



MEMORANDUM OF UNDERSTANDING (MoU)

BETWEEN

THE CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT (CISI)

AND

Christ College (Autonomous)

AND

FINMARK TRAINERS INDIA PVT LTD (Finmark)

This **Memorandum of Understanding** (hereinafter referred to as "**MoU**") is made between:

The **Chartered Institute for Securities & Investment** (hereinafter referred to as "**CISI**"), having its main office at 20 Fenchurch Street, London, EC3M 3BY;

Christ College (Autonomous) (hereinafter referred to as "**CHRIST COLLEGE**") for and on behalf of its Department of Management Studies and Department of Commerce having its main office at P.O Irinjalakuda North 680125, Kerala State, India; and

FINMARK TRAINERS INDIA PVT LTD (hereinafter referred to as "**Finmark**"), having its corporate office at No.19, Shanti Nagar, Rajagiri P O, South Kalamassery, Kochi, Kerala- 683104

Hereinafter referred to individually as "**the Party**" and collectively as "**the Parties**".

Whereas

CISI is the leading professional body for securities, investment, wealth and financial planning professionals. Formed in 1992 by London Stock Exchange practitioners, we have a global community of circa 45,000 members in over 100 countries and last year more than 40,000 CISI exams were sat in 81 countries, 15,000 taken outside the UK.

Christ College was started in 1956, by the Devamatha Province of the Carmelites of Mary Immaculate (CMI), an indigenous religious congregation founded in 1831 by Saint Cyriac Elias , A Religious Priest and versatile genius , who envisioned education as a tool for liberation and development. Founded as per the provisions of the Indian Constitution, part III, Article 30(1) and administered by Christ College Educational Society, (Regd. No. 137/75), this college is a Minority institution, affiliated to Calicut University and Re-accredited by NAAC with highest grade 'A'. Christ College is dedicated to Jesus Christ, and has as its motto "Jeevitha Prabha", which means "Light of Life". Following recommendation from state government, The college has been conferred the "Autonomous status" by University Grants Commission(UGC) during the year 2015, the Diamond Jubilee year of the college . Christ College is part of a century-old tradition of CMI education that is at its heart, Christian and specifically catholic. It offers an ideal vision of education that is aware of and responsive to the challenges of the nation's present situation.

Finmark is a leader in Financial Market Education. Since its inception in 2010, Finmark has conducted over 4500 training programs across India and the UAE. It offers various programs for Schools, Colleges, Corporates and the public at large. Finmark is an Accredited Training Partner of the CISI.



The Parties wish to collaborate over the offering of CISI Professional Refreshers to students studying for relevant programmes at CHRIST COLLEGE, as outlined herein.

Effective Date

This MoU will be considered effective as of the date of signing by the Parties (hereinafter referred to as the “**Effective Date**”) and is valid for a period of three (3) years from the Effective Date.

The Parties hereby agree as follows:

1. Background to the Agreement

- 1.1 The Department of Management Studies and Department of Commerce at CHRIST COLLEGE, the CISI and Finmark have established a special relationship with the intention of advancing education. In establishing this relationship, students of CHRIST COLLEGE will have the opportunity to achieve CISI qualifications as a compliment to their Academic degrees
- 1.2 The CISI's four Professional Refreshers (PR) will be offered to CHRIST COLLEGE students
- 1.3 Under this MoU, training for CISI Professional Refreshers will be delivered by Finmark to students studying at CHRIST COLLEGE; this will be actively promoted by CHRIST COLLEGE, and embedded by CHRIST COLLEGE where possible.
- 1.4 Additional CISI qualifications may be added to the list with the consent of all the three Parties if there is sufficient demand from the students.
- 1.5 If no students sit the CISI exams during a period of 12 months, the CISI will review and potentially terminate the MoU.

2. Study and Training Support

- 2.1 Students who register to sit any of the qualifications outlined in this MoU will receive access to four Professional Refreshers:
 - Financial Planning
 - Cryptocurrencies
 - Blockchain
 - Artificial Intelligence
- 2.2 Finmark who is the Accredited Training Partner for CISI will bring its expertise in training the selected Professional Refreshers for all the candidates enrolled in this program.
- 2.3 Finmark will be responsible for delivering around 30 hours of training.
- 2.4 Finmark will help CHRIST COLLEGE in creating a centre of excellence for financial operations and encourage candidates in developing the required expertise as per the industry requirements. This will be done only If there are More than 200 CISI exams level 3 exams every year.
- 2.5 Finmark to leverage its large global corporate financial institutional clients in creating internship and final placement opportunities for the students at CHRIST COLLEGE



3. Booking

- 3.1 Finmark will administer the bookings on behalf of CHRIST COLLEGE for its students
- 3.2 CISI will develop a bespoke exam booking form for this partnership which CHRIST COLLEGE will complete and send to CISI
- 3.3 Students trained by Finmark & CHRIST COLLEGE shall make the payments for the Professional Refreshers directly to Finmark. Should CISI not receive payment for any candidates, CISI retains the right to withhold their result
- 3.4 CISI will nominate a relationship manager and an administrator from its Customer Support team to make exam bookings

4. Fees

- 4.1 CISI will charge a total fee of 5000 INR for all the four Professional Refreshers which will include training by Finmark. Professional refresher will be 20GBP which is included in the above price.

