



**Collaborative Agreement**  
**Between**  
**Fundación para el Futuro de Colombia**  
**and**  
**IESEG SCHOOL OF MANAGEMENT**

The *Fundación para el Futuro de Colombia* (COLFUTURO) and IESEG SCHOOL OF MANAGEMENT share an interest in strengthening bilateral cooperation in the field of education between Colombia and Francia.

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 Colombian students admitted to graduate degree programs at IESEG SCHOOL OF MANAGEMENT, within the framework of a Joint Graduate Loan-Scholarship Program.

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

1. Colombian students interested in this Joint Graduate Loan-Scholarship Program will seek admission to the graduate degree programs offered by IESEG SCHOOL OF MANAGEMENT (Master's Degrees), following the normal application procedures and meeting all the standard admission requirements (including official language tests) established by IESEG SCHOOL OF MANAGEMENT.
2. Students applying or admitted to graduate degree programs offered by IESEG SCHOOL OF MANAGEMENT will submit a Loan-Scholarship application to COLFUTURO, following the normal application procedures and meeting all the standard requirements established by COLFUTURO.
3. Students who are offered a place for full-time graduate studies at IESEG SCHOOL OF MANAGEMENT and who are selected as beneficiaries of the Loan-Scholarship Program of COLFUTURO will be eligible or considered for the shared financing under this agreement.
4. IESEG SCHOOL OF MANAGEMENT will provide a minimum scholarship of **25%** of the tuition fees to all eligible students enrolled in its specialized master programs and MBA degrees (see list below).  
Additionally, the school offers:
  - a **50% discount** on tuition for the first three (3) students who confirm their admission,
  - a **30% discount** for the next three (3) students who confirm their admission.This reduction cannot be combined with the IESEG scholarship system, and students will benefit from the most advantageous reduction available.

This reduction cannot be combined with IESEG scholarship system, and the student will benefit from the most advantageous reduction. This reduction will be applicable for the following specialized master programs and MBA degrees:

Specialized master programs:

- Master in Fashion Management (MFM)
- Master in International Accounting, Audit and Control (MIAAC)
- Master in Finance (MFIN)
- Master in International Business (MIB)
- Master in Digital Marketing & Customer Experience Management (MDM)
- Master in AI & Data Analytics for Business (MBDA)
- Master in Business Analysis & Consulting (MBAC)
- Master in International Sales Management & Negotiation (MNEGO)
- Master in Strategy and Digital Transformation (MSDT)
- Master in Management for Sustainability (MMS)
- Master in Impact Entrepreneurship (MIE)

MBA program:

- Global MBA (Full time MBA)
5. IESEG SCHOOL OF MANAGEMENT will offer this financial support for Master's students for a period of 1 (one) year.
  6. COLFUTURO will provide the remainder of the tuition fees, living allowance and will cover other related costs, in accordance with its policies and procedures, up to USD50,000 and up to two years.
  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 that:
    - a. IESEG SCHOOL OF MANAGEMENT and COLFUTURO provide prospective Colombian scholars with information on their programs of interest and guidance on how to apply to IESEG SCHOOL OF MANAGEMENT.
    - b. IESEG SCHOOL OF MANAGEMENT provides COLFUTURO with all the relevant promotional materials on the different graduate degree programs offered by IESEG SCHOOL OF MANAGEMENT to encourage interest among prospective Colombian students.
    - c. IESEG SCHOOL OF MANAGEMENT provides all Colombian students admitted to their graduate degree programs information on the Loan-Scholarship Program of COLFUTURO and encourages these students to contact and to apply to COLFUTURO.
    - d. COLFUTURO informs IESEG SCHOOL OF MANAGEMENT of successful candidates by sending the list of Colombian students admitted to IESEG SCHOOL OF MANAGEMENT and selected as beneficiaries of the Loan-Scholarship Program of COLFUTURO.
    - e. IESEG SCHOOL OF MANAGEMENT will select from the list mentioned in Numeral 8 item d, the students who will be granted the University scholarship mentioned in Numeral 4. The University will then inform COLFUTURO of this decision.
    - f. COLFUTURO provides IESEG SCHOOL OF MANAGEMENT with institutional information on COLFUTURO and pertinent details on its Loan-Scholarship Program and the payment scheme (see Annex I). The

designated coordinator of IESEG SCHOOL OF MANAGEMENT ensures that relevant authorities of IESEG SCHOOL OF MANAGEMENT (i.e., bursars and student account offices) in charge of student accounts accept the terms of COLFUTURO's Loan-Scholarship Program.

