region, PepsiCo India Holdings Pvt Ltd	Goa	16-18 October 2015
10th Global Advanced Management Programme	Solomon Darwin Executive Director - Center for Corporate Innovation, UC Berkeley-Haas School of Business	Silicon Valley, USA	25-31 October 2015
Managing Contract Labour System		New Delhi	28 October 2015
Training Programme on Interpersonal Communication Skills		New Delhi	28 October 2015
16th National Management Quiz for Corporates & 3rd HR Quiz		Mumbai Bangalore Kolkata New Delhi Grand Finale (New Delhi)	28 November 2015 05 December 2015 12 December 2015 19 December 2015 19 December 2015
Training Programme on Behavioural Skills for Executive Assistants / Secretaries		New Delhi	26-27 November 2015
4th Young Leaders Retreat	Sanjeev Bikhchandani Founder and Executive Vice Chairman, Naukri.com & Vineet Agarwal Managing Director, Transport Corporation of India Ltd	Goa	28-30 November 2015
49th SYMP		Kochi	09 December 2015
13th HRM Summit	T V Mohandas Pai Chairman, Manipal Global Education Services Nandita Gurjar Former Global Head HR & Member Executive Council, Infosys	New Delhi	10 December 2015

Key Events

October 2015 - September 2016

Event	Conference Director	Venue	Date
Workshop on Memorandum of Understanding (MOU) for Productivity Improvement		New Delhi	10 December 2015
Workshop on Effective Root Cause Analysis and Problem Solving		New Delhi	12 December 2015
Global Executive Management Programme	Solomon Darwin Executive Director - Center for Corporate Innovation, UC Berkeley-Haas School of Business	Bangalore New Delhi	14-17 December 2015
Training Programme on Drafting & Negotiating a Business Proposal		New Delhi	17 December 2015
50th SYMP		Baroda	08 January 2016
Digital Marketing Retreat	D Shivakumar Chairman & CEO- India Region, PepsiCo India Holdings Pvt Ltd Kirthiga Reddy then Managing Director, Facebook India	Goa	22-24 January 2016
Doctoral Workshop on Research Methodology Using SPSS and R Analytics		New Delhi	04-06 February 2016
6th Senior Leadership Retreat	Sunil Kant Munjal Chairman, Hero Corporate Service P Ltd	Goa	05-07 February 2016
60th Foundation Day & 10th National Management Association		New Delhi	20 February 2016
Training Programme on Behavioural Skills for Executive Assistants		New Delhi	25-26 February 2016
National Leadership Conclave	Sanjiv Goenka Chairman, RP-Sanjiv Goenka Group	New Delhi	03-04 March 2016
51st SYMP		Ludhiana	10 March 2016
Workshop on Sharpening Business Presentation Skills		New Delhi	10-11 March 2016
Workshop on Qualitative Research Method		New Delhi	12 March 2016

Key Events

October 2015 - September 2016

Event	Conference Director	Venue	Date
India Conference in UAE	Sunil Kant Munjal Chairman, Hero Corporate Service P Ltd	Dubai, UAE	15 March 2016
10th National Research Conference		New Delhi	28 - 29 March 2016
Pragati - Women Quiz	Veena Swarup Former Director HR, EIL	New Delhi	30 March 2016
Talk on 'To The Brink And Back'		New Delhi	12 April 2016
52nd SYMP		Thrissur	20 April 2016
Global Procurement Summit 2016		New Delhi	21-22 April 2016
Managing India Awards 2016	Sanjiv Goenka Chairman, RP-Sanjiv Goenka Group	New Delhi	28 April 2016
National Management Games 2016		Bhubaneswar Bangalore Mumbai New Delhi Grand Finale New Delhi	05-06 May 2016 12-13 May 2016 19-20 May 2016 24-26 May 2016 27 May 2016
17th National Management Quiz		Bangalore Kolkata Mumbai New Delhi & Grand Finale	07 May 2016 14 May 2016 21 May 2016 28 May 2016
Training Programme on Motivating Employees for Peak Performance : The Emerging Leadership Challenge		New Delhi	12-13 May 2016
Workshop on the Art of Effective Communication		New Delhi	27 May 2016

Key Events

October 2015 - September 2016

Event	Conference Director	Venue	Date
Cornell University 'Leading for Innovation Programme'	Steven S Gal Senior Lecturer of Management, Samuel Curtis Johnson Graduate School of Management, Cornell University and Vice Chairman, Hangit	New Delhi	24-26 May 2016
Training Programme on Behavioural Skills for Executive Assistants		New Delhi	02-03 June 2016
6th MSME Convention	J S Juneja Chairman, Global Projects & Services (P) Ltd	Ahmedabad	11 June 2016
5th HR Leadership Retreat	T V Mohandas Pai Chairman, Manipal Global Education Services	Goa	17-19 June 2016
Workshop on Presentation Skills		New Delhi	23-24 June 2016
11th Global Advanced Management Programme	Solomon Darwin Executive Director - Center for Corporate Innovation, UC Berkeley- Haas School of Business	USA	26 June-02 July 2016
US-India Conference	Preetha Reddy Executive Vice Chairperson, Apollo Hospitals Enterprise Ltd	University of California Campus, Berkeley, USA	08 July 2016
Doctoral Workshop on Research Methodology Using SPSS and R Analytics		New Delhi	14-16 July 2016
42nd National Competition for Young Managers		Mumbai Kolkata Bangalore New Delhi Grand Finale New Delhi	15-16 July 2016 22-23 July 2016 29-30 July 2016 05-06 August 2016 12 August 2016
Workshop on Interpersonal Communication Skills		New Delhi	21-22 July 2016
Training Programme for Women Professionals on 'Effectiveness for Women Professionals'		New Delhi	28-29 July 2016
21st AIMA Convocation		New Delhi	05 August 2016

Key Events

October 2015 - September 2016

Event	Conference Director	Venue	Date
Insight Storm with Storm the Norm		Mumbai	10 August 2016
4th Marketing Retreat	D Shivakumar Chairman & CEO-India Region, PepsiCo India Holdings Pvt Ltd	Goa	19-21 August 2016
53rd SYMP		Guwahati	02 September 2016
43rd National Management Convention		New Delhi	21-22 September 2016

Flagship Events



42nd National Management Convention



Release of the AIMA 42nd National Management Convention Souvenir (L-R) Rekha Sethi, Director General, AIMA; H M Nerurkar, then President, AIMA and Chairman, TRL Krosaki Refractories Ltd; Nitin Gadkari, Minister of Shipping, Road Transport and Highways, Government of India; Sunil Kant Munjal, then Vice President, AIMA and Chairman, Hero Corporate Service P Ltd and Jaijit Bhattacharya, Partner, Infrastructure and Government Services, KPMG in India

AIMA held its 42nd National Management Convention (NMC) on 30 September – 1 October 2015 on the theme 'Making it Happen: Leadership in Times of High Expectations' at New Delhi. The Chief Guest on the occasion was Mr Nitin Gadkari, Minister of Shipping, Road Transport and Highways, Government of India.



Arvind Kejriwal, Chief Minister, Delhi addressing AIMA's 42nd NMC

Mr H M Nerurkar, then President, AIMA and Chairman, TRL Krosaki Refractories Ltd gave the welcome address and Mr Jaijit Bhattacharya, Partner, Infrastructure and Government Services, KPMG in India, elaborated the theme of the convention. Mr Sunil Kant Munjal, then Vice President, AIMA and Chairman, Hero Corporate Service P Ltd gave the concluding remarks.

Some of the other high profile leaders who addressed the NMC included Mr Arvind Kejriwal, Chief Minister of Delhi; Col Rajyavardhan Rathore (Retd), AVSM, Minister of State for Information & Broadcasting, Government of India and Mr Atul Chaturvedi, Joint Secretary, Department of Industrial Policy & Promotion, Government of India.

This year, the Honorary Life Fellowship was presented to Ms Preetha Reddy, Executive Vice Chairperson, Apollo Hospitals Enterprise Ltd and Mr Pradip Khandwalla, Former Director, IIM Ahmedabad, received the AIMA Kewal Nohria Award for Academic Leadership in Management Education 2015.

Some of the speakers on day one included, Mr Amin

Hashwani, Director, Hashwani Group, Pakistan; Mr Tanmoy Chakrabarty, Vice President & Global Head- Government Industry Solutions Unit, Tata Consultancy Services Limited; Mr T V Narendran, MD, Tata Steel India and South East Asia; Mr Kamal Bali, MD, Volvo India Private Limited; Mr P Balaji, Director- Regulatory & External Affairs, Vodafone India Ltd; Ms Anisha Motwani, Business Strategist & Columnist; Mr Santosh Desai, MD & CEO, Futurebrands Ltd; Mr K V Sridhar, Chief Creative Officer, Sapient Nitro, India; Mr D Shivakumar, Chairman & CEO – India Region, PepsiCo India Holdings Pvt Ltd; Mr Vineet Nayar, Founder, Sampark Foundation & Former CEO, HCL Technologies; Dr Saugata Mitra, Chief People Officer & Member of Apex Management Team, Mother Dairy; Mr Rajiv Bajaj, MD, Bajaj Auto; Mr Nalin Mehta, Consulting Editor, Times of India; Mr Kris Srikkanth, Former Captain of the Indian Cricket team and Former Chairman of the Selection Committee; Mr Arun Lal, Former Indian Cricketer and Cricket Commentator; Mr Venky Mysore, CEO & MD, Kolkata Knight Riders & Red Chillies Entertainment.

Day two saw Mr Firdose Vandrevale, then Senior Vice President, AIMA; Swami Sukhabodhananda, Founder Chairman, Prasanna Trust; Mr Pranjal Sharma; Host - The Appointment, Zee Network; Mr N K Singh, Former Member of Parliament (Rajya Sabha) and Senior Member of BJP; Mr TV Mohandas Pai, Chairman, Manipal Global Education Services;



(L-R) Vineet Nayar, Founder, Sampark Foundation & Former CEO, HCL Technologies; D Shivakumar, Chairman & CEO – India Region, PepsiCo India Holdings Pvt Ltd and Amin Hashwani, Director, Hashwani Group, Pakistan



H M Nerurkar, then President, AIMA and Chairman, TRL Krosaki Refractories Ltd and Swami Sukhabodhananda, Founder Chairman, Prasanna Trust



(L-R) H M Nerurkar, then President, AIMA and Chairman, TRL Krosaki Refractories Ltd; Col Rajyavardhan Rathore (Retd), AVSM, Minister of State for Information & Broadcasting, Government of India; Firdose Vandrevale, then Senior Vice President, AIMA and Sunil Kant Munjal, then Vice President, AIMA and Chairman, Hero Corporate Service P Ltd

Mr Shivinder Mohan Singh, Executive Vice Chairman, Fortis Healthcare Ltd and Mr Subir Gokarn, Director of Research, Brookings Institution India Center address the NMC.

Awards were also presented to Local Management Associations and to the winners of National Competition for Young Managers and National Management Games. Delegations from China and Pakistan also participated in the National Management Convention, which also had delegates from St Gallen University and Horasis of Switzerland.

The new office bearers for 2015-16 were announced. Mr Firdose Vandrevalla took over as the new AIMA President succeeding Mr H M Nerurkar, Chairman, TRL Krosaki Refractories Ltd. Mr Sunil Kant Munjal, Chairman, Hero Corporate Service P Ltd took over as Senior Vice President and Mr TV Mohandas Pai, Chairman, Manipal Global Education Services, joined as Vice President. Mr Nikhil Sawhney, Vice Chairman and MD, Triveni Turbine Limited took over from Mr P Dwarakanath, Advisor, Group Human Capital, Max India Ltd as Treasurer.



(L-R) Santosh Desai, Managing Director & CEO, Futurebrands Ltd; Anisha Motwani, Business Strategist & Columnist and K V Sridhar, Chief Creative Officer, Sapient Nitro, India



Preetha Reddy, Executive Vice Chairperson, Apollo Hospitals Group after receiving the AIMA Honorary Life Fellowship



Pradip Khandwalla, Former Director, IIM Ahmedabad, with the AIMA-Kewal Nohria Award for Academic Leadership in Management Education 2015



(L-R) Tanmoy Chakrabarty, Vice President & Global Head-Government Industry Solutions Unit, Tata Consultancy Services Limited; T V Narendran, Managing Director, Tata Steel India and South East Asia; Atul Chaturvedi, Joint Secretary, Department of Industrial Policy & Promotion, Government of India; H M Nerurkar, then President, AIMA and Chairman, TRL Krosaki Refractories Ltd; Kamal Bali, Managing Director, Volvo India Private Limited and P Balaji, Director-Regulatory & External Affairs, Vodafone India Ltd

Making it Happen: Leadership in Times of High Expectations



Nitin Gadkari, Minister of Shipping, Road Transport and Highways, Government of India addressing AIMA's 42nd National Management Convention



(L-R) Jajjit Bhattacharya, Partner, Infrastructure and Government Services, KPMG in India; P Balaji, Director- Regulatory & External Affairs, Vodafone India Ltd; M Damodaran, Chairman, Excellence Enablers Pvt Ltd with AIMA Past Presidents Rajiv Vastupal, Rajive Kaul, Sanjiv Goenka, K L Chugh, Sudhir Jalan, Krishan Kalra and Uddesh Kohli



Col Rajyavardhan Rathore (Retd), AVSM, Minister of State for Information & Broadcasting, Government of India addressing AIMA's 42nd National Management Convention



(L-R) Arvind Kejriwal, Chief Minister, Delhi; Preetha Reddy, Executive Vice Chairperson, Apollo Hospitals Group and Rajiv Bajaj, Managing Director, Bajaj Auto



(L-R) Nikhil Sawhney, Treasurer, AIMA and Vice Chairman & Managing Director, Triveni Turbine Ltd; Sunil Kant Munjal, Sr Vice President, AIMA and Chairman, Hero Corporate Service P Ltd; Firdose Vandrevale, President, AIMA; Rekha Sethi, Director General, AIMA; H M Nerurkar, Immediate Past President, AIMA and Chairman, TRL Krosaki Refractories Ltd and T V Mohandas Pai, Vice President, AIMA and Chairman, Manipal Global Education Services



(L-R) Nalin Mehta, Consulting Editor, The Times of India; Kris Srikanth, Former Captain of the Indian Cricket team and Former Chairman of the Selection Committee; Venky Mysore, CEO & MD, Kolkata Knight Riders & Red Chillies Entertainment and Arun Lal, Former Indian Cricketer and Cricket Commentator



(L-R) Rajiv Bajaj, Managing Director, Bajaj Auto; Preetha Reddy, Executive Vice Chairperson, Apollo Hospitals Group and Johannes Berchtold, CEO, St Gallen Foundation for International Studies



(L-R) Sanjiv Goenka, Chairman, RP-Sanjiv Goenka Group; Philp Erzinger, CEO, St Gallen Foundation; Rajive Kaul, Chairman, NICCO Corporation Ltd and Frank Ritcher, Chairman, Horasis



(L-R) Shivinder Mohan Singh, Executive Vice Chairman, Fortis Healthcare Ltd; N K Singh, Former MP (Rajya Sabha) and Senior Member of BJP; Pranjal Sharma, Host - The Appointment, Zee Network and Subir Gokarn, Director of Research, Brookings Institution India Center

60th Foundation Day & 10th National Management Day



(L-R) Rekha Sethi, Director General, AIMA; Firdose Vandrevale, President, AIMA; General Bikram Singh, PVSM, UYSM, AVSM, SM, VSM (Retired), Former Chief of the Indian Army & Chairman, Chiefs of Staff and Sunil Kant Munjal, Sr Vice President, AIMA and Chairman, Hero Corporate Service P Ltd

AIMA held its 60th Foundation Day & 10th National Management Day on 20 February 2016 on the theme 'Smart India'. Mr Firdose Vandrevale, President, AIMA welcomed the guests and elaborated the theme of the day.

Speaking on the occasion, the Chief Guest, General Bikram Singh, PVSM, UYSM, AVSM, SM, VSM (Retired) Former Chief of the Indian Army & Chairman Chiefs of Staff said that to become a smart economy, India needed to pay attention to securing its economy from potential threats to India's interests. "We need to invest in R&D to develop Indian software for governance and business," he said, adding that India simultaneously needed to invest in education and skill development to build a smart workforce as well.

