



INSIGHT

INSIGHT INSTITUTE OF
MANAGEMENT AND TECHNOLOGY

ANNUAL
REPORT
2022

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CORPORATE INFORMATION

Company Name

Insight Institute of Management and Technology

Legal Form

Insight Institute of Management and Technology (Guaranteed) Ltd.

Company Registration No.

GA 2994

Board of Directors

Prof. M.I. Mohammed Mowjood

Mr. M. Hilmi Sulaiman

Mr. A.H. Rizwan Muhammedu

Mr. M.L. Mohamed Nizar

Dr. M.T. Ziyad Mohamed

Chief Executive officer

Mr. A.W.M. Zuhree

Registered Office

78, Allen Avenue,

Dehiwala - Mount Lavinia

CHIEF EXECUTIVE OFFICER'S MESSAGE

The year 2021/2022 was one of the most challenging periods in the history of Insight Institute of Management and Technology (IIMT). The global COVID-19 pandemic significantly impacted the education sector, and we were not exempt from its effects. Low student enrollment, financial constraints, and disruptions in traditional learning methods tested our resilience and adaptability. However, despite these difficulties, we remained committed to our mission of delivering quality education and empowering students with the necessary skills for the future.

At the start of the year, our operations were limited to online learning, as physical classes were not feasible due to restrictions. This transition, while necessary, posed challenges in student engagement and practical learning. Additionally, financial constraints became more pronounced, as we relied heavily on donor-funded scholarships to sustain our programs. In response to these economic difficulties, we made strategic cost adjustments, including the temporary implementation of half-month salaries for staff, ensuring the continuity of our institution while maintaining support for our faculty and administrative teams.

Despite the hardships, we remained proactive. By the final quarter of the year, physical classes resumed, marking the beginning of a recovery phase. Recognizing that the worst of the pandemic was subsiding, we set forth plans to enhance student enrollment and diversify revenue streams. Our approach focused on strengthening outreach efforts, forming new academic collaborations, and expanding the range of programs offered. These initiatives are designed to ensure long-term sustainability and growth.

As we look ahead, IIMT remains committed to overcoming challenges with resilience, innovation, and an unwavering dedication to our students. I extend my gratitude to our faculty, staff, donors, and stakeholders for their unwavering support during this turbulent period. Together, we will continue to build a stronger, more resilient institution.

A.W.M. Zuhree
Chief Executive Officer
Insight Institute of Management and Technology

MANAGEMENT DISCUSSION AND ANALYSIS

Overview of the Year

The academic year 2021/2022 was marked by unprecedented disruptions due to the COVID-19 pandemic. The global crisis resulted in lower student enrollment as financial uncertainties and mobility restrictions affected prospective learners. Consequently, Insight Institute of Management and Technology (IIMT) faced revenue constraints, relying primarily on donor-funded scholarships to sustain operations.

At the beginning of the year, all courses were conducted online to comply with health and safety regulations. While this ensured continuity in learning, it also highlighted challenges such as digital accessibility, student engagement, and limitations in delivering practical sessions. The reliance on virtual education also impacted new enrollments, as some students preferred traditional classroom-based learning.

Financial Performance & Cost Management

The financial pressures of the pandemic required strategic interventions. With limited revenue inflows, we adopted cost-cutting measures, including reducing staff salaries to half-month payments during critical months. This difficult decision was made to sustain institutional operations while ensuring minimal disruptions to academic activities.

Despite these challenges, careful financial management allowed us to maintain essential services and prepare for a recovery phase. By the final quarter of the year, as the situation improved, we gradually resumed physical classes, a move that positively influenced student engagement and program effectiveness.

Strategic Recovery Plan

As we emerged from the pandemic, we focused on strengthening our institution's resilience and ensuring long-term sustainability. One of our primary objectives was to increase student enrollment through enhanced marketing efforts, digital outreach, and strategic partnerships with local organizations. Additionally, we recognized the need to diversify revenue streams beyond donor-funded scholarships. To achieve this, we explored new funding sources, expanded industry collaborations, and introduced corporate training programs aimed at professionals seeking skill enhancement.

