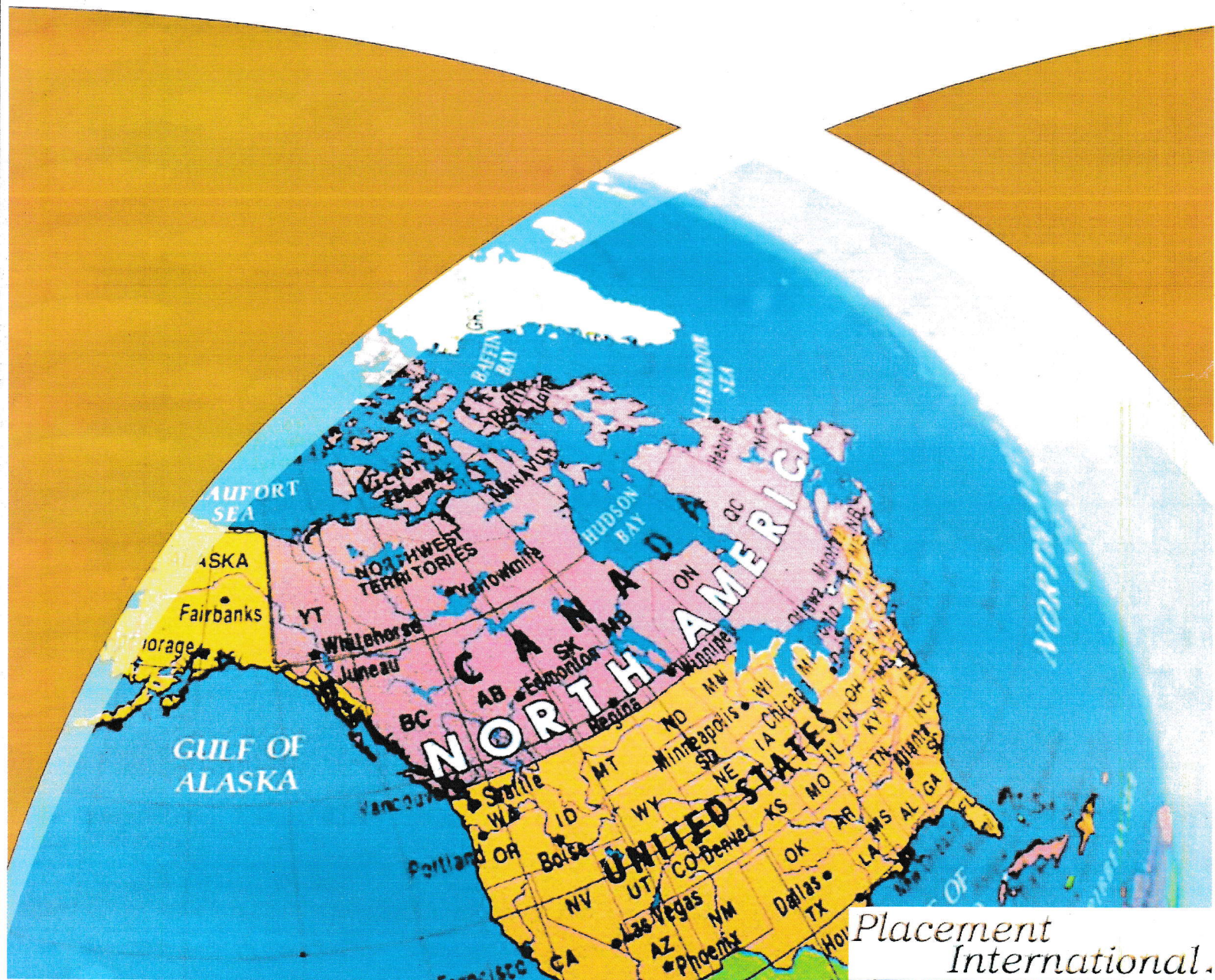


Placement International.★



Memorandum of Understanding

This document constitutes a proposal of general terms for a potential agreement or 'Memorandum Of Understanding' between Placement International (PI) and **Banarsidas Chandiwala Institute of Hotel Management & catering technology** w.e.f december 2024

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Introduction

Banarsidas Chandiwala Institute of Hotel Management & catering technology (The school) delivers as follow:

- Bachelor Degree in Hotel Management and Catering technology programme

Placement International (PI), a cultural exchange program agency, helps and assists students graduating from Hospitality Management and/or Culinary Schools in the search for an internship abroad and facilitates the complete visa application.

Banarsidas Chandiwala Institute of Hotel Management is interested to know more about Placement International services and would like to understand how the two companies could be collaborating together in order to insure good quality international internship programs for their students.

This document describes terms for the provision of internship or training programs. In the event that Placement International is able to provide the school with programs based in other countries, due to visa specificities, a different fee structure and service provision process shall be agreed on a new terms agreement.

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Scope of work

Service

Placement International is to serve the school in providing good quality Worldwide internship program alternatives for the students and graduates

Placement International is also to serve the school in providing good quality US based training program alternatives for the school's alumni young professionals.

Internship and training programs shall be hosted in prestigious luxury properties supporting the participants obtaining practical experience to help reinforce their academic studies in the professional field, enhance career through structured training programs and learning about the other country's 'know how', business and society culture.

Placement International is to serve the students through a Placement and visa 'All Inclusive' Service:

- Evaluate the participant's profile and level of English,
- Reformat and enhance the Participant's resume to the country standard
- Placement service: search and matching an internship or training position within a host company,
- Host company and embassy interviews guidance and preparation,
- Negotiate the conditions of the cultural exchange program provided by the Host Company
- Total visa processing
- Provide Health Insurance (depending the country)
- Inform the Participant about the cultural exchange visa rules and regulations
- Orientation and other pre-departure advisory services,
- Search help for Housing for the candidate,
- Emergency assistance during the program period,
- Advice for tax reimbursement (when applicable).

