

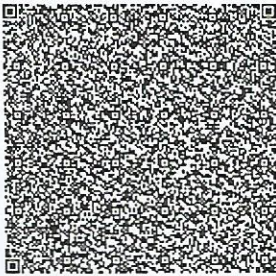


सत्यमेव जयते

**INDIA NON JUDICIAL**  
**Government of Karnataka**

**e-Stamp**

Certificate No. : IN-KA117578945333020  
Certificate Issued Date : 03-Mar-2016 12:25 PM  
Account Reference : NONACC (FI)/ kacrsf108/ JAYANAGAR4/ KA-BA  
Unique Doc. Reference : SUBIN-KAKACRSFL08726964937508250  
Purchased by : NABARD FINANCIAL SERVICES LTD  
Description of Document : Article 12 Bond  
Description : AGREEMENT  
Consideration Price (Rs.) : 0  
(Zero)  
First Party : NABARD FINANCIAL SERVICES LTD  
Second Party : PANIIT ALUMNI REACH FOR INDIA FOUNDATION  
Stamp Duty Paid By : NABARD FINANCIAL SERVICES LTD  
Stamp Duty Amount(Rs.) : 100  
(One Hundred only)



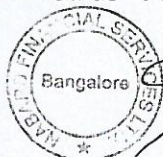
**AUTHORISED SIGNATORY**  
The Bharathi Co-op Credit  
Society Ltd  
Javanagar, Bangalore

.....Please write or type below this line.....

**This memorandum is made and executed on March 5, 2016 between**

**PaniIT Alumni Reach For India Foundation**, a Section-25 not-for-profit social enterprise setup and managed by PaniITians that operates a chain of rural skill Gurukuls to train and place underprivileged candidates, typically school dropouts, through a novel and innovative model that has been commended by the industry, erstwhile planning commission, and other government bodies and is headquartered at 2<sup>nd</sup> Floor, CSE Building, IIT Bombay, Powai, Mumbai hereby referred as **"PaniIT Alumni Reach For India (PaniIT)"**

AND



*[Signature]*

[1]



**NABARD Financial Services Limited (NABFINS)** having its registered office at 190, RashtriyaVidyalaya Road, Jayanagar, 2<sup>nd</sup> Block, Bengaluru- 560004 is a subsidiary of National Bank for *Agriculture and Rural Development (NABARD)* with equity participation from NABARD, Government of Karnataka, Canara Bank, Union Bank of India, Bank of Baroda, Dhanalakshmi Bank and Federal Bank. It is a NBFC MFI registered with the Reserve Bank of India and can operate throughout India. NABFINS engages in the business of providing micro finance services and other facilities to needy and disadvantaged sections of the society for securing their prosperity in both rural and urban areas.

This Memorandum of Understanding (MOU) is entered into in the spirit of cooperation and collaboration and the partnership arising out of this engagement should not be, in any way, seen as a client-vendor engagement. This MoU has been signed upon solely for the two parties to act in good faith, subject to overall market conditions to fulfill respective business and social goals with mutual trust and teamwork between both parties.


### **Background and Objective:**

A Joint proposal was submitted by PanIIT and NABFINS to NABARD on 'Sustainable Vocational Training through loans for poor youth especially in tribals in states affected by Naxalism'. A sum of Rs.5 Crores was approved by NABARD for this project through their sanction letter dated 21<sup>st</sup> August 2015(NABFINS/2014-15/5518) and subsequently a loan policy for the project was made by NABFINS with due approvals.

This MoU details modalities and principles that will guide this engagement for the implementation of aforesaid sanctioned project:

