

**Memorandum of Understanding
Between
Audencia Business School

and

Fundación HonduFuturo**

Audencia Business School and HonduFuturo, share an interest in strengthening bilateral cooperation in the field of education between Honduras and France and promoting stronger ties between the two institutions to increase the financial support available for graduate studies of Honduran students.

The purpose of this agreement is to foster cooperation and enhance the links between the two institutions through the provision of shared financing for talented Honduran students admitted to residential graduate degree programs at Audencia, within the framework of a joint Graduate Loan-Scholarship program.

The joint Graduate Loan-Scholarship Program will operate as follows:

1. Students in Honduras interested in this joint Graduate Loan-Scholarship Program will seek admission to the residential graduate degree programs offered by Audencia, following the normal application procedures and meeting all the standard admissions requirements (including official language tests) established by Audencia.
2. Students admitted to residential graduate degree programs offered by Audencia will submit a Loan-Scholarship application to HonduFuturo, following the normal application procedures and meeting all the standard requirements established by HonduFuturo.
3. Students who are offered a place for full-time graduate studies at Audencia and who are selected as beneficiaries of the Loan-Scholarship Program of HonduFuturo will be eligible or considered for the shared financing under this agreement.
4. Audencia will provide a scholarship of 30% to 50% (as per Appendix II) of tuition only for HonduFuturo recipients enrolled full-time in a residential Master's program at Audencia and who maintain satisfactory academic progress.
5. According to the principle of co-funding followed by Audencia, and to ensure that the funding available benefits the greatest number of candidates possible, scholarships from Audencia will be non-cumulative. In the event that the student had already received a scholarship/fee waiver from Audencia prior to being selected by HonduFuturo, the scholarship/fee waiver will be adjusted according to the following criteria:
 - If the scholarship/fee waiver previously awarded was of a greater amount than the one awarded in the scope of appendix II, the student will retain the one previously awarded, but no further scholarship/fee waiver will be granted.

- If the scholarship/fee waiver previously awarded was of a lower amount than the one awarded in the scope of appendix II, the scholarship/fee waiver will be adjusted to attain the maximum level agreed, but both scholarships/fee waivers will not cumulate.
6. HonduFuturo will provide the remainder of the tuition, fees, living allowance and will cover other related costs, in accordance with its policies and procedures, i.e. up to USD 25,000 annually for a maximum financing of two years, or USD 50,000 total.
 7. The students are responsible for obtaining financial resources to cover other costs (that are not included in this Loan-Scholarship agreement) related to their program of study.
 8. Each institution will designate a coordinator to implement and monitor this joint Graduate Loan-Scholarship Program. In particular, the designated coordinators will be responsible for ensuring:
 - a) that Audencia and HonduFuturo provide prospective Honduran students with information on their programs of interest and guidance on how to apply to Audencia.
 - b) that Audencia provides HonduFuturo with all the relevant promotional materials and brochures on the different graduate degree programs at Audencia to encourage interest among prospective Honduran students
 - c) that Audencia provides all Honduran students admitted to their residential graduate degree programs information on the Loan-Scholarship Program of HonduFuturo and encourages these students to contact and submit an application to HonduFuturo
 - d) that HonduFuturo informs Audencia of successful candidates by sending the list of Honduran students admitted to Audencia and selected as beneficiaries of the Loan-Scholarship Program of HonduFuturo
 - f) that HonduFuturo provides Audencia with institutional information on HonduFuturo and pertinent details on its Loan-Scholarship Program and the payment scheme (see Appendix I) and that the designated coordinator of Audencia communicates this information to the relevant authorities of Audencia (i.e. bursars and student accounts offices)
 - g) that both institutions make the necessary financial arrangements for confirmed recipients
 - h) that both institutions have the obligation to inform the other party of any change in the designated coordinator or signatory in charge of this agreement.
 9. The designated coordinators are:

For Audencia Business School
Desi Schmitt
Director of International Relations
dschmitt@audencia.com
+33 240373434

For HonduFuturo
Fabiola Ráquel
Executive Director
Fabiola.raquel@hondufuturo.org
+(504) 2232-8400 ext. 31121