Another key aspect of our recovery plan was the expansion of our academic offerings. By introducing new courses aligned with market demands, particularly in high-demand vocational and professional training areas, we positioned IIMT as a competitive player in the education sector. Furthermore, we invested in hybrid learning models, integrating both online and physical classes to provide a more flexible and adaptive learning experience. This approach ensured that students could access quality education while also benefiting from practical, hands-on training.

Moving forward, we remain committed to these strategic initiatives to drive sustainable growth. Our focus will be on continuous innovation, fostering industry partnerships, and enhancing student engagement to strengthen IIMT's position as a leading educational institution. With a clear vision and a dedicated team, we are confident in our ability to turn challenges into opportunities and create a more robust academic environment for our students.

Future Outlook

As the world gradually recovers from the pandemic, we anticipate a stronger academic year ahead. Our immediate focus remains on restoring student numbers, reinforcing financial stability, and ensuring academic excellence. By leveraging strategic partnerships and embracing innovative teaching methodologies, IIMT is poised for sustained growth and impact in the education sector.

In conclusion, while the challenges of 2021/2022 tested our resilience, they also strengthened our commitment to delivering high-quality education. With a clear roadmap and a dedicated team, we are confident in our ability to turn adversity into opportunity and continue our journey toward academic excellence.

INSTITUTIONAL OVERVIEW

In 2008, a dedicated group of social workers, including academics, professionals, and entrepreneurs, came together to establish the Mawanella Institute of Technical Training (MITT) in Mawanella. MITT initially operated from a rented building, offering TVEC-accredited vocational craft level courses such as Welding, Electrical, Plumbing, and Building Service Technician training.

As MITT gained recognition and success, the group decided to formalize their efforts in 2009 by legally incorporating a trust known as Insight Education Trust (IET). During the same year, IET received invaluable support from philanthropists, enabling the acquisition of Four and a Half acres of land with existing buildings. This pivotal moment allowed IET to conduct its vocational courses on its own premises, ensuring a more comprehensive and sustainable approach to education.

Recognizing the need for a dedicated institution to continue its educational mission, the trustees of IET established a guarantee company named Insight Institute of Management and Technology (IIMT). Since its inception, IIMT has evolved into a fully-fledged education institute, specializing in NVQ Level 3 & 4 courses. These courses encompass fields such as Automobile Mechanic, Automobile Electrical Electrician, and Air-Conditioning and Refrigeration Mechanic, producing approximately 400 highly qualified technicians annually.

The year 2021/2022 presented unprecedented challenges due to the COVID-19 pandemic, leading to disruptions in learning, reduced student enrollment, and financial constraints. Initially, all courses were conducted online, posing engagement challenges, particularly for practical training. The resumption of physical classes in the final quarter of the year marked the beginning of recovery, with efforts focused on restoring enrollment and stabilizing operations.

Despite these difficulties, IIMT remained committed to delivering quality education. Strategic measures, including optimizing resources and seeking donor support, helped navigate financial challenges. As the pandemic's impact lessened, IIMT laid the foundation for future growth by planning to expand academic offerings and strengthen its role as a leading vocational education provider.

Vision

Our vision is to foster a society built on knowledge by empowering individuals through education