On the occasion the AIMA - Dr J S Juneja Award for Creativity and Innovation for Micro Small & Medium Enterprises was presented to Mr Vijay Gupta, Chairman, CEO & Founder, SoftTech Engineers P Ltd. Mr Kevin Freitas, Director- Human Resources, InMobi and team received the AIMA-Dr Ram Tarneja Award for Best Article in Indian Management.

A souvenir was also released by the chief guest on the



Firdose Vandrevale, President, AIMA

occasion. In his concluding remarks of the inaugural session, Mr Sunil Kant Munjal, Sr Vice President, AIMA and Chairman, Hero Corporate Service P Ltd thanked all the awardees as well as the chief guest.

In a separate session on 'The Economics People Don't Wish to Know' Economist and founder of CERG Services, Dr Omkar Goswami, said that one in five Indians in the age group of 18-29 years was illiterate and the prospects of such young



(L-R) Pranjali Sharma, Host - The Appointment, Zee Network; Vineet Nayar, Former CEO, HCL Technologies and Founder, Sampark Foundation; R Mukundan, Managing Director, Tata Chemicals Ltd and Richard Rekhy, Chief Executive Officer, KPMG in India

people were extremely poor. He further said that though there had been visible improvements in electricity and mobile phone connectivity, there had not been a significant change in India's key development indicators, such as education, sanitation, water and housing.

In another session, talking about 'Building Investment Momentum', Mr Vineet Nayar, former CEO of HCL Technologies and founder of Sampark Foundation, argued that India's present problem was not weak supply, rather it was weak demand. The government needed to boost domestic demand and Indian enterprises needed to grow their exports through disruptive innovations, he argued.

The other speakers included Mr Richard Rekhy, Chief Executive Officer, KPMG in India; Mr R Mukundan, M D Tata Chemicals Ltd and Mr Pranjali Sharma, Host - The Appointment, Zee Network.

The event witnessed a participation of over 400 and was very well received.



Vijay Gupta, Chairman, CEO & Founder, SoftTech Engineers Pvt Ltd, receiving the AIMA - Dr J S Juneja Award for Creativity and Innovation for Micro Small & Medium Enterprises from General Bikram Singh, as J S Juneja, Past President, AIMA, and Chairman, Global Projects & Services (P) Ltd looks on



Firdose Vandrevalla, President, AIMA and Omkar Goswami, Chairman, CERG Advisory Services

Managing India Awards



(Seated L-R) Rajat Sharma, Chairman & Editor-in-Chief, India TV; S Ramadorai, Former Vice Chairman, Tata Consultancy Services and Chairman, National Skill Development Agency & National Skill Development Corporation; Suresh Prabhu, Minister for Railways, Government of India; Ajay Piramal, Chairman, Piramal Group and Satish Reddy, Chairman, Dr Reddy's Laboratories Ltd (Standing L-R) Rekha Sethi, Director General, AIMA; Amit Agarwal, Vice President & Country Manager, Amazon India; Sachin Bansal, Executive Chairman & Co-Founder, Flipkart; Rajiv Bajaj, Managing Director, Bajaj Auto Ltd; Firdose Vandrevalla, President, AIMA and Sunil Kant Munjal, Senior Vice President AIMA & Chairman, Hero Corporate Service P Ltd

The 7th AIMA Managing India Awards were held on 28 April 2016 where stalwarts of India were recognised for their outstanding contribution in different areas at a glittering awards ceremony at New Delhi.

Speaking on the occasion, Mr Suresh Prabhu, Minister for Railways, Government of India said, "We have been through various phases since the Independence of our nation. Now we have come to a phase where we need to find out how to manage the next phase of growth. We have achieved so much; but more needs to be achieved. What is important is the ambit of management at macro level."

The evening started with the introduction by Ms Rekha Sethi, Director General, AIMA. The welcome address was given by



Suresh Prabhu, Minister for Railways, Government of India



S Ramadorai, Former Vice Chairman, TCS, and Chairman, National Skill Development Agency & National Skill Development Corporation, receiving the Outstanding Institution Builder Award from Suresh Prabhu, Minister for Railways, Government of India

Mr Firdose Vandrevale, President, AIMA, after which the awards were presented in the various categories.

Mr Rajiv Luthra, Founder and Managing Partner, Luthra & Luthra Law Offices, introduced the Outstanding Institution Builder Award for Mr S Ramadorai, Former Vice Chairman, Tata Consultancy Services and Chairman, National Skill Development Agency & National Skill Development Corporation.

The Business Leader of the Year Award for Mr Rajiv Bajaj, Managing Director, Bajaj Auto Ltd, was introduced by Mr Richard Rekhy, Chief Executive Officer, KPMG in India.

Mr Ajay Piramal, Chairman, Piramal Group, received the Corporate Citizen of the Year award. His citation was read by Fashion Designer Ms Anju Modi.

Mr M Damodaran, Chairman, Excellence Enablers Pvt Ltd, read the citation for Indian MNC of the Year awarded to Dr Reddy's Laboratories Ltd. The award was received by Mr Satish Reddy, Chairman, Dr Reddy's Laboratories Ltd.



Ajay Piramal, Chairman, Piramal Group receiving the Corporate Citizen of the Year Award from Suresh Prabhu, Minister for Railways, Government of India as Sunil Kant Munjal, Senior Vice President, AIMA & Chairman, Hero Corporate Service P Ltd and Firdose Vandrevale, President, AIMA look on

Mr Rajat Sharma, Chairman & Editor-in-Chief, India TV received the Outstanding Contribution to Media award. Contemporary Artist Ms Anjolie Ela Menon read his citation. Mr Manoj Jain, Managing Director, Shriram Life Insurance Company Ltd, introduced Amazon Seller Services Pvt Ltd as the MNC in India of the Year. Mr Amit Agarwal, Vice President & Country Manager, Amazon India, received the award.

Transformational Business Leader of the Year award was received by Mr Sachin Bansal, Executive Chairman & Co-Founder, Flipkart. He was introduced by Kathak Maestro, Ms Shovana Narayan. The vote of thanks was delivered by Mr Sunil Kant Munjal, Senior Vice President AIMA and Chairman, Hero Corporate Service P Ltd.

The AIMA Managing India Award for Emerging Business Leader of the Year was presented to Mr Vishal Sikka, CEO, Infosys Ltd on a separate occasion.

The jury members included Mr Sanjiv Goenka, Jury Chairman and Chairman, RP-Sanjiv Goenka Group; Mr Firdose Vandrevale, President, AIMA; Mr Nikhil Sawhney, Vice Chairman & Managing Director, Triveni Turbine Ltd; Mr H M Nerurkar, Chairman, TRL Krosaki Refractories Ltd; Ms Preetha Reddy, Executive Vice Chairperson, Apollo Hospitals Enterprise Ltd; Mr Vineet Agarwal, Managing Director, Transport Corporation of India Ltd; Mr P Balaji,



Rajiv Bajaj, Managing Director, Bajaj Auto Ltd, receiving the Business Leader of the Year Award from Suresh Prabhu, Minister for Railways, Government of India

Director - Regulatory & External Affairs, Vodafone India Ltd; Mr Rajive Kaul, Chairman, NICCO Corporation Ltd and Mr Sudhir Jalan, Chairman & Managing Director, Meenakshi Tea Company Ltd.



(L-R) Sunil Kant Munjal, Senior Vice President, AIMA & Chairman, Hero Corporate Service P Ltd; Suresh Prabhu, Minister for Railways, Government of India; Firdose Vandrevale, President, AIMA and Rekha Sethi, Director General, AIMA



Satish Reddy, Chairman, Dr Reddy's Laboratories Ltd, receiving the Indian MNC of the Year Award from Suresh Prabhu as Firdose Vandrevalla, President, AIMA looks on



Shovana Narayan, Kathak Maestro; and Anjolie Ela Menon, Contemporary Artist



Rajat Sharma, Chairman & Editor-in-Chief, India TV, receiving the Outstanding Contribution to Media Award from Suresh Prabhu

Recognising and rewarding individual and organisational excellence



Vishal Sikka, CEO, Infosys Ltd with the Emerging Business Leader of the Year Award



Sachin Bansal, Executive Chairman & Co-Founder, Flipkart with the Transformational Business Leader of the Year Award



Amit Agarwal, Vice President & Country Manager, Amazon India with the MNC in India of the Year Award



Sachin Bansal, Executive Chairman & Co-Founder, Flipkart; Rajiv Luthra, Founder and Managing Partner, Luthra & Luthra Law Offices and Anju Modi, Fashion Designer



M Damodaran, Chairman, Excellence Enablers Pvt Ltd and Richard Rekhy, Chief Executive Officer, KPMG in India



Satish Reddy, Chairman, Dr Reddy's Laboratories Ltd and Manoj Jain, Managing Director, Shriram Life Insurance Company Ltd



Vineet Agarwal, Managing Director, TCIL; Rajiv Bajaj, Managing Director, Bajaj Auto Ltd and Nikhil Sawhney, Treasurer AIMA, Vice Chairman & Managing Director, Triveni Turbine Ltd



M Damodaran, Chairman, Excellence Enablers Pvt Ltd; Firdose Vandrevala, President, AIMA; Richard Rekhy, Chief Executive Officer, KPMG in India; Satish Reddy, Chairman, Dr Reddy's Laboratories Ltd; Manoj Jain, Managing Director, Shriram Life Insurance Company Ltd; Rajive Kaul, Chairman, NICCO Corporation Ltd and Sanjay Budhia, Managing Director, Patton Group of Companies



Rajive Kaul, Chairman, NICCO Corporation Ltd and Amit Agarwal, Vice President & Country Manager, Amazon India



Sunil Kant Munjal, Senior Vice President, AIMA & Chairman, Hero Corporate Service P Ltd and Rajat Sharma, Chairman & Editor-in-Chief, India TV

S Ramadorai, Former Vice Chairman, Tata Consultancy Services, and Chairman, National Skill Development Agency & National Skill Development Corporation; Ajay Piramal, Chairman, Piramal Group and Firdose Vandrevalla, President, AIMA



Pranjali Sharma, Host - The Appointment, Zee Business and D Shivakumar, Chairman and CEO - India Region, PepsiCo India Holdings Pvt Ltd



2nd National Leadership Conclave



(L-R) Firdose Vandrevala, President, AIMA; Jayant Sinha, Minister of State for Finance, Government of India; Sanjiv Goenka, Conclave Chairman & Chairman, RP-Sanjiv Goenka Group and Sudhir Jalan, Chairman, Neo Foods Pvt Ltd

AIMA held its 2nd National Leadership Conclave (NLC) on 3 & 4 March 2016 on the theme 'Making India a Creative Super Power' at New Delhi.

Some of the key government leaders and politicians who addressed the NLC included Mr Piyush Goyal, Minister of State (IC) for Power, Coal and New & Renewable Energy, Government of India; Mr Jayant Sinha, then Minister of State for Finance, Government of India; Mr Rajiv Pratap Rudy, Minister of State (IC) of Skill Development & Entrepreneurship and Minister of State of Parliamentary Affairs, Government of India; Mr Jairam Ramesh, Senior Leader, Indian National Congress, Member of Parliament, (Rajya Sabha) and Dr Shashi Tharoor, Member of Parliament, Lok Sabha.

On the occasion, the AIMA Life Time Achievement Award for Management for the Year 2015 was awarded to Mr Rahul Bajaj, Chairman, Bajaj Auto Limited, India and Head, Bajaj Group. The AIMA-JRD Tata Corporate Leadership Award for the Year 2015 was presented to Mr Uday Kotak, Executive Vice Chairman and MD, Kotak Mahindra Bank. Mr Amitabh Kant, CEO, NITI Aayog, received the AIMA Public Service Excellence Award for the Year 2015.



Sanjiv Goenka, Conclave Chairman & Chairman, RP-Sanjiv Goenka Group and Piyush Goyal, Minister of State (IC) for Power, Coal and New & Renewable Energy, Government of India

Mr Firdose Vandrevala, President, AIMA delivered the welcome address; Mr Sanjiv Goenka, Conclave Chairman, and Chairman, RP-Sanjiv Goenka Group, gave a special address and the concluding remarks were made by Mr Sudhir Jalan, Chairman, Neo Foods Pvt Ltd.



Rahul Bajaj, Chairman, Bajaj Auto Limited, India, and Head, Bajaj Group, with the AIMA Life Time Achievement Award for Management for the Year 2015 and Uday Kotak, Executive Vice Chairman and MD, Kotak Mahindra Bank, with the AIMA-JRD Tata Corporate Leadership Award for the Year 2015



Rajiv Pratap Rudy, Minister of State (IC) of Skill Development & Entrepreneurship and Minister of State of Parliamentary Affairs, Government of India addressing

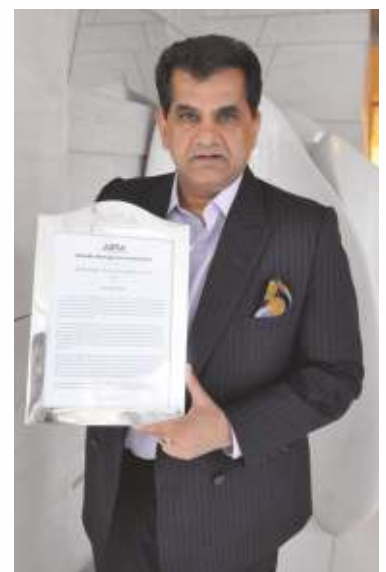
Some of the other speakers included Mr Rahul Bajaj, Chairman, Bajaj Auto Limited, India and Head, Bajaj Group; Mr R C Bhargava, Non-Executive Chairman of the Board, Maruti Suzuki India Ltd; Mr S Ramadorai, Chairman, National Skill Development Agency & National Skill Development Corporation; Mr Sunil Kant Munjal, Senior Vice President, AIMA and Chairman, Hero Corporate Service P Ltd; Mr Vineet Nayar, Former CEO of HCL Technologies and Founder, Sampark Foundation; Mr N K Singh, Former Member (Rajya Sabha), Economist and Senior Member, BJP;



(L-R) Shashi Tharoor, Member of Parliament, Lok Sabha and Chairman, Parliamentary Standing Committee on External Affairs and Firdose Vandrewala, President, AIMA



(L-R) Firdose Vandrewala, President, AIMA; T K Arun, Editor, The Economic Times and Jairam Ramesh, Senior Leader, Indian National Congress, Member of Parliament, (Rajya Sabha)



Amitabh Kant, CEO, NITI Aayog, with the AIMA Public Service Excellence Award for the Year 2015



(L-R) S Ramadorai, Chairman, National Skill Development Agency & National Skill Development Corporation; Sunil Kant Munjal, Senior Vice President, AIMA and Chairman, Hero Corporate Service P Ltd and Vineet Nayar, Former CEO, HCL Technologies and Founder of Sampark Foundation

Mr Shubhashis Gangopadhyay, Managing Trustee and Research Director, India Development Foundation; Mr D Shivakumar, Chairman and CEO - India Region, PepsiCo India Holdings Pvt Ltd; Mr Santosh Desai, Managing Director & CEO of Futurebrands India Ltd and Author, Columnist, Social Commentator; Ms Supriya Shrinete, Chief Editor-News, ET NOW, The Economic Times Channel, The Times of India Group; Mr T K Arun, Editor, The Economic Times; Mr Pranjal Sharma, Host, The Appointment, Zee Network; Mr Patu Keswani, Chairman and MD, Lemon Tree Hotels Ltd; Mr Rajesh Magow, Co-Founder & CEO – India, MakeMyTrip India Pvt Ltd; Mr Raaja Kanwar, Vice Chairman & Managing Director, Apollo



(L-R) R C Bhargava, Non-Executive Chairman of the Board, Maruti Suzuki India Limited; Sudhir Jalan, Chairman, Neo Foods Pvt Ltd and Rahul Bajaj, Chairman, Bajaj Auto Limited, India and Head, Bajaj Group



(L-R) D Shivakumar, Chairman and CEO-India Region, PepsiCo India Holdings Pvt Ltd; Supriya Shrinete, Chief Editor News, ET NOW, The Economic Times Channel, The Times of India Group and Santosh Desai, MD & CEO, Futurebrands India Ltd, and Author, Columnist, Social Commentator



Vivek Wadhwa, Fellow, Arthur & Toni Rembe Rock Centre for Corporate Governance, Stanford University and C P Gurnani, CEO and MD, Tech Mahindra



(L-R) Raaja Kanwar, Vice Chairman & Managing Director, Apollo International Limited; Rajesh Magow, Co-Founder & CEO – India, MakeMyTrip India Pvt Ltd; Pranjal Sharma, Host, The Appointment, Zee Network and Patu Keswani, Chairman and Managing Director, Lemon Tree Hotels Ltd.

