

# Term Sheet

**Jagannath University**  
**Base Location – Bahadurgarh, Haryana**

**Category: For Profit**

Proposal for funding assistance  
(Project Cost – Rs.934.67 Lakhs)  
(NSDC Loan – Rs.701.00 Lakhs)

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Date: 2<sup>nd</sup> January, 2018

Name of DD partner: Grant Thornton



**N · S · D · C**  
**National  
Skill Development  
Corporation**

301, West Wing, World Mark 1,  
Aerocity, New Delhi -110037



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S. No.	Sector	Trade	Duration (Hours)**	Fee (in Rs.)**	PMKVY Mapping
7	Capital Goods	Fitter Electronic & Electrical Assembly	500	8900	Yes
8	Capital Goods	CNC-Operator turning	400	13500	Yes
9	Capital Goods	Service Engineer - Installation & Commissioning	400	10499	No
10	Construction	Surveyor	1000	10500	No
11	Construction	Sr. Tech Pre-Stress	1000	11000	No
12	BFSI	Equity Dealer	160	8499	Yes
13	BFSI	Mutual Funds Agent	200	8499	Yes
14	Electronics	Service Engineer	300	10000	No
15	Electronics	Embedded Software Engineer	300	10500	No
16	Electronics	CCTV Installation Technician	360	7999	Yes
17	Electronics	Solar Panel Installation Technician	400	8500	Yes
18	Media & Entertainment	Camera operator	720	9499	No
19	Media & Entertainment	Director of photography	1440	10499	No
20	Media & Entertainment	Editor	240	10499	Yes
21	IT - ITES	Legal Associate	400	10500	No
22	IT - ITES	Test Engineer	400	10000	No
23	Power	Consumer Energy Meter Tech	350	8000	Yes
24	Power	Lineman Construction distribution	175	8900	No

\*All Course hours are in alignment with duration as per NOS

\*\*Including Assessment fee of Rs. 1000/- per course

13	Revenue Model	<ul style="list-style-type: none"> <li>• Training Fees</li> <li>• Assessment Fees</li> </ul>								
14	Target Number of Centres and Locations to be covered	<p>Jagannath University has proposed to open and operate from 3 Centers over a period of 7 years.</p> <table border="1"> <thead> <tr> <th>Period</th> <th>Location of Centre</th> </tr> </thead> <tbody> <tr> <td>Q1 Year 1</td> <td>Bahadurgarh, Haryana</td> </tr> <tr> <td>Q1 Year 2</td> <td>Delhi</td> </tr> <tr> <td>Q1 Year 3</td> <td>Jaipur, Rajasthan</td> </tr> </tbody> </table>	Period	Location of Centre	Q1 Year 1	Bahadurgarh, Haryana	Q1 Year 2	Delhi	Q1 Year 3	Jaipur, Rajasthan
Period	Location of Centre									
Q1 Year 1	Bahadurgarh, Haryana									
Q1 Year 2	Delhi									
Q1 Year 3	Jaipur, Rajasthan									



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## 2. About Promoter Group and Proposing/Implementing Entity

Proposing Entity	Jagannath University, Bahadurgarh
Implementing Entity	Jagannath University, Bahadurgarh
Year of Incorporation	May 2013
Key business divisions	Educational and vocational training

Jagannath University, Bahadurgarh, Haryana, came into existence as a Private University in May 2013, incorporated under Haryana State Legislature Act No. 8 of 2013, approved under Section 22 of the UGC Act 1956 and is member of Association of Indian Universities (AIU). It started operations in 2013-14 on its own 25 acre campus located on State Highway 22, Bahadurgarh, Haryana.

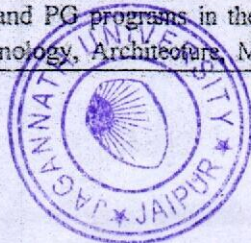
The University offers UG and PG programs in the areas of Engineering and Technology, Information Technology, Architecture, Management, Commerce, Law, Journalism and Mass Communication, Vocational Studies; Physical Sciences, Agriculture Science and Education.

