203

MEMORANDUM OF UNDERSTANDING (MOU)

BETWEEN

Bluebear Technology Private Limited
105, Aditya Arcade, First Floor, Preet Vihar, Delhi-110092

AND

K.R. MANGALAM UNIVERSITY
Sohna Road, Gurugram (Haryana)-122103

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (MoU) is made and entered into as of the 20th September 2024, by and between **Bluebear Technology Private Limited**, a company incorporated under the Companies Act, 2013, and having its registered office at 105, Aditya Arcade, First Floor, Preet Vihar, Delhi-110092 (hereinafter referred to as "Propelld"), (which expression shall, unless it be repugnant or contrary to the context or meaning thereof, be deemed to mean and include its successors, legal representatives and assigns)

And

K R Managalam University (KRMU), Sohna Road, Gurugram – 122103 through its Registrar (here in after referred to as "Educational Provider/Institute" for the sake of brevity and convenience), (which expression shall unless repugnant to the context and meaning thereof include its successors, administrators and permitted as signee) Sh. Rahul Sharma.

WHERE AS:

1. The Educational Institute is offering Undergraduate and Post Graduate Degree Programmes to its students.
2. Propelld is an online platform that enables students, who are in need of financial assistance to seek unsecured loans from Lender(s), for any course they want to seek admission in the Educational Institute. The Loan(s) for educational purposes shall be provided as per the sole discretion of Lender and within the Lenders Credit policy prevailing at the time of processing and disbursement of the loan.
3. The parties herein have executed these presents on the following agreed terms and conditions:

NOW THIS MEMORANDUM OF UNDERSTANDING WITNESSETH THAT

Scope of Memorandum of Understanding

The role of the Educational Institute is primarily to act as a facilitator to provide Education Loan facilities to its desirous candidates.

The Educational Institute shall undertake and perform the following specific operations.

1. The Educational Institute has to display Propelld's Loan related product brochures at its premises at the convenient place as Educational Institute may deem fit.
2. The Educational Institute has to provide referral information of students who are interested in availing the said Loan facilities from Propelld.
3. The Educational Institute may send emails & other marketing material as provided by Propelld to the selected students.
4. It will be the sole responsibility of Propelld and its Lending Partners to ensure completion of total loan formalities including the various approvals within such a time frame as mentioned in the sanction letter

Registrar
K R Mangalam University
Sohna Road, Gurugram (Haryana)

given to the selected candidates, so that the candidate should be able to pay the fees on time to the Educational Institute.

5. This MoU shall remain valid for a period commencing from 20th September 2024 and ending on 19th September 2025.
6. The Educational Institute reserves the right to approach any other bank/s or financial institution/s to provide education loan facility to candidates/students and/or his/her parent/s. This Memorandum of Understanding does not confer any exclusive right to provide aforesaid services to Propelld.
7. Neither the Educational Institute nor Propelld shall disclose the terms of this MoU to any person(s) or competitor(s) respectively, at any time during the tenure of this MoU and thereafter, nor shall they reveal the internal rate of interest offered by Propelld's Lending Partner to any of the Candidates / Students of the Educational Institute for availing of education loan under this program.
8. Neither the Educational Institute nor any office bearer of the Educational Institute shall be liable or under any obligation for any fraud, breach of contract, suppression of facts or for any offence, default committed by any candidate/student and/or his/her parent/s in respect of the loan proposal / repayment of loan etc. Under no condition/circumstances shall the Educational Institute be responsible for follow up with the candidate / student and/or his/her parent/s in respect of repayment of loan obligation/s. The Educational Institute shall not become guarantor / undertaker for any non compliance made by candidate / student and/or his/her parent/s.
9. Further it is also agreed between the parties herein that, if any dispute arises between candidate / student and/or his/her parent/s and Propelld, then Propelld shall not make party to the Educational Institute in such dispute for any reason what so ever.
10. Both Propelld and the Educational Institute shall extend maximum co-operation to each other for the fulfillment of the objectives and purpose of this MoU.
11. Any notice or request to be given or made in this MoU by either party shall be in writing and shall be deemed to be given and made, when delivered to the party to which it is required to be given or made at such party's address as shown in this MoU or as subsequently modified by notice to the other party to this MoU.
12. Disputes: All disputes between the parties shall be referred to arbitration by a sole arbitrator to be jointly appointed by Propelld and the Educational Institute. The arbitration shall be conducted in accordance with the provisions of the Arbitration and Conciliation Act, 1996 as amended from time to time. The venue of arbitration proceedings shall be KRMU Campus, Sohna Road, Gurugram, Haryana. The cost of Arbitration shall be borne by both the parties equally; however, each party shall bear the fees of respective lawyers.

