



CHALLAN
MTR Form Number-6



GRN	MH008008754202223E	BARCODE			Date	20/09/2022-14:50:26	Form ID				
Department	Inspector General Of Registration			Payer Details							
Type of Payment	Non-Judicial Stamps General Stamps SoS Mumbai only			TAX ID / TAN (If Any)	MUMB21073D						
				PAN No.(If Applicable)	AAECB2964M						
Office Name	GENERAL STAMP OFFICE MUMBAI			Full Name	BSE INSTITUTE LIMITED						
Location	MUMBAI										
Year	2022-2023 One Time			Flat/Block No.	25TH FLOOR PJ TOWERS						
	Account Head Details		Amount In Rs.	Premises/Building							
	0030056201 General Stamps		100.00	Road/Street	DALAL STREET						
				Area/Locality	FORT MUMBAI						
				Town/City/District							
				PIN		4	0	0	0	0	1
				Remarks (If Any)	OTHER PARTY NAME - GLA UNIVERSITY						
				Amount In	One Hundred Rupees Only						
Total			100.00	Words							
Payment Details	BANK OF INDIA			FOR USE IN RECEIVING BANK							
	Cheque-DD Details			Bank CIN	Ref. No.	02202292022092005982	138303827				
Cheque/DD No.				Bank Date	RBI Date	20/09/2022-14:53:53	Not Verified with RBI				
Name of Bank				Bank-Branch	BANK OF INDIA						
Name of Branch				Scroll No. , Date	Not Verified with Scroll						

Department ID :

Mobile No. : 9870559493

NOTE:- This challan is valid for document to be registered in Sub Registrar office only. Not valid for unregistered document.

सदर चलन केवल दुर्यम निबंधक कार्यालयात नोंदणी करावयाच्या दस्तांसाठी लागू आहे. नोंदणी न करावयाच्या दस्तांसाठी सदर चलन लागू नाही.



COLLABORATION AGREEMENT

THIS Collaboration Agreement (hereinafter referred to as the "**Agreement**") is made on the _____ Day of September Two Thousand and Twenty-Two (2022) and entered into:

By and Between

BSE Institute Limited, a Company incorporated under The Companies Act 1956, having its registered offices at 25th Floor, P J Towers, Dalal Street, Fort, Mumbai 400 001, India (hereinafter referred to as "**BIL**") (which expression shall, unless repugnant to the context or meaning thereof, be deemed to mean and include its successors and permitted assigns) of the **First Part**.

And

GLA University (GLA), a private University established in Mathura and having its registered office at 17km Stone, NH-2, Mathura-Delhi Road P.O. Chaumuhan, Mathura-281 406 (U.P.) (hereinafter referred to as "**GLA**") (which expression shall unless repugnant to the context or meaning thereof, be deemed to mean and include its successors and assigns) of the **Second Part**.

BIL and GLA shall hereinafter be also jointly referred to as the "Parties" and severally as the "Party".

WHEREAS BSE Institute Limited is a 100% subsidiary of BSE Limited, Asia's first and the world's fastest stock exchange with the speed of 6 microseconds. BSE Institute Limited is a premier institute in financial and capital markets training and has been delivering new age employability skill and competency-based education to students to prepare them for the industry. BSE Institute Limited has been recognized globally for its cutting-edge courses in areas of finance, capital markets, business journalism, banking and various other areas.

WHEREAS GLA University is one of the largest private universities of Uttar Pradesh providing education in multiple streams including management, engineering, law and computers. It's one of the 12 Universities in India to receive 12B status from UGC.

AND WHEREAS

The parties of the First Part and Second Part have appreciated each other's objectives in promoting excellence, inter alia, in education in common area of



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interest and are desirous of entering into an agreement for mutual benefit. They wish to come together for delivery and dissemination of vocational education in the area of BFSI (Banking, Financial Services and Insurance).

Now, therefore, in consideration of the foregoing and the mutual covenants set forth herein, the Parties hereto agree as follows:

1. UNDERSTANDING.

This MOU is intended to cover a specific collaborative effort between BIL & GLA for the programs driven by BIL under which BIL will design and develop course curriculum and contents for Courses that can be offered by GLA.

Courses means the programs detailed in “Annexure – 1” of this Agreement.

