



**SUCCESSFUL TRANSFER ...** Inti chairman Tan Sri Dr Abdul Majid Ismail and board members watching the share price movements of the company on the KLSE monitor yesterday. — NST picture by Hadzme Mohd Jaafar

# Inti College targets 30pc foreign student enrolment

By Hew Sue-Len

INTI Universal Holdings Bhd plans to help boost Malaysia's drive to become the regional centre of excellence for education by increasing its foreign student enrolment in its colleges to 30 per cent from its current 17 per cent.

Currently with students from 30 countries, mainly China, Brunei, Indonesia, Singapore and Africa, the college is targeting students from West Asia and South America next.

President of Inti College Tan Yew Sing said this at the Kuala Lumpur Stock Exchange yesterday after witnessing the transfer of the company's listing to the main board.

He said the company employed agents the world over to market value-for-money education available here.

It recently invested RM12 million

in a resource centre and RM15 million in IT at its Nilai campus as part of plans to develop it into an e-campus and thus make it more attractive to foreign students.

Tan said the college's liaison with its long-standing foreign university partners would enable it to capitalise on technology transfer needed to run incubator projects. This will enable students to conduct research and to later commercialise their findings.

He expects the company to do better this year over last year. "The company has always done better year-on-year."

The company, which operates the Inti Group of Colleges, is the first private education company to be listed on the main board.

Tan said the main board listing would make it easier for the company to raise funds for its ventures overseas.

He described the move as timely since the World Bank was now prepared to extend loans to promote private education.

To diversify and enhance its earnings base, the company has franchised its programmes to China, Vietnam and Thailand.

"In China, we already have 800 students who have the option to receive a foreign degree by spending their final year here or in our partner universities abroad," said Tan.

In Thailand, a joint venture will offer nine degree and diploma programmes at St Theresa Inti College which in three years can be converted into a university.

Revenue from the franchises is expected to contribute to earnings from next year.

The counter opened yesterday at RM4, a 24-sen premium over its last second board price, and closed at RM3.98.