Registrar
K R Mangalam University
Sohna Road, Gurugram (Haryana)

13. Independent Parties: The status of each of the Parties under this Agreement will be that of an independent party. Subject to the provisions of this MoU, neither Party will have right to enter into any agreement on behalf of the other nor will it represent to any person, firm or corporation that it has such right or authority without the written consent of the other Party.

IN WITNESS WHEREOF, the parties hereto, each acting under due and proper authority, have executed this mutually binding Memorandum of Understanding as of the date written above.

Signed and delivered for and on behalf of **Bluebear Technology Private Limited.**	Signed and delivered for and on behalf of **K R Mangalam University**
Signature: _____	Signature: _____ Registrar K R Mangalam University Sohna Road, Gurugram (Haryana)
Name: Brijesh Samanatray	Name: Dr. Rahul Sharma
Title: Director	Title: Registrar
Date: _____	Date: 20-09-2024

WITNESSES

Signature: _____	Signature: _____
Name: _____	Name: Deepak Mishra (Deputy Registrar)
Address: _____	Address: 301, Chandra Lok City, Tijara, Alwar (Raj)

PropelId: Democratizing access to Education

(www.propelld.com)

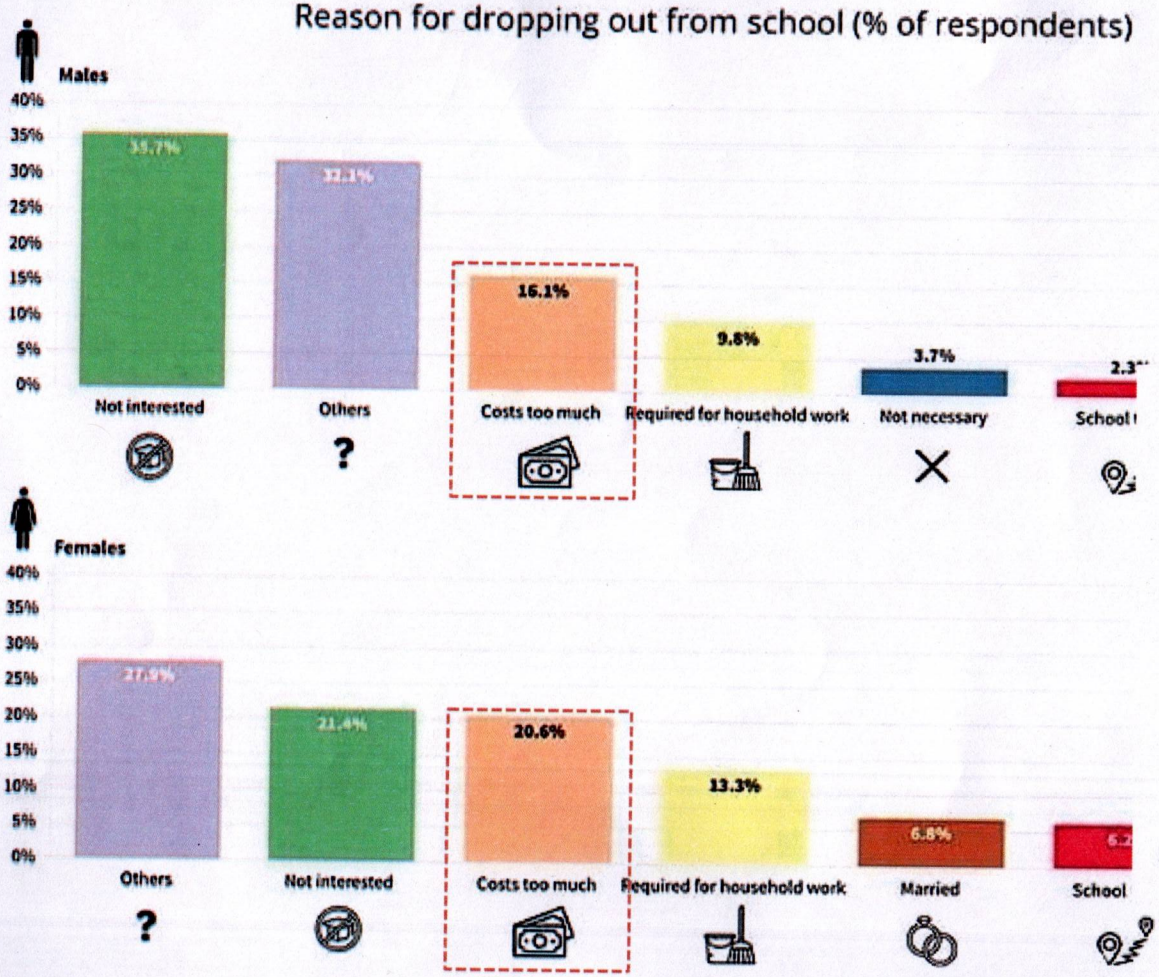
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Vision: Good students are able to choose and complete the best quality education, fit for them, without worrying about financial constraints

