



महाराष्ट्र MAHARASHTRA

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प्रधान मुद्रांक कार्यालय, मुंबई
प.मु.वि.क. ८०००९५
S - 2 DEC 2017
सक्षम अधिकारी

श्रीमती. एस. वि. मसूरकर

MEMORANDUM OF UNDERSTANDING

This **Memorandum of Understanding** (hereinafter called as the 'MOU') is entered into on this 9th of December, Two Thousand and Seventeen (09-12-2017) by and between:

SES'S L. S. Raheja College, affiliated to University of Mumbai, located at STY Relief Rd, Santacruz West, Mumbai, Maharashtra 400054, the First Party represented herein by the Principal Dr. Debajit Sarkar (hereinafter referred to as "First Party", the institution which expression, unless excluded by or repugnant to the subject or context shall include its

VKG

07 DEC 2017

जोडपत्र-9 Annexure - I
फक्त प्रतिज्ञापत्रासाठी Only for Affidavit

मुद्रांक विकत घेणाऱ्याचे नाव _____

मुद्रांक विकत घेणाऱ्याचे रहिवासी पत्ता _____

मुद्रांक विक्रीबाबतची नोंद वही अनु. क्रमांक _____

मुद्रांक विकत घेणाऱ्याची सही _____

परवाना क्रमांक : ८००००९५

मुद्रांक विक्रीचे ठिकाण/पत्ता : अंधेरी कोर्ट बार असोशिएशन
एम. एम. कोर्ट, अंधेरी रेल्वे स्टेशनच्या बाजूला, अंधेरी (पूर्व), मुंबई - ६९.

शासकीय कार्यालयासमोर/ज्याच्यालयासमोर प्रतिज्ञापत्र सादर करणेसाठी मुद्रांक
कागदाची आवश्यकता नाही. (शासन आदेश दि. ०१/०७/२००४) नुसार

ज्या कारणासाठी ज्यांनी मुद्रांक खरेदी केला त्यांनी त्याच कारणासाठी मुद्रांक खरेदी
केल्यापासून ६ महिन्यात वापरणे बंधनकारक आहे.

Krishna Chandra Upadhyay
Advocate High Court, Mumbai
Sri Prasanna Complex, Flat No-204,
Wallasopda West Palghar

000439

07 DEC 2017

successors – in-office, administrators and assigns)

AND

Financial Planning Academy, the Second Party, located at First Floor, Dharmakshetra 2, Factory Lane, Next to Ambajidham Temple, Borivli West, Mumbai 400092 (hereinafter referred to as “Second Party”, which expression, unless excluded by or repugnant to the subject or context shall include its successors– in-office, administrators and assigns).

(First Party and Second Party are hereinafter jointly referred to as ‘Parties’ and individually as ‘Party’).

WHEREAS,

Both Parties desire to work in collaboration with each other for the purpose of teaching, research, executive development and consultancy in respect of Commerce related Programmes on the terms and conditions set out in this MoU.

NOW THEREFORE, IN CONSIDERATION OF THE MUTUAL PROMISES SET FORTH IN THIS MOU, THE PARTIES HERETO AGREE AS FOLLOWS:

1. OBJECTIVE AND PRINCIPLES

- I. The objective of this MOU is to foster collaboration and to facilitate the advancement of knowledge based on reciprocity, best efforts, mutual benefits and frequent interactions.
- II. This MOU will be carried out within the framework of the respective laws and regulations of the institutions and is intended to create legally binding rights or obligations.

2. SCOPE OF THE MOU

1. Both Parties believe that close co-operation between the two would be of major benefit to the student community to enhance their skills and knowledge as well as faculty members in their research and consultancy. The detailed scope mentioned in the Annexures attached here with. Both the parties agree to work together on various initiatives as per requirements of the industry.

3. GENERAL PROVISIONS

- I. The Parties shall not use any of the confidential information which is required to be held in confidence for any purpose other than the performance of their obligations under this understanding.
- II. The Party organizing an item of work shall have the nodal responsibility for mobilizing resources and the conduct of such works. There shall be exchange visits by faculty members and entrepreneurs for teaching, research, executive development and consultancy
- III. Nothing in this understanding is intended to affect other cooperation or collaboration between the Parties.
- IV. All the collaboration activities according to this agreement shall be conducted following the laws and regulations governing both the parties.

