



201, Ruby Terrace, M.G. Cross Road,
Vile Parle, Mumbai - 400057

www.leapup.in | facebook.com/leapupindia
info@leapup.in

+91 22289 80483 | +91 91378 88105
+91 70210 23508

Memorandum of Understanding

Duration of MOU – Academic Year 2020-21

Name of College – St. Andrew's College of Arts, Science and Commerce, later to be referred as St. Andrew's College

Name of Learning Provider – LeapUp Edutech Private Limited

Subject of the MOU:

To deliver certified courses (add-on courses) to students in the field of "Financial Markets" jointly by St. Andrew's College and LeapUp.

Revenue Share:

For all the revenue generated by such courses, 80% share of the total revenue is of the Learning Provider and 20% is of the College.

Course Timings:

Course duration of 30 hours is divided into 15 sessions of 2 hours each.

Tuesday-Thursday from 4.30 pm to 6.30 pm for Financial Modelling & Valuation.

Wednesday – 2pm to 4 pm and Saturday from 3.00 pm – 5.00 pm for Stock Trading Bootcamp (Technical Analysis).



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Course Details:

Course Name	Financial Modelling & Valuation
Duration	30 Hours
Course Content	<ol style="list-style-type: none">1. Key Finance Concepts<ul style="list-style-type: none">• Drivers of ROCE• Drivers of ROE• Operating Leverage• Capex & Business Cycles2. Historical Financial Statements<ul style="list-style-type: none">• Create customized Model Template• Input Historical P&L Statement• Input Historical Balance Sheet• Input Historical Cash Flow• Calculate Financial Ratios3. Future Projections<ul style="list-style-type: none">• Creating Fixed Asset Schedule• Creating Debt Schedule• Creating Equity Schedule• Deciding Key Drivers for Forecasting• Forecasting P&L Statement• Forecasting Balance Sheet• Forecasting Cash Flow• Debugging the model4. Analysis and Assumptions<ul style="list-style-type: none">• Analysing past trends in financial statements• Analysing future strategy• Tweaking key assumptions5. Valuation<ul style="list-style-type: none">• Creating a 3-stage DCF Model• Cashflow based Valuation (3-stage DCF)• Multiple based Valuation• Sensitivity Analysis6. Case Studies<ul style="list-style-type: none">• Case Study 1 – Manufacturing Company• Case Study 2 – Technology Company
Fees	Rs. 3 ,000 \- per student
Revenue Sharing	80:20 between LeapUp and College respectively
Batch Size	Min Batch Size: 15 students Max Batch Size: 40 Students
Certification	Certificate given by LeapUp (in association with the College)



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Course Name	Stock Trading Bootcamp (Technical Analysis)
Duration	30 Hours
Course Content	<ol style="list-style-type: none">1. Meaning of Technical Analysis<ol style="list-style-type: none">a. Psychologyb. Basic Assumptionsc. Pros & Consd. Usagee. Types of Charts2. Trend Analysis<ol style="list-style-type: none">a. Basics of Trendb. Trend Linesc. Trend Reversald. Periodicitye. Dow Theory3. Price Patterns<ol style="list-style-type: none">a. Why do they occurb. Reversal Patternsc. Continuation Patternsd. Gapse. Candlestick Patterns4. Numerical Tools I<ol style="list-style-type: none">a. Indicatorsb. Oscillators5. Numerical Tools II<ol style="list-style-type: none">a. Divergenceb. Volume Analysisc. Market Breadthd. Fibonacci - Retracements6. Trading Framework I<ol style="list-style-type: none">a. Combining the Toolsb. Stop Lossc. Trading Psychology7. Trading Framework II<ol style="list-style-type: none">a. Trading Systemb. Back Testingc. Career Paths and Way Ahead
Fees	Rs. 2,500 \- per student
Revenue Sharing	80:20 between LeapUp and College respectively
Batch Size	Min Batch Size: 15 students Max Batch Size: 40 Students
Certification	Certificate given by LeapUp (in association with the College)



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LeapUp's Responsibilities:

1. Arrangement of faculties and training the students as per the course.
2. To arrange for rent-free online classroom facility (on Zoom or any other application) to conduct the courses.
3. Will not terminate the agreement without completing the requirements for Academic Year 20-21.
4. The payment of salary to the faculties will be the responsibility of the LeapUp.
5. Study material will be provided by the Learning Provider.
6. Certificates to be provided by the Learning Provider.
7. Learning provider will record all sessions and if student's need any help/ support during the course period that will be provided by service provider.
8. Learning provider will maintain attendance sheet lecture wise and submit the same at the end of course in excel format.
9. Learning provider will click atleast 1 geotagged photograph of each session to be provided as proof at the end of course.

St. Andrew's College's responsibility:

1. To promote these courses in online classrooms.
2. To register students for the course and form the batch.
3. Fees will be collected by the College on behalf of the Learning Provider out of which 50% will be remitted to the Learning Provider once the lectures start and balance 50% on the completion of course.
4. Not to initiate any course with-in the same stream / topic with any institution during AY 2020-21.

Mutual responsibility:

1. Any discrepancies / disputes arising with the terms of the MOU would be solved through **mutual consent** as far as possible.
2. A notice period of 3 months would be given by either party so that necessary steps can be taken in case of termination.
3. The agreement is subject to the jurisdiction of Mumbai only.

For St. Andrew's College

For LeapUp

Dr. Marie Fernandes

Ronak Gala