2. PROGRAM DETAILS.

2.1 Program Name and Duration

Sr. No.	Program Name	Duration	Mode of Delivery
1	Industry Mentorship Program	9 hours	Online
2	Mastering the Stock Market	50 hours	Online
3	Financial and Securities Market	30 hours	Hybrid
4	Business Analytics and Financial Modelling	30 hours	Hybrid
5	Investment and Portfolio Management	30 hours	Hybrid
6	Contemporary Banking: Merchant, Investment & International Banking	30 hours	Hybrid
7	Treasury & Foreign Exchange Management	30 hours	Hybrid
8	Fixed Income Securities	30 hours	Hybrid

2.2 BIL and GLA may add more programs/ workshops from time to time during the period of Agreement. The parties shall mutually discuss the details of the course/program before the launch of each course/program.



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3. FINANCIAL TERMS.

3.1 Batch Size:

A minimum batch size to begin the program will be of 30 students.

3.2 Revenue

1. GLA shall collect the Course fees from the students and remit the entire course fees including GST, to BIL, at least seven (7) days prior to the commencement of the batch.

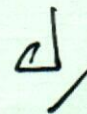
2. Program and Fees:

Program Name	Existing Course / New Course	Course Fees (excluding GST and other applicable taxes) per student
Industry Mentorship Program	Existing Course	Rs. 2,250/-
Mastering the Stock Market	Existing Course	Rs 8,750/-
Financial and Securities Market	New Course	Rs. 6,000/-
Business Analytics and Financial Modelling	New Course	Rs. 6,000/-
Investment and Portfolio Management	New Course	Rs. 6,000/-
Contemporary Banking: Merchant, Investment & International Banking	New Course	Rs. 6,000/-
Treasury & Foreign Exchange Management	New Course	Rs. 6,000/-
Fixed Income Securities	New Course	Rs. 6,000/-

3. BIL shall raise the Invoice to GLA as per mutually agreed terms and conditions depending on number of students enrolled for the Course.

4. RIGHTS AND OBLIGATIONS OF BIL & GLA.

It is mutually agreed between GLA and BIL that they shall have the following rights and obligations for the purpose of this agreement:



4.1 Admission of Candidates:

GLA will market the courses among the students and admit the prospective students to the courses. Details of the admitted students will be shared with BIL in the format provided by BIL at least fifteen (15) days prior to the agreed batch start date.

4.1 Course Outline:

BIL shall prepare detailed course outline and send it to GLA. BIL shall provide each candidate with the detailed course outline at the commencement of the course.

4.2 Faculty:

The faculty for the course shall be arranged by BIL in consultation with GLA. BIL shall share the details of the faculty members with GLA and faculty in-charge for the purpose of coordination of the course.

4.3 Course schedule:

The course schedule i.e., the lecture schedule shall be prepared by BIL in consultation with GLA and the same shall be shared with candidates at the commencement of the course.

4.4 Infrastructure:

For online courses, no infrastructure is necessary. For offline courses, BIL will provide the necessary infrastructure for conducting the classes including faculty for the course.

4.5 Candidate details:

GLA shall provide to BIL complete details of the candidates within 15 days of the closure of admission. Admissions shall usually close before commencement of the course.



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4.6 Faculty and support staff:

GLA shall appoint the Faculty Coordinator on appropriate remuneration for the purpose of conducting the course. The expenses for this purpose is deemed to be included in the fees collected from students and this amount would be met from GLA's share of the fees.

4.7 Promotional activity:

GLA shall be responsible in publicizing the course by sending mails, brochures and assisting in organizing introductory seminar.

4.8 Course examination:

BIL shall be responsible for setting question papers and assignments for the purpose of examination as mentioned in clause 2.1 herein above. BIL shall also get the same evaluated by the Subject Experts. The exams will be conducted online.

4.9. Certification:

BIL and GLA will jointly issue digital certificates to students who complete the course and successfully complete the course examination.

4.9 GLA faculty as participants:

Participation in the course is free for GLA faculty provided they do not seek certification post the course. Maximum number of faculties allowed per batch would be two (2). Prior registration would be required with appropriate approval from GLA authorities.

4.10 GLA shall promote the courses only to the students of GLA. GLA shall not promote or market the courses in public domain as a course open for application by other students. Student ID cards issued by GLA will be collected at the time of admission. Admitted students should be valid and active students of GLA at the time of commencement of the course.

5. OTHER TERMS & CONDITIONS.

5.1 GLA shall ensure that it holds all valid permissions, authorizations, approvals and consents, licenses and registrations, which may be required under the applicable laws, policies and procedures prevalent from time to time, for



launch, administration and instruction of the course and shall share the same with BIL before commencement of the course. Such permissions, authorizations, approvals and consents, licenses and registrations shall be kept valid and subsisting throughout the period of this MOU.