### About Sponsoring Entity

The University is sponsored by Jagannath Gupta Memorial Educational Society, which is a registered non-profit organization established in 1993 and has been imparting education through its various institutions located in the States of Delhi, UP, Haryana and Rajasthan. The Society is running 7 higher educational institutions and 2 Universities, having more than 10,000 students.

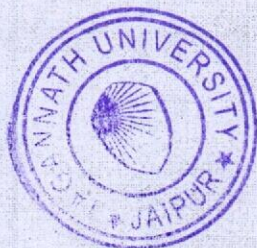
### Overall Experience in Skill Development and Vocational Training

No of years of experience	Jagannath Group – Over 24 years Jagannath University – Over 4 years
Past training and placement record	<b>Jagannath University, Bahadurgarh</b> Jagannath has imparted education to approx. 425 candidates since 2013. Since inception only 3 batches have passed out and the total candidates passed were approx. 30 students and rest are undergoing the courses. <b>Short Term Skilling Programs (Self-Financed):</b> Jagannath Gupta Memorial Educational Society offers short term courses by the name of Karmaarth (CSR initiative of Jagannath Gupta Memorial Educational Society). The total number of trainees trained are approx. 2500 of which 1100 trainees have been placed since 2010. <b>Jagannath University, Jaipur (Long Term Courses)</b> Jagannath has imparted education to approx. 3000 candidates during the last 4 financial years (FY2014 to FY2017).
Sectors Covered	<b>Jagannath University, Bahadurgarh</b> has Faculties for- Engineering and Technology; Architecture and Planning; Computer Science and Technology; Management and Commerce; Law; Journalism and Mass Communication; Education; Agriculture Science; Physical Sciences; Allied Health and Medical Sciences; Vocational Studies  <b>Short Term Skilling Program:</b> Beauty & Wellness, Apparels, Healthcare, Telecom, IT-ITES and BFSI
Courses Offered	<u>Jagannath University is currently offering following courses:</u> UG and PG programs in the areas of Engineering and Technology, Information Technology, Architecture, Management, Commerce, Law, Journalism and Mass



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3	Dr. Amit Gupta	Members
4	Mr. YC Bhatt	Members
5	Prof. VK Aggarwal	Members
6	Mr. Naresh Kr. Singhal	Members
7	Sh. Deepak Gupta	Registrar as Member Secretary.



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## Operating Model

Particular	Details (key highlights only)
Structure (e.g.: Hub/Spoke, franchisee etc.)	The applicant has proposed to operate 3 skilling centers in Bahadurgarh (Haryana), Delhi and Jaipur (Rajasthan). All the 3 centers shall be monitored from the head office. Of the 3 proposed centers, the applicant has existing infrastructure (space plus some training equipment) at 2 locations i.e. Haryana and Jaipur. Additional equipment as per the QP/NOS of NSDC has been provisioned for in the proposed model at these centers
Sourcing of trainees	The strategy to be adopted for mobilization of trainees shall be: <ul style="list-style-type: none"> <li>- Awareness programs</li> <li>- Direct marketing through posters, pamphlets, etc.</li> <li>- Interactions with industry players for upskilling</li> <li>- Various Social Networking platforms</li> </ul>
Infrastructure	The applicant has proposed to impart training through 3 skilling centers. The proposed infrastructure would consist of lab equipment as defined by respective SSCs. Out of the 3 locations proposed, 2 of the centers are proposed in existing campus of the applicant i.e. Haryana and Jaipur. The applicant has proposed to use the part of existing infrastructure (space plus some training equipment) at 2 locations i.e. Haryana and Jaipur. Additional equipment as per the QP/NOS of NSDC has been provisioned for in the proposed model at these centers. The applicant has proposed to provide training in all the proposed courses from each center.
Type of training Delivery	The applicant will provide training through an appropriate mix of theoretical, practical and on the job training.
Trainers	The applicant has stated that there would be a standard procedure for recruiting new trainers. Full time Trainers and part time trainers shall be sourced from the industry and various training institutes. The applicant will also conduct various training programs for trainers.
Training Content	The content will be procured from SSCs or vendors approved by SSCs.
Assessment & Certification	The assessment and certification will be done by the respective SSCs.
Placements	<p>The applicant has assured 70% placement for the proposed sectors through tie ups and through efforts of their dedicated placement teams at respective centers as well as centralized team at head office.</p> <p>The applicant has provided list of 21 potential entities for placement of candidates. The following are the name of the potential employers for which LOI's have been shared by the applicant:</p> <ol style="list-style-type: none"> <li>1. RBL Bank</li> <li>2. Rana Motors Pvt Ltd</li> <li>3. Yes Bank</li> <li>4. Centrum</li> <li>5. Crowne Plaza Hotels &amp; Resorts</li> <li>6. Urban Clap</li> <li>7. Aviral Raj Sharma Photography</li> <li>8. Meri Delhi Mind Dainik</li> </ol>

