

Trailblazers, Shapers and Innovators

Models of Success from the Community
of Global Growth Companies





GEMS Education

Sunny Varkey, Founder and Chairman

Industry Sector: Dubai, United Arab Emirates
Education
www.gemseducation.com

While intellect and ability are equally distributed around the world, access to quality education is not. That is where GEMS Education comes in. The Dubai-based company is the largest global provider of private kindergarten to grade 12 education, with over 100,000 students from 125 countries across three continents attending GEMS schools.

The company, which reported revenues of US\$ 344 million in fiscal year 2010, was founded 50 years ago by the Varkey family. From the beginning, the company has aimed to make quality education accessible to a broad spectrum of students. It owns and manages schools across the Middle East, United Kingdom, North Africa and India. GEMS is building schools in China and working in both the private and public sectors in the United States.

The GEMS school model offers a broad range of curricula across a range of tuition fees, making private education more accessible to the broader community. It also supports governments' education reform agendas by working with ministries of education and offering consulting services to lift school performance and improve the standards and expertise in public education across the globe.

GEMS Education has had a cumulative average growth rate of 36% over the last few years. Its success can be measured in part by that of its pupils: in the last three years, GEMS students were accepted into 355 universities across 29 countries. The company recently announced an ambitious plan for growth over the next 14 years. It aims to provide education for 5 million students globally by 2024.



Groupe Socota

Salim Ismail, Group Chairman and Chief Executive Officer

Industry Sector: Solferino, Mauritius
Multi-Industry
www.socota.com

Groupe Socota, founded in Madagascar in 1930 as a trading company, transformed itself in the late 1950s into a cotton fabric weaver and is today one of the largest and most successful textile and apparel operations in sub-Saharan Africa. It makes clothes-to-order for clients such as Zara, Decathlon, Camaieu and Marks & Spencer. The company has a global network of stylists who attend fashion shows to pick up on the latest trends and colours and then communicate them to in-house clothing designers at a studio it runs in Paris, the capital of the fashion world. The designs are sent electronically to Socota's high-tech weaving and finishing mill in Madagascar, which manufactures corresponding garments in mass quantities in less than three weeks and then ships them to big name retailers around the world.

The group has diversified into shrimp farming. It processes some 1,600 metric tons of shrimp per year, primarily for export to Europe to a network of fishmongers, restaurants and supermarkets' deli counters. Socota specializes in organic shrimp; no antibiotics or pesticides are used in processing. To ensure quality, it processes fresh shrimp in its plant within 30 minutes after harvesting.

Groupe Socota, which reported 2009 revenues of US\$ 411.6 million, with an average annual growth rate of 32% over the past five years, has thrived by adapting to market changes, including a period of nationalization by a military regime. The company, which is now majority controlled by private shareholders, continues to grow thanks to its ability to leverage its manufacturing and marketing expertise to diversify into the unrelated but profitable field of organic seafood farming and distribution. Agro-industry now accounts for some 75% of the group's revenues.