



കേരളം KERALA

BV 807034

MEMORANDUM OF UNDERSTANDING (MoU)

Between

Albertian Institute of Management

St. Albert's College (Autonomous), Ernakulam, Kerala, India.

And

Kotak Securities, Kochi, Kerala, India.

This Memorandum of Understanding (MoU) is signed on the 14th day of August, 2018 between **Albertian Institute of Management, Kochi, India** represented by its Managing Director, Fr. Antony Arackal (hereinafter referred to as "AIM") as the **first party** and **Kotak Securities, Kochi**, represented by its Authorised Signatory, Mr. Santhosh Kumar G.L. (herein after referred as "KS") as the **second party**.

Santhosh Kumar
Santhosh Kumar G.L.
Kotak Securities Ltd.
Authorised Person

NO: 28105 DATE: 13.8.18

VALUE OF RS. 100

SOLD TO: *Albertian Institute of Management*

M.A. Kunju Beevi

M.A. KUNJU BEEVI
HIGH COURT VENDOR

Kochi





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BV 807033

Purpose

Whereas

1. AIM, A Department of St. Albert's College (Autonomous), has been offering two year, regular MBA course approved by AICTE and affiliated to the Mahatma Gandhi University since 2006.
2. AIM is desirous to associate with KS in an internship opportunity to market the offerings of KS, which will be mutually beneficial to both organizations.

Whereas

3. KS was founded in 1994 as a subsidiary of Kotak Mahindra Bank with 1281 branches, franchisees and satellite offices.
4. KS provides Stock Broking and Portfolio Management Services to clients across the country.

Santhosh Kumar
Santhosh Kumar G.L.
Kotak Securities Ltd.
Authorised Person

NO. 28/04 DATE: 13.8.18

VALUE OF RS. 100

SOLD TO: *Alberthian Institute of Management*

M.A. KUNJU BEEVI
HIGH COURT VENDOR

10/8/18

Anthony



' NOW THEREFORE THIS MEMORANDUM OF UNDERSTANDING WITNESSES AS FOLLOWS

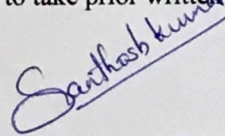
5. AIM will provide a list of students who are interested to avail this internship opportunity.
6. KS will select a maximum of 10 students for a period of 1 month for internship. At the end of the period, based on review, the period would be further extended. These selected students will create awareness about the services rendered by KS.
7. The selected students have to be a part of this marketing activity during the course of their internship with KS without affecting their academics/pre-requisites for completing the MBA program.
8. This internship is not a part of the curriculum of students and not a pre-requisite for completing their MBA program.

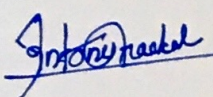
Costs

9. Students will be paid a remuneration of INR 300.00 to INR 1000.00 per closed lead generated by the student depending as per the slabs (1-4 a/c closure in a month = INR 300.00 / lead, 5-9 a/c closure in a month = INR 500.00 and greater than 10 a/c closures in a month = INR 1000.00 per lead) to the students and will also issue an experience certificate after the completion of internship. The best overall performer among these selected students will also be given priority during the recruitment process for vacancies in various branches across Kerala during campus placement

Confidentiality

10. The parties agree that there is no intention to share any confidential or proprietary information in any collaboration under this MoU. If either Party wishes to disclose information it considers to be confidential or proprietary to the other Party, the Party needs to take prior written consent of the other party

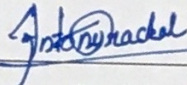

Santhosh Kumar G.L.
Kotak Securities Ltd.
Authorised Person



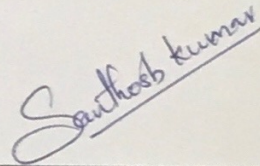
Tenure of MoU

11. This MoU shall be effective for a period of one (1) year from the date of execution of this agreement, and can terminate or amend this agreement by giving the other party a written notice one (1) month in advance.

The Parties to this Memorandum of Understanding hereby confirm their agreement to its terms by the following signatures:



Fr. Antony Arackal
Managing Director,
Albertian Institute of Management



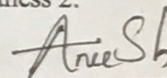
Mr. Santhosh Kumar G. L.
Authorised Signatory,
Kotak Securities

Witness 1:



Dr. M.L. JOSEPH
PRINCIPAL
ST ALBERT'S COLLEGE
(AUTONOMOUS)
ERNAKULAM, KOCHI-18

Witness 2:



ANEESH CHANDRAN