Service provision process

Once granted approval from the school to provide its services, PI, on a regular basis, will send their new upcoming internship offers to the school.

It is noted that PI will try best to provide internship offers with as much prior notice time as possible. However, it is also noted that most of the properties work on a 'Just-in-time' basis and for those, planning is unlikely feasible. In the long run, PI will work on building a specific relationship with a property where the school can eventually send a larger group of students specifically prepared beforehand for a training program designed upfront by the school, the property and PI.

1. The school selects and 'approves' the offer(s) to be shown to students.
2. Once a student expresses their interest in an approved offer, their profile will be sent to PI by the school.
3. PI will promote the profile with the property. If the property is not interested with the profile, a feedback is being sent back. If the Hotel is interested in the profile, an interview will be organised by PI. PI will also perform a prior interview coaching session with every student to ensure best preparation.

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4. After the interview, if the property is not interested in hiring the student, a feedback is being sent back. If the property is interested, an offer letter will be sent to the student for signature.
5. At the same time, an invoice for the full service is being sent directly to the student. VISA application and all further administrative tasks will hold on until full invoice is settled.
6. Once the invoice is settled, the visa application is being prepared in close coordination between the property, a visa sponsor organisation, PI and the student. Full cooperation is required from the student to avoid any delay that would cause planning issues to the property. PI will perform an embassy interview coaching session to ensure best preparation.
7. Once a visa is granted, pre-departure orientation is organized until the participant is ready to go. If visa application is denied, a specific refund can be processed (see the other terms section).
8. PI will assist participants in finding best housing alternatives in collaboration with the hotel.
9. PI will provide assistance and support all along the program length.

Breakdown of the fees

Here is the breakdown of the fees that will be invoiced by PI to the participant. Invoice will be sent for full payment upon receipt of an offer letter from a property.

	5-6 months	12 months
USA 'All inclusive' placement + visa fee (DS 2019)+ Health Insurance	3985 USD	5025 USD
Placement Europe	1995 EUR	N/A

The initial payment of the \$290 (deductible from the total program fee) is required to enroll the students in the program and commence their application process. The remaining amount will only be requested once the participant has received and accepted a job offer by the host company.

Other terms

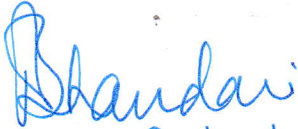
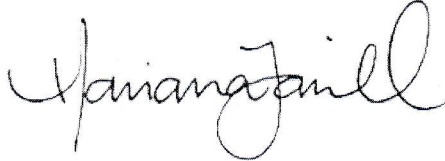
Here is the description of other terms that shall be applicable on this agreement:

1. In case of a visa denial, the applicant must inform PI immediately and reschedule a second Embassy appointment within 24 hours.
2. Only for the US, In case of a second visa denial, the applicant must return the unused DS-7002 and DS-2019 forms, together with the proof of the denial letters within 24 hours to the sponsorship organization, after which a refund of the cultural exchange program fee will be issued, 50% of the sum will not be refunded and will account for the administrative costs. The refund conditions, for the DS-7002 and the insurance costs, depend on each sponsorship organization and on each insurance company involved.
3. Except in a case of medical emergency no refund will be issued once all paper is completed and sent to the Participant.

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4. If full payment is not received within 7 business days of Host Company signing the contract, the cultural exchange program will be postponed and a new research for 8 more weeks will take effect. A second incident will be cause for cancellation and no refund will apply.
5. The length of the cultural exchange program agreed upon by the Host Company and the Participant is based solely on performance and does not bind the Host Company to the full term if the Participant does not meet his or her requirements.
6. Only for the US, If change of dates and/or re-print of DS are needed once the DS-7002 form has already been printed additional fees may apply.
7. Participant hereby agrees to honour his commitments: attend all the interviews Placement International will have found for him with a property, which he has confirmed beforehand. In case of a major event, the candidate must cancel his interview at least 24 hours in advance.
8. If the Host Company goes bankrupt, doesn't open on time (opening), or shuts down for any reason, PI will assist the Participant in finding a new Host Company but only the sponsorship organization can accept or deny the change of Host Company.
9. Participant agrees to immediately inform the Service Provider and Sponsorship Organization of Host Company's termination of Participant for any reason.
10. Participant hereby acknowledges that the Sponsorship Organization is responsible for all matters related to the Host Company as a cultural exchange program Participant holder of the J-1 visa. Participants shall comply with all obligations and duties set forth in the Participant's agreement with the Sponsorship Organization and must comply with all rules and regulations of the Sponsorship Organization.
11. This Agreement constitutes the entire understanding and agreement of the parties with respect to the subject matter herein, and any and all understandings or representations are hereby terminated and cancelled in their entirety and are of no further force or effect.
12. Depending on each student, Payment Installments may be scheduled throughout the program to make it easier for the candidate to pay the fees. The candidate is responsible to understand the refund amounts based on the payment options the candidate chooses.

Signature Banarsidas Chandiwala Institute of

School Banarsidas Chandiwala Institute of Hotel Management & Catering Technology Chandiwala Estate, Maa Anandamai Marg, Kalkaji, New Delhi-110019	The Placement International Group Ld. (PI)
School signature & date	Service Provider signature & date
 20/12/2024	 19/december/2024
Printed name and position of the school' signatory	Printed name of the Service Provider
R.K. BHANDARI Principal Banarsidas Chandiwala Institute of Hotel Management & Catering Technology Chandiwala Estate, Maa Anandamai Marg, Kalkaji, New Delhi-110019	Mariana Farill International Director The Placement International Group Ld.