International Limited; Mr Vivek Wadhwa, Fellow, Arthur & Toni Rembe Rock Center for Corporate Governance, Stanford University and Mr CP Gurnani, CEO and Managing Director, Tech Mahindra.

The 2nd NLC assessed the country's preparedness for the

new economy and identified ways to harness the intellectual and institutional resources to make India a creative superpower. It attracted around 600 delegates from industry, government, media and academia and was very well received.



(L-R) N K Singh, Former Member (Rajya Sabha), Economist and Senior Member, BJP; Supriya Shrinete, Chief Editor-News, ET NOW, The Economic Times Channel, The Times of India Group; Sunil Kant Munjal, Senior Vice President, AIMA and Chairman, Hero Corporate Service P Ltd and Shubhashis Gangopadhyay, Managing Trustee and Research Director, India Development Foundation



(L-R) Uddesh Kohli, Past President, AIMA; Shekhar Bajaj, Chairman & MD, Bajaj Electricals Ltd; Raaja Kanwar, Vice Chairman & MD, Apollo International Ltd; Rekha Sethi, Director General, AIMA; Rahul Bajaj, Chairman, Bajaj Auto Ltd, India and Head, Bajaj Group; Johannes Berchtold, COO, St Gallen Foundation for International Studies; Krishan Kalra, K L Chugh and J S Juneja, Past Presidents, AIMA

Knowledge Transfer



6th Senior Leadership Retreat



Participants at the 6th Senior Leadership Retreat

AIMA organised its 6th Senior Leadership Retreat during 5 – 7 February 2016 at Goa on the theme 'From Catch up to Leadership: Transforming Indian Outlook and Strategies'. This retreat was led by Mr Sunil Kant Munjal, Senior Vice President, AIMA and Chairman, Hero Corporate Service P Ltd.

The retreat was an interactive onsite learning programme designed to enhance leadership skills of the participants and take them to the next level. The programme was designed to develop effective leaders who are capable to transform and design competitive strategies that deliver real value in a global context, promote continuous innovation, and build high-performance organisations. The programme enabled participants to learn from the best minds in business.

The leaders who addressed retreat included Mr T V Narendran, Managing Director, Tata Steel Limited; Swami Sukhabodhananda, Founder Chairman of Prasanna Trust; Gen Bikram Singh, PVSM, UYSM, AVSM, SM, VSM (Retired), Former Chief of the Indian Army & Chairman, Chiefs of Staff Committee; Mr Rajdeep Sardesai, Senior Journalist and Consulting Editor, India Today Group; Mr Prasoon Joshi, Chief

Executive Officer, McCann World Group India; Mr Richard Rekhy, CEO of KPMG in India; Ambassador Deepak Vohra, Special Advisor to Prime Minister, Lesotho, South Sudan, Guinea-Bissau and to Ladakh Autonomous Hill Development Councils, Leh and Kargil; Mr Indranil Chakraborty, Founder, StoryWorks.



Sunil Kant Munjal, Senior Vice President, AIMA and Chairman, Hero Corporate Service P Ltd

3rd Marketing Retreat



Participants at the 3rd Marketing Retreat

AIMA organised its 3rd Marketing Retreat during 16-18 October 2015 at Goa on the theme of 'Strategies for an Accelerating World'. The retreat was organised under the chairmanship of Mr D Shivakumar, Chairman & CEO - India Region, PepsiCo India Holdings Pvt Ltd.

Some of the other speakers at the retreat included Ms Rama Bijapurkar, Co-Founder, People Research on India's Consumer Economy; Mr KV Sridhar 'POPS', Chief Creative Officer, India, Sapient Consulting Ltd; Mr Prashant Singh, Managing Director, Nielsen India; Mr Vineet Taneja, Chief Executive Officer, Micromax Informatics Ltd; Mr Naveen Kukreja, Group CMO, PolicyBazaar.com & Managing Director, PaisaBazaar.com; Mr Indranil Chakraborty (IC), Founder, Storyworks; Ms Anusha Shetty, CEO, Autumn Worldwide and Ms Babita Baruah, Executive Business Director, JWT Delhi.

The retreat was conducted in an experience sharing mode and the learning experience was very intensive and

interactive, encouraging high level of active participation by the delegates. It was a great opportunity for the delegates to listen to and interact with some of India's leading marketing professionals.



D Shivakumar, Chairman and CEO-India Region, PepsiCo India Holdings Pvt Ltd addressing the session

4th Young Leaders Retreat



Participants at the 4th Young Leaders Retreat

AIMA organised its 4th Young Leaders Retreat during 28 – 30 November 2015 at Goa on the theme 'Leading in a Fast Changing World'. The retreat was organised under the Chairmanship of Mr Sanjeev Bikhchandani, Founder and Executive Vice Chairman, Naukri.com and Mr Vineet Agarwal, Managing Director, Transport Corporation of India Ltd. Mr Harshvendra Soin, Global Head - Leadership Acquisition and Development, Tech Mahindra was the Programme Director.

Some of the other speakers at the retreat included Mr Bajjayant 'Jay' Panda, Indian politician, Member of the Lok Sabha, Biju Janata Dal; Gen (Retd) V P Malik, PVSM, AVSM, Former Chief of the Indian Army Staff; Mr D Shivakumar, Chairman & CEO-India Region, PepsiCo India Holdings Pvt Ltd; Mr Pramod Bhasin, Founder and Vice Chairman, Genpact; Mr Piyush Pandey, Executive Chairman and Creative Director, South Asia, Ogilvy & Mather India and Mr Manit Rastogi, Founder Partner, Morphogenesis.



Mr Bajjayant 'Jay' Panda, Indian politician, Member of the Lok Sabha, Biju Janata Dal

The retreat focused on having a healthy debate on the traits and competencies required to equip leaders for the challenges that face them in the future enabling them to enhance their leadership skills and help them grow as future business leaders.

4th Marketing Retreat



Participants at the 4th Marketing Retreat

AIMA organised the 4th edition of its Marketing Retreat 2016 in Goa, from 19-21 August 2016. The theme of the Retreat was 'Marketing to the Empowered Consumer'. The retreat was led by Mr D Shivakumar, Chairman & CEO – India Region, PepsiCo India Holdings Pvt Ltd.

The retreat covered one of the most challenging aspects of marketing today, the incredible velocity of change. Information is power, and the age of mass marketing has given way to the age of the empowered consumer.

Some of the eminent speakers who shared their insights on the theme included Mr Santosh Desai, MD & CEO, Futurebrands India Ltd; Mr Piyush Pandey, Executive Chairman and Creative Director, South Asia, Ogilvy & Mather India; Mr Sandeep Bhushan, Business Head, FMCG and Media, India and South Asia, Facebook India; Mr Senthil Kumar, Chief Creative Officer, JWT; Ms Hamsini Shivakumar, Owner, Leapfrog Strategy Consulting; Ms Preeti Reddy, Chief Executive Officer, Kantar Consumer Insights, South Asia; Ms Anusha Shetty, CoFounder & CEO, Autumn Worldwide and Mr Indranil Chakravorty, Founder, StoryWorks.

Age of
the empowered
consumer



(L-R) Sandeep Bhushan, Business Head, Consumer Goods and Media Businesses, Facebook, India and South Asia; Santosh Desai, MD & CEO, Futurebrands India Ltd; Hamsini Shivakumar, Brand Consultant & Semiotician Director, Leapfrog Strategy Consulting, Co-founder, Semiofest; Preeti Reddy, CEO, Kantar Consumer Insights, South Asia and D Shivakumar, Chairman & CEO – India Region, PepsiCo India Holdings Pvt Ltd

Digital & Social Marketing Retreat

AIMA organised its first Digital & Social Marketing Retreat on the theme 'Marketing in a Mobile-First World: Strategies for the Connected World' from 22 - 24 January 2016 at Goa. The retreat was co-chaired by Ms Kirthiga Reddy, then Managing Director, Facebook India and Mr D Shivakumar, Chairman & CEO - India Region, PepsiCo India Holdings Pvt Ltd. The retreat aimed to help marketers develop new go-to-market strategies, including building a mobile footprint to connect with the customers anytime and anywhere. The delegates learnt how to use consumer data captured from digital platform. The objective was to help them acquire social media skills and gaming savvy to connect with the millennials, and adoption of high end technologies to stay ahead of rivals.

The retreat was conducted in an experience sharing mode and the learning was very intensive and interactive, encouraging high level of active participation and interaction by the delegates.

Some of the other eminent speakers who addressed the participants included Mr Alok Kejriwal, CEO & Co-founder, Games2win; Mr Hari Menon, Chief Executive Officer, BigBasket.com; Mr Devendra Chawla, Group President - Food



(L-R) D Shivakumar, Chairman & CEO – India Region, PepsiCo India Holdings Pvt Ltd; Kirthiga Reddy, then Managing Director, Facebook India; Rekha Sethi, Director General, AIMA and Hari Menon, Chief Executive Officer, BigBasket.com

FMCG, Brands, Future Group; Ms Anusha Shetty, Co-Founder & CEO, Autumn Worldwide; Ms Dolly Jha, Executive Director, Marketing Effectiveness, Nielsen India; Mr Gautam Mehra, Vice President and Head–Social Media, iProspect and Mr Ashish Khazanchi, Managing Partner, Enormous Brands. The retreat was attended by over 25 participants and was very well received.



Participants at AIMA's first Digital & Social Marketing Retreat

5th HR Leadership Retreat

AIMA organised its 5th HR Leadership Retreat during 17 - 19 June 2016 at Goa on the theme 'HR in the Digital World'. The retreat was led by Mr T V Mohandas Pai, Chairman, Manipal Global Education Services. The objective was to learn from the experiences of successful leaders and organisations on how to efficiently meet the needs of a changing, complex market and develop leaders both for business and HR in this new digital paradigm shift.

Other eminent speakers who shared their thoughts were Mr Richard Rekhy, Chief Executive Officer, KPMG in India; Mr Rajesh Magow, Co-Founder & CEO – India, MakeMyTrip India Pvt Ltd; Mr Sandip Sen, Global CEO, Aegis Limited; Mr S Chandrasekhar, President & Global Head of HR, Dr Reddy's Laboratories Ltd; Mr Rajeev Bhaduria, Director Group HR, Jindal Steel & Power Ltd; Mr Thiru A Thirunavukkarasu, President HR, JK Organisation; Mr Richard Lobo, Senior Vice President and Head HR, Infosys. The retreat was structured on the thought that digital and internet technologies have

radically changed the way we work, requiring a tremendous change in all areas of human resources. The retreat was well received and witnessed active participation from the delegates.



Developing leaders
for business & HR
in the radically changing
digital era



5th HR Senior Leadership Retreat participants

Global Procurement Summit 2016



(L-R) P Dwarkanath, Head Group, Human Capital, Max India; Sandeep Verma, Home Secretary, Government of Rajasthan; Madhav Lal, Former Secretary, Ministry of MSME and Abduljabbar H Al-Qathab, Lead Procurement Specialist, World Bank Washington

AIMA organised its first Global Procurement Summit 2016 in partnership with the World Bank and the Ministry of Micro, Small and Medium Enterprises in New Delhi on 21-22 April 2016. The summit provided a comprehensive view into what is happening in the world of Procurement and captured the experience, performance, perspective and intentions of top level procurement professionals. It presented successful strategies and benchmarks that procurement leaders can use to gain insight into best practices and hence improve the operations and performance. The Summit also highlighted the need for Governments to analyse the impact and cost benefits before introducing and implementing preferential procurement policies.

The Summit was inaugurated by Mr Madhav Lal, former Secretary, Government of India. Mr Lal highlighted the strategic role gained by Procurement at senior Government levels and shared his experience in developing the

preferential procurement policies for small and medium enterprises that throw up the challenges of lack of data analytics and adequate capacity in the system.

The eminent speakers who addressed the Global Procurement Summit 2016 were top officials from Ministry of Micro Small & Medium Enterprises, Ministry of Finance, Public Procurement Division, Ministry of Railways, Government of Rajasthan and Kerala including some international speakers. Some of the speakers included Mr Abduljabbar Al-Qathab, Lead Procurement Specialist, World Bank Washington; Mr A K Kalesh Kumar, Capacity Building Coordinator, South Asia Procurement, The World Bank; Dr Krishan K Batra, President & CEO, Institute of Supply Management, India; Mr Sanjay Agarwal, Director, PPD, Department of Public Expenditure, Ministry of Finance, Government of India; Mr Chaithanya Chava, Director – Public Sector & Governance - GRID - Pricewaterhouse Coopers

Private Limited; Ms Swayamsidha Mohanty, Sr Procurement Specialist, World Bank; Mr Pravin K Purang, Management Advisor Jindal; Ms Irina Goncharova, World Bank, Kyrgyz Republic; Prof Samir Srivastava, Professor, IIM Lucknow; Dr Rathan Kelkar, CEO, Centre for e-Governance, Government of Karnataka; Mr Ved Prakash, CMD, MMTC; Dr Chaiyod Bunyagidj, Vice President, Thailand Environment Institute; Mr Madhu Sudan Sahoo, Member, CCI; Mr Sandeep Verma, Home Secretary, Government of Rajasthan and Mr Anna Pinto Herbert, Sr Operations Officer, Integrity Vice Presidency, World Bank, Washington amongst others.

World Bank also launched the Hindi language version of its flagship Certificate Programme in Public Procurement (CPPP), offered as Massive Open Online Course. The event was well received with 230 participants from about 15 countries. The topical themes and in depth discussions were highly appreciated by participants. This Summit helped in

bringing into focus many important developments in Procurement that countries in the region are presently addressing.

World of Procurement -
experience,
performance,
perspective and
intentions

Talk on 'To The Brink And Back'

AIMA organised a talk with Mr Jairam Ramesh, Member of Parliament on his book 'To the Brink and Back' on 12 April 2016. The present government must learn the art of political consensus building from P V Narasimha Rao, who ushered in the radical economic reforms in 1991 despite heading a minority government, said Mr Jairam Ramesh, Member of Parliament and former minister, who was a key aide of the Prime Minister during the 33 days of revolutionary change in 1991.

Mr Richard Rekhy, Chief Executive officer, KPMG in India chaired the session. The programme was very well received.



Jairam Ramesh, Member of Parliament and Richard Rekhy, Chief Executive Officer, KPMG in India

Insight Storm



(L-R) Kabir Bedi, Indian television and film actor; Firdose Vandrevalla, President, AIMA and Ajay Bijli, Chairman & Managing Director, PVR Cinemas

AIMA and innovation think-tank, Storm the Norm held the inaugural edition of Insight Storm on 10 August 2016 at Mumbai where Mr Firdose Vandrevalla, President, AIMA delivered the welcome address.

Some of the other speakers included Mr Kabir Bedi, Indian television and film actor; Mr Arnab Goswami, Editor-in-chief, Times Now and ET Now; Mr Sam Balsara, Founder, Chairman and Managing Director, Madison World and Madison Communications; Ms Dia Mirza, Model, Actor, Producer and Social Activist; Mr Ajay Bijli, Chairman & Managing Director, PVR Cinemas; Mr Raj Nayak, CEO, Colors - Viacom 18; Mr Neeraj Roy, MD and CEO, Hungama Digital Media Entertainment; Mr Ashish Hemrajani, Founder-CEO, Bigtree Entertainment; Mr Vikas Behl, Film Producer, Screenwriter, and Director (Phantom Films); Ms Ananya Birla, Founder of Svatantra Microfinance; Mr Ashwini Sanghi, Thinker, Speaker, Writer and Storyteller; Mr Mahesh Murthy, Founder, Pinstorm and Co-founder, Seedfund; Mr Rohan Joshi, Stand-up Comedian, Writer and TV Presenter; Ms Radha Kapoor, Founder & Executive Director of the Indian School of Design and Innovation (ISDI); Ms Malini Agarwal, Founder & Blogger-



Arnab Goswami, Editor-in-chief, Times Now and ET Now; Ranjan Malik & Anisha Motwani, Co-founders & Managing Partners, Storm The Norm Ventures and Sam Balsara, Founder, Chairman and Managing Director, Madison World and Madison Communications

in-Chief, MissMalini.com; Mr Roshan Abbas, Radio Jockey, Theatre Actor, TV Anchor, Writer, and Director; Mr Jatin Das, Indian painter and sculptor; Ms Anisha Motwani & Mr Ranjan Malik, Co-founders & Managing Partners, Storm The Norm Ventures amongst others. The programme's unique format was appreciated by the delegates.