RELATIONSHIP BETWEEN THE PARTIES

It is expressly agreed that **SES'S L.S. Raheja College** and **Financial Planning Academy** are acting under this MOU as independent contractors, and the relationship established under this MOU shall not be construed as a partnership. Neither Party is authorized to use the other Party's name in any way, to make any representations or create any obligation or liability, expressed or implied, on behalf of the other Party, without the prior written consent of the other Party. Neither Party shall have, nor represent itself as having, any authority under the terms of this MOU to make agreements of any kind in the name of or binding upon the other Party, to pledge the other Party's credit, or to extend credit on behalf of the other Party.

ASSIGNMENT

This MoU is based on the professional competence and expertise of each Party and hence neither Party shall transfer or assign this Agreement or rights or obligations arising hereunder, either wholly or in part, to any third party.

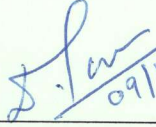
The validity of this MoU will be for Five years viz, till 31st December, Two Thousand Twenty two (31-12-2022) subject to renewal with mutual consent.

Notwithstanding the above, each party reserves the right to exit the MoU after giving three months' notice to the other party.

AGREED:

For SES'S L.S. Raheja College

For Financial Planning Academy


09/12/2017




Dr. Debajit Sarkar

Mr. Vishal Gada

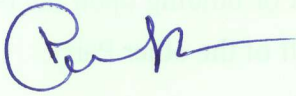
Principal - SES'S L.S. Raheja College

Co-founder and CMO – FPA

SES'S L. S. Raheja College of Arts and Commerce	Financial Planning Academy
Relief Rd, Santacruz West, Mumbai, Maharashtra 400054	First Floor, Dharmakshetra 2, Factory Lane, Next to Ambajidham, Borivali West, Mumbai 400092
Contact: +91 9820134065	Contact: +91 9930805522
E-mail: principal@lsraheja.org	E-mails: vishal@fpa.edu.in
Web: www.lsrhaheja.org	Web: www.fpa.edu.in

Witness 1: **Ms. VAISHALI PANDYA**

Witness 1: **ALMAS PARKAR**

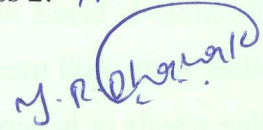




Witness 2: **Ms. DIVYA KANCHAN**

Witness 2: **YAMINI BALWASHI**





Annexure 1: Online Skill Development Programs

From the bank of prerecorded online skill development programs, relevant program bundles are curated for students of various streams

- The programs are divided into the field of Finance, Business Management, Certifications, Data Management, Data Analytics, Design and Creativity, Project Management, Office Productivity, IT.
- These bundles are to be made based on skill gap analysis based on academic curriculum studied and the industry expectations.
- At the end of the year one online assessment of student and based on that certification.
- USP of the program – Scope of Content and affordable cost.

The Program selected:

Certificate Program in Accounting and Finance		
Particulars	Number of Hours	Number of Videos
Excel 2016 – beginners	3	20
Accounting - For Beginners	7	14
Nuts & Bolts of Capital Markets	10	35
PowerPoint 2016 – Beginners	5	15
Online Economics for Investors Training Course	6	12
Total	31	96
Marking scheme	50	
Assessment	35	
Assignment	15	
Minimum passing	25	
Mode of training	Online	
Fees per student	Rs. 2000	

Diploma in Finance Management		
Particulars	Number of Hours	Number of Videos
Equity Investments	7	36
Accounting:02 - Balance Sheet	7	39
Fixed Income 2016	9	21
Commodity Trading	3	18
Foreign Exchange Trading	7	21
Advanced Excel 2016	3	19
Total	36	154
Marking scheme	50	

Advanced Diploma in Finance Management

Particulars	Number of Hours	Number of Videos
Online Financial Modeling Training	10	23
Equity Research Training	9	18
Investment Banking Training	10	21
Alternative Investment	5	9
Technical Analysis for Beginners	4	18
Total	38	89
Marking scheme	50	
Assessment	35	
Assignment	15	
Minimum passing	25	
Mode of training	Online	
Fees per student	Rs. 2000	

Diploma in IFRS Comprehensive Training

Particulars	Number of Hours	Number of Videos
IFRS 1 - First Time Reporting of International Reporting Standards	3	17
IFRS 2 - Share Based Payments	2	22
IFRS 3 - Business Combinations	5	26
IFRS 4 - Insurance Contracts	2	12
IFRS 5 - Non Current Assets Held for Sale and Discontinued Operations	3	19
IFRS 6 - Exploration for and evaluation of Mineral Resources	3	16
IFRS 7 - Financial Instruments: Disclosures	3	16
IFRS 8 - Operating Segments	3	17
IFRS 9 - Financial Instruments	3	19
IFRS 10 - Consolidated Financial Statements	3	19
IFRS 11 - Joint Arrangements	2	13
Total	32	196