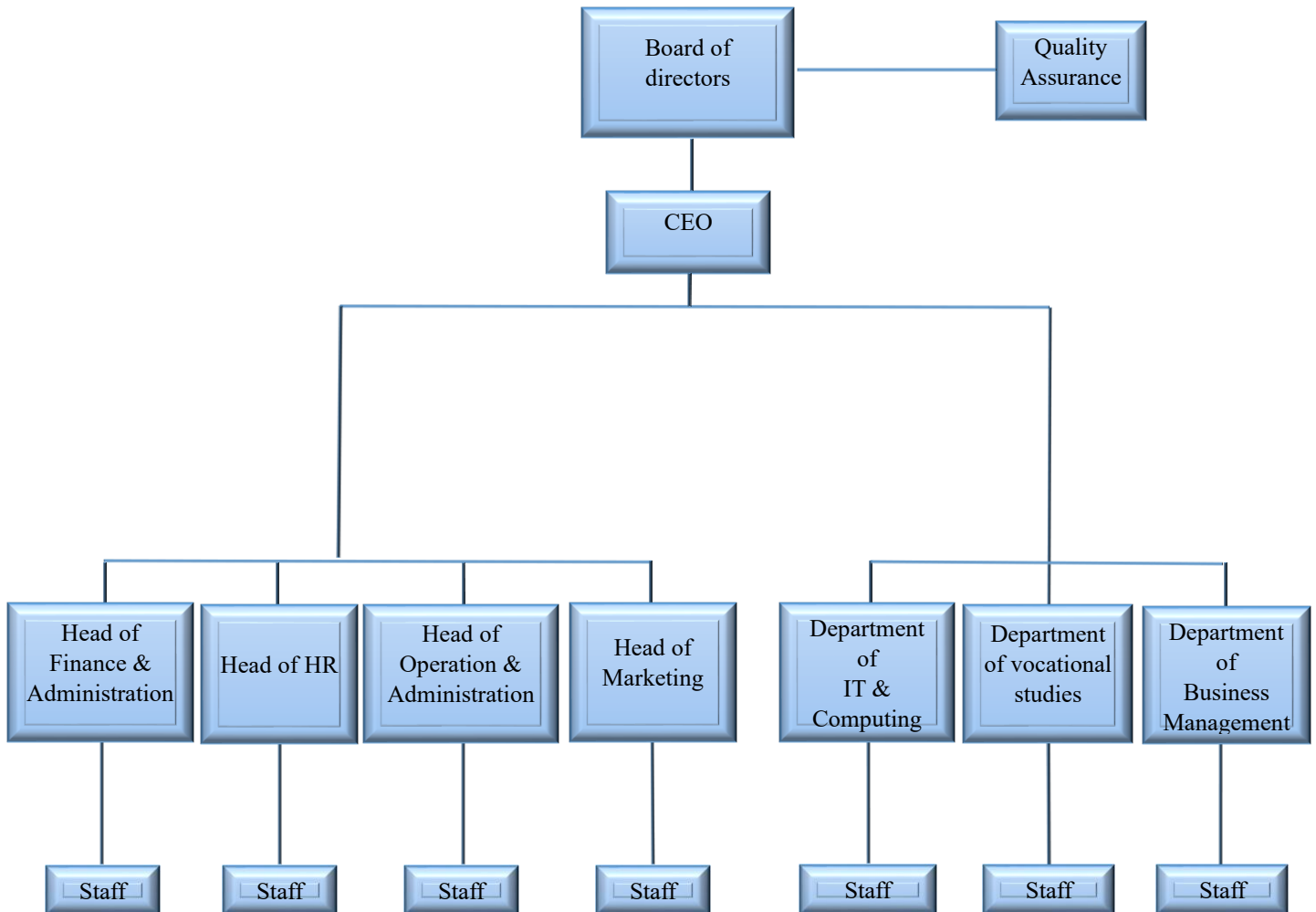
Mission

Our mission is to be a center of excellence, providing accessible, high-quality education and training, enriched by relevant research and sustainable development, to empower and uplift society.

Objectives

- To provide technical education and training for school leavers and employees to enhance their skills and career opportunities.
- To create pathways for students to progress to degree-level qualifications through technical and technological education.
- Ensure to provide high quality education that prepare student for their future career and personal growth.
- Facilitate economically backward students through scholarship programs to obtain educational qualification which is locally and internationally accepted which enable them to find employment either locally or overseas or to go in self-employment.
- To supply skilled human capital to support the economic development of the country.
- To equip students with competencies that enable self-employment and contribute to the growth of the industrial sector.
- To design and deliver programs with input from industry experts, ensuring their relevance, practicality, and alignment with industry standards.
- To build strong collaborations with communities and industries, offering internships, addressing societal needs, and contributing to economic development through joint programs.
- Transform school leavers into respectable and useful citizens of Sri Lanka empowering them with market skills.

