

Collaborative Agreement


between

B.H.M.S. — Business & Hotel Management School and Fundación Guatefuturo

B.H.M.S. — Business & Hotel Management School 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 B.H.M.S. — Business & Hotel Management School 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 B.H.M.S. — Business & Hotel Management School. The purpose of this agreement is to provide shared financing for Guatemalan students at B.H.M.S. — Business & Hotel Management School, 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 B.H.M.S. — Business & Hotel Management School, including all English language requirements.
2. Students unconditionally accepted by B.H.M.S. — Business & Hotel Management School 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 B.H.M.S. — Business & Hotel Management School, and who are selected for a loan-scholarship by Guatefuturo, will then be eligible for shared financing under this agreement.
4. B.H.M.S. — Business & Hotel Management School will provide a scholarship of 15% off the tuition to eligible students.



5. Guatefuturo will provide a loan-scholarship benefit to selected students according to the academic field of study pursued at B.H.M.S. — Business & Hotel Management School, as follows:

a) A scholarship of **50% of the amount authorized for the loan-scholarship** for students enrolled in graduate programs in **Culinary Arts, Pastry, Hospitality Management, Hotel & Hospitality Management, and other hospitality-and non business related fields.**

b) A scholarship of **25% of the amount authorized for the loan-scholarship** for students enrolled in graduate programs in **Business, Global Business Management, and other business-related fields.**

This benefit will be granted within the framework of Guatefuturo's established loan-scholarship regulations and shall form part of the overall financial support package provided to eligible students.

6. 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.
7. Each institution will designate a named coordinator to implement and monitor the programme. In particular, named coordinators will be responsible for ensuring:
- a) That B.H.M.S. — Business & Hotel Management School provides Guatefuturo with all relevant promotional material and prospectuses in order to encourage interest in its programs in Guatemala.
 - b) That B.H.M.S. — Business & Hotel Management School provides all Guatemalan students unconditionally accepted in B.H.M.S. — Business & Hotel Management School 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 B.H.M.S. — Business & Hotel Management School.
 - d) That the necessary financial arrangements are made for confirmed students.

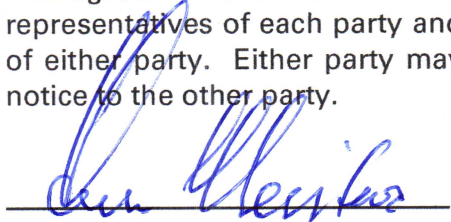
The named coordinators are:

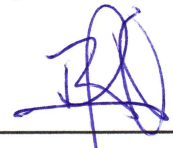
For B.H.M.S. — Business & Hotel Management School
Name of the contact person
Position

For Fundación Guatefuturo
Mrs. Marta Barrera de Donis
Loan-scholarship and
Administrative Coordinator
To: juan.ramirez@guatefuturo.org
CC: 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.


Heinrich Meister
President
B.H.M.S. — Business & Hotel Management School


Juan José Ramírez Ochoa
Executive Director
Guatefuturo

Date: Guatemala 4/12/25

Date: Guatemala, December 4th 2025