WHY ARE KIDS DROPPING OUT OF SCHOOL? SOME TOP REASONS

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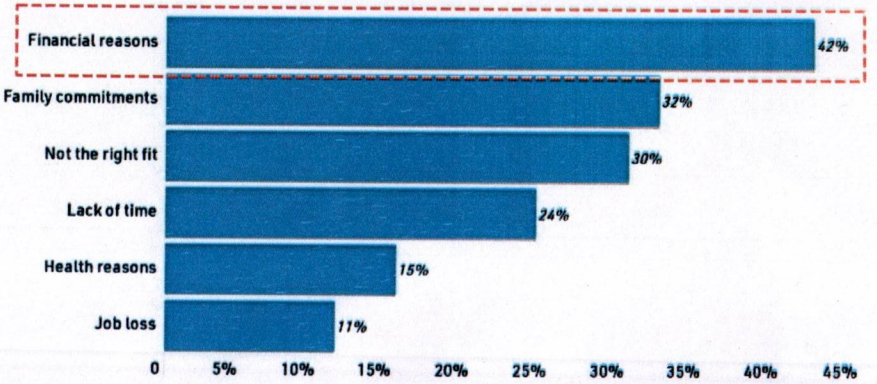
Reason for dropping out from school (% of respondents)



Hundreds of students pursuing degrees have appealed to their universities for financial bailouts because their households no longer have the resources to pay the course

- Times of India

TOP REASONS WHY COLLEGE STUDENTS DROP OUT



Source: The University Professional and Continuing Education Association (UPCEA)

FOX BUSINESS

Note: The questions were asked to respondents aged 6-17 who had dropped out of school before 2019
Source: National Family Health Survey-5 (2019-21)

The Print

Current Financial Systems have not been able to solve for financial access in the Education eco-system

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Current Offerings and Gaps

- *Traditional Lending System caters to only meet **priority sector lending quotas***
  - ***Opportunity cost** is better with Home loans/SME Loans (cream profiles)*
  - *Prefer **salaried profiles with strong income** & bureau history*
  - *Evaluation lens not specialized for taking courses and students into account – **horizontal lens***
  - ***High NPAs** due to design failures, lead to **vicious cycle of pulling back from Education***
  - *Current focus on **High ticket size, collateralized loans** at only **premium Institutes (2-3% of Education market)***
- *Most parents rely on informal lending systems with asset collaterals and predatory interest rates*
- *Institute and students lose out*
  - ***Fee losses** for unfilled/unpaid seats*
  - *High **effort in collecting** fees*
  - *Students losing out in **pursuing preferred course** or in **completing course***

Who we are !!

The Team

- *Industry veterans from consumer startup and financial services*
- *IIT/IIM Founders & CXOs with pedigree of Credit Suisse, Deutsche Bank, Snapdeal, Bajaj, Aptus, Home Credit, Kotak, etc*

Our Growth

- *Started in 2017 with a team of 5 and 3 Institutes*
- *Work with 700+ Institutes across schools, colleges, test preparation Institutes, online Institutes, etc with a team of 500+*

Our Backers

- *India's largest Financial Services Investor with a $8bn Fund*
- *Backers of Bajaj, Axis Bank, CIBIL, Experian, HDFC, AU Small Finance Bank, Equitas, etc*

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Our Institute Partners

- *FOSTIIMA, GL Bajaj, Upgrad, Great Learning, Akash, Allen, Other Universities, etc*

ISBR Business School
REAL WORLD. REAL LEARNING.