- 5.2** For the entire process involved for this curriculum offering, GLA will seek prior written permission from BIL before publishing any related information regarding this curriculum offering initiative in Press, media, social network, blogs and in any other allied public channels.
- 5.3** There would be no linkage with campus placements as part of the Courses as these are two distinct activities. GLA shall in no circumstance, assure any placement guarantee or any such activities to be provided on behalf of BIL or by BIL to any of the students under any circumstances. GLA shall also not make any false statement with regard to any employment guarantees to students on behalf of BIL.
- 5.4** Certification from BIL does not guarantee any placement guarantee or job assurance. GLA shall not make any false statement to any student with regards to the delivery of the certificates.
- 5.5** GLA shall not, during the term of its association with the BIL, nor at any time thereafter, directly or indirectly, in public/social media or private, in any manner or in any medium whatsoever, deprecate, impugn or otherwise make any comments, writings, remarks or other expressions that would, or could be construed to, defame the BIL or either of their reputations. Nor shall the GLA assist any other person, firm or company in so doing.
- 5.6** The Parties shall undertake regular audits for execution of program.

6. INTELLECTUAL PROPERTY RIGHTS.

GLA agrees and acknowledges that Course contents and curriculum of the Courses are and shall continue to remain the intellectual property of BIL and/or its licensors. All rights not expressly granted herein are and shall always remain with BIL.

GLA agrees to retain all of BIL' and/or its licensors' Logo, Trademark, Copyright notice and other proprietary markings or notice on the course material. GLA shall not, permit any affiliated college(s) or persons to, remove, alter, obscure or otherwise render illegible any of BIL' Logo, Trademark, Copyright notice or other proprietary or confidentiality markings that may be placed on the Course material



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or part thereof provided to GLA hereunder without prior written approval. GLA shall include on all copies of all or part of the Course material a reproduction of BIL' and/or its licensors' Logo, Trademark, Copyright notice and other proprietary markings or notice.

BIL shall also continue to own all and any intellectual property developed prior to or independently of this MOU.

By entering into this MOU, GLA undertakes:

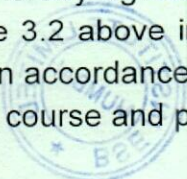
- (a) To respect BIL's intellectual property;
- (b) Not to use BIL's intellectual property without the prior express written consent of BIL;
- (c) Ensure the confidentiality of such intellectual property of BIL enrolled students and nominated faculty,
- (d) Not to use BIL's intellectual property other than for the purpose of this MOU.

GLA agrees that it shall not gain by virtue of this MOU any rights of ownership or any other interest, right, or title in or to any copyrights, patents, trade secrets, trade marks, or any other intellectual property or proprietary rights owned by BIL. Except as otherwise explicitly agreed between the Parties, any and all works developed in the course of performing obligations pursuant to this MOU, including all intellectual property rights in or related thereto, and all new inventions, innovations, or ideas developed by BIL in the course of performance of its activities under this MOU will belong to BIL.

If the Parties undertake any joint development in the course of providing services under this MOU, any such joint development will be governed by a separate agreement to be negotiated in good faith by the parties prior to the commencement of any joint development efforts.

GLA shall not use the name or logo of BSE Institute Limited without their prior written consent. GLA shall not have any copyright on the study material of the Course prepared and distributed by BIL.

GLA hereby agrees that GLA shall be liable to pay Fees to BIL as mentioned in clause 3.2 above in cases where BSE Institute Limited name or logo is used by GLA in accordance with other clauses mentioned in this Agreement, for marketing of the course and procuring admission of students for the courses. This clause will



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also be applicable if the said course is launched and commenced even though the MOU is terminated or discontinued for any reason. In case of failure by GLA to comply with this clause, BIL shall have the right to initiate any legal proceeding before the court of law for infringement of Intellectual Property rights including but not limited to infringement of trademark or tradename, wrongful harm to the reputation and goodwill of BIL, claim for legal costs and expenses arising therefrom or claim for specific performance or injunctive relief, among others. This clause shall survive any expiration or termination of this Agreement.

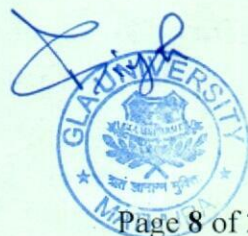
BIL shall not use the name or logo of GLA without GLA's prior written consent.

It is agreed between GLA and BIL that neither party during the course of this Agreement shall desire nor intend to transfer any intellectual property rights whatsoever with respect to any information that is proprietary. GLA may use the logo and name of BIL for the purposes of the Courses only, by taking prior written permission from BIL for every such use.

