

# Kashi Vishwanatha Vidya Samsthe (Milaap)

## Proposal Summary

<b>Proposing Organization</b>	Kashi Vishwanatha Vidya Samsthe (Milaap)
<b>Implementing Agency</b>	Kashi Vishwanatha Vidya Samsthe (Milaap)
<b>Objective of the Project</b>	<ul style="list-style-type: none"> <li>To develop financial solutions for skill-development; this aspect of vocational education, viz. financing, is still underdeveloped.</li> <li>To create new loan products and processes which will make vocational education affordable to students across various sectors and in doing so, create a new asset class of education loans</li> <li>To develop scalable processes</li> </ul>
<b>Location(s)</b>	Pan India
<b>Sectors Targeted</b>	<p>For their existing projects, loans are being provided in Retail, Auto (sales and servicing) and skill based entrepreneurship (craftsmen and artisan). They propose to provide loans in these sectors and additional sectors like healthcare, ITES and financial services</p>
<b>Project Cost</b>	Rs 11.8 Crores
<b>Revenue Model</b>	<p>The revenue heads for KVVS are:</p> <ul style="list-style-type: none"> <li>Interest Income from the portfolio of direct lending</li> <li>Fee Income on successful placement of trainees</li> <li>Income from securitization of loans</li> <li>Income from Processing Fees</li> </ul>
<b>Operating Model</b>	<p>KVVS identifies a training partner who is responsible for sourcing of borrowers. The disbursement and recollection is handled by KVVS</p>