

## **Collaborative Agreement**

### **between**

### **Swiss Hotel Management School and Fundación Guatefuturo**

Swiss Hotel Management School (SHMS), an institution part of Swiss Education Group and Fundación Guatefuturo both have an interest in strengthening bilateral co-operation in the field of education between Guatemala and Switzerland and enhancing the links between SHMS and its academic counterparts in Guatemala. An important means of fostering such co-operation and links is the provision of loan-scholarship opportunities to talented Guatemalan students wishing to pursue graduate degree programs at SHMS. The purpose of this agreement is to provide shared financing for Guatemalan students at SHMS, within the framework of a joint graduate loan-scholarship program.

The joint graduate loan-scholarship program will operate as follows:

1. Students in Guatemala interested in the program will seek their admission, following the normal application procedures, and meeting all the standard admission requirements established by SHMS, including all English language requirements.
2. Students unconditionally accepted by SHMS will submit a loan-scholarship application to Guatefuturo, following the normal application procedures, and meeting all the standard requirements established by Guatefuturo.
3. Students who are offered a place for full-time study in SHMS, and who are selected for a loan-scholarship by Guatefuturo, will then be eligible for shared financing under this agreement.
4. SHMS will provide a scholarship of 15% off the tuition to all eligible students. Additional merit-based scholarships may be awarded on individual basis.
5. Guatefuturo will provide the remainder of the tuition and fees, as well as a stipend for living expenses, according to its established norms, i.e. up to US\$25,000 per year for a maximum of two years. Students will have to provide from other sources any further amount required to meet the full costs of their programme of study.
6. Each institution will designate a named coordinator to implement and monitor the programme. In particular, named coordinators will be responsible for ensuring:
  - a) That SHMS provides Guatefuturo with all relevant promotional material and prospectuses in order to encourage interest in its programs in Guatemala.

- b) That SHMS provides all Guatemalan students unconditionally accepted in SHMS with information about the loan-scholarship program and encourages them to contact and submit an application to Guatefuturo.
- c) That Guatefuturo forwards details of the selected students to SHMS.
- d) That the necessary financial arrangements are made for confirmed students.

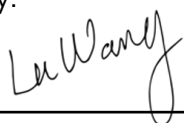
The named coordinators are:

For SHMS  
Fernanda Díaz  
Regional Manager LATAM  
to: [fdiaz@swisseducation.com](mailto:fdiaz@swisseducation.com)  
CC: [partnerships@swisseducation.com](mailto:partnerships@swisseducation.com)

For Fundación Guatefuturo  
Mrs. Marta Barrera de Donis  
Loan-Scholarship and Administrative  
Coordinator  
To: [juan.ramirez@guatefuturo.org](mailto:juan.ramirez@guatefuturo.org)  
CC: [marta.barrera@guatefuturo.org](mailto:marta.barrera@guatefuturo.org)

7. Both institutions will publicise the agreement to prospective Guatemalan graduate students.

This agreement shall remain in force from the date of signature by the undersigned representatives of each party and may be reviewed or renegotiated at the request of either party. Either party may terminate the agreement on thirty days written notice to the other party.



**Leo Wang**  
Chief Executive Officer  
Swiss Education Group

Date: 17.11.2025



**Juan José Ramírez Ochoa**  
Executive Director  
Guatefuturo

Date: November, 14th of 2025



**Claudio Raccanello**  
Executive Director, Enrolment &  
Student Affairs  
Swiss Education Group  
Date: 18.11.2025