

MEMORANDUM OF UNDERSTANDING

BETWEEN

ELEGANT GROUP, SAGRES, PORTUGAL

AND

**V.M. SALGAOCAR INSTITUTE OF INTERNATIONAL
HOSPITALITY EDUCATION
GOA, INDIA**

Regarding

The Martinhal Hospitality Sponsoring Programme

ELEGANT GROUP S.A., Sagres, Portugal, herein referred to as “**Martinhal Group**” and V.M. SALGAOCAR INSTITUTE OF INTERNATIONAL HOSPITALITY EDUCATION- Manora, Raia, Goa, India, herein referred to as the “**Institute**” singly referred to as “signatory” and jointly as “signatories”

Mr. Roman Stern Founder/Owner will represent the Martinhal Group and **Prof. Irfan S. Mirza Director/Principal** will represent the Institute.

Clause I

Scope

The purpose of this Memorandum of Understanding (MOU) are twofold:

1. to bridge the challenge of affordability of students who wish to pursue three-year degree programme in B.Sc. International Hospitality Management and B.Sc. in Culinary Arts at our institute, and to facilitate scholarships for deserving students of V.M. Salgaocar Institute of International Education, so that the students will be able to acquire professional future in the Portugal hospitality industry;
2. to secure talented students and graduates of V.M. Salgaocar Institute of International Education for the various hospitality businesses of the Martinhal Group (herein referred to as “Martinhal”);

Clause II

Form of Cooperation

1. The cooperation will be carried out under the name of Martinhal Hospitality Sponsorship Programme in collaboration with the Institute.
2. Martinhal will sponsor VMSIHE students and VMSIHE will provide institutional support.

Clause III

Modalities

1. The Start date of the sponsored programme will be July 2025.
2. The first cohort of sponsored students shall start their 3-year programme in autumn 2025.
3. The students will be shortlisted for the sponsorship programme by the Institute and the shortlisted students will be conveyed to the Martinhal Group. The vetting of each applicant will be the responsibility of the Institute.
4. The Total maximum number of students shall be determined by the parties on an annual bases.
5. The first cohort shall include 20 students with programmes as follows:
 - B.Sc. International Hospitality Management programme. (B.Sc. IHM) =10 students.
 - B.Sc. Culinary Arts programme. (B.Sc.CA.) = 10 students.
6. Subject to availability, the scholarship entails six months internship during the course of study and two years' work placement at Martinhal.
7. If the Martinhal Group does not have availability to place the candidates in its own hospitality businesses, the Martinhal Group shall be entitled to make the internship and work placements available in a 3rd party hospitality business.
8. Notwithstanding above referred, the Martinhal Group shall always be entitled not to accept a particular student at its own discretion.
9. The Martinhal Group shall be entitled but not obliged to take into account the amounts payable under the Martinhal Hospitality Sponsorship Programme when setting the remuneration package for the internship and work placements.
10. Sponsored students shall be obliged to take at least twice weekly Portuguese language classes when on campus at the Institute with the purpose for the students to achieve a certain level of Portuguese proficiency by the end of the 3-year course.

Clause IV

Modalities of Sponsorship Disbursement

1. The students will benefit in the amount of **7.500 Euros** (i.e. approximately 50% as scholarship amount of the total fees payable by students towards the three year course of study at the Institute).
2. The Students will receive from the Martinhal Group the following payments:
 - a. 80% of 7,500 Euros per sponsored student which will be due and payable in three instalments during the three-year course and
 - b. 20% of 7,500 Euros per sponsored student will be due and payable once the student takes up the work placement foreseen in this agreement
3. Students availing the scholarship shall have to undergo six months internship at Martinhal or any at another hospitality business in Portugal as deemed fit by Martinhal Group during the course of study.
4. If Martinhal Group decides not to offer an internship and/or 2 year work placement to a sponsored student, then the Martinhal Group shall do a reasonable amount of effort to arrange an internship/ work placement at another hospitality group in Portugal, and ensure some compensation to the student by such Portuguese hospitality group.
5. Number of scholarships to be sponsored by Martinhal Group for the following academic year shall be agreed and documented in the month of February each year.

Clause V

Terms and conditions

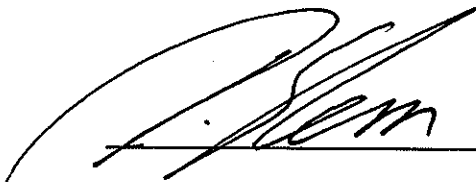
1. VMSIHE will ensure that the students will adhere to the rules and regulations and expectations of the Martinhal Group.
2. On obtaining the scholarship if a student decides not to do the internship or placement in Portugal, for whatever reasons may be, the Institute will have to refund the scholarship amount to the Martinhal Group (or replace the student with another student that has not benefitted of a scholarship).
3. A declaration will be obtained from the students by VMSIHE who will be benefitting of the scholarship specifying the terms and conditions separately.

Clause VI

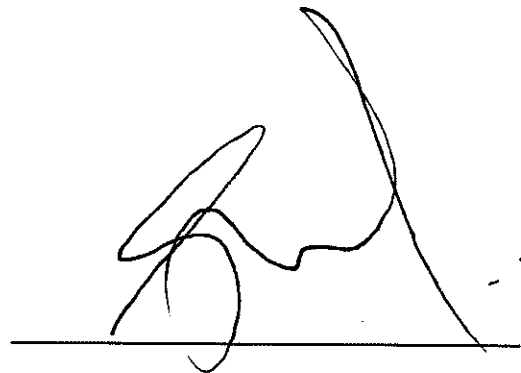
Effects

1. The MOU shall come into effect on the date of its signature and shall remain valid for a period of 1 year.
2. Notwithstanding aforementioned, the parties shall be required to define the key terms on an annual bases for each new , annual intake of students, namely:
 - a. Number of Scholarships
 - b. Candidate compensation for Internship and work placement
 - c. Specific curriculum requirements
3. The MOU shall cease to have effect on the date on which either Signatory issue written notice of two months to the other Signatory of its intension to terminate it.
4. The termination of this MOU shall not affect the execution of any existing and on-going programs or projects, unless the signatories agree otherwise.

Executed on the 18th of June 2025.



Mr. Roman Stern
FOUNDER/OWNER
For MARTINHAL GROUP
Director Elegant Group



Prof. Irfan. S. Mirza,
DIRECTOR/PRINCIPAL
For V.M. SALGAOCAR INSTITUTE OF
INTERNATIONAL HOSPITALITY EDUCATION