### **Role of PanIIT Alumni Reach For India Foundation:**

1. **Loan disbursement and repayment Facilitation through UID-based, Kaushal card platform**
  - 1.1. Pre-training counseling in the Gurukul will be imparted to cover aspects career progression, Expectations' setting, financial literacy and importance of credit history.
  - 1.2. Ensuring proper Loan documentation as per NABFINS loan policy(appended in annexure A) at the permanent residence of the beneficiary including capturing KYC information upon enrolment of the batch.
  - 1.3. Aadhar-payment-bridge-system (APBS) would be used, where possible, to ensure UID-seeded skill loan disbursement by NABFINS and would form validation of KYC norms. This would also create a UID-based-disbursement trail that could be submitted to NABARD for enlisting the beneficiaries of this program. Once this amount reaches the beneficiary account, it will be transferred to PARFI towards training contribution for preventing misuse of the funds/unwarranted withdrawals.
  - 1.4. For retention, guarantee/contribution by parent who is a SHG-member, will be taken up.
  - 1.5. Hunar credit card implementation and liaison with banking partner for ensuring smooth, hassle-free functioning. The modalities of the card and its functioning are appended in annexure B.
  - 1.6. Facilitate retention and repayment for the candidates who have availed the skill loan. Post-training retention is a critical enabler for the program and hence initiatives like dedicated retention staff, retention call center will be taken up.

 [2]  
Bangalore



- 1.7. PanIIT would present fortnightly Loan-Disbursement-demand of trainees and also send reconciled sheet for repayment-demand sheet. Any defaults would be reported on actual-received basis with no liability to PanIIT whatsoever.
- 1.8. Quarterly update and projections to PMRC for grant disbursement approval from NABARD to NABFINS.
- 1.9. PanIIT shall report the details of the location of the beneficiaries on a periodical basis.
- 1.10. Wherever feasible, PanIIT shall endeavor to arrange for repayment of loans by debit to salary account of the trainee.
- 1.11. Wherever there is default in repayment, PanIIT shall assist NABFINS for recovery by deployment of human resources.
- 1.12. PanIIT shall put in place a mechanism to track/retain the beneficiaries for a period of one year or till complete repayment of loan, whichever is earlier.

**2. Gurukul training related:**

- 2.1. Set-up of Gurukuls, Identification and Gurukul training of candidates.
- 2.2. Identify industry, assess requirement of trained manpower, enter in to engagement with employer(s) for ensuring placement of trained candidates.
- 2.3. Liaison with government agencies to provide existing unutilized buildings to run Gurukuls
- 2.4. Set-up of cost-effective Gurukul Management team and support systems including methodology of residential training.

**Role of NABARD Financial Services (NABFINS):**

**1. Set-up of Project Monitoring Review Committee (PMRC)**

- 1.1. Set-up of a project monitoring review committee (PMRC) for the purpose of project monitoring and fund disbursement:
  - 1 representative from NABARD, Karnataka Regional Office, Bengaluru
  - 1 representative from NABFINS
  - 1 representative from PanIIT Alumni Reach For India Foundation
  - Special Invitees as recommended by PMRC members
- 1.2. NABFINS will convene PMRC on a quarterly basis or at a frequency as decided by the members for project monitoring and fund disbursement.

**2. Fund disbursement and receipt**

- 2.1. Receive the grant fund from NABARD in to designated ledger account for utilization towards the sanctioned project. The designated account of NABFINS would be opened with partner bank for hunar card project.
- 2.2. Disbursement of loan through due processes(outlined in 1.3 above) as per NABFINS policy and as per loan-demand sheet generated by PanIIT on a fortnightly basis.
- 2.3. Forward the annual statement of funds disbursed and received (net of waiver of defaults on actual) that is submitted to PMRC by PanIIT. The 6% service charge accrued on the loan provided to trainees by NABFINS would be utilized for covering administrative expenses of the program.
- 2.4. After successful completion of repayment, a loan closure shall be issued to all trainees to improve their credit-worthiness in the future.

**Period of MoU:** This MoU shall be in force for a period of 4 years from the date of this MoU and may be renewed/amended/modified by the parties hereto with their mutual consent, on such terms and conditions as may be agreed upon.



*[Handwritten Signature]*

[3]



- 1.7. PanIIT would present fortnightly Loan-Disbursement-demand of trainees and also send reconciled sheet for repayment-demand sheet. Any defaults would be reported on actual-received basis with no liability to PanIIT whatsoever.
- 1.8. Quarterly update and projections to PMRC for grant disbursement approval from NABARD to NABFINS.
- 1.9. PanIIT shall report the details of the location of the beneficiaries on a periodical basis.
- 1.10. Wherever feasible, PanIIT shall endeavor to arrange for repayment of loans by debit to salary account of the trainee.
- 1.11. Wherever there is default in repayment, PanIIT shall assist NABFINS for recovery by deployment of human resources or through technology platform.
- 1.12. PanIIT shall put in place a mechanism to track/retain the beneficiaries for a period of one year or till complete repayment of loan, whichever is earlier.