ICBM-SBE

jims

DPU
DR. D. Y. PATIL VIDYAPEETH, PUNE
CENTRE FOR ONLINE LEARNING

FOSTIIMA Business School

Lexicon Group's MILE Management Institute for Leadership and Excellence

AMITY UNIVERSITY

GL BAJAJ

TAXILA
BEYOND EDUCATION

Banks/NBFCs vs PropelId

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Banks	vs	PropelId
Cater to only cream salaried profiles with high income & bureau		*Cater to 'Bharat' – all profiles incl. salaried plus self employed*
Constraints of account, location		*No such constraints*
Horizontal Focus		*Specialists in Education*
Evaluation on traditional parameters only		*Education intent, ability, future employability, Institute ranking & performance*
Only focused on Tier A+ Institutes		*Good students are everywhere*
Collateral is mandatory		*No collateral*
Onerous paperwork, multiple visits, 30-60 days process if you are lucky		*Only required paperwork, easy process, 72 hrs disbursal*

True Stories from Propelld

- **Candidate:** Muthuswamy Pavithra

Academics:
- 10th- 85.60%
- 12th- 80%
- Degree- 77%

Parent Occupation:
Road construction/ JCB Driver

Place: Erode

- **Candidate:** Shubhankar Bagchi

Academics:
- 10th- 60
- 12th- 63%
- Degree- 62%

Parent Occupation: Medical Shop Owner

Place: Delhi

World Class team of Financial Services & Startup veterans

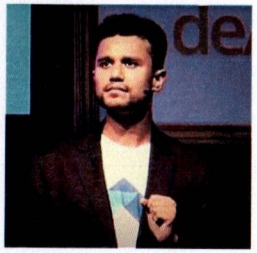
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CEO/Founder
Bibhu Prasad Das
IIT Madras, IIM Calcutta
Debt Raising, Syndication, Structured Finance
Worked with IFC, World Bank



Founder
Brijesh Samantaray
IIT Madras
Risk Management, Regulatory Analytics - HSBC



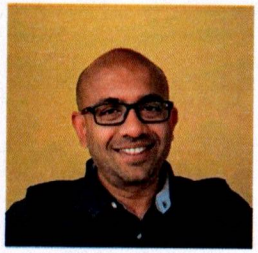
CRO/Founder
Victor Senapaty
IIT Madras, FMS
Investment Banking - Financial Institutions – Deutsche Bank



Chief Business Officer
Nikunj Doshi
Business Head at Bajaj for 15+ years, across CD and lifestyle finance



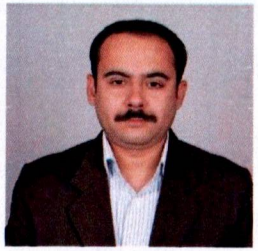
Chief Technology Officer
Satendra Singh
IIIT Bangalore
ch Lead/ CTO @ last startup - exit to Exotel



Chief Product Officer
Mayank Jain
IIT Delhi
CPO @ Snapdeal, Zoomcar



Head of Finance
Amit Kothari
Ex Head of Finance @ Aptus, Ex-CFO @ Edelweiss HF



Head of Collections
Vikas Singh
Ex Head of Collections @ SBFC, Ex-Zonal Head @ Kotak



Treasury Head
Nikunj Agarwal
Ex Head of Treasury @ Casr24, Home Credit

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Parameter Details:

S. No.	Parameters	Details
1	Product code	UG / PG - Moratorium
2	Name of The Educational Institute	
3	Course Name/s	College programs up-to 15 Lakh
4	Applicable Academic Year	2023-2024 / 2024-2025
5	Unsecured loan amount	Rs. 15 Lakhs
6	Rate of Interest	11% PA Onwards *
7	Processing fee	1%+GST
8	Margin	1st year - 20% Margin , Other years - No margin
9	Repayment Type in Moratorium	Simple Interest / EMI
10	Repayment Period after Moratorium	10 years including moratorium

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Parameter Details:

S. No.	Parameters	Details
11	Principal Moratorium period	Course Period
12	Pre-payment Charges	NA
13	Collateral/Security	Not applicable, Collateral Free Loan
14	Insurance Available	Optional
15	Disbursement frequency	As per Institute, fee payment schedules
16	Disbursement of Loan	Fees will be transferred directly to the Official Institute Payment Account
17	Co-borrower Relationships Accepted	Father/Mother/Spouse/Brother/Sister/Parents In Law /Grand parents
18	Co Applicant (Financial)	Required
19	Co – Borrower Profile	Salaried, self-employed, All Retail Shop Owners, Small Business Owners, Farmers (all), Cottage industries, contractors & many more categories included.
20	Co-Borrower Locations Accepted	As per the Propelld's Listed Location
21	Pre-payment & Part payment	Pre payment is there , No Part Payment

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Document Checklist:

Student

- KYC
- Mark sheets (10th, 12th and last qualification)
- Admission letter
- Any other proof asked during the sanction process

Co-borrower

- KYC
- Relationship proof
- If Salaried: Latest 3 months pay slips, one-year ITR and latest 6 months bank statement
- If Self-employed: Document checklist will be provided after discussion with the co - borrower. (Discussion will happen in Co-borrower's mother tongue if needed)

Propelld

Thanks

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Sagar.kaushik@propelld.com