



AGREEMENT ON COOPERATION

between

Toulouse Business School, TBS Education (France)

And

Indian Institute of Management – Lucknow (India)

Toulouse Business School, France, (hereafter TBS Education) and the Indian Institute of Management Lucknow, India (hereafter IIML) agree to establish a reciprocal academic cooperation involving the Master in