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## 5. Terms and Conditions of NSDC's Funding Assistance

Details of the NSDC Funding Assistance	Rs.7,01,00,000/- (Rupees Seven crores and one lakh only) as loan from NSDC			
Promoters Contribution	Rs. 2,33,66,667/- (Rupees Two crores Thirty Three lakhs sixty six thousand six hundred and sixty seven only) in the form of fresh cash.			
Moratorium & Repayment	<ul style="list-style-type: none"> <li>▪ Principal Moratorium Period: Three (3) years from the date of 1<sup>st</sup> disbursement</li> <li>▪ Interest Moratorium Period: Nil</li> <li>▪ Repayment Period: Seven (7) Years (including Moratorium Period) from the date of 1<sup>st</sup> disbursement</li> </ul>			
Interest Rate	@6% p.a. (simple)			
Repayment Schedule	Principal repayment in 16 quarterly installments, starting from Quarter 1 of Year 4			
Collateral	<ul style="list-style-type: none"> <li>• First charge on assets of the project.</li> <li>• First charge on cash flows of the project.</li> <li>• First charge on the Intellectual Property developed under the project</li> <li>• Pledge letter to be provided by Jagannath University</li> <li>• Personal Guarantee of Mr. Deepak Gupta (Net worth of Rs 691.06 lakhs, as on 22<sup>nd</sup> April, 2017)</li> <li>• Post Dated Cheques</li> <li>• Equitable mortgage of immovable property*</li> </ul>			
Promoters Contribution	Capital infusion by promoters, in the form of fresh cash. (in Rs. Lakhs)			
	Year 1	Year 2	Year 3	Total
	90.00 ✓	73.67	70.00	233.67
Project Specific Conditions	<ul style="list-style-type: none"> <li>• Applicant to provide undertaking that any additional losses resulting in decline in net worth beyond the projected net worth in the financial model would be financed by additional promoter's contribution. Applicant to ensure that actual net worth of SBU during implementation does not decline beyond the projected net worth at any point during the project</li> <li>• Undertaking from applicant that unsecured loans will not be repaid from funding assistance from NSDC.</li> <li>• The proposal owner to submit Non-Encumbrance certificate (for property to be mortgaged) to NSDC before signing of the Loan Agreement.</li> <li>• Applicant to adhere to NSDC branding guidelines</li> <li>• Any subsequent funding in Year 2 to be done on the successful achievement of following milestones as specified in the projected business model: <ul style="list-style-type: none"> <li>○ Sector wise number of trainees trained</li> <li>○ Financial performance as projected in proposed financial model</li> <li>○ No of centres to be opened in Year 1</li> <li>○ Equipment wise Capex as projected in the proposed financial model</li> </ul> </li> </ul> <p>In case of non-adherence, NSDC reserves the right to recall the entire loan along with interest and terminate the partnership.</p>			