(L-R) Rekha Sethi, Director General, AIMA; Najma A Heptulla, Former Union Minister of Minority Affairs, Government of India; Veena Swarup, Former Director HR, Engineers India Ltd and Suvojoy Sengupta, Partner, McKinsey & Company

Women's Quiz - Pragati

AIMA organised 'Pragati : Celebrating Achievements of Women' on 30 March 2016 at New Delhi. Pragati featured a panel discussion on the theme 'Unlocking Potential : From Inspiration to Action' followed by a unique women's quiz.

The Chief Guest of the event was Dr Najma A Heptulla, former Union Minister of Minority Affairs, Government of India. Ms Veena Swarup, former Director (HR), Engineers India Limited, chaired the conference and the keynote address at the valedictory session was given by Capt Usha Banerjee, Group Director Nursing, Apollo Hospitals Group.

Some of the other speakers at Pragati included Dr Shikha Sharma, Founder Managing Director of Dr Shikha Sharma Nutri-health Systems; Mr Suvojoy Sengupta, Partner, McKinsey & Company; Ms Anika Agarwal, VP and Head – Marketing, Digital and Direct Sales, Max Bupa Health Insurance; Ms Ester Martinez, CEO & Editor-in-Chief, People Matters; Ms Poonam Kaul, Vice President – Communication, Pepsico India Holdings Pvt Ltd; Ms Anuja Bansal, Secretary General, SOS Village; Ms Neerja Singh, Group Executive Vice President and Regional Head (North and East), Yes Bank and Ms Sabih Kidwai, Director – HR Schneider Electric



Najma A Heptulla, Former Union Minister of Minority Affairs, Government of India addressing

Infrastructure Ltd.

The grand finale of AIMA's special women's quiz – Pragati was also held on the occasion, conducted by the quiz masters Mr SPS Jaggi and Mr V Kumar. RBI team was declared as the Champion, followed by Daimler India Commercial Vehicles team as the 1st runners-up and Tata Steel as the 2nd runners-up. Capt Usha Banerjee, Group Director Nursing, Apollo Hospitals Group along with Ms Veena Swarup, former Director (HR), Engineers India Limited, gave away the trophies along with the cash prizes to the winning teams.

6th MSME Convention

AIMA in partnership with Ahmedabad Management Association organised its 6th MSME Convention on 11 June 2016 at Ahmedabad on the theme 'Make in India Growth Opportunities for MSME's'. The convention was inaugurated by Mr G R Aloria, Chief Secretary, Government of Gujarat.

The convention was chaired by Dr J S Juneja, Chairman, AIMA MSME Committee & Chairman, Global Project and Services Pvt Ltd. Mr Arvind Agarwal, Additional Chief Secretary (Industries & Mines), Government of Gujarat; Mr Rajiv Vastupal, CMD, Rajiv Petrochemicals and Mr Tushar Patel, President, Ahmedabad Management Association also addressed the gathering.

Some of the other distinguished speakers at the convention included Mr S N Tripathi, Additional Secretary & Development Commissioner, Ministry of MSME; Prof Pankaj Chandra Chairman, Board of Management, Ahmedabad University; Ms S Uma Shanmukhi, DGM (SME), State Bank of India; Mr. Viranchi Shah, President elect, Indian Drugs Manufacturers Association;

Mr Shailesh Patwari, Vice President, Gujarat Chamber of Commerce; Mr Pramod Vijayvarghia, DGM, SIDBI; Dr Vipin Kumar, Chief Innovation Officer, National Innovation Foundation; Mr Ashok Bhatia, President-Emerging Markets, Zydus Cadila; Mr Rajiv Gandhi, CEO & MD, Hester Biosciences Ltd; Dr Sunil Shukla, Director, EDI; Mr Rajendra Shah, Chairman, Harsha Engineers Ltd; Mr Parag Desai, Executive Director, Wagh Bakri Group; Mr Sanjay Rai, MD, Kandla Energy & Chemicals Ltd; Prof Yoginder K Alagh, Chancellor, Central University of Gujarat & Nagaland University; Dr Jaimin Vasa, MD, Vasa Pharmachem; Mr Sunil Parekh, Corporate Advisor & Member, Vibrant Gujarat Advisory Board and Mr Sunil Kumar, President, India SME Forum.

The convention concluded with a panel discussion on the proposed new MSME policy which was chaired by Mr S N Tripathi, Additional Secretary & Development Commissioner, Ministry of MSME. The convention was attended by around 225 people.



(L-R) Raj Agrawal, Director, AIMA; Rajiv Vastupal, CMD, Rajiv Petrochemicals; G R Aloria, Chief Secretary, Government of Gujarat; Arvind Agarwal, Additional Chief Secretary (Industries & Mines), Government of Gujarat; J S Juneja, Chairman, AIMA MSME Committee & Chairman, Global Project and Services Pvt Ltd and Tushar Patel, President, Ahmedabad Management Association

SME Conclave



Speakers at the SME Conclave

AIMA organised an SME Conclave on 28 November 2015 at Faridabad in collaboration with Faridabad Management Association. The theme of the Conclave was 'Pathway to Business Success-the Way Forward', wherein the need for SMEs to become globally competitive through innovative marketing and adhering to international quality standards was emphasised. The conclave was led by Dr J S Juneja, Chairman, AIMA-MSME Committee and Past President, AIMA.

Some of the other speakers at the conclave included Mr Abhay Kapoor, President, FMA; Dr H P Kumar, former CMD, NSIC Ltd; Mr Anil Kumar, AGM (SME), Canara Bank, Parimal Thakkar, AVP, SMERA; Mr Avik Mitra, Advisor, Quality Council of India; Mr Navneet Kaushal, CEO, Pagettraffix Inc; Mr Kunwer Sachdev, MD, Su-Kam Power Systems; Mr Prasoon, Founder, Sattviko; Dr Jyoti Rana, Associate Professor, DAVC College and Dr R N Basu, Chairman, Neo Institute of Quality Management. The conclave witnessed a participation of over 200 and was very well received.

Pathway to
business
success through
innovative
marketing &
international quality
standards

13th National HRM Summit

AIMA organised its 13th National HRM Summit on the theme 'HR 2.0: Re-inventing HR Practices for the New Workforce' on 10 December 2015 at New Delhi. The summit was chaired by Mr T V Mohandas Pai, Vice President, AIMA and Chairman, Manipal Global Education Services; Ms Nandita Gurjar, former Global Head HR & Member Executive Council, Infosys was the Summit Director and Deloitte was the Knowledge Partner.

Mr Vinay Sheel Oberoi, Secretary, Department of Higher Education, Ministry of Human Resource Development, Government of India delivered the inaugural address and released a report of the Task Force on 'Indian Management Education: A Way Forward'. Mr Sunil Kant Munjal, Senior Vice President, AIMA and Chairman, Hero Corporate Service P Ltd was the keynote speaker. Some of the other eminent speakers who addressed the summit were Mr Vijay K Thadani, Vice Chairman & Managing Director, NIIT Ltd and Co-Founder, NIIT University; Mr Sushil Muhnot, Chairman and Managing Director, Bank of Maharashtra; Mr Mekin Maheswari, Chief

People Officer, Flipkart; Mr T R Balachandran, Founder and CEO, Turning Point Career Solutions; Mr Sudhakar Rao, Vice President, Success Factors - An SAP Company; Ms Sangeeta Talwar, Managing Partner, Flyvision Consulting LLP; Mr Prashant Sharma, President, Human Resources and Corporate Communications, Zydus Group; Mr Richard Lobo, Senior Vice President & Head Human Resources, Infosys Limited; Mr Ajaybir Singh Bakshi, Director, Human Resources, Vodafone Shared Services, India; Mr Deepak Bharara, Chief Human Resource Officer, Lanco Group and Mr A Thirunavukkarasu, President, Corporate HR, JK Organisation (EZ).

As part of the summit, AIMA also organised a Case Study Contest on 'HR 2.0 : Re-inventing HR Practices for the New Workforce'. The winner of the contest was Manipal Health Enterprises Pvt Ltd and Jindal Steel & Power Ltd was declared the 1st runner up. Over 250 professionals from across India participated in the summit.



(L-R) Sunil Kant Munjal, Senior Vice President, AIMA and Chairman, Hero Corporate Service P Ltd; Vinay Sheel Oberoi, Secretary, Department of Higher Education, Ministry of Human Resource Development, Government of India and TV Mohandas Pai, Summit Chairman & Vice President, AIMA and Chairman, Manipal Global Education Services



(L-R) Row 1: Piyush Pandey, Executive Chairman & Creative Director, South Asia Ogilvy & Mather India; Vijay K Thadani, Vice Chairman & Managing Director, NIIT Ltd; Prabhu Chawla, Editorial Director, The New Indian Express Group; D Shivakumar, Chairman and CEO - India Region, PepsiCo India Holdings Pvt Ltd and Ambassador Deepak Vohra, Veteran Diplomat & Special Advisor to the Prime Minister of the Republic of Guinea Bissau. (L-R) Row 2: Justice N Santosh Hegde, Former Lokayukta Government of Karnataka; Maj Gen Raj Mehta, Author and Army Officer (Retd); Raghunath Medge, President, Nutan Mumbai Tiffin Box (The Mumbai Dabbawalas); R Gopalakrishnan, Former Director, Tata Sons and Vineet Nayar, Founder of Sampark Foundation & Former CEO, HCL Technologies

Shaping Young Minds Programme

AIMA's Shaping Young Minds Programme provides an opportunity for young managers and students to interact with iconic achievers from different fields. The leaders speak anecdotally about their life and professional experiences with an aim to inspire the young professionals to achieve success in their career and life.

During the year AIMA conducted 5 SYMPs at Kerala, Baroda, Ludhiana, Thrissur, Guwahati on 9 December 2015, 8 January 2016, 10 March 2016, 20 April 2016 and 2 September 2016 respectively. These programmes were conducted in collaboration with Kerala Management Association, Baroda Management Association, Ludhiana Management Association, Thrissur Management Association and Guwahati Management Association. While all SYMPs were well received, the SYMP conducted at Thrissur had a record participation of over 1500 students.

Some of the iconic leaders who addressed AIMA SYMPs included Mr D Shivakumar, Chairman and CEO - India Region, PepsiCo India Holdings Pvt Ltd; Mr Piyush Pandey, Executive Chairman & Creative Director, South Asia Ogilvy & Mather India; Mr Vineet Nayar, Founder of Sampark Foundation & Former CEO of HCL Technologies; Mr Vijay Thadani, Vice Chairman & Managing Director, NIIT Ltd; Mr R Gopalakrishnan, Former Director, Tata Sons; Ambassador Deepak Vohra, Veteran Diplomat & Special Advisor to the Prime Minister of the Republic of Guinea Bissau; Justice N Santosh Hegde, Former Lokayukta Government of Karnataka; Mr Prabhu Chawla, Editorial Director, The New Indian Express Group; Mr Raghunath Medge, President, Nutan Mumbai Tiffin Box (The Mumbai Dabbawalas) & Maj Gen Raj Mehta, Author and Army Officer (Retd).

Business Simulation Programme



The winning team of the 19th Student Management Games (SMG) from Management Development Institute

Management Competitions

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 and efficient utilisation of human, finance and material resources, identifying opportunities and dealing with crisis in business.

25th National Competition for Business Management Simulations (NMG-2016)

The NMG-2016 saw massive participation across the country. The National Finals were held on 27 May 2016. Amidst all the regional finalists from the North, West, East and South Zones, Power Grid emerged as the national champions in NMG-2016; NTPC and ONGC closely followed as the first and second runners up. The champion and the first runners up teams went on to represent India at the Asian Management Games.

19th Student Management Games

The 19th National Competition for Student Management Simulation Games, popularly known as SMG, was held in September-October 2015. Amongst the 108 teams that

participated across the country, MDI, Gurgaon were the champions, Master School of Management, Meerut and Pacific University, Udaipur emerged as the 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. 36 such programmes were conducted for various companies with more than 2000 managers across various levels, as beneficiaries. Some of the business houses that conducted the programme this year were Maruti Suzuki, Sulzer, Exide, EIL, NTPC, ONGC, NHPC, HPCL, IOCL, BPCL, SAIL, LMA, Ashok Leyland, Vedanta, NALCO, CESC, Hero MotoCorp, Tata Steel etc.

Business Simulation Programme – Management Institution

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 ISB Hyderabad and Mohali, Jaipuria, Pacific Udaipur, KIIT Bhubhaneswar, AKGIM.

Management Quiz & Competitions

AIMA – 16th National Management Quiz & 3rd HR Quiz (Shakti)

AIMA organised its 16th National Management Quiz & 3rd HR Quiz (Shakti) National Grand Finale on 19 December 2015 at New Delhi. AIMA's National Management Quiz (NMQ) and HR Quiz, organised every year are the lead events in the annual management calendar of the country. The NMQ is designed as an innovative and interactive Quiz to facilitate, sharing and development of managerial skills beyond the conventional boundaries of management training whereas HR Quiz is designed to help participants embrace the latest HR trends and concepts and be aware of best HR practices.

The NMQ and HR Quiz were held at Regional Rounds at Bangalore, Kolkata, Mumbai & New Delhi. The top two teams from each region were invited to compete at the National Grand Finale at New Delhi. Around 150 teams from all across the country participated in the Quiz. Mr Ajay Poonia was the Quiz Master. The winners of the 16th National Management Quiz were from ICRA followed by TCS as 1st runner up and

Godrej and Boyce as 2nd runner up. The winners of 3rd HR Quiz were from ICRA followed by NTPC as 1st runner up and SAIL as 2nd runner up.

AIMA – 17th National Management Quiz (NMQ) 2016

AIMA organised the 17th edition of the National Management Quiz in May 2016 in Bangalore, Kolkata, Mumbai and New Delhi. The programme witnessed a participation of over 80 teams from all over India comprising of both private and PSU companies.

The Grand Finale was organised along with the Northern region round on 28 May 2016 at New Delhi. The finals brought together the sharpest young minds to tackle the tough and interesting questions thrown at them. It was a superb show of copious flow of knowledge and intelligence packed in exciting rounds. The winners for this year's contest was Tata Consultancy Services Ltd followed by SAIL and SAB Miller as 1st and 2nd runners up respectively.



16th National Management Quiz & 3rd HR Quiz winners



17th National Management Quiz winning teams

42nd National Competition for Young Managers 2016

The 42nd National Competition for Young Managers (NCYM) was organised on the theme 'Breaking Through: Making India a Creative Superpower'. The NCYM was held at two levels, regional and national. The regional rounds were held at New Delhi, Kolkata, Mumbai & Bangalore with the Grand Finale held at New Delhi on 12 August 2016. The Jury was chaired by Dr Aquil Busrai, Chief Executive Officer Aquil Busrai

Consulting and the Chief guest was Dr Prabhu Aggarwal, Chief Learning Officer, Jindal Steel & Power Ltd.

Around 100 teams participated in the 42nd National Competition for Young Managers. Bosch Ltd emerged as the National Champions, GE (T&D) India Ltd were the 1st runner up and BPCL were the 2nd runner up.



Winners of the 42nd National Competition for Young Managers

Interactive Sessions

AIMA organises an Interactive Session with an eminent professional for its members every month.

Sessions held include :

- 'Sexual Harassment at Workplace – A Management Perspective' with Mr Pankaj Sharma, Chief Trustee, Centre for Transforming India, 30 October 2015.
- 'Impact of Digital and Social Media on Corporate Competitiveness' with Mr Pranjal Sharma, Host – The Appointment, Zee Network, 27 November 2015.
- 'Luxury is Excellence' with Ms Ritu Beri, International Fashion Designer and President, The Luxury League and Ms Sylvie Polette, Founder, The Heart of Luxury, Paris, 8 December 2015.
- 'Six Lenses' with Mr R Gopalakrishnan, Director – Tata Sons, 18 December 2015. Mr D Shivakumar, Chairman & CEO, India Region, PepsiCo India Holdings Pvt Ltd was the Keynote Speaker.
- 'Entrepreneurship & Innovation' with Dr Anuradha Basu, Professor of Entrepreneurship and Director, Silicon Valley Center for Entrepreneurship, Lucas College & Graduate School of Business, San Jose State University, California, 20 January 2016.
- 'What is Maturity in Life and Corporates' with Mr Anil Kumar Khaitan, Chairman – SNK Group, 24 February 2016
- 'Leadership Excellence Through Spiritual Vision and Practice' with Swami Bodhananda, Founder and Director, Sambodh Foundation, 18 March 2016.
- 'Storm the Norm – Untold Stories of 20 Brands that did its Best', Ms Anisha Motwani, author, business strategist, speaker and columnist, 20 April 2016.
- 'How to Develop Performing Teams' with Dr Anil Sethi, Founder G K Group of Companies, Co-Founder of Healthcare Tech Startup drsafehands.com, 26 April 2016.
- 'Growth Hacking' with Mr Apurva Chamaria, VP and Head of Corporate Marketing, HCL Technologies, 27 May 2016.
- 'India Can - Ideate, Innovate, Transform' with Mr Ravi Nawal, Author and Expert on Innovation and Strategy, 24 June 2016.
- 'Leadership by Proxy: The Story of Women in Corporate India' with Ms Poonam Barua, Founder Chairman, WILL Forum India, 22 July 2016. The session was chaired by Ms Sangeeta Talwar, Managing Partner, Flyvision Consulting.
- 'Nawabs, Nudes, Noodles – India through 50 Years of Advertising' with Dr Ambi Parameswaran, Brand Strategist and Founder of Brand-Building.com, 8 August 2016. The session was chaired by Mr D Shivakumar, Chairman and CEO, India Region, PepsiCo India Holdings Pvt Ltd.



(L-R) Ritu Beri, International Fashion Designer and President, The Luxury League; Ambi Parameswaran, Brand Strategist and Founder, Brand-Building.com & Author; R Gopalakrishnan, Director, TATA Sons Ltd; Apurva Chamaria, Vice President and Head of Corporate Marketing, HCL Technologies; Swami Bodhananda, Founder and Director, Sambodh Foundation

Management & Entrepreneurship and Professional Skills Council

Management & Entrepreneurship and Professional Skills Council (MEPSC), was successfully incorporated as a Section - 8 (Not for Profit Company) under the Companies Act 2013 on 15 December 2015.

MEPSC is being promoted by AIMA as its sole promoter. As an emerging Sector Skills Council, MEPSC is committed to create technically and professionally competent workforce and industry professionals for both national and international markets.

Mr Sunil Kant Munjal, Sr Vice President, AIMA and Chairman, Hero Corporate Service P Ltd is leading this initiative as Chairman of the Council. Mr T V Mohandas Pai, Chairman, Manipal Global Education Services has been appointed as the Vice Chairman. Other members on the MEPSC Board include

Mr Jayant Krishna, MD & Director & CEO, NSDC; Mr Firdose Vandrevala, President, AIMA; Mr H M Nerurkar, Chairman of Mining SSC; Ms Preetha Reddy, Executive Vice Chairperson, Apollo Hospitals Enterprise Ltd; Dr Naresh Trehan, Chairman, Healthcare SSC; Prof Dr Ashish Nanda, Director, IIM Ahmedabad; Mr Sanjeev Bikhchandani, Founder and Executive Vice Chairman of Info Edge (India); Prof Dr Rajan Saxena, Vice Chancellor, Narsee Monjee Institute of Management Studies; Mr Richard Rekhy, CEO, KPMG in India; Ms Rekha Sethi, Director General, AIMA; Mr Y K Upadhyay, National President, Indian Society for Training and Development; Dr Sunil Abrol, President, Institute For Consultancy and Productivity Research and Lt Gen Dr S P Kochhar, CEO Telecom SSC. Col Anil Kumar Pokhriyal, has been appointed as the Chief Executive Officer of MEPSC.



Global



India Conference – UAE



(L-R) Rekha Sethi, Director General, AIMA; Anurag Bhushan, Consul General of India, Dubai; Sunil Kant Munjal, Senior Vice President, AIMA and Chairman, Hero Corporate Service P Ltd; H E Sheikh Nahyan bin Mubarak Al Nahyan, Cabinet Member and Minister of Culture and Knowledge Development, UAE; T P Seetharam, Ambassador of India to the United Arab Emirates and Tayeb A Kamali, Chairman, Emirates Driving Company and Former Vice Chancellor, Higher Colleges of Technology, UAE

AIMA organised its first India conference on 15 March 2016 on the theme 'Building Human Capital for the Knowledge Economy' at Dubai.

Delivering the inaugural address, His Excellency Sheikh Nahyan bin Mubarak Al Nahyan, Cabinet Member and Minister of Culture and Knowledge Development, UAE said, "Both India and the United Arab Emirates see the development of knowledge economies as a natural extension of their long-standing role at the centre of world trade and cultural exchange."

The conference was chaired by Mr Sunil Kant Munjal, Sr Vice President, AIMA and Chairman, Hero Corporate Service P Ltd. Mr T P Seetharam, Ambassador of India to the UAE, and Mr Anurag Bhushan, Consul General of India in Dubai, also addressed the gathering and spoke about mutual cooperation at economic and cultural levels.

Some of the other speakers included, Mr Rajiv Luthra, Founder & Managing Partner, Luthra & Luthra Law Offices; Mr Rajive Kaul, Chairman, NICCO Corporation Ltd; Mr Paras Shahdadpuri, Chairman, NIKAI Group of Companies;

Mr Richard Rekhy, Chief Executive Officer, KPMG in India; Dr Sven Rohte, Chief Commercial Officer, National Health Insurance Company – Daman; Dr Naresh Trehan, Chairman & Managing Director, Medanta - The Medicity; Mr Rahul Khosla, President, Max Group and Chairman, Max Healthcare;



H E Sheikh Nahyan bin Mubarak Al Nahyan, Cabinet Member and Minister of Culture and Knowledge Development, UAE



(L-R) Richard Rekhy, Chief Executive Officer, KPMG in India; Rajive Kaul, Chairman, NICCO Corporation Ltd; Rajiv Luthra, Founder & Managing Partner, Luthra & Luthra Law Offices and Paras Shahdarpuri, Chairman, NIKAI Group of Companies



Saoud Al Mulla, Executive Director for Academic Affairs and Karen Symms Gallagher, Emery Stoops and Joyce King Stoops Dean, University of Southern California - Rossier School of Education



T P Seetharam, Ambassador of India to the United Arab Emirates



H E Sheikh Nahyan bin Mubarak Al Nahyan, Cabinet Member and Minister of Culture and Knowledge Development, UAE, with conference speakers

Expansion and evolution of innovative Indian business models



(L-R) Naresh Trehan, Chairman & Managing Director, Medanta - The Medicity; Zaid Daoud Al Siksek, Former CEO, Health Authority of Abu Dhabi (HAAD); Sven Rohte, Chief Commercial Officer, National Health Insurance Company – Daman and Rahul Khosla, President, Max Group, and Chairman, Max Healthcare

Mr Zaid Daoud Al Siksek, Former CEO, Health Authority of Abu Dhabi (HAAD); Mr Pramod Bhasin, Founder, Genpact and Chairman, The Skills Academy; Mr T V Mohandas Pai, Vice President, AIMA and Chairman, Manipal Global Education Services; Dr Saoud Al Mulla, Executive Director for Academic Affairs and Ms Karen Symms Gallagher, Emory Stoops and Joyce King Stoops Dean, University of Southern California - Rossier School of Education.



Pramod Bhasin, Founder, Genpact, and Chairman, The Skills Academy and T V Mohandas Pai, Vice President, AIMA, and Chairman, Manipal Global Education Services

The conference was a huge success and witnessed policy makers, entrepreneurs and thought leaders discuss further prospects of economic engagement between the two nations.



(L-R) T P Seetharam, Ambassador of India to the United Arab Emirates; Sunil Kant Munjal, Senior Vice President, AIMA and Chairman, Hero Corporate Service P Ltd; H E Sheikh Nahyan bin Mubarak Al Nahyan, Cabinet Member and Minister of Culture and Knowledge Development, UAE; Naresh Trehan, Chairman & Managing Director, Medanta - The Medicity and Anurag Bhushan, Consul General of India in Dubai

US – India Conference



(L-R) Solomon Darwin, Executive Director, Haas School of Business, UC, Berkeley; Rekha Sethi, Director General, AIMA; Venkatesan Ashok, Consul General of India, San Francisco; Nicholas Dirks, Chancellor, University of California, Berkeley; Richard Lyons, Dean, Haas School of Business, UC Berkeley; Preetha Reddy, Conference Chairperson & Executive Vice Chairperson, Apollo Hospitals Enterprise Ltd and Diane Farrell, Deputy Assistant Secretary for Asia US Department of Commerce, International Trade Administration

AIMA, in its endeavour to promote innovative and global management thinking among Indian enterprises, organised the US-India Conference in association with Haas School of Business, University of California, Berkeley on 8 July 2016 on the theme 'Managing India's Growing Role in the Global Economy: Opportunities for India-US Partnership' in California, USA.

The conference witnessed policymakers, educationists and entrepreneurs of India and the US came together at the Haas School of Business, UC Berkeley to discuss cooperation between the two countries in the areas of knowledge, technology and geo-economic leadership.

The conference was chaired by Ms Preetha Reddy, Executive



Ram K Reddy, President-Elect, TIE Silicon Valley and Chairman, Global Industry Analysts, Inc and Sam Pitroda, Telecom Inventor, Entrepreneur and Policy Maker

Vice Chairperson, Apollo Hospitals Enterprise Ltd. Some of the keynote speakers included Mr Nicholas Dirks, Chancellor, University of California, Berkeley; Mr Venkatesan Ashok, Consul General of India, San Francisco; Ms Diane Farrell, Deputy Assistant Secretary for Asia, US Department of Commerce, International Trade Administration; Mr Richard Lyons, Dean, Haas School of Business, UC Berkeley; Mr Sachin Pilot, President, Rajasthan Pradesh Congress Committee and Former Union Minister for Corporate Affairs, Government of India; Mr Sam Pitroda, Telecom Inventor, Entrepreneur and Policy Maker; Mr Solomon N Darwin, Executive Director, Center for Corporate Innovation, Haas School of Business, UC Berkeley and Ms Rekha Sethi, Director General, AIMA.

On the occasion, the AIMA Managing India Award 2015 for Emerging Business Leader of the Year was presented to Dr Vishal Sikka, CEO, Infosys Ltd.

Some of the other eminent speakers who addressed the conference included Dr Paul E Jacobs, Executive Chairman, Qualcomm Incorporated; Dr Vishal Sikka, CEO, Infosys Ltd; Mr Ram K Reddy, President-Elect & Board Member, TIE Silicon Valley Silicon Valley and Chairman, Global Industry Analysts Inc; Mr Omar Ishrak, Chairman & CEO, Medtronic Inc; Mr Satish Reddy, Chairman, Dr Reddy's Laboratories and Mr Duncan Logan, Founder & CEO, RocketSpace.



Sachin Pilot, President, Rajasthan Pradesh Congress Committee and Former Union Minister for Corporate Affairs, Government of India addressing at AIMA's US - India Conference



Duncan Logan, Founder & CEO, RocketSpace.



(L-R) Omar Ishrak, Chairman & CEO, Medtronic Inc; Preetha Reddy, Conference Chairperson & Executive Vice Chairperson, Apollo Hospitals Enterprise Ltd and Satish Reddy, Chairman, Dr Reddy's Laboratories



Speakers and delegates at Haas School of Business.



Satish Reddy, Chairman, Dr Reddy's Laboratories



Vishal Sikka, CEO, Infosys Ltd receiving the AIMA Managing India Award 2015 for Emerging Business Leader of the Year from Preetha Reddy, as Solomon Darwin and Richard Lyons look on



Vivek Wadhwa, Fellow, Arthur & Toni Rembe Rock Centre for Corporate Governance, Stanford University and Sam Pitroda, Telecom Inventor, Entrepreneur and Policy Maker



Paul E Jacobs, Executive Chairman, Qualcomm Incorporated

Visit to Google X

The AIMA delegation, comprising eminent corporate and thought leaders, visited the Google X research centre on 7 July 2016. The delegation was met by Mr Mahesh Krishnaswamy, Head Manufacturing, Loon Project.

He introduced them to the philosophy at Google X - Moonshot – go for the Big Problem, think of Radical Solution and bring in Breakthrough Technology. Think 10 x - not 10 percent! The philosophy also entails testing ideas with all different departments like Technology, Finance and Marketing being involved. Mr Mahesh Krishnaswamy walked the delegation through the ambitious Loon project which promises an internet highway web across the skies. This project, when fully operational would resolve network problems in the remotest areas on the globe.

The delegates were also taken through various other projects comprising Project Makani, a solution which might resolve the problem of energy through wind mills in a captive area. Makani is working to make clean energy accessible for everyone. Mr Krishnaswamy also gave an overview of smart contact lens which automatically monitors the blood sugar levels through tears, without invasive needle pricks and enables healthy living.

The delegation had a first-hand look and feel of the self-driving car which is currently being tested in the suburbs and being perfected to highway and full commercial usage.



AIMA delegates at Google X office in front of the self-driving car

Global Advanced Management Programmes



GAMP participants at Intel Museum

AIMA organised its 10th & 11th Global Advanced Management Programmes (GAMP) in the Silicon Valley, USA during 25 - 31 October 2015 and 26 June – 2 July 2016 respectively. These programmes were led by Prof Solomon Darwin, Executive Director, Center for Corporate Innovation, Haas School of Business, University of California, Berkeley.

The programme is designed especially for senior executives and teaches Open Innovation and Disruptive Innovative business model solutions. From keynote speakers and panel discussions to executive briefings at top Silicon Valley companies, participants actively engaged in creative problem-solving exercises and in developing a new business model for their own organisations. Simultaneously, US companies benefitted from understanding the expansion and evolution of Indian business models. The senior executives attending the programme learned from a multitude of inspirational and innovative leaders at on-site visits to Wells

Fargo Bank, which is one of the oldest banking institution in the US and how it is reinventing itself as a formidable force in the new hi-tech world, Fujitsu, PayPal, Kaiser Permanente International, Cisco Systems, GE Global Innovation Center, Standard Chartered Innovation Studio, RocketSpace, a specialist company in the space of incubating startups in the Silicon Valley, Intel Museum, IBM and TechShop.

Mr Venkatesan Ashok, Consul General of India in San Francisco addressed and interacted with the participants at a special plenary session and other keynote speakers included Mr P K Agarwal, CEO and Dean, North Eastern University hubs in California; Mr Jarom Feriante, Innovation Consultant, Chevron; Mr John J Stewart, Head of Silicon Valley Solutions, The Royal Bank of Scotland and Mr Raj Desai, Executive Director, TiE Silicon Valley.

Certification Programme with Cornell University



Steven S Gal, Senior Lecturer of Management, Samuel Curtis Johnson Graduate School of Management, Cornell University and Vice Chairman at Hangl and Rekha Sethi, Director General, AIMA with participants of the programme

Samuel Curtis Johnson Graduate School of Management, Cornell University in association with AIMA organised a 3 day executive education programme in India on the theme 'Leading for Innovation' during 24–26 May 2016 at AIMA, New Delhi. Professor Steven S Gal, Senior Lecturer of Management, Samuel Curtis Johnson Graduate School of Management, Cornell University and Vice Chairman at Hangl was the Programme Director.

The programme was structured to define the field of innovative business education for the connected world focusing on realising an organisation's strategic objectives. One of the major ingredient of the programme was that it was customised to the unique needs of the Indian market and focussed on the critical skills needed to succeed in this environment.

The programme was designed for CEO's, CXO's and key decision makers and senior executives ready for the next level of leadership challenge. The programme achieved its

objective to foster the skills of individual leaders, enhance their management capabilities, and align those with the strategic direction of the organisation. 15 top level executives across industries participated from all over India.



Steven S Gal conducting the session

St Gallen Symposium

AIMA participated in the 46th St Gallen Symposium held between 11–13 May 2016 at the University of St Gallen, Switzerland on the theme 'Growth - the good, the bad and the ugly'. 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. The symposium's goal is to contribute to the preservation and further development of a social and liberal economic order.

AIMA as the India partner of the Symposium, contributed to the thought leadership by bringing eminent Indian speakers to share their views and perspectives on the theme of the Symposium. This year's delegation included Mr Sachin Pilot, President, Rajasthan Pradesh Congress Committee and Former Union Minister for Corporate Affairs, Government of India; Mr H M Nerurkar, Immediate Past President, AIMA & Chairman, TRL Krosaki Refractories Ltd; Mr Rajive Kaul, Chairman, NICCO Corporation Ltd; Mr Sudhir Jalan, Co-

Chairman, Rieter India Pvt Ltd; Mr Pranjal Sharma, Host – The Appointment, Zee Business and Ms Rekha Sethi, Director General, AIMA. The symposium this year had more than 600 leaders discussing this year's topic together with 200 exceptional students and young leaders from over 50 countries.

Intergenerational &
intercultural dialogue
between decision
makers of today &
tomorrow



(L-R) Pranjal Sharma, Host - The Appointment, Zee Business; Rekha Sethi, Director General, AIMA; Sachin Pilot, President, Rajasthan Pradesh Congress Committee and Former Union Minister for Corporate Affairs, Government of India; Sudhir Jalan, Co-Chairman, Rieter India Pvt Ltd; Dr Johannes Berchtold, Chief Operating Officer, St Gallen Foundation and Rajive Kaul, Chairman, NICCO Corporation Ltd



Sachin Pilot, President, Rajasthan Pradesh Congress Committee and Former Union Minister for Corporate Affairs, Government of India addressing the session



H M Nerurkar, Immediate Past President, AIMA & Chairman, TRL Krosaki Refractories Ltd and Sudhir Jalan, Co-Chairman, Rieter India Pvt Ltd



Rajive Kaul, Chairman, NICCO Corporation Ltd

Horasis India Meeting

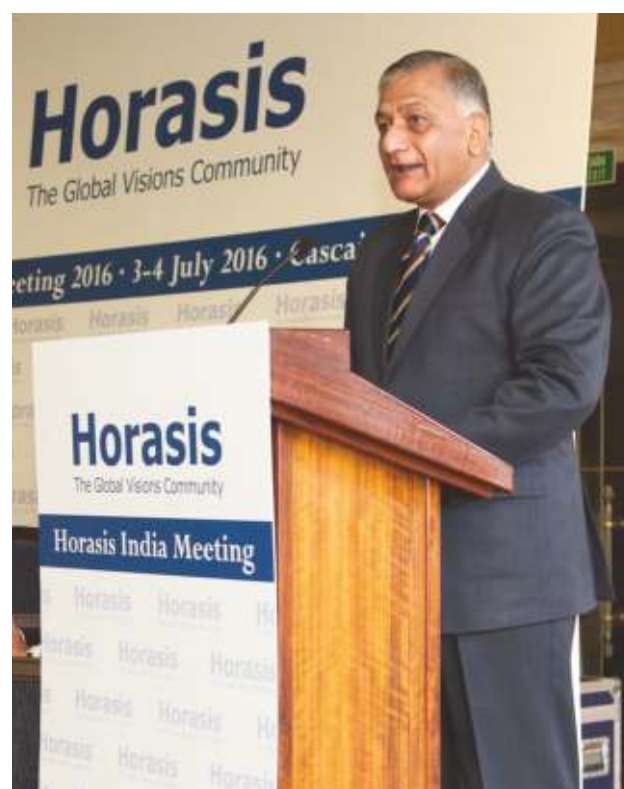


Virtual ribbon cutting with co-hosts and co-organisers

AIMA was one of the co-organisers of the 2016 Horasis India Meeting on 3-4 July 2016 in Cascais, Portugal, convened by Horasis and co-hosted by the Portuguese Government, the City of Cascais and the Confederation of Indian Industry (CII).

AIMA contributed with a high profile delegation of speakers and participants including Mr Sunil Kant Munjal, Sr Vice President, AIMA and Chairman, Hero Corporate Service P Ltd; Mr Rajive Kaul, Chairman, NICCO Group; Mr Sudhir Jalan, Chairman, Jalan Group; Mr Sanjay Budhia, Managing Director, Patton Group of Companies and Ms Rekha Sethi, Director General, AIMA.

The Horasis India Meeting gathered a host of decision makers from business and government to discuss India's role in the global economy and to shape the country's future direction. The event was open to the Chief Executive Officers of India's and the world's leading companies. Gen V K Singh, (Retd) PVSM, AVSM, YSM, ADC, Minister of State for External Affairs and Overseas Indian Affairs, India and Mr Manuel Caldeira



Gen V K Singh, Minister of State for External Affairs and Overseas Indian Affairs, Government of India addressing the session

Cabral, Minister of Economy, Portugal discussed how their two nations looked forward to forging closer links through cultural exchanges and through investment.

The Horasis India Meeting is the foremost annual meeting of Indian business leaders and their global counterparts. This meeting provides a platform for business and government to

discuss a wide range of issues related to the Indian economy. The meeting this year gathered 300 senior decision makers from business and government from around the globe engaging them to shape India's future directions.



Sanjay Budhia, Managing Director, Patton Group of Companies



Sunil Kant Munjal, Sr Vice President, AIMA and Chairman, Hero Corporate Service P Ltd



Sudhir Jalan, Chairman, Jalan Group



Rajive Kaul, Chairman, NICCO Corporation Ltd

Global Executive Management Programme



GEMP delegates at Wipro Technovation Campus

AIMA jointly with The Garwood Center for Corporate Innovation, UC Berkeley-Haas School of Business organised a four day Global Executive Management Programme on 'Open Innovation and Open Business Models' from 14 to 17 December 2015 in Bangalore and New Delhi. The programme was led by Prof Solomon N Darwin, Executive Director, Center for Corporate Innovation, Haas School of Business, University of California, Berkeley.

The programme aimed to provide a holistic experience of India's expanding business market and explore opportunities & strategies for fostering economic ties between India and the global economy. The senior executives joining the programme visited and engaged with policy makers, regulators, entrepreneurs, academicians and senior executives of leading Indian and foreign companies operating in India.

Some of the key guest speakers included Mr Konda Vishweshwar Reddy, Member of Parliament (Lok Sabha) and Mr Omkar Goswami, Chairman, CERG Advisory Pvt Ltd. The delegates also visited a few leading companies including Infosys Technologies, Wipro Technovation Campus, Wipro Technologies, Flipkart, Citrix R&D, Volvo India, HCL Infosystems, Naukri.com and Apollo Hospitals Group.

The group also visited and interacted with the Honourable President of India, Mr Pranab Mukherjee, who was also presented with the Garwood Award for 'Outstanding Global Leader in Open Innovation' from UC Berkeley-Haas School of Business on the occasion. 11 senior business executives from US, UK and India joined the programme in India.

AAMO Meeting

The second AAMO meeting of 2015 was held in Manila, Philippines on 8 October.

AAMO members representing India, Australia, Malaysia, Sri Lanka, Nepal, Hong Kong and Macau met to discuss ways of expanding and growing the AAMO foot print and expanding membership. For the first time, the CEOs of the AAMO member countries met a day earlier to work out a road map on taking AAMO forward. This meeting was led by India, represented by the AIMA Director General, Ms Rekha Sethi, who presented the group's recommendations to the AAMO Board the next day, which were well received.

The Board also discussed on the theme 'Women in Leadership' during the meeting, and members deliberated on AAMO's position and possible contribution to the same.

The AAMO meeting also included a visit to Ayala Museum,

GLOBE Telecom Facilities and Intramuros & Fort Santiago.

In a significant first, AAMO released the inaugural issue of its e-magazine, 'Leading the Way' for its members. The e-magazine was jointly designed and published by AIMA and the Australian Institute of Management.

Women in
Leadership: Ways
of expanding
& growing



AAMO Council Meeting at Manila, Philippines

Testing Services



Testing 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 2015-16, MAT was administered in September 2015, December 2015, February 2016 and May 2016. The test continues to be administered both as paper based as well as computer based in order to cater to the diverse cross section of the society. Over 600 B-schools considered MAT score as one of the admission criteria.

Customised Testing Services

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

Expertise in
testing services
diversified into
various disciplines

DISCIPLINE	LEVEL
Engineering (All streams such as Civil, Computers, Electronics, Mechanical etc.)	ITI Certificate / Diploma / University Degree
Fashion	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
Para Medical (Multiple areas)	Diploma / Degree

Besides, AIMA has established capability to develop and administer tests in the following foreign languages

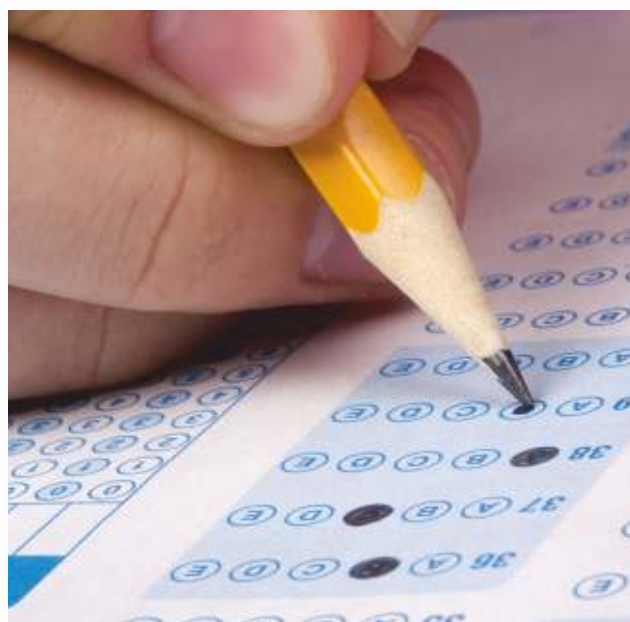
- Arabic
- Chinese (Official Mandarin Based)
- Dutch
- French
- Japanese
- Portuguese
- Russian
- Spanish
- Thai

The testing service activities can be custom made ranging from 'Design & Release of Advertisement' to 'Submission of Final Merit List'. Some of the interim activities are:

- Online & Offline Registration
- Development & Printing of Question Papers
- Fixation of Test Centres
- Generation of Online & Offline Admit Cards
- Administration of Test across India
- Processing of Results



Wg Cdr VS Bejoy, Principal Advisor & Head, CMS addressing



AIMA has administered 189 tests during the period of report, for which the question papers were developed both in English, bilingual (English-Hindi) and foreign language formats.

A representative list of organisations that availed the testing service during the period of report is given overleaf.

Credentials and Recognitions

The testing services being offered have a consistent record of absolute confidentiality and total credibility with multitude of clients. The systems and procedures are time tested and trusted; and ISO 9001:2008 quality certified.

List of organisations that availed AIMA testing services:

RECRUITMENT TEST	
Artificial Limbs Manufacturing Corporation of India	Indian Institute of Tourism & Travel Management
Bharat Electronics Limited, Ghaziabad	Kendriya Vidyalaya Sangathan
Bank Note Press Dewas	Ministry of New and Renewable Energy
Container Corporation of India Limited	National Cooperative Development Corporation
Delhi High Court	National Institute of Technology, Kurukshetra
Delhi University	NTPC- SAIL Power Company Private Limited
Garden Reach Shipbuilders & Engineers Ltd.	Security Printing and Minting Corporation of India Limited
Hindustan Aeronautics Limited	Supreme Court of India
ADMISSION TEST	
Indian Institute of Tourism & Travel Management	National Institute of Fashion Technology
Islamic University of Science & Technology	Northern India Institute of Fashion Technology
National Council of Hotel Management & Catering Technology	Shri Ram College of Commerce
National Institute of Design, Ahmedabad	University of Petroleum & Energy Studies
National Institute of Design, Vijayawada	

Education Services



Management Education



Rekha Sethi, Director General, AIMA; Firdose Vandrevala, President, AIMA; T V Mohandas Pai, Vice President, AIMA and Chairman, Manipal Global Education Services; Rajan Saxena, Chairman, AIMA Board of Studies & Vice Chancellor, NMIMS and Raj Agrawal, Director, CME, 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 10th National Research Conference

AIMA organised its 10th National Research Conference on the theme 'Integrating Technology in Management Education' on 28 & 29 March 2016, in New Delhi. Dr Rajan Saxena, Chairman, AIMA-Board of Studies and Vice Chancellor & Distinguished Professor of Marketing, Narsee Monjee Institute of Management Studies (NMIMS) set the context of the conference by emphasising that the distance has collapsed with increased use of technology, we are communicating 24x7 and we have brought the world experiences much faster into the classrooms.

Dr Avinash S Pant, Vice Chairman, AICTE in his inaugural address updated the audience on the changes in AICTE policies which are to incorporate the opportunities emerging due to the integration of technology. He congratulated AIMA for choosing the apt theme at the apt time when Indian education is witnessing a major shift. Dr Diptiman Das, Chairman and Managing Director, Education consultants of India (EDCIL) shared the upcoming opportunities to scale up the quality education using technology.

32 papers were presented by researchers and senior academicians in concurrent sessions of the conference. The conference was well received and appreciated by all. The major recommendation of the conference is being compiled into a report and will be presented to major stakeholders. More than 250 participants from B-schools, universities, corporates and regulators across India attended it.

Faculty Development Programmes (FDPs), Management Development Programmes (MDPs) and Training Workshops

AIMA organised FDPs, MDPs and Workshops on a wide range of topics, including 'Doctoral Workshops on Research Methodology Using SPSS & R Analytics'; 'Interactive Workshop on Project Management Essentials'; 'Workshop on MS Excel' and 'Building Workshop on ROI Methodology'. These workshops were attended by participants from industry & academia and PhD scholars.

Convocation

The 21st AIMA Convocation was held on 5 August 2016 at New Delhi. Mr T V Mohandas Pai, Vice President, AIMA & Chairman, Manipal Global Education Services Pvt Ltd, the chief guest on the occasion, presented the credentials to the students.

1374 students were awarded Diplomas/Certificates in various programmes including the flagship programmes Post Graduate Diploma in Management (PGDM) and Post Graduate Diploma in Information Technology Management (PGDITM).

7 gold medals and certificates of merit were given to the toppers of PGDM, PGDITM and other mainstream programmes. 13 students were felicitated for successful



Raj Agrawal, Director, CME, AIMA receiving the NDIM award from Mr Rajyavardhan Singh Rathore, Minister of State, Information and Broadcasting

completion of the PhD programme in Business Administration. The programme is offered in collaboration with Aligarh Muslim University.

Programmes offered during 2015-16 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 Graduate Certificate in Management' (PGCM), 'Professional



AIMA students at the 21st AIMA Convocation



(L-R) Rekha Sethi, Director General, AIMA; Rajan Saxena, Vice Chancellor & Distinguished Professor, SVKM's Narsee Monjee Institute of Management (NMIMS); Avinash S Pant, Vice Chairman, All India Council for Technical Education (AICTE) and Diptiman Das, Chairman & Managing Director, EDCIL India Limited

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) in collaboration with The World Bank, 'Advanced Certificates' in HRM, Finance, Marketing, International Business, 'Advanced Certificate in Wealth Management' in collaboration with ICICI Securities Ltd, 'Professional Diploma in Digital Marketing', 'Financial Modeling' programme and the 'PhD in Business Administration' programme offered in collaboration with Aligarh Muslim University.

New Initiatives

AIMA has launched skill oriented Diploma Programmes in 'Business Analytics' and 'Supply Chain Management'. These programmes have been designed and developed considering the need of industry. The course curriculum, programme delivery and evaluation / assessment have a high degree of orientation and focus on developing the employable skills required by industry.

E-learning Initiatives

E-learning platforms have been increasingly used to deliver online live sessions by industry experts and more frequent

interactions between the core faculty and students for the various programmes offered by AIMA Centre for Management Education. E-learning platforms have also been extensively used to conduct live webinars on contemporary issues in the area of management.

Statutory Approvals

AICTE extended approval to AIMA Centre for Management Education for the PGDM and PGDITM programmes for the academic year 2016-17.

UGC (DEB) has also extended approval to the PGDM, PGDITM, PGCM and ACM programmes of AIMA Centre for Management Education for the academic year 2016-17.

Prime Minister's Kaushal Vikas Yojana (PMKVY)

In order to align its activity with the nation's vision of Skilling, AIMA actively participated in PMKVY the flagship scheme of Skill Training and Assessment of Ministry of Skill Development and Entrepreneurship, Government of India.

Around 400 candidates were trained under IT & ITeS Sector Skill Council with pass percentage of 85%.

Skill Development & Training



Skill Development & Training



Participants of the in-company training at EIL

AIMA Centre for Skill Development & Training (CSDT) helps organisations build skilled workforce by providing management and behavioural trainings to meet the challenges of a global business environment.

CSDT focuses on Employability Skills and Productivity Enhancement Skills and works towards bridging the competence gap and build a skilled workforce of professionals. The Centre has the following focus areas:

Corporate Training – Provide customised skill building and training related services leading to sustainable organisational productivity improvement.

Enhancing Employability - CSDT has designed and developed 'Employability Enhancement Skills Programme' for delivery through multi model delivery methods to students of professional institutions.

Accreditation / Certification - The centre certifies professionals for a variety of skills acquired.

CSDT's training programmes are based on classification of training needs:

Managerial Skills - These are basic managerial skills needed for all levels and job roles to be efficient.

Behavioural Skills - There are specific behavioural skills needed for various functions in the departments such as Strategic Function, Administrative Function, Knowledge Management, Intellectual Function, Public Relation / People Interface, Policy and Standard Setting, Assessment, Analyst etc.

Such skills are also needed for various levels of hierarchy and job roles. There is, however, a relative importance ascribed to the various roles. People at all levels, to varying degrees may require these skills.

CSDT has established its presence as an in-company training provider in the industry. Many public sector undertakings and private companies are availing CSDT's

services in building a skilled workforce of professionals.

In Company Trainings

CSDT conducts need based, customised quality in-company training for client organisations. The training content, design and delivery methodology is designed as per the requirement and keeping the training objectives in mind.

CSDT provides training at the doorstep of organisations, by sending expert trainers to locations of client's choice and these trainings are conducted as per the availability of the participants.

Apart from the earlier clients, CSDT is delivering training for organisations like The Institute of Chartered Accountants of India, Delhi Metro Rail Corporation, Delhi Integrated Multi-Modal Transit System Ltd, SMS India Pvt Ltd, Ministry of Defence, Sterlite Grid Ltd, REC Power Distribution Corporation Ltd, Oil India Ltd, Indian Oil Corporation Ltd, OMRPL, NPCIL, NHPC, NTPC, BIRAC, CICI International, EFS Facilities Services, Apollo Tyres etc.

The range of training programmes conducted includes training on soft skills such as Interpersonal Communication Skills, Business Presentation Skills, Business Communication

Skills, Managerial Effectiveness and Knowledge Training including Supply Chain Management, Budget Management, Finance for Non-Finance, IT, Superannuation Planning and HR for Non-HR to name a few.

Some of CSDT's training programmes like Leadership Development Programmes, Training the Trainer, Managing Contract Labour and Campus to Corporate are also accepted by industry and are in demand.

Public Training Programmes

CSDT also conducts public trainings by identifying areas required by industry professionals to enhance their professional and behavioural skills.

Few specially designed open training programmes organised during the year: Effectiveness for Women Professionals, Advanced Training Skills, MoU for Productivity Improvement, Transiting to Executive Role, Effective Communication Skills, Sharpening Presentation Skills, Drafting & Negotiating Business Proposals, Motivating Employees for Peak Performance, The Art of Effective Communication, Business Communication for Professional Excellence and Recruitment & Retention strategies to name a few.





Today, most senior managers expect their assistants to confidently communicate with bosses, peers, team members or customers and negotiate to manage conflicts and achieve results. The assistants are also expected to handle office decorum, difficult people and demanding situations. The support they get from an administrative professional is vital for their organisation's ability to achieve its goals and objectives. To help build the valuable secretarial skills that are needed in order to support senior executives of the organisation in dynamic economic times; CSDT crafted a two day training programme – 'Behavioural Skills for Executive Assistants / Secretaries'. This comprehensive training

provides a wide range of skills to help participants handle any work challenge with greater confidence and effectiveness. The participants learn how to communicate confidently and assertively, develop and use power and authority. This training was successfully conducted thrice during the year 2016-17.

AIMA & NOCN

AIMA Certified Trainer (ACT)

AIMA's ACT scheme is now endorsed by NOCN and jointly certified to enhance its marketability with an internationally recognised certificate. Under the scheme offered, over 40 technical and soft skill trainers were certified by AIMA-NOCN under various levels during the year.

To enhance and assess the managerial competence and skills of Indian managers, AIMA has also collaborated with NOCN to launch short-term online management development programmes. NOCN will provide content, IT platform, assessment and joint certification for these programmes.



Participants of the training programme on Behavioural Skills for Executive Assistants/Secretaries

LMA & Membership





Ratan Tata, Former Chairman, Tata Sons receiving Baroda Management Association's Sayaji Ratna Award

LMA & Membership

AIMA took several initiatives to improve coordination with the 62 regional affiliates and two overseas cooperating members. AIMA leadership reached out to the local management associations (LMAs) and strengthened ties for enhanced collaboration.

AIMA attracted a significant number of new individual and corporate members this year. The following are the year's highlights of the LMA relations and membership initiatives of AIMA:

Joint AIMA-LMA Programmes

AIMA jointly organised several programmes with many LMAs in addition to helping them conduct their own programmes. AIMA customarily partners with the local affiliate if an LMA exists at the location of its programme.

LMA CEO Workshop – September 2015

AIMA organised its LMA CEO workshop on the eve of the National Management Convention in New Delhi on 29 September 2015. 50 CEOs / Secretariat Heads of 40 LMAs participated in the workshop. AIMA President, Mr Firdose Vandrevale addressed and interacted with the LMA CEOs. The

workshop yielded useful pointers for improving collaboration and coordination between AIMA and the LMAs.

National Management Convention

112 delegates from 40 LMAs participated in the National Management Convention in Delhi on 30 September 2015 & 1 October 2015. The LMAs found the sessions and discussions extremely useful and encouraging with experiences being shared and a close rapport being established between various LMAs.

LMA CEO Workshop – April 2016

Another LMA CEO workshop was held a day before of AIMA's 2nd National Leadership Conclave organised in New Delhi on 3 April 2016. The heads of 24 LMAs participated in the workshop, where AIMA President, Mr Firdose Vandrevale had another opportunity to meet and share updates with the LMA CEOs. The meeting was very interactive and fruitful with a good exchange of ideas.

National Leadership Conclave

43 delegates from 24 LMAs participated in the National Leadership Conclave in Delhi on 3-4 March 2016. The NLC

provided another platform for the LMAs to network and share best practices with each other, while benefitting from the deliberations at the NLC.

LMA Celebration of the National Management Day

AIMA's Foundation Day, which is also known as the National Management Day, was celebrated on 21 February 2016. LMAs actively participated in the conference organised by AIMA to mark the occasion and also celebrated the occasion at their respective headquarters.

Best LMA Award Contest 2014-2015

25 LMAs participated in the Best LMA Award contest for 2014-15. The winning LMAs were:

- CATEGORY I – Madras Management Association
- CATEGORY II – Lucknow Management Association
- CATEGORY III – Ludhiana Management Association
- CATEGORY IV – (Winner) – Trichur Management Association – (Runners Up) – Ghaziabad Management Association
- Best Emerging LMA – Vaikom Management Association
- Special Award – Baroda Management Association

The winning LMAs were felicitated at the 42nd National Management Convention on 1 October 2015 in Delhi.



Firdose Vandrevalla, President, AIMA addressing Tarapur Management Association's Executive Talent Search 2016



Inauguration of AIMA SYMP with Kerala Management Association

Financial Support to LMAs

During 2015-16, AIMA provided financial support to 6 LMAs for infrastructure. These LMAs were Patna, Meerut, Noida, Calicut, Quilon and Hyderabad.

LMA Visits by AIMA Officials

AIMA President, Mr Firdose Vandrevalla visited LMAs (Baroda, Tarapur). He encouraged the LMA officials and gathered inputs on the assistance required by the LMAs. AIMA Director General, Ms Rekha Sethi also visited many LMAs. AIMA Director for LMA Relations & Membership, Mr Sanjay Grover interacted with LMAs frequently and improved communication with LMAs across the country.

Membership

AIMA added 73 institutional members and 2504 individual members during the year. Member services were upgraded.

LMAs Group on Facebook

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



Indore Management Association's Lifetime Achievement Award being presented to Deepak Parekh, Chairman, HDFC Ltd

MyAIMA.in

AIMA has developed a special 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 & 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.

Online Connect

AIMA continued to reach out to its member and student community through its website and social platforms, including Facebook, Twitter, LinkedIn, Youtube, Google+ 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 30 lakh users online annually.

AIMA Library Services

The AIMA library is a rich resource center, 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 access the virtual library online and also avail several additional services.



D Shivakumar: Chairman and CEO - India Region, PepsiCo India Holdings Pvt Ltd addressing Ahmedabad Management Association's Leadership Excellence programme

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
- 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
- Patiala Management Association
- Rohilkhand Management Association
- Yamuna Nagar Jagadhri Management Assn.

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
- 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
- Navsari Management Association
- Nashik 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 31.03.2015 (A)	New Admissions up to 31.03.2016 (B)	Resigned / Deleted (C)	Status as on 31.03.2016 (A+B-C)
Corp/Inst-Lifetime	204	28	0	232
Corp/Inst-Annual	253	31	38	246
SME-Annual	41	14	5	50

INDIVIDUAL MEMBERS

Category	Status as on 31.03.2015 (A)	New Admissions up to 31.03.2016 (B)	Resigned / Deleted (C)	Status as on 31.03.2016 (A+B-C)
Hon Fellows	69	0	0	69
Past Presidents	31	1	3	29
Life Fellows/Fellows	173	2	10	165
Life Members/ Members	4152	272	562	3862
Students	2630	2229	2605	2254



AIMA LMA - CEO Workshop

Auditor's Report & Accounts 2015-2016



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, 2016 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 25 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 2016; 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.

APT & Co.
Chartered Accountants
FRN 014621C

Avinash Gupta
Partner
Membership No.513349

Date : June 3, 2016
Place : New Delhi

Balance Sheet as at March 31, 2016

Rupees

	Particulars	Note No.	As At 31.03.2016	As At 31.03.2015
I	Corpus & Liabilities			
1	Corpus	1	1,02,85,66,879	38,85,43,768
2	Reserve & Surplus			
	Earmarked Funds	2	60,73,88,897	34,77,91,996
	General Reserve	3	1,73,21,16,894	2,30,15,38,036
3	Non-Current Liabilities			
	Security Deposits	4	1,42,26,000	1,33,73,000
	Other Long-Term Liabilities	5	17,86,884	5,97,469
	Long-Term Provisions	6	4,17,46,546	3,77,15,727
4	Current Liabilities			
	Trade Payables	7	3,16,75,880	2,71,01,452
	Other Current Liabilities	8	7,12,10,942	7,01,47,396
	Total		3,52,87,18,922	3,18,68,08,844
II	Assets			
1	Non-Current Assets			
	(a) Fixed Assets	9		
	i. Tangible Assets		93,40,03,944	30,00,72,812
	ii. Intangible Assets		14,38,895	17,57,226
	iii. Capital Work-in-Progress		60,80,441	60,80,441
	(b) Non Current Investments	10	1,73,65,19,131	1,78,56,00,284
	(c) Long-Term Loans & Advances	11	7,24,06,734	5,82,15,640
	(d) Other Non-Current Assets	12	35,66,294	19,89,963
2	Current Assets			
	(a) Current Investments	10	29,78,65,808	57,00,00,000
	(b) Inventories	13	20,61,379	19,41,127
	(c) Trade Receivables	14	8,24,98,145	2,47,03,802
	(d) Cash & Cash Equivalents	15	5,29,17,794	4,68,21,087
	(e) Short-Term Loans & Advances	16	5,20,33,106	6,12,67,438
	(f) Other Current Assets	17	28,73,27,251	32,83,59,024
	Total		3,52,87,18,922	3,18,68,08,844

Accounting Policies & Notes.

25

Notes 1 to 25 referred above, form an integral part of the accounts.

As per our report of even date attached.

For APT & Co.Chartered Accountants
FRN 014621C**Firdose Vandrevala**

President

Nikhil Sawhney

Treasurer

Avinash GuptaPartner
Membership No. 513349**Rekha Sethi**

Director General

Pankaj Rajvanshi

Chief Financial Officer

Date : June 3, 2016**Place: New Delhi**

Income & Expenditure Account for the year ended March 31, 2016

Rupees

	Particulars	Note No.	Year ended 31.03.2016	Year ended 31.03.2015
I	Revenue from Operations	18	55,82,14,043	49,52,75,775
II	Other Income	19	21,81,33,016	23,04,31,366
III	Total Revenue (I+II)		77,63,47,059	72,57,07,141
IV	Expenses			
	(a) Employee Benefit Expenses	20	14,00,03,781	12,53,68,739
	(b) Depreciation & Amortisation	21	49,79,593	55,39,834
	(c) Operational Expenses	22	21,25,37,931	16,90,93,964
	(d) Other Administrative Expenses	23	8,74,26,650	7,30,01,391
	Total Expenses		44,49,47,955	37,30,03,928
V	Surplus before Exceptional and Extraordinary Items and Tax (III-IV)		33,13,99,104	35,27,03,213
VI	Exceptional Items	24	-	1,28,636
VII	Surplus before Appropriation (V+VI)		33,13,99,104	35,28,31,849
	Transferred to:			
	Staff Benevolent		25,000	25,000
	Building Fund		49,80,000	55,40,000
	Life Membership Fund		92,60,416	90,21,889
	Campus Development Fund		20,58,000	21,12,000
	Social Causes Fund		82,85,000	88,21,000
	General Reserve		30,67,90,688	32,73,11,960

Accounting Policies & Notes.

25

Notes 1 to 25 referred above, form an integral part of the accounts.
As per our report of even date attached.

For APT & Co.
Chartered Accountants
FRN 014621C

Firdose Vandrevalla
President

Nikhil Sawhney
Treasurer

Avinash Gupta
Partner
Membership No. 513349

Rekha Sethi
Director General

Pankaj Rajvanshi
Chief Financial Officer

Date : June 3, 2016
Place: New Delhi

Notes to Accounts Forming Part of Balance Sheet

Note No. 1

Rupees

Particulars	As At 01.04.2015	Addition (Including appropriation & Interest)	Utilised	As At 31.03.2016
Corpus				
General Corpus	37,51,01,526	63,98,76,238	-	1,01,49,77,764
	<i>37,13,40,962</i>	<i>37,60,564</i>	-	<i>37,51,01,526</i>
LMA Support	53,76,743	4,00,000	5,96,650	51,80,093
	<i>52,61,939</i>	<i>4,00,000</i>	<i>2,85,196</i>	<i>53,76,743</i>
Awards	80,65,499	5,68,000	2,24,477	84,09,022
	<i>78,92,739</i>	<i>5,68,000</i>	<i>3,95,241</i>	<i>80,65,498</i>
Total	38,85,43,768	64,08,44,238	8,21,127	1,02,85,66,879
Previous Year	<i>38,44,95,640</i>	<i>47,28,564</i>	<i>6,80,437</i>	<i>38,85,43,768</i>

Figures in italics are of previous year

Note No. 2

Rupees

Particulars		As At 31.03.2016		As At 31.03.2015
Earmarked Funds				
As per the last Balance Sheet		34,77,91,996		32,33,45,107
Additions during the year		89,91,54,221		2,55,19,889
Utilised during the year		63,95,57,320		10,73,000
Total		60,73,88,897		34,77,91,996

Note No. 3

Rupees

Particulars		As At 31.03.2016		As At 31.03.2015
General Reserve				
As per the last Balance Sheet	2,30,15,38,036		1,97,63,26,396	
Less: Transfer to Land & Building Fund	87,45,45,805	1,42,69,92,231	-	1,97,63,26,396
Less: Transfer to General Corpus - Invested in Fixed Assets		63,80,92,775		21,00,320
Add : Transfer to Cost of Land & Building purchased		63,64,26,750		-
Add : Transferred from Income & Expenditure Account		30,67,90,688		32,73,11,960
Total		1,73,21,16,894		2,30,15,38,036