5. Testing

- 5.1 All qualifications covered within this MoU are tested by multiple choice questions via computer-based-testing (CBT) at nearby prometric centre. Following classroom training, candidates can study at their own pace and test when they are ready. Results are instant and displayed on screen

6. Marketing and Promotion

- 6.1 CHRIST COLLEGE will actively promote the value of CISI qualifications to students on relevant programmes, and will encourage students to sign up for the CISI exams
- 6.2 CHRIST COLLEGE will list details of the partnership with CISI on their website, including the CISI logo, and will share a link of this with the CISI
- 6.3 CISI will enable CHRIST COLLEGE to use the CISI Education Partner logo to market the partnership, subject to the logo guidelines
- 6.4 The Marketing Department of the CISI will be able to support the Marketing Department of CHRIST COLLEGE to ensure the appropriate level of market and promotion of the collaboration to drive demand for CISI qualifications
- 6.5 CHRIST COLLEGE will be responsible for providing platform and access to its campus for CISI to promote the CISI, the International Certificate In Wealth and Investment Management (India) qualification and any other certification agreed upon in due course
- 6.6 CHRIST COLLEGE Shall provide platform and access of its campus to Finmark (the accredited training partner of CISI) to train and assist the candidates enrolled for this program required to achieve desired success



6.7 The following is a list of methods through which CISI can support this marketing/promotional campaign: nm

- Design of fliers
- Design of banners
- Promotion on social media
- Presentations to students and open groups
- Use of the CISI logo, in keeping with the CISI's logo guidelines
- CISI to collaborate/assist in organizing joint seminars, conferences, panel discussions, common research projects and publications, whilst other forms of co-operation may be arranged by the parties during the term of this MoU.
- Webinars

7. Benefits for CHRIST COLLEGE

- 7.1 The chance to work with an internationally recognised professional body.
- 7.2 Exposure to the training of internationally recognised professional and vocational qualifications
- 7.3 Increased value for students by giving them the opportunity to graduate with internationally recognised professional and vocational qualifications, which can make graduates more attractive to prospective employers.

8. Benefits for CHRIST COLLEGE Faculty

- 8.1 **CISI Faculty Development Program.** CISI recognises other professional qualifications and relevant finance related Master's degrees for CISI membership. If holding a relevant qualification, then CISI would be delighted to grant complimentary exam to the two faculty members and a 25% off to other faculties who wish to take the CISI qualifications for the duration of the partnership.
- 8.2 **Professional Refreshers.** CISI also has Professional Refresher which is a first-class online training solution that consists of over 200 modules to help you remain up to date with the latest developments, maintain regulatory compliance and demonstrate continuing learning. This popular learning tool allows self-administered refresher testing on a variety of topics, including the latest regulatory changes. This also helps in logging the Continuing Professional Development hours. CISI will be happy to provide logins for selected Professional Refreshers at a discounted price for the faculties.
- 8.3 **Broader expertise.** By training for CISI qualifications, faculty members will gain a broader range of expertise
- ## 9. Intellectual Property
- 9.1 The intellectual property of all other CISI qualifications, study materials and any translation remains, at all times, the property of the CISI
- ## 10. Confidentiality



10.1 Each of the Parties will keep confidential (both during and after the termination of this agreement) all information concerning the operations of either party which is obtained or received as a result of the entering into or the performance of this agreement unless the information is in the public domain or the disclosing party is under legal obligation to disclose the information

11. Variation

11.1 No addition to, or modification of, any provision of this agreement shall be binding on either party unless made in writing and signed by duly authorised representatives of the three Parties

12. Assignment and Sub-contracting

12.1 No Party shall be entitled to assign its rights and obligations under this Agreement to a third party without the prior written consent of the other Parties and, in the case of a proposed assignment to a third party that is owned or controlled by the assigning Party, such consent shall not be unreasonably withheld or delayed

13. Modern Slavery Act

13.1 The Parties deplore modern slavery in all of its forms and are committed to ensuring that their supply chains are free of such practices. As such, the Parties require that their suppliers are vigilant both in their businesses and in their onwards supply chains for any areas of risk in this regard. The Parties assert that they:

- Have considered the risks of modern slavery being present in their businesses and onwards supply chains; and
- Have reported any such existing concerns to the other Party and will do so if any arise in future

14. Notice

14.1 All notices which are required to be given under this Agreement shall be in writing and shall be addressed to the Director, Global Business Development of the CISI , Principal or Executive Director of CHRIST COLLEGE and the Director of Finmark to the addresses set out in the first page hereof, or such alternative address as the recipient may designate by notice given in accordance with this clause

15. Disputes

15.1 Any dispute will be escalated to the Chief Executive Officer of the CISI , Dean of CHRIST COLLEGE and Co-Founder & Director of Finmark

16. Termination

16.1 This Agreement is valid for one (1) year and may be terminated at any time with 3 (three) months' notice by either party

16.2 Upon termination, Finmark shall pay the CISI all outstanding revenue payments for CISI examinations booked against their account code within 10 (ten) days of termination

16.3 This agreement will be renewable at the end of the first year for a period of one (1) year subject to agreement by all the three Parties



Signed:

CHRIST COLLEGE

**Chartered Institute for Securities
& Investments**

**Finmark Trainers India
Private Limited**



For FINMARK TRAINERS INDIA PVT. LTD.


DIRECTOR

**Authorised Signatory
Name:**

**Authorised Signatory
Name: Kevin Moore**

**Authorised Signatory
Name: Pradeep
Chandrashekar**

Designation:

for Pradeep Chandrashekar
**Assistant Professor-
In-charge of Principal
Christ College (Autonomous)
Irinjalakuda**

**Designation: Global Business
Development Director**

Designation: Director

9 April 2021

