

Press Release

3300 students placed in 3 years through the Bharti Walmart training centre

Centum Learning and Bharti Walmart partner to create employable youth

- Provide job placement to 3,300 students across India through its sustainable Employability Training Model
- Creates around 9,000 employable resources through training in modern retail
- Registers more than 23,000 walk-ins in Bangalore, Delhi and Punjab

Delhi, Amritsar, Bangalore, February 15, 2012: Centum Learning and Bharti Walmart, a joint venture between Bharti Enterprises and Walmart, in their endeavor to build employable resources, for India's retail sector, continue to set new benchmarks by transforming the lives of 3300 youth through job placements in leading companies and brands, since the inception of '**Bharti Walmart Training Centres**' in India.

'**Bharti Walmart Training Centre**', a Centum Learning and Bharti Walmart program in partnership with the Governments of Karnataka (Launched in March 2011), Delhi (Launched in July 2010) and Punjab (Launched in December 2008) is a program aimed at bridging the shortage of skilled resources in the rapidly growing retail sector by empowering the youth from traditionally economically weaker sections of society. Since its launch in 2008, the program has imparted vocational training to around 9,000 students. *(Please refer to Annexure-I for segregated data from Punjab, Delhi and Karnataka).*

On the success of this initiative, **Sanjeev Duggal, CEO & Executive Director, Centum Learning** commented – "Even though the retail market is experiencing tremendous growth, it is facing a huge skill gap and absence of a reliable channel for hiring a quality frontline workforce. Together with Bharti Walmart, we are constantly striving to address these issues and promote inclusive growth where each individual is empowered to become a productive member of the society. We are ecstatic with the progress of this program and are committed to do our bit in building a new India."

Raj Jain, President – Walmart India, Managing Director and CEO, Bharti Walmart Pvt. Ltd, said, "South India has a mature, vibrant retail sector. However trained retail talent is still scarce. Bharti Walmart and Centum Learning have taken the pioneering role to create a trained workforce for the retail industry which will help create inclusive growth in society. In the coming years, our focus will be to train more women in retail jobs to enable them to have a fulfilling and sustainable career path."

Students undergo a stringent selection, training and certification process, using a revolutionary Employability model. The Training Centers run three short-term vocational programs, to equip candidates to become Floor Associates, Business Development Associates and Team Leaders. Many successful candidates have established the effectiveness of the training model by joining

well known companies and brands such as Bharti Airtel, easyday, Best Price Modern Wholesale, Big Bazaar, Landmark, Titan Watches, Titan eye +, KFC, Pizza Hut, Shoppers Stop, Metro Cash & Carry, among others.

Centum Learning has been responsible in designing and developing customized curriculum for the Training Centers, in collaboration with Walmart. Successful candidates are co-certified by Bharti Walmart and Centum Learning on the basis of written evaluations conducted at the end of the programme. All enrolled candidates are awarded 100% scholarships by Bharti Walmart, making this training free-of-cost to the students.

Centum Learning also employs a robust sourcing approach which includes presentations in colleges, mobilization efforts in rural areas, display of collaterals in colleges & villages and referral schemes to mobilize and attract local talent. Candidates are required to undergo an evaluation process which comprises of an entrance test and interview.

Centum Learning implements the unique 'See-Hear-Act' methodology to impart education which has been proven successful in raising the employability quotient and creates employable candidates. Role plays, daily evaluations and field trips form a part of the training.

Annexure-1

	Karnataka	Delhi	Punjab
Number of students <u>placed</u> through Bharti Walmart Training Centres	134	1066	2044
Number of students <u>trained</u> through Bharti Walmart Training Centres	1314	2601	5193

About Centum Learning: <http://www.centumlearning.com>

Centum Learning, a Bharti Associate Company, provides end-to-end learning and skill-building solutions aimed at impacting productivity of businesses and the nation at large. Besides, it also provides higher education to youth for transforming the face of modern India.

In the learning domain, Centum Learning's solutions cover the entire spectrum ranging from Learning Process Outsourcing, Custom Content Development, Training through Blended Learning Programmes, Executive Coaching and Performance Coaching to Process Management and Certification. Centum Learning has recently entered into a strategic collaboration with Bharti Airtel, Africa to enhance productivity & business outcome across 15 countries in Africa.

In partnership with National Skill Development Corporation, Centum Learning has also established Centum Workskills India Ltd. to skill 1.2 crore people and make them employable by providing livelihood opportunities.

About Bharti Walmart:

Bharti Walmart Private Limited is a business-to-business (B2B) joint venture between Bharti Enterprises and Walmart for wholesale cash-and-carry and back-end supply chain management operations in India to serve small retailers, manufacturers and farmers. The JV launched its first B2B Best Price Modern Wholesale cash-and-carry store in Amritsar in May 2009. A typical cash-and-carry store stands between 50,000 and 100,000 square feet and sells a wide range of fresh, frozen and chilled foods, fruits and vegetables, dry groceries, personal and home care, hotel and restaurant supplies, clothing, office supplies and other general merchandise items. The JV is expected to open 12-15 new Best Price Modern Wholesale stores in India in 2012. Currently, Best Price Modern Wholesale stores are present in Amritsar, Zirakpur, Jalandhar, Kota, Bhopal, Ludhiana, Raipur, Indore, Vijayawada, Meerut, Agra, Lucknow, Jammu, Guntur, Aurangabad, Bhatinda and Amravati.

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