APPENDIX I

GENERAL TERMS AND PAYMENT SCHEMES OF HONDUFUTURO'S LOAN-SCHOLARSHIP PROGRAM

1. Hondufuturo's financing system consists of a Loan-Scholarship for up to US\$25,000 annually for a maximum financing of two years, or US\$50,000 in total.
2. The applicants for the Loan-Scholarship determine the amount to be requested from Hondufuturo in accordance with Hondufuturo's policies and procedures.
3. Successful applicants (beneficiaries) of this program can use the Loan-Scholarship to cover the full or partial costs of their graduate studies abroad.
4. Hondufuturo's Loan-Scholarship is granted in U.S. Dollars. All payments to beneficiaries (e.g. installment, housing, living allowance) are also made in U.S. Dollars, but Hondufuturo may pay tuition to universities in other currencies, if so required. However, Hondufuturo's beneficiaries have the obligation to assume any discrepancy arising from foreign exchange fluctuations, foreign exchange or transfer costs.
5. Hondufuturo's selection process for the Loan-Scholarship Program is performed on a yearly basis. The online application becomes available every year by mid-February and applicants can start complying with documentary requirements until April 30th. Results are published between the last two weeks of June each year.
6. Hondufuturo notifies partner universities immediately regarding the results of the selection process by sending them the list of Hondufuturo's beneficiaries admitted to their graduate degree programs.
7. Once students are selected and notified as beneficiaries of Hondufuturo, the latter arranges a meeting with the students to explain in detail the terms and conditions of the Loan-Scholarship. The students who accept these terms and conditions decide on the allocation of this Loan-Scholarship taking into account the maximum amounts mentioned in item 1 above. The beneficiary can allocate approved financial support among the following cost items:

- Airfare to and from university (up to US\$2,000)
 - Settling allowance (one-time payment of up to US\$2,000)
 - Tuition
 - Health insurance
 - Living allowance (up to US\$1,300 per month. It can be increased by 25% , to US\$1,650, if the beneficiary travels with family)
 - Textbooks and computer allowance (up to US\$2,000 per year)
 - Debt insurance
8. HonduFuturo clearly informs the beneficiaries, which of the above items are payable directly to them or to the universities.
 9. HonduFuturo pays annual tuition and fees (and health insurance, when this is included in the tuition fees) directly to the college in the months of September, November, January, March, May or July.
 10. The beneficiaries are responsible for obtaining financial resources to cover the costs that are not included in this Loan-Scholarship agreement related to their program of study.
 11. This loan converts into a partial scholarship if the student returns to reside in Honduras for a minimum pre-established period. In order to qualify for the scholarship 40% waiver of the loan (those pursuing postgraduate degrees in management or MBA programs are awarded only 20% scholarship of the loaned amount), students must accomplish the following three requirements:
 - a. Receive their postgraduate degree,
 - b. Return to reside in Honduras, and
 - c. Remain and work in Honduras continuously for three to five years.

The remaining loan component must be paid by the beneficiary on a monthly basis upon his/her return to Honduras according to the established amortization period, which shall exceed a 5-year term.

An additional 20% scholarship shall be awarded to the beneficiary if he/she, upon returning to the country, engages in employment for a minimum period of one year as professors in public or private universities.

APPENDIX II

AUDENCIA BUSINESS SCHOOL PROGRAMMES INVOLVED IN THIS AGREEMENT

For all students included hereafter in the funding scheme according to the Agreement, Audencia will provide Tuition Fee Support to the values expressed below as a discount of the tuition fees to all eligible students admitted and enrolled in the following graduate programs:

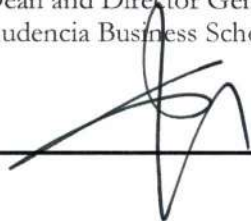
- | | |
|---|----------------------------|
| ▪ <i>International Master in Management</i> | 30% of tuition fees |
| ▪ <i>MSc in Supply Chain and Purchasing Management</i> | 30% of tuition fees |
| ▪ <i>European and Business Management Programme</i> | 30% of tuition fees |
| ▪ <i>MSc in Food and Agribusiness Management</i> | 30% of tuition fees |
| ▪ <i>Master in Management Grande Ecole Programme</i> | 30% of tuition fees |
| ▪ <i>MSc in Management Engineering</i> | 30% of tuition fees |
| ▪ <i>MSc in Management and Entrepreneurship in the Creative Economy</i> | 40% of tuition fees |
| ▪ <i>Full-Time MBA</i> | 50% of tuition fees |

10. Both institutions will promote the agreement to prospective Honduran graduate students.

The agreement shall remain in force from the date of signature by the designated representatives of each party and will be in effect for five years. Either party may terminate the agreement by providing at least thirty days prior written notice to the other party.

  **Audencia**  
Desir Schmitt **AUDENCIA EESC** Fabiola Ráquel
Director of International Relations 6 Route de la Jonelière BP31222 Executive Director
Audencia Business School 44312 Nantes CEDEX 3 HonduFuturo
Tél. : 02 40 37 34 34 • www.audencia.com
N° SIREN : 322714365/000131/APE:8542Z/N° TVA:FR32034748865

Christophe Germain
Dean and Director General
Audencia Business School



Dec. 3rd, 2018

Date:

Date: