

This Memorandum of Understanding (MOU) is a service agreement to provide content for the courses both offline and Online, offer training to students and conduct certification exams between **Finmark Trainers India Pvt Ltd (Finmark)**, a company registered in India and having its Registered Office at No 19, Shanti Nagar, Rajagiri P O, South Kalamassery, 683 104, Kochi, Kerala, India and the Sacred Heart College, Kochi -682013

To this end the parties operating under this MOU agree as follows:-

A. PURPOSE: Finmark is a leader in financial market education and imparts financial market training across the country. With the capital markets booming, there is a dearth of trained and certified manpower. Finmark conducts short-term, placement-focused skill enhancement trainings across the country. It has strong tie-ups with leading BFSI companies and helps them source knowledgeable and skilled resources that are productive for organisations in the least possible time.

Sacred Heart College, Thevara is a constituent first grade college of Mahatma Gandhi University, Kottayam and accredited with FIVE STAR status by the NAAC and reaccredited with A Grade in 2013. It was established in 1944 by the Sacred Heart Monastery, Thevara, Cochin, a unit of the CMI (Carmelites of Mary Immaculate) Congregation. At present the college has 14 undergraduate and 15 postgraduate courses.

The Commerce, BBA and Economics departments of Sacred Heart College are reputed in securing programs which supplement and complement the Graduate and Post Graduate Degree programs.

The parties intend to enter into an MOU to Provide Diploma and Certification programs for the students of the College in association with FINMARK as their knowledge and training partner.

B. CERTIFICATION PROGRAM: Finmark will provide course content, train students and conduct offline /online exams for the FINANCE MARKET PROFESSIONAL PROGRAM (FMP). The FMP consists of four modules

- i. FUNDAMENTALS OF CAPITAL MARKET
- ii. MUTUAL FUNDS
- iii. SECURITIES OPERATIONS AND RISK MANAGEMENT
- iv. INVESTMENT ADVISOR

C. Finmark shall assist Sacred Heart College to run both online and offline certification programs for their Commerce, Economics, BBA and other students (who may be interested) across all the years of the UG and PG programs.

D. RESPONSIBILITIES: Finmark will be responsible to provide the content (both offline and online). The online content will be provided in two stages. In the initial stage, only online content would be provided. In the second stage, a complete E-Learning module will be provided to Sacred Heart College. Further, Finmark will offer training to the students and prepare and sit for both offline and online exams. Till the Online modules are ready for offer, all the Modules will be offered to the students only in offline mode. In the offline mode, Finmark will depute suitably qualified and experienced trainers to handle the sessions. Finmark will also let its brand be used to issue a co-branded certification from Sacred Heart College.

SACRED HEART COLLEGE on its part will be responsible to promote these courses among students and also ensure that they sign up. **SACRED HEART COLLEGE** will be responsible in hosting the content and pricing of the courses in consultation with Finmark.

E. FINANCIAL AGREEMENT: Finmark and SACRED HEART COLLEGE agree to the revenue sharing structure as per the Schedule mentioned in Page # 4 of this MOU.

The third and the fourth modules shall be completed during the Summer Holidays.

For the Second and Final year Degree and PG students of academic year 2017-18, the training shall likewise be completed during the aforesaid holidays.

Q. **INTERNSHIP** : During the summer vacation of the second year students (who have completed all the four modules successfully), Finmark shall strive to use its good offices to try and organize for internships for a period varying from 10 days to one month. Finmark and Sacred Heart College understand that Internship is subject to Internships being available at that particular point.

R. **EMPLOYMENT OPPORTUNITY**: When the students complete their Final year degree or PG, Finmark shall use its good offices to bring potential employers to Sacred Heart College or otherwise render help to the students (who have completed all four modules) to find suitable jobs.

S. **PREPARATION FOR INTERVIEW**: Finmark shall organize a two day session (at no cost to Sacred Heart College or to the students) to improve the soft skills of the students (who have completed all the four modules) and conduct mock interviews. This session will be open only to Final year degree and Final Year PG students.

T. **DECLARATION**: IN WITNESS WHEREOF, THE UNDERSIGNED PARTIES, BY THEIR DULY AUTHORIZED REPRESENTATIVES BELOW, HAVE EXECUTED AND ENTERED INTO THIS MOU AS EFFECTIVE OF THE DATE SIGNATURE.

Name: SACRED HEART COLLEGE	Name: Finmark Trainers India Pvt Ltd
Signature:	Signature:
Name:	Name: Pradeep Chandrasekaran
Title: Principal	Title: Director
Date: 1 st April 2017	Date: 1 st April 2017

SCHEDULE

REVENUE SHARING MODEL

	Cost Per Module (Rs)
Total	1080
Share of Finmark	800
Share of Sacred Heart College	240
Incentive for Course Coordinator	40

FEES TO BE COLLECTED FROM THE STUDENTS (IN INDIAN RUPEES)

Year 1 Beginning	2160
Year 2 End	2160
Total	4320

In case the students choose to pay the entire fees of Rs.4320 at the beginning of the year itself, Finmark shall offer a discount of Rs.200. In such a case, the student fee payable to Finmark for all the four modules will only be Rs.3000.