7. CONFIDENTIALITY.

GLA acknowledges and agrees that course contents and curriculum of the Courses are Confidential Information of BIL irrespective of whether it is labelled as Confidential / Proprietary or not. During the term of this MOU, BIL may disclose to GLA its Confidential Information. Confidential Information shall mean all information whether marked as "Confidential" or "Proprietary" or not or information which by its nature is confidential, except such information as is (a) previously known to GLA at the time of disclosure, or (b) independently developed by GLA and not derived from the Confidential Information supplied by BIL or the participation of individuals who have had access to Confidential Information of BIL, (c) disclosed to GLA by a third party without an obligation of confidentiality, or (d) in or subsequently comes into the public domain (other than as a result of a breach of this MOU), or (e) required to be disclosed by GLA by law, regulation, court order or other legal process.

GLA shall hold such Confidential Information in strict confidence for BIL and shall not use it for any purpose except in furtherance of the relationship set forth in this MOU, or except as it may be authorized by BIL in writing. GLA shall further be responsible for the compliance of the foregoing by its students, employees, faculty or agents who have access to Confidential Information in relation to the purpose of this MOU.



8. TERM.

The agreement between BIL and GLA would be effective from the execution date of this Agreement, first mentioned hereinabove ("**Effective Date**") and shall be valid for a period of three (3) years thereafter. The term of this agreement may be extended by the Parties by mutual consent in writing.

9. TERMINATION.

Breach of this agreement by either of the Parties shall terminate this Agreement. In addition to this, it is mutually agreed between GLA and BIL that either Party can give a prior notice of thirty (30) days to terminate the contract. It is further agreed between the Parties that irrespective of the termination of the contract, if the Courses are in progress, it shall be obligatory on the part of GLA and BIL to ensure the completion of the course according to the terms and conditions of this Agreement.

10. PERIODIC REVIEW.

The Parties agree that the persons nominated herein below as the point of contact for each party (or their respective nominees) shall meet at a frequency mutually decided by BIL and GLA, either personally or through a teleconference to review the progress and plan the future course of action, to accomplish the objectives of this MOU as per the mutually agreed time schedule.

Point of contact of BIL: Mr. Pulock Bhattacharaji
Vice President
BSE Institute Limited,
101, Aggarwal Corporate Tower,
Plot No. 23, District Centre,
Rajendra Place, New Delhi 110 008
Ph: +91 9999639776

Point of contact of GLA: Prof. ~~A. M. Agrawal~~, *Anup Kumar Gupta*.
Pro Vice Chancellor, Director of
Institute of Business Management
GLA University, Mathura



11. DISPUTE RESOLUTION.

If any dispute or difference of any kind whatsoever may arise between the Parties in connection with or arising out of this agreement, BIL and GLA shall attempt for a period of sixty (60) days after receipt of notice by the other Party of the existence of a dispute to settle such dispute in the first instance by mutual discussions between the Parties. All disputes, differences or questions arising out of this Agreement including the interpretation of the terms herein or in regard to the obligations, failure or breach of any terms thereof by either of the Party under this agreement which have not been mutually settled as per the provisions of this clause shall be referred to arbitration under the provisions of the Arbitration and Conciliation Act, 1996. The Parties shall mutually appoint an arbitrator. The language for Arbitration shall be English. The provisions of this clause shall survive the termination of this Agreement.

12. GOVERNING LAW / JURISDICTION.

The laws of India shall govern this MOU. Both parties irrevocably submit to the exclusive jurisdiction of the Courts in Mumbai, for any action or proceeding regarding this MOU. The provisions of this clause shall survive the termination of this Agreement.

13. NO PARTNERSHIP OR AGENCY.

During the period of this Agreement the relationship of the Parties are of independent contractors. It is hereby understood and agreed that this Agreement is on a Principal to Principal basis and neither Party shall describe itself as an agent, partner, joint-venture partner, employee, or representative of the other Party

14. RELATIONSHIP OF THE PARTIES.

For the purposes of this MOU, both the Parties are independent contractors. Neither this MOU, nor any activities described herein, shall be construed as creating a partnership, joint venture, franchise, agency or other such relationship. Neither party is authorized, in any manner, to make any commitment on behalf of or to bind the other Party.

15. LIMITATION OF LIABILITY.

BIL shall not be liable for any direct, indirect, incidental, special or consequential damages, or damages for loss of profits, revenue, data or use, incurred by GLA or



any third party in connection with this MOU or the subject matter of this MOU, whether in an action in contract or tort or any other legal theory.

16. NOTICES.

All notices, requests, demands and other communications under this MOU or in connection herewith shall be given to or made upon the respective Parties as follows:

To BIL:

Attention: Mr. Chintan Shah, Manager – Company Secretary and Legal, BSE Institute Limited, 19th Floor, P. J. Towers, Dalal Street, Fort, Mumbai – 400001.