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## 6. Milestones

No of students to be trained and placed

B/D B/O/S

Sector	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Automotive	166	673	1058	1020	1105	1512	2040
Capital Goods	169	568	954	1176	1352	1536	1989
Construction	61	219	455	543	631	720	969
BPSI	61	219	457	498	586	672	918
Electronic	168	513	953	1176	1352	1536	2040
Media & Entertainment	122	421	727	882	1014	1152	1530
IT/ITeS	61	253	455	543	631	720	969
Power	107	292	477	588	676	768	1020
Overall No of Trainees Trained per year	915	3158	5536	6426	7347	8616	11475
No of Trainees Trained (Cumulative)	915	4073	9609	16035	23382	31998	43473
No of Placement (70%)	640	2211	3875	4498	5143	6031	8033
No of centres	New	1	1	1	-	-	-
	Cumulative	1	2	3	-	-	-

### Additional milestones as stipulated by PEC

Any subsequent funding in Year 2 to be done on the successful achievement of following milestones as specified in the projected business model:

- o Sector wise number of trainees trained
- o Financial performance as projected in proposed financial model
- o No of centers to be opened in Year 1
- o Equipment wise Capex as projected in the proposed financial model

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### 8. Repayment Schedule

(Rs. In lakhs)

Year	Qtr	Opening Balance	Repayment	Closing Balance	Interest Due	Interest Payment	Total Repayment	Annual Repayment
1	Q1	0.00	0.00	270.00	4.05	4.05	4.05	16.20
	Q2	270.00	0.00	270.00	4.05	4.05	4.05	
	Q3	270.00	0.00	270.00	4.05	4.05	4.05	
	Q4	270.00	0.00	270.00	4.05	4.05	4.05	
2	Q1	270.00	0.00	491.00	7.37	7.37	7.37	29.46
	Q2	491.00	0.00	491.00	7.37	7.37	7.37	
	Q3	491.00	0.00	491.00	7.37	7.37	7.37	
	Q4	491.00	0.00	491.00	7.37	7.37	7.37	
3	Q1	491.00	0.00	701.00	10.52	10.52	10.52	42.06
	Q2	701.00	0.00	701.00	10.52	10.52	10.52	
	Q3	701.00	0.00	701.00	10.52	10.52	10.52	
	Q4	701.00	0.00	701.00	10.52	10.52	10.52	
4	Q1	701.00	43.81	657.19	10.52	10.52	54.33	213.37
	Q2	657.19	43.81	613.38	9.86	9.86	53.67	
	Q3	613.38	43.81	569.56	9.20	9.20	53.01	
	Q4	569.56	43.81	525.75	8.54	8.54	52.36	
5	Q1	525.75	43.81	481.94	7.89	7.89	51.70	202.85
	Q2	481.94	43.81	438.13	7.23	7.23	51.04	
	Q3	438.13	43.81	394.31	6.57	6.57	50.38	
	Q4	394.31	43.81	350.50	5.91	5.91	49.73	
6	Q1	350.50	43.81	306.69	5.26	5.26	49.07	192.34
	Q2	306.69	43.81	262.88	4.60	4.60	48.41	
	Q3	262.88	43.81	219.06	3.94	3.94	47.76	
	Q4	219.06	43.81	175.25	3.29	3.29	47.10	
7	Q1	175.25	43.81	131.44	2.63	2.63	46.44	181.82
	Q2	131.44	43.81	87.63	1.97	1.97	45.78	
	Q3	87.63	43.81	43.81	1.31	1.31	45.13	
	Q4	43.81	43.81	0.00	0.66	0.66	44.47	
Total			701.00		177.10	177.10	878.10	878.10



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