Notes to Accounts Forming Part of Balance Sheet

Rupees

Note No.	Particulars	As At 31.03.2016	As At 31.03.2015
4	Security Deposits		
	Securities Deposit Payable	1,42,26,000	1,33,73,000
	Total	1,42,26,000	1,33,73,000
5	Other Long Term Liabilities		
	Trade Payables:		
	Nodal Centres	8,40,779	3,10,964
	Expenses Payable	9,46,105	2,86,505
	Total	17,86,884	5,97,469
6	Long-Term Provisions		
	Provision for Gratuity	2,40,86,567	2,10,72,369
	Provision for Leave Encashment	1,76,59,979	1,66,43,358
	Total	4,17,46,546	3,77,15,727
7	Trade Payables		
	(i) Sundry Creditors	77,95,143	55,47,874
	(ii) Management Institutes	1,57,76,997	89,69,660
	(iii) Nodal Centres	78,20,258	1,16,16,008
	(iv) Faculties	2,83,482	9,67,910
	Total	3,16,75,880	2,71,01,452
8	Other Current Liabilities		
	Income received in Advance	4,25,65,424	5,61,95,996
	Membership Pending Application	-	60,000
	Share Payable	24,46,011	21,98,591
	Stale Cheques	4,88,719	10,57,851
	Other Payables:		
	Statutory Dues	49,03,251	36,70,933
	AIMA Alumni Association	87,000	96,900
	Fees Refundable	4,24,095	15,12,199
	Salary Payable	4,98,922	4,89,930
	Expenses Payable	1,97,97,520	48,64,996
	Total	7,12,10,942	7,01,47,396

Notes to Accounts Forming Part of Balance Sheet

Note No. 9

Fixed Assets

Rupees

Particulars	Depreciation/ Amortisation Rates	01.04.2015 As on P.Y.	Gross Block		31.03.2016 As on C.Y.	31.03.2015 Upto P.Y.	Deletion	Depreciation		31.03.2016 Upto C.Y.	31.03.2016 As on C.Y.	WDV
			Additions	Deletion				Current Year				
Tangible Assets												
Land	0%	27,84,90,939	63,64,26,750	-	91,49,17,689	20,092	-	-	-	20,092	91,48,97,597	27,84,70,847
Building	10%	1,03,46,203	-	-	1,03,46,203	59,60,494	-	4,38,572	-	63,99,066	39,47,137	43,85,709
Plant & Machinery:												
(i) Elevator	15%	8,05,500	-	-	8,05,500	7,81,048	-	3,668	-	7,84,716	20,784	24,452
(ii) Central A.C. Plant & Air-Conditioners	15%	58,85,054	54,065	5,45,940	53,93,179	49,40,347	4,99,620	1,38,814	-	45,79,541	8,13,638	9,44,707
(iii) Generating Sets	15%	12,25,643	-	-	12,25,643	7,20,220	-	75,813	-	7,96,033	4,29,610	5,05,423
Furniture & Fittings	10%	1,66,80,191	4,800	-	1,66,84,991	68,77,405	-	9,80,760	-	78,58,165	88,26,826	98,02,786
Office Equipment	15%	81,42,953	1,04,925	-	82,47,878	50,25,688	-	4,82,886	-	55,08,574	27,39,304	31,17,265
Computer	60%	1,27,49,651	3,85,202	-	1,31,34,853	1,20,01,909	-	5,90,392	-	1,25,92,301	5,42,552	7,47,742
Others:												
Library Books & Films	25%	63,42,028	87,802	-	64,29,830	58,39,689	-	1,39,453	-	59,79,142	4,50,688	5,02,339
Fire Fighting System	15%	15,24,865	-	-	15,24,865	12,67,801	-	38,561	-	13,06,362	2,18,503	2,57,064
Vehicles	15%	16,71,830	-	-	16,71,830	3,57,353	-	1,97,172	-	5,54,525	11,17,305	13,14,477
Total		34,38,64,857	63,70,63,544	5,45,940	98,03,82,461	4,37,92,046	4,99,620	30,86,091	4,63,78,517	93,40,03,944	30,00,72,812	
Previous Year		34,40,28,884	10,90,978	12,55,005	34,38,64,857	4,13,58,314	12,20,267	36,53,998	4,37,92,045	30,00,72,812	30,26,70,570	
Intangible Assets												
Computer Software	60%	71,78,289	12,22,045	-	84,00,334	56,19,374	-	16,69,177	-	72,87,551	11,12,783	15,59,915
Licenses & Franchise	60%	12,85,089	3,53,126	-	16,38,215	10,87,778	-	2,24,325	-	13,12,103	3,26,112	1,97,311
Total		84,63,378	15,75,171	-	1,00,38,549	67,06,152	-	18,93,502	-	85,99,654	14,38,895	17,57,226
Previous Year		61,99,031	22,64,347	-	84,63,378	48,20,316	-	18,85,836	67,06,152	17,57,226	13,78,715	
Capital Work in Progress												
Wall		60,80,441	-	-	60,80,441	-	-	-	-	-	60,80,441	60,80,441
Total		60,80,441	-	-	60,80,441	-	-	-	-	-	60,80,441	60,80,441
Previous Year		60,80,441	-	-	60,80,441	-	-	-	-	-	60,80,441	60,80,441
Intangible Assets Under Development												
ERP under Development		-	-	-	-	-	-	-	-	-	-	-
Total		-	-	-	-	-	-	-	-	-	-	-
Previous Year		6,08,498	-	6,08,498	-	-	-	-	-	-	-	6,08,498
Grand Total		35,84,08,676	63,86,38,715	5,45,940	99,65,01,451	5,04,98,198	4,99,620	49,79,593	5,49,78,171	94,15,23,280	30,79,10,479	31,07,38,224
Grand Total of Previous Year		35,69,16,854	33,55,325	18,63,503	35,84,08,676	4,61,78,630	12,20,267	55,39,834	5,04,98,197	30,79,10,479	31,07,38,224	

Notes to Accounts Forming Part of Balance Sheet

Rupees

Note No.	Particulars	As At 31.03.2016	As At 31.03.2015
10	Investments		
	(i) Non-Current:		
	Investment in Government or Trust Securities	-	6,00,00,000
	Fixed Deposits with Scheduled Banks	1,73,64,19,131	1,72,56,00,284
	Investment Others - MEPSC	1,00,000	-
	(ii) Current:		
	Investment in Government or Trust Securities	6,00,00,000	-
	Fixed Deposits with Scheduled Banks	23,78,65,808	57,00,00,000
	Total	2,03,43,84,939	2,35,56,00,284
11	Long-Term Loans & Advances		
	Security Deposits		
	Unsecured, Considered Good:		
	(i) Securities with Public Bodies	71,79,759	70,93,429
	Other Advances		
	Unsecured, Considered Good:		
	(i) Tax Deducted at Source	2,35,98,184	1,83,51,698
	(ii) Advances to Suppliers	1,26,000	16,38,000
	(iii) Advance for Research	1,00,000	1,00,000
	(iv) C.E.S.T.A.T.	22,58,306	-
	(v) South Delhi Municipal Corporation	25,34,730	-
	(vi) AIMA Employees Gratuity Trust	2,32,26,921	2,06,56,682
	(vii) LIC-Group Leaves Encashment Scheme	1,33,82,834	1,03,75,831
	Total	7,24,06,734	5,82,15,640
12	Other Non-Current Assets		
	Long-Term Trade Receivables		
	Unsecured, Considered Good:		
	(i) Management Institutes	29,28,371	7,24,652
	(ii) Receivable against Programmes	6,37,923	12,65,311
	Total	35,66,294	19,89,963
13	Inventories		
	Books & Study Material	15,83,537	13,58,461
	Mementoes	2,23,073	3,00,995
	MAT Bulletins/OMR Forms	17,135	17,721
	AIMA Ties	70,875	70,061
	Corporate Brochure	63,877	97,390
	Publication (Books)	-	319
	Stationery	97,925	88,798
	Others	4,957	7,382
	Total	20,61,379	19,41,127

Notes to Accounts Forming Part of Balance Sheet

Rupees

Note No.	Particulars	As At 31.03.2016	As At 31.03.2015
14	Trade Receivables		
	Within Six Months- Secured, Considered Good		
	(i) Nodal Centres	3,10,342	1,33,881
	Within Six Months- Unsecured, Considered Good		
	(i) Receivable against Programmes	1,22,68,186	1,10,28,651
	(ii) Dues from Management Institutes	6,20,52,346	71,20,799
	(iii) Other Dues	27,65,424	2,52,504
	Others- Unsecured, Considered Good		
	(i) Receivable against Programmes	8,45,914	3,26,912
	(ii) Dues from Management Institutes	42,55,933	58,41,055
	Total	8,24,98,145	2,47,03,802
15	Cash & Cash Equivalents		
	Balances with Banks--Saving Account	2,37,61,458	3,50,68,197
	Balance with Banks--Current Account	14,85,808	20,20,267
	Balances with Bank--Auto FDR	2,74,45,000	94,00,000
	Cash in hand	9,355	24,380
	Postage	2,16,173	3,08,243
	Total	5,29,17,794	4,68,21,087
16	Short-Term Loans & Advances		
	Unsecured, Considered Good:		
	(i) Salary Advances	4,84,587	12,506
	(ii) Examination/MAT Test Advances	1,90,55,746	34,14,734
	(iii) Tax Deducted At Source	2,51,89,263	4,70,26,013
	(iv) Earnest Money	52,51,029	56,52,929
	(v) Advances for Supplies & Services	18,52,481	3,68,220
	(vi) Advance paid to Faculty	2,00,000	-
	(vii) C.E.S.T.A.T.	-	22,58,306
	(viii) South Delhi Municipal Corporation	-	25,34,730
	Total	5,20,33,106	6,12,67,438
17	Other Current Assets		
	Interest Income Accrued but not Due	27,82,31,539	31,69,07,533
	Prepaid Expenses	90,95,712	1,10,99,631
	Service Tax	-	1,31,896
	Input Service Tax Adjustable	-	2,19,964
	Total	28,73,27,251	32,83,59,024

Notes to Accounts Forming Part of Balance Sheet

Rupees

Note No.	Particulars	Year ended 31.03.2016	Year ended 31.03.2015
18	Revenue From Operations		
	Subscription from Members	2,32,22,761	2,17,11,788
	Course & Examination Fees	13,71,37,791	13,60,65,330
	Management Services	32,07,37,546	25,97,15,590
	Management Development Programmes	7,47,79,788	7,16,81,961
	Sale of Prospectus & Other Publications	8,16,740	8,06,135
	Royalty on Publication	6,04,499	6,43,300
	Grant from Government of India	-	15,00,000
	Grant from Others	-	24,56,250
	Miscellaneous Receipts	9,14,918	6,95,421
	Total	55,82,14,043	49,52,75,775
19	Other Income		
	Interest income		
	- From Bank Deposits	20,63,68,864	22,53,49,121
	- From Government Securities	20,48,537	21,71,756
	- Others : Saving Bank Accounts	90,83,273	25,42,278
	Miscellaneous Receipts	6,32,342	3,68,211
	Total	21,81,33,016	23,04,31,366

Notes to Accounts Forming Part of Balance Sheet

Rupees

Note No.	Particulars	Year ended 31.03.2016	Year ended 31.03.2015
20	Employee Benefit Expenses		
	Salary, Wages & Bonus	12,17,43,881	10,64,59,785
	Provident Fund	52,13,048	50,69,464
	Gratuity	29,14,638	24,64,635
	Pension Schemes	17,17,916	13,45,055
	Leave Encashment	45,73,788	62,42,152
	Employee Medical Insurance	16,86,327	17,30,000
	Staff Welfare	21,54,183	20,57,648
	Total	14,00,03,781	12,53,68,739
21	Depreciation & Amortisation		
	Depreciation & Amortisation	49,79,593	55,39,834
	Total	49,79,593	55,39,834
22	Operational Expenses		
	Membership Services	77,24,581	71,08,760
	Course & Examination	4,74,47,365	5,18,06,402
	Management Services	11,85,45,546	7,51,67,259
	Management Development Programmes	3,88,20,440	3,50,11,543
	Total	21,25,37,931	16,90,93,964

Notes to Accounts Forming Part of Balance Sheet

Rupees

Note No.	Particulars	Year ended 31.03.2016	Year ended 31.03.2015
23	Other Administrative Expenses		
	Training & Recruitment	56,250	4,53,125
	Communication	1,92,99,784	1,29,94,856
	Rent, Rates & Taxes	1,24,89,055	1,23,30,353
	Travelling & Conveyance	1,51,98,496	1,22,28,279
	Repairs & Maintenance	1,00,88,853	86,35,399
	Legal & Professional Charges	57,84,360	54,73,335
	Electricity & Water	59,54,718	54,49,486
	Printing & Stationery	51,80,148	30,39,170
	Bank Charges/Interest	14,29,413	14,39,998
	Safety & Security	25,52,984	20,61,218
	Subscriptions & Membership Charges	5,34,858	5,73,019
	LMA Relations & Support	5,14,366	9,84,228
	Amount Written Off	-	9,95,533
	Vehicle Running & Maintenance	1,68,632	1,62,427
	Insurance	2,05,212	1,56,733
	Information Technology	60,000	1,50,000
	Entertainment	1,53,362	1,15,625
	Miscellaneous	2,58,809	2,13,285
	Books & Periodicals	82,837	51,312
	Advertising & Promotion	7,61,766	11,53,172
	Loss on Sale of Fixed Assets	-	3,562
	Service Tax (Non Claimable)	65,62,657	42,47,186
	Auditors' Remuneration	90,090	90,090
	Total	8,74,26,650	7,30,01,391
24	Exceptional Items		
	Past Period Input Service Tax Received	-	1,28,636
	Total	-	1,28,636

Note-25

Significant Accounting Policies and Notes to Accounts

(Annexed to and forming part of the Balance Sheet as at 31st March, 2016)

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.

(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 that "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 the monetary items denominated in foreign currency are reported in the balance sheet using the closing rate of exchange at the year end.
11. 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 Hon'ble Delhi High Court. The Hon'ble Delhi High Court 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 Delhi High Court 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.

AIMA had filed an appeal with the office of The Customs, Excise and Service Tax Appellate Tribunal (CESTAT), New Delhi and during the hearing on 30th September 2013, Tribunal expressed a view that prima facie, AIMA has a very strong case with respect to membership charges, MAT income and Manpower recruitment. It stayed operation of the order and recovery of any amount with respect to these services till pendency of appeal.

Tribunal directed AIMA to pre-deposit ₹ 86,826/- as Service Tax on royalty income for the period 16.06.2005 to 31.03.2008, which AIMA has complied with.

(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 department has issued a demand order on 20th June 2014 against our reply for payment of Service Tax ₹ 2.25 crores along with penalty ₹ 2.25 crores. The basis of demand is same as in the previous two demands.

Accordingly, the appeal against above order has been filed with the deposit of ₹ 22.58 lakhs i.e. 10% of demand with CESTAT Appellate Tribunal. Now, the hearing will be fixed by the Tribunal.

(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 is being filed by AIMA and this case shall be taken up in due course by the Service Tax Department.

3. 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 wrong use Institutional building as Business building. The same has been contested by AIMA before Tribunal and Tribunal waived off interest and penalty of ₹ 11,98,785/- but retained the balance demand of ₹ 25,34,733/-. AIMA challenged the order in the Hon'ble Delhi High Court vide W.P. (C) 2421/2014 & CM No. 5062/2014. Hon'ble Delhi High Court has directed AIMA to deposit the above said amount in five equal installments interspersed by two months between each installment. The Hon'ble Delhi High Court in its order further directed that in case AIMA succeeds before the Appellate Authority the above said amount would be refunded to it along with interest.

As directed by the Hon'ble Delhi High Court, AIMA has deposited ₹ 25,34,730/- with the MCD and the Tribunal has asked MCD to confirm receipt of payment, which was done by the MCD.

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 are as follows:-

		Current Year ₹	Previous Year ₹
I.	Fees for Statutory Audit	90,090/-	90,090/-
ii.	Fees for Tax Work	NIL	15,000/-
iii.	Other services	NIL	55,000/-
		90,090/-	1,60,090/-

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

For APT & Co.
Chartered Accountants
FRN 014621C

Firdose Vandrevale
President

Nikhil Sawhney
Treasurer

Avinash Gupta
Partner
M.No. 513349

Rekha Sethi
Director General

Pankaj Rajvanshi
Chief Financial Officer

Date : June 3, 2016
Place : New Delhi

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New Delhi 110003

State Bank of India
Lodhi Road Branch,
Andhra Association Building,
24-25, Industrial Area,
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,
8A, 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.
Jeevan Bharti Building,
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New Delhi 110001

Bank of India
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Electronic Niketan CGO Complex
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