To GLA:

Attention: Mr. Ashok Kumar Singh, Registrar, GLA University, Mathura- Delhi Road, Chaumuhan, Mathura, Uttar Pradesh 281406

Or to such other person or addresses as any of the parties shall have notified to the other party. All notices, requests, demands and other communications given or made in accordance with the provisions of this MOU shall be in writing by registered letter, fax or telegram.

17. NON-COMPETE.

GLA shall not engage with any Competitor of BIL / BSE Ltd. or Companies restricted as per the Policies of BIL / BSE Ltd., directly or indirectly. Competitor means (a) any Stock Exchange in India or (b) any other institution / corporate / entity that provides courses / training in financial markets or other similar subjects.

18. NON-EXCLUSIVE.

The engagement by BIL with GLA as per the terms and conditions of this MOU shall be non-exclusive. BIL shall not be restricted, either directly or indirectly, to engage with other institutions or universities or colleges for same or similar purpose as that of this MOU.



19. NON - SOLICITATION.

During the term of this MOU and for a period of twelve (12) months thereafter, GLA agrees not to hire, recruit, solicit or otherwise employ any employee of BIL involved in the performance of its obligations pursuant to this MOU.

20. FORCE MAJEURE.

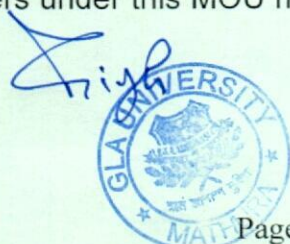
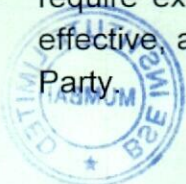
Neither Party shall be liable for any failure or delay in the performance of its obligations under this MOU to the extent such failure or delay or both is caused, directly or indirectly, without fault by such Party, by any reason beyond its reasonable control, including but not limited to, by fire, flood, explosion, earthquake, elements of nature, drought or bad weather, lightning or acts of God, epidemics or pandemics, acts of state, strikes, acts of war (whether declared or not), hostilities, terrorism, riots, civil disorders or commotion, lockouts, industrial disputes, rebellions or revolutions, blockages; quarantines, embargoes and other similar governmental action (each a "**Force Majeure Event**"). Any Party so delayed in its performance will immediately notify the other by telephone or by the most timely means otherwise available (to be confirmed in writing within ten (10) Business Days of the inception of such delay) and describe in reasonable detail the circumstances causing such delay with relevant documentary supporting. However the Party claiming such event shall take all necessary steps to mitigate the delay so caused in spite of such Force Majeure Event.

21. AUTHORITY.

Each signatory to this MOU represents and warrants that he/she is duly authorized by the Party for and on whose behalf he/she is signing this MOU to execute the same in a manner binding upon said Party and that all approvals, permissions and procedures necessary for vesting such authority in him/her have been duly complied with.

22. NO WAIVER.

Either Party's failure to exercise any right under this MOU shall not constitute a waiver of any other terms or conditions of this MOU with respect to any other or subsequent breach, or a waiver by such Party of its right at any time thereafter to require exact and strict compliance with the terms of this MOU. In order to be effective, all waivers under this MOU must be in writing and signed by the waiving Party.



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23. SURVIVAL.

The clauses of this MOU, including without limitation, confidentiality and intellectual property right obligations, which by their very nature ought to survive termination or expiration of this Agreement, shall so survive.

24. SEVERALTY.

If any clause or term of this MOU be declared null and void and or unconstitutional or unenforceable, such clause or term shall be modified to the extent necessary to make it valid and enforceable whilst preserving the intent of the Parties and the remaining terms and the MOU shall continue to operate and be binding on the Parties.

25. ENTIRE AGREEMENT.

This MOU, along with the schedules and exhibits, if any, attached hereto, sets forth the entire agreement between the Parties and supersedes any other prior or contemporaneous proposals, agreements and representations between them related to its subject matter, whether written or oral, between the Parties and all amendments and extensions thereof, which shall be deemed to be superseded by this Agreement. No modifications or amendments to this MOU shall be binding upon the Parties unless made in writing and duly executed by authorized officials of both Parties.



IN WITNESS WHEREOF both the Parties through their duly authorized representatives signed this Agreement on the date first mentioned hereinabove.