- g. Both institutions make the necessary financial arrangements for confirmed scholars.
- h. 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 IESEG School of Management	For COLFUTURO:
Pauline Poupard	Johanna Torres
Head the Latin America Office	Academic Advising Director
International relations	
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(57) 3126911069	(57)1 3405394 Ext. 124

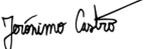
10. Both institutions will promote the agreement to prospective Colombian graduate students.

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

Signé par :  
  
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Pauline Poupard  
Head of the Latin America representative office,  
IESEG SCHOOL OF MANAGEMENT

Date: 27-nov.-2024 | 17:10 SAPST

DocuSigned by:  
  
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Jerónimo Castro Jaramillo  
Executive Director,  
COLFUTURO

Date: 27-Nov-2024 | 14:47 SAPST

## Annex 1

### General Terms and Payment Scheme of COLFUTURO Loan-Scholarship Program

1. COLFUTURO's financing system consists of a Loan-Scholarship of up to USD50,000 for a maximum financing period of two years.
2. The applicants for the Loan-Scholarship determine the amount to be requested from COLFUTURO in accordance with COLFUTURO's policies and procedures.
3. Successful applicants or beneficiaries of this program can use the Loan-Scholarship to cover the full or partial costs of their graduate studies abroad.
4. COLFUTURO's Loan-Scholarship is granted in US Dollars. All payments to beneficiaries (i.e, settling allowance and living allowance) are done in US Dollars but COLFUTURO can pay tuition to universities in other currencies. However, COLFUTURO beneficiaries have the obligation to assume any discrepancy arising from foreign exchange fluctuations, between the US Dollar amount requested to COLFUTURO and the other currencies.
5. COLFUTURO's selection process for the Loan-Scholarship Program is done yearly. Applicants can comply with documentary requirements when the on-line application becomes available in January and up to February 28<sup>th</sup>. Results are published by the mid of May. These dates may change each call.
6. COLFUTURO notifies partner universities immediately regarding the results of the selection process by sending them the list of COLFUTURO beneficiaries admitted to their graduate degree programs.
7. Once students are selected and notified as beneficiaries of COLFUTURO, the latter arranges a meeting with the student to explain in detail, the terms, and, conditions of the Loan-Scholarship. The student who accepts these terms and conditions, decides the allocation of this Loan-Scholarship considering the maximum amounts mentioned in item 1. The beneficiary can allocate approved financial support on the following cost items:
  - Airfare
  - Settling Allowance (one-time payment of up to USD2,000)
  - Tuition
  - Health insurance
  - Living allowance (Up to USD2,000 per month)
  - Textbooks and computer allowance (maximum USD2,000 per year)
  - Debtors' insurance

COLFUTURO provides each beneficiary with a sponsorship letter indicating the total amount of the loan-scholarship.

8. COLFUTURO clearly informs the beneficiaries, which of the above items are payable directly to them and to the universities or service providers.

9. COLFUTURO pays annual tuition and fees (and health insurance, when this is included as part of the University's fees) directly to the universities in two installments:

For those beneficiaries who begin their programs during the second semester of the year:

- First payment: November 15th, Student must submit the corresponding invoice to COLFUTURO no later than October 31st.
- Second payment: On March 15th, Student must submit the corresponding invoice to COLFUTURO before February 28th.

For those beneficiaries entering during the first semester of the year, the payment scheme is vice-versa, first payment in March and second payment in November.

10. The students are responsible for obtaining financial resources to cover other costs not included in this Loan-Scholarship agreement related to their program of study.
11. The students have a financial responsibility towards the University; COLFUTURO will pay on their behalf. After COLFUTURO makes the final payment, the student must cover any outstanding balance, including those resulting from exchange rate fluctuations.
12. The loan turns into a partial scholarship when the student returns to Colombia and resides there for a pre-established period. To qualify for the scholarship, the student must comply with all the requirements previously agreed with COLFUTURO. The scholarship is granted as follows: 20% for MBA programs and masters in administration and law, and 40% for masters in all other areas and all doctoral programs. Two additional 20% bonuses can be given as follows:
  - a. Beneficiaries who work full time in the public sector or as academics or researchers will receive 10% during the first year, 5% for the second year, and 5% for the third year, to get up to 20%.
  - b. Beneficiaries who work in a city different from Bogotá or its metropolitan area will receive 10% during the first year, 5% for the second year, and 5% for the third year, to get up to 20%.

The beneficiary must pay the loan component monthly, upon his or her return to Colombia, according to the established amortization period, which cannot exceed a 5-year term.