## 2. Gurukul training related:

- 2.1. Set-up of Gurukuls, Identification and Gurukul training of candidates.
- 2.2. Identify industry, assess requirement of trained manpower, enter in to engagement with employer(s) for ensuring placement of trained candidates.
- 2.3. Liaison with government agencies to provide existing unutilized buildings to run Gurukuls
- 2.4. Set-up of cost-effective Gurukul Management team and support systems including methodology of residential training.

## **Role of NABARD Financial Services (NABFINS):**

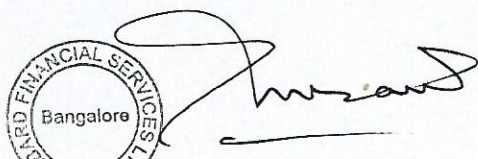
### 1. Set-up of Project Monitoring Review Committee (PMRC)

- 1.1. Set-up of a project monitoring review committee (PMRC) for the purpose of project monitoring and fund disbursement:
  - 1 representative from NABARD, Karnataka Regional Office, Bengaluru
  - 1 representative from NABFINS
  - 1 representative from PanIIT Alumni Reach For India Foundation
  - Special Invitees as recommended by PMRC members
- 1.2. NABFINS will convene PMRC on a quarterly basis or at a frequency as decided by the members for project monitoring and fund disbursement.

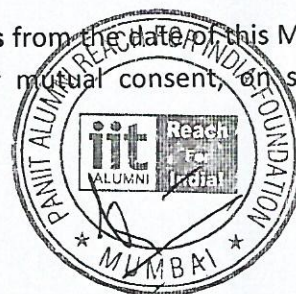
### 2. Fund disbursement and receipt

- 2.1. Receive the grant fund from NABARD in to designated ledger account for utilization towards the sanctioned project. The designated account of NABFINS would be opened with partner bank for hunar card project.
- 2.2. Disbursement of loan through due processes(outlined in 1.3 above) as per NABFINS policy and as per loan-demand sheet generated by PanIIT on a fortnightly basis.
- 2.3. Forward the annual statement of funds disbursed and received (net of waiver of defaults on actual) that is submitted to PMRC by PanIIT. The 6% service charge accrued on the loan provided to trainees by NABFINS would be utilized for covering administrative expenses of the program.
- 2.4. After successful completion of repayment, a loan closure shall be issued to all trainees to improve their credit-worthiness in the future.

**Period of MoU:** This MoU shall be in force for a period of 4 years from the date of this MoU and may be renewed/amended/modified by the parties hereto with their mutual consent, on such terms and conditions as may be agreed upon.



[4]



### Amendments

Any provision of this MoU may be amended or waived, if, and only if, such amendment or waiver is in writing and signed by both the parties hereto.

### Counterparts

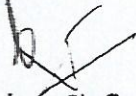
This MoU has been signed in duplicate, each of which shall be deemed to be an original. The addresses referred to herein above are:

If addressed to PanIIT Alumni Reach for India Foundation c/o PanIIT Alumni Reach or India Foundation, 2nd Floor, CSE Building, IIT Bombay, Powai, Mumbai – 400076, India

If addressed to NABFINS, NABARD Financial Services would c/o 190, Rashtriya Vidyalaya Road, Jayanagar, 2<sup>nd</sup> Block, Bengaluru- 560004

Both the parties aforementioned agree to the covenants and responsibilities listed above and sign this MoU. IN WITNESS WHEREOF, the hereto have entered into this MoU on March 5, 2016

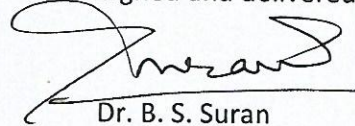
Signed and delivered by



T. Kalyan Chakravarthy  
Authorized Signatory  
PanIIT Alumni Reach For India Foundation  
Annexure B:10



Signed and delivered by



Dr. B. S. Suran  
Authorized Signatory  
NABARD Financial Services Limited