<p>SIGNED and DELIVERED for and on behalf of BSE INSTITUTE LIMITED "BIL".</p>   <p>Authorized Signatory Name: Ambarish Datta Title: Managing Director & CEO</p>	<p>SIGNED and DELIVERED for and on behalf of GLA University "GLA"</p>   <p>Authorized Signatory Name: _____ Title: _____</p>
<p>In Presence of Witness:</p>  <p>Name: Chintan Shah Title: Manager – CS & Legal</p> 	<p>In Presence of Witness:</p>  <p>Name: <u>Prof. Bipin Sharma</u> Title: <u>Dean IRAC</u></p>

ANNEXURE 1
COURSE DETAILS

I. INDUSTRY MENTORSHIP PROGRAM (9 HOURS):

- a. Financial Planning
- b. Mutual Funds
- c. Derivatives
- d. Fundamental Analysis



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II. MASTERING THE STOCK MARKET (50 HOURS):

Module 1: (10 hours):

Basic Overview

1. Equity Market
2. Debt Market
3. Money Market
4. Primary Market : Book Building & IPOs, Listing
5. Secondary Market: Trading, Clearing and Settlement, Rolling Settlement, BOLT
6. Mutual Funds,
7. Dematerialisation of Shares,
8. Sensex and Other Indices

Module 2 (15 hours):

Fundamentals Analysis

1. Economic Analysis & Industry Analysis
2. Company Analysis
3. Interpretation of Financial Statements
4. Ratio Analysis
5. Book Value and its impact on stock's price
6. Cash Flow Analysis & Valuation of Equity

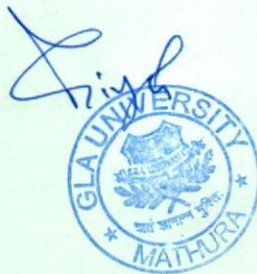
Module 3 (10 Hours):

Technical Analysis

1. Introduction to Technical Analysis
2. Patterns
3. Moving Averages
4. Oscillators
5. Introduction to Candlesticks

Module 4 (15 hours):

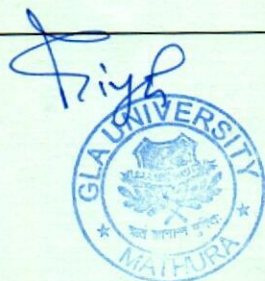
1. Demo & Mock Trading
2. Live trading



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III. MFMC0003: FINANCIAL AND SECURITIES MARKETS

UNIT I	Financial Markets: Types of Markets: Equity Debt, Derivatives Commodities; meaning and features of private Public companies; Types of investment avenues	(3 Hours)
UNIT II	Primary Market: Initial Public Offer (IPO); Book Building through Online IPO; Eligibility to issue securities; Pricing of Issues; Fixed versus Book Building issues; allotment of Shares; Basis of Allotment; Private Placement	(5 Hours)
UNIT III	Secondary Market: Role and functions of Securities and Exchange Board of India (SEBI); Depositories; Stock exchanges; Intermediaries in the Indian stock market Listing; Membership; Trading Clearing and settlement and risk management; Investor protection fund (IPF); and Do's and Don'ts for investors, Equity and debt investment.	(5 Hours)
UNIT IV	Derivatives: Types of derivatives; Products, Participants and functions; Trading mechanism; Membership; Contract specification; Clearing & Settlement; Open interest; Implied interest rate; Implied volatility; Debt derivatives.	(6 Hours)
UNIT V	Government Securities Market: Indian debt market; Primary market; Secondary market-NDS; NDS-OM; CCIL; Wholesale debt market (WDM) segment of NSE.	(5 Hours)
UNIT VI	Analysis of financial statement: Balance sheet; Profit & loss account; Stock market related ratios; Simple analysis before investing in the shares; understanding annual report; Director's report etc.	(6 Hours)
* Provision for presentations / assignments / case analysis in additional sessions		