Certificate Program in Financial Markets

Particulars	Number of Hours	Number of Videos
Need & options for fund raising	6	23
Introduction to Indian financial market	5	18
Primary Markets and Secondary Markets	9	21
Macro Economics	8	9
Money and Debt Market	4	18
Data mining and Interpretation	3	6
Total	35	95
Marking scheme	50	
Assessment	35	
Assignment	15	
Minimum passing	25	
Mode of training	Online	
Fees per student	Rs. 2000	

Annexure 2: Hybrid Add on programs

- Offering a bundle of skill based programs to students
- In a year, student need to select one program
- Training will be 80% pre-recorded sessions + 20% live webinars by industry experts
- Each topic will have video content, chapter wise quizzes, assignments and assessments
- After assessments, joint certification to students
- The topic selection can be based on the interest of the students from Banking, Finance, and Accountancy.
- Possibility of Semester wise or year wise alignment of programs (Eg. FY, SY TY one program per year)

1. Title of the Program: Certificate Program in Financial Statement Analysis

Objective of the program: This is a very basic workshop for students and professionals who would like to understand the IFRS compliant Financial Statements. The workshop gives the in-depth insight on what are financials, the golden rules, the different financial statements and various types of ratios. It gives a basic overview of what do the investors/shareholders/financiers usually look for before investing in company (objectives of financial statement analysis). It also has a live case study of a listed company for a comparative market analysis including how to check if the company's health is good. Using these +analyses, the users are able to review the current health and performance of the company and future prospects. Also, how technology can help to grow the business is a part.

Tentative number of hours: 30 hours

3	<p>Components of Financial Statements Statement of Financial Position Statement of Profit and Loss Statement of Changes in Equity Cash Flow Statement Notes to Accounts</p>																		
4	<p>Ratios – Basic Analysis Profitability Ratios Liquidity Ratios Solvency Ratios Investor Ratios</p>																		
5	<p>Further Learning</p>																		
6	<p>Cloud and Mobile Technology</p> <ul style="list-style-type: none"> • How these techs can strategically help businesses? • Key Benefits and Risks • How to know when to adopt vs other systems available • <p>Big Data and Analytics</p> <ul style="list-style-type: none"> • How it can help business strategically • Opportunities and Threats of the tech • How this can be used in marketing, pricing, etc. <p>IT System and Control</p> <ul style="list-style-type: none"> • Need for business • How to assess if systems are adequate • Recommend ways to improve cyber security • How to know what improvements need for Tech systems <p>Disruptive Technology</p> <ul style="list-style-type: none"> • Impact of disruptive technology like Blockchain and Cryptocurrencies • Robotics and Process Automation (RPA) in Finance and Accounting <p>How is Artificial Intelligence (AI) different to RPA</p>																		
	<table border="1"> <tr> <td>Marking scheme</td> <td>50</td> <td></td> </tr> <tr> <td>Assessment</td> <td>35</td> <td></td> </tr> <tr> <td>Assignment</td> <td>15</td> <td></td> </tr> <tr> <td>Minimum passing</td> <td>25</td> <td></td> </tr> <tr> <td>Mode of training</td> <td>Online pre recorded video + Live webinars</td> <td></td> </tr> <tr> <td>Fees per student</td> <td>Rs. 2000</td> <td></td> </tr> </table>	Marking scheme	50		Assessment	35		Assignment	15		Minimum passing	25		Mode of training	Online pre recorded video + Live webinars		Fees per student	Rs. 2000	
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Fees per student	Rs. 2000																		

Annexure 3: Innovative Engagement Programs

Guest sessions by industry Experts:

For the benefit of students, guest sessions by Industry Experts shall be organized (up to 6 guest sessions in a year). The objective of the sessions shall be to provide insights about industry and career perspective to students

Leadership programs for CRs (Class Representatives):

To improve the leadership skills at the first level of leadership at class room level, party of the first part shall facilitate the soft skills training programs for CRs of the college every year.

Various Faculty Development Programs and Workshops:

In order to upgrade the knowledge and skills required to impart trainings to students, the party of the first part shall facilitate FDPs and Workshops for the faculties of party of the second part.

Investor Awareness Programs for parents / Staff of the students: The party of the first part shall engage the parents of the students of the party of the second part through Investor Awareness Programs by experts.