

35.2

3.5.2 Malle

BERKADIA

Memorandum of Understanding Between Berkadia Services India Private Limited And

Aurora's Degree College

This memorandum of understanding is made on 30th July 2015 between Berkadia Services India Private Limited, 9th Floor, Block 2, DLF Cybercity Gachibowli Village, Plot No:129 to 132 Serilingampalli Mandal, Hyderabad AP 500019 and Aurora's Degree College situated at Chikkadpally, Hyderabad. Review of this memorandum shall be made on or before 30th July 2016, at which time this agreement may be extended, modified or terminated.

In order to promote cooperation and advancement of Academic and Business Exchanges between Berkadia Services India Private Limited and Aurora's Degree College; the two institutions agree upon the following:

- 1.1 Berkadia Services India Private Limited & Aurora's Degree College, Joint Certification Program (JCP) to be offered as an optional course to the student along with the regular MBA / PGDM course.
 - 1.2 Berkadia Services India Private Limited would have the first right to interview and select students within the Academic Year for employment with Berkadia Services India Private Limited, from those who undergo this JCP.
- 2. Berkadia Services India Private Limited agrees to:
 - 2.1 Develop the JCP curriculum and communicate the same to Aurora's Degree College
 - 2.2 Conduct / arrange for guest lectures for the portion of the curriculum provided in the annexure
- 3. Aurora's Degree College agrees to:
 - 3.1 Conduct lectures for the portion of the curriculum of JCP provided in the annexure
 - 3.2 Ensure infrastructure facilities / needs
- 4. The purpose of this Memorandum of understanding is only to express the intentions of the parties and is not intended to be legally binding on either party.
- 5. Provide training material, jointly developed between Berkadia Services India Private Limited and Aurora's Degree College, for the JCP being offered.

9TH FLOOR, BLOCK 2 DLF CYBER CITY AT HYDERABAD PLOT NO: 129 TO FER THE WORLD FOR THE PROPERTY OF THE PROPERTY

BERKADIA.COM

- The offers will be made to the select students by Berkadia Services India Private Limited post successful completion of the course & exam.
- Post acceptance of offer by Berkadia Services India Private Limited, the students shall not participate in the on campus placement process of any other organization thereafter.
- The terms of cooperation for each specific activity contemplated under this Memorandum of Understanding shall be mutually discussed and agreed upon in writing by both parties prior to the initiation of that activity.
- Each institution shall designate a liaison officer to develop and coordinate the specific activities agreed up on.
- 10. This Memorandum of Understanding imposes no financial obligation on either party.
- 11. Each party recognizes that the other party has, may have or will have arrangements of a similar or different nature with other institutions during the currency of this Memorandum of Understanding.
- 12. Each party shall keep confidential any information that it receives from the other party. Publication of any material that is jointly developed by the two parties will be considered as confidential and will not be shared in any public forum or with any third party, without prior consent / approval of the other in writing, obtained from the authorized signatory.
- 13. This memorandum shall remain in effect until terminated by either party.
- 14. The terms of cooperation may be extended beyond the terms mentioned in this Memorandum of understanding, basis discussion and up on mutual agreement between the two parties.

For Berkadia Services India Private Limited Name – Neeraj Mody

Designation – Site Directo

- Mod

Date - 17th August 2015

For Aurora's Degree College Name - Viswanadham Bulusu

Designation - Director Placements & Admissions

Date - 17th August 2015

BERKADIA COM

COURSE OUTLINE

- CMBS Basic
 - What is CMBS
 - Evolution of CMBS
 - o Commercial Mortgage Loan Basics
 - Characteristics of CMBS
- CMBS Three Level Perspective
 - Property Level
 - o Loan Level
 - o Bond Level
- CMBS Servicing Business Overview
 - Servicing Overview
 - Originations & Refinancing Overview
- CMBS Basics of CRE & MF Servicing
 - o Role of the Servicer
 - Servicing Approaches
 - History of Servicing
 - Ethics in Commercial Servicing
 - Servicing Sources of Income
- CMBS Life Cycle of CRE & Multifamily Loans
 - The Loan Cycle
 - Key players in Loan Cycle
 - Property Types & Characteristics
 - o Property Performance
- CMBS Servicing Agreements & Loan Documents
 - Pooling & Servicing Agreement
 - Sub Servicing Agreement
 - o Borrower Lender Loan Documents
 - o Property Related Documents

AURORA'S DEGREE & P. C. COLLEGE
AURORA'S DEGREE & P. C. College
Chiwkadpany, Iyo ar abad 20.