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IV. MFMC 0012: BUSINESS ANALYTICS AND FINANCIAL MODELLING

UNIT No.	Content	Teaching Hours
UNIT – I	<p>Introduction to Business Analytics: Evolution of Business Analytics, Impacts and challenges, Scope of Business Analytics, Uncertainty and Risk, Problem solving with Analytics, Business Intelligence</p> <p>Overview of Web Analytics and Mobile BI: Exposure to Web and Mobile Analytics with focus on: Text Analytics, Sentiment Analytics, Click Analytics, Google Analytics, Difference between Web and Mobile Analytics</p>	(5 hours)
UNIT –II	<p>Statistical Techniques: Basics Different types of Data, Data summarization, Frequency Distributions</p> <p>Measures of Central Tendency: Mean, Median, Mode</p> <p>Measures of Dispersion: Range, Mean Deviation & Standard Deviation, Variance, Coefficient of Variation</p>	(5 hours)
UNIT – III	<p>Predictive Analytics: Linear Regression: Simple and Multiple Linear Regression, R-square and Adjusted R-square, Interpretation of coefficients, Residual Analysis</p> <p>Forecasting (Time Series): Principles of Forecasting, Time Series, Causal models, Types of Forecasting Methods and their characteristics, Moving Average, Exponential Smoothing, Trend, Seasonality</p>	(5 hours)
MID-TERM EXAMINATION		
UNIT – IV	<p>Excel Proficiency(Analytics on Spreadsheets): Excel Skills: Data Filter and Sort, Formatting of Excel Sheets, Table formula</p> <p>Data Visualization: Charts and Graphs, Dashboards, Tools and software for data visualization;</p> <p>Excel functions: Basic Excel functions, functions of specific applications, Finance functions, logical functions; Spreadsheet Add-Ins for Business Analytics</p>	(6 hours)
UNIT – V	<p>Excel Advanced Functions: Using Excel Lookup functions for Database queries</p> <p>What if Analysis, Scenario Building, Data Tables, Pivot Tables</p> <p>Advance Macros & VBA for Finance: Understanding Macros and VBA, Recording Macros, Application of macros to Financial modeling</p>	(6 hours)
UNIT – VI	<p>Equity Research – Modeling Prepare an Income Statement, Balance sheet, Geographic Revenue Sheet, Segment Revenue Sheet, Cost Statement,</p>	(3 Hours)



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	Debt Sheet, and Analysis of Revenue Drivers. Modeling Valuation Model, Valuation- Discounted Cash Flow Method (DCF).	
*	Provision for presentations / assignments / case analysis in additional sessions	



V. MFMC0019: INVESTMENT AND PORTFOLIO MANAGEMENT

UNIT – I	Investment Basics: Types of Investors; Investment: Constraints, Process, Approaches Structure of Financial Market, Primary & Secondary Market Operations Equity Market Trading Mechanism: Trading, Clearing & Settlement; Regulatory Mechanism: SEBI and its Guidelines; Investor Protection	(4 Hours)
UNIT –II	Risk & Return: Concept, Types and Measurement of Risk: Standard Deviation, Variance, Coefficient of Variation, Beta Return: Nominal Return, Return Relative Cumulative Wealth Index, Real Return Market Efficiency, Empirical Evidence on Security Returns. EMH & its implications for investment decision.	(4 Hours)
UNIT – III	Technical Analysis: Meaning, Assumptions, Tenets of Dow Theory & Elliott Wave Theory, Support & Resistance Types of Stock Charts: Line, Bar, Candle, Point & Figure, Heikin-Ashi, Kagi, Renko, Seasonality Charts Candlestick Chart Patterns & Terminology Technical Indicators: Breadth & Sentiment Indicators Oscillators: Relative Strength Index, Stochastic, William %R, MACD, Bollinger Bands, Money Flow Index	(7 Hours)
MID-TERM EXAMINATION		
UNIT – IV	Fundamental Analysis: Understanding Financial Statements, Financial Statement Analysis & Forensic Accounting, Du-Pont Analysis Valuation Methodologies: Top-Down Valuation (EIC Analysis), Discounted Cash Flow (DCF) Models, Sum of the parts (SOTP) Valuation of Equity: Equity Valuation Models.	(3 Hours)
UNIT – V	Portfolio Theory & Equilibrium in Capital Markets: Portfolio Return & Risk, Efficient Frontier, Optimal Portfolio, Optimal Risky Portfolio, Capital Asset Pricing Model, Single-Index and Multifactor Models, Arbitrage Pricing Theory,	(7 Hours)
UNIT – VI	Portfolio Management: Portfolio Management Process, Performance Evaluation of Existing Portfolio: Sharpe, Treynor, Jensen, Fama Measures Mutual Funds: Taxonomy, Composition, Taxation	(5 Hours)
* Provision for presentations / assignments / case analysis in additional sessions		