ORGANIZATIONAL STRUCTURE



DEPARTMENTS

Department of IT & Computing

- Advanced Certificate in Computer Hardware Technician

Department of Vocational Studies

- Automobile Mechanic
- Automobile Electrician
- Electrician (Domestic / Industrial)
- Refrigeration & Air Conditioning Mechanic

Department of Business Management

- Advanced Diploma in Entrepreneurship and Business Management
- Diploma In Sales and Marketing
- Professional Business Development Workshop
- One Day Workshops

TRAINING CENTERS

- Mawanella Centre for Technical Training
- Puttalam Centre for Technical Training
- Colombo Centre for Technical Training

ACHIEVEMENTS AND FUTURE OUTLOOK

Achievements

Passed-Out Students (2009–2021)

Courses	Mawanella 2009-2021	Puttalam 2015-2021	Colombo 2016-2021	Total Passed Out
Air Condition & Refrigeration	271	89	71	431
Electrical Wiring	124	11	-	135
Automobile Mechanic	548	165	172	885
Auto Electrical	338	-	44	382
Multi Skill	51	50	-	101
Construction Site Supervisor	-	103	36	139
Total	1332	418	323	2073

Current Enrolment

Courses	Mawanella	Puttalam	Colombo	Total
Air Condition & Refrigeration	19	15	19	53
Electrical Wiring	14	-	-	14
Automobile Mechanic	120	22	27	169
Auto Electrical	23	-	24	47
Computer Hardware & CCTT Camera	20	-	-	20
Total	196	37	70	303

Insight Institute of Management and Technology (IIMT) continues to strengthen its presence as a leading vocational training institution, with a total enrollment of 303 students across its Mawanella, Colombo, and Puttalam centers. The distribution of students highlights Mawanella as the primary hub, attracting 196 students (64.7%), followed by Colombo with 70 students (23.1%), and Puttalam with 37 students (12.2%). This trend reinforces Mawanella's strong demand for vocational programs while presenting opportunities for further expansion in Colombo and Puttalam.

Among our diverse program offerings, Automobile Mechanic emerged as the most sought-after course, enrolling 169 students across all three centers. This overwhelming demand underscores the growing need for skilled professionals in the automobile industry. Additionally, courses in Auto Electrical, Air Condition & Refrigeration, Electrical Wiring, and Computer Hardware & CCTV Camera saw strong interest, equipping students with specialized technical skills that

align with industry needs. Each of these programs plays a vital role in preparing students for careers in their respective fields, contributing to the development of a highly skilled workforce.

Our primary objective is to uplift school dropouts by equipping them with valuable, job-ready skills, ultimately helping them escape the cycle of poverty. By providing nationally and internationally recognized courses, we not only safeguard these students from social pitfalls but also contribute to the country's skilled workforce and economic advancement.

We are dedicated to providing industry-relevant education and equipping students with the skills needed for the future. We will continue to expand our programs, improve accessibility, and strengthen student engagement to meet growing industry demands. By staying aligned with market trends and enhancing our outreach efforts, we are confident in our ability to develop a skilled workforce that contributes to national progress.

Future Outlook

The year 2021/2022 was a period of resilience and adaptation, laying the groundwork for future growth. A key focus moving forward is the recovery of student enrollment and financial stability. With the pandemic's impact gradually diminishing, we have developed strategies to increase student intake, enhance academic offerings, and strengthen institutional sustainability.

Expanding our academic portfolio remains a priority. We plan to introduce new NVQ Level 4 programs, providing students with advanced qualifications that align with industry needs. Additionally, we aim to reinforce our commitment to vocational training by enhancing practical learning experiences and modernizing training facilities.

Strengthening student support systems is essential for inclusive education. We continue to seek donor-funded scholarships to assist financially disadvantaged students, ensuring education remains accessible. Furthermore, we are working to improve our digital infrastructure to support hybrid learning, making education more flexible and adaptable.

To enhance our reputation and visibility, we are investing in strategic marketing and outreach initiatives. By building strong industry partnerships and engaging with the community, we aim to position Insight as a trusted institution for quality education and skill development.

With a clear vision, strategic planning, and a commitment to excellence, we are confident that IIMT will continue to grow as a leading vocational and higher education institution, equipping students with the skills and knowledge to thrive in a dynamic world.



INSIGHT

EMPOWERMENT THROUGH EDUCATION

Insight Technology Campus : Kandy Road, Ganetheima ,Hingula, Mawanella, Sri Lanka | Tel : 035 2291 245

Insight Colombo Centre : 999/1, IDII Road, Gofhathuwa, Colombo, Sri Lanka | Tel : 077 775 5897

Insight Puttalam Centre : Mannar Road, Puttalam, Sri Lanka | Tel : 076 859 7959