

Title : Inti to increase enrolment / More students for Inti  
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**Inti to increase enrolment**

**SUBANG JAYA:** Inti Universal Holdings Bhd sees new student enrolment numbers increasing at its Inti College and Metropolitan College here and Inti College Malaysia in Nilai, said president Tan Yew Sing.

"We are aiming at a 10% increase (of student numbers) a year. Last year, some semesters even registered 20% increase," Tan said after the group's EGM yesterday. New student numbers have increased for the past three consecutive semesters for Inti.

However, Tan's outlook for the education sector is "cautiously optimistic."

He said the education industry was facing an increasingly challenging environment with new players continuing to enter the market, but that the underlying demand for education would continue to grow.

Chairman Datuk Dr Zawawi Ismail said there was also competition from institutions in other countries that were essentially targeting the same students, especially from China and Indonesia.

"With other countries entering the same mould as we are in, there is certainly tougher competition ahead. We basically have to increase our focus on the things that we are good in and build on the strengths that we have," he said.

Inti was repositioning itself, with a strong

emphasis on "employability."

A key programme in this area is the employability workshop, that prepared students for interviews and built their characters, Tan said.

The college has already recorded good results, with many students earning places in prestigious universities in Britain and the US.

This year, the group is planning to introduce new courses, including pharmacy, increasing its franchisees overseas to attract more foreign students, identifying under-performing branches to consolidate and improve their performance.

The group is also exploring the corporate training and job-training market and, through partnership with the Malaysian Institute of Management, is offering MBA programmes with Maastrich School of Management and RMIT.

Zawawi said the college in Nilai was doing well, while the group was looking into strengthening its Sarawak campus, which it felt was under-performing. Inti currently has six overseas franchisees, one each in India, Yemen and Indonesia, and three in China. Each franchisee has about 100 to 200 students currently and this keeps Inti's foreign student ratio fairly stable.

Foreign students currently make up about 23% of the group's student population, and this figure should increase to 30% within two years.

**More students for Inti colleges**  
Inti Universal Holdings Bhd sees enrolment numbers increasing even amid growing competition in the education industry, says president Tan Yew Sing (pic). The group plans for new courses attracting more foreign students and improving under-performing branches. It is also exploring the corporate training and on-the-job training market. Page 4