VI. MFMC0022: CONTEMPORARY BANKING: MERCHANT, INVESTMENT & INTERNATIONAL BANKING

Module No.	Content	Teaching Hours
UNIT – I	<p>Functions of Merchant Banking Companies and Investment Banks: History and growth of Merchant Banking and Investment banking, functions and role of Merchant Banks and Investment banks</p> <p>Capital Markets: Types of capital markets, types of securities, various participants in capital markets, Collateralization of Securities and Issuance of Debt by Merchant banking companies</p>	(4 Hours)
UNIT –II	<p>Overview of Investment Banking: IPO and FPO -Process and procedure of capital Issue Management, Book Building process, Management of Public Issues-Pre and Post activities. Offer document,</p> <p>Pricing of the Issue: Basic Pricing Models of public Issues, equity Valuation, Price band, final pricing, issue size and allocation for different kinds of Investors</p>	(5 Hours)
UNIT –III	<p>Underwriting: Concept of underwriting and its significance, Role of underwriters, Costs in a public issue, ASBA and registration to the Issue</p> <p>Listing of the Issue Listing as mandatory requirement, process of listing, SEBI guidelines for the Listed companies.</p>	(6 Hours)
MID-TERM EXAMINATION		
UNIT – IV	<p>International Banking Operations (I): International banking overview- meaning, evolution, international financial centers off-shore banking units, profitability of international banking operations.</p>	(3 Hours)
UNIT – V	<p>International Banking Operations (II): International financial institutions- IMF, IBRD, BIS, IFC, ADB, WTO</p> <p>International Treasury Operations: Asset Liability Management, Treasury risk management and risk mitigation strategies, Foreign currency transaction and translation adjustments.</p>	(8 Hours)
UNIT – VI	<p>Special Issues: Merchant Banking, Investment Banking and International Banking: An Integrated View, financial innovations in international space affecting investment banking and merchant banking. Concept of ADR and GDR.</p>	(4 Hours)



VII. MFMC0025: TREASURY & FOREIGN EXCHANGE MANAGEMENT

UNIT – I	Corporate Treasury: Introduction Meaning, Objectives, Significance, Functions and Scope of Treasury Management, Relationship between Treasury Management and Financial Management; Role and Responsibilities of Treasurer.	(3 Hours)
UNIT – II	Corporate Treasury Operations I: Tools of Treasury Management; Internal Treasury, Controls; Environment for Treasury Management, Corporate Regulations, Supervision and Control of Treasury Operations.	(4 Hours)
UNIT – III	Corporate Treasury Operations II: Liquidity Planning and Managing Cash Assets, Liquidity risk management, Interest Rate Risk, Interest Rate Risk Management. Financial risks of a business, types of financial risks and its dimensions, Enterprise Risk Management Strategies	(8 Hours)
MID-TERM EXAMINATION		
UNIT – IV	Foreign Exchange Risk Management (I): Nature, Significance and Scope of Forex Management, Foreign Exchange Market and its Structure, Foreign Exchange Rates and its Determination, Exchange Rate Quotes, Types of Exchange Rates, Forex Trading.	(5 Hours)
UNIT – V	Foreign Exchange Risk Management (II): Foreign Exchange Risk Exposures, Exchange Rate Fluctuations Exchange Rate Forecasting, Risk in Foreign Exchange Business strategies for managing the forex risk.	(6 Hours)
UNIT – VI	Special Issues: Role of asset-liability management in success of business. Financial reporting and disclosure of treasury exposures in the annual report. Introduction to Foreign Exchange Regulation Act.	(4 Hours)
* Provision for presentations / assignments / case analysis in additional sessions		



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VIII. MFME0014: FIXED INCOME SECURITIES

UNIT I	<p>Fundamentals of Fixed Income securities – Defining Elements of Fixed-Income Securities, essential features, types of instruments.</p> <p>Fixed Income Markets – Fixed-Income Markets: Issuance, Trading, and Funding</p>	(4 Hours)
UNIT II	<p>Fixed Income Valuation - Introduction to Fixed-Income Valuation, Interest rate risk, credit risk, and likely price behavior in hedging portfolios.</p> <p>Fixed Income Risk and Returns – Basics of Bond valuation, Relationships among a bond's price, coupon rate, maturity and market discount rate (yield-to-maturity).</p>	(6 Hours)
UNIT III	<p>Bond Price & Yield – Bond Yield measurement for fixed-rate bonds, floating-rate notes, and money market instruments.</p> <p>Term structure of interest rates - analysis of yield curves, Relationship between yields to-maturity and times-to-maturity on bonds, Yield Spread Measurement</p>	(5 Hours)
MID-TERM EXAMINATION		
UNIT IV	<p>Fundamentals of Credit Analysis– Assessment company's financial ability to repay its obligations. Factors affecting credit worthiness; operating margins, fixed expenses, overhead burdens, and cash flows etc.</p> <p>Credit Analysis Models – components and valuation techniques. Frontier.</p>	(6 Hours)
UNIT V	<p>Introduction to Securitization – Mortgages, Pass Through Certificates and other asset backed securities.</p> <p>Fixed Income Portfolio Management - considerations in managing fixed-income portfolios for both taxable and tax-exempt investors</p>	(6 Hours)
UNIT VI	<p>International Portfolio Management: Methodologies for Global Credit Bond Portfolio Management – Concepts and applications</p>	(3 Hours)
* Provision for presentations / assignments / case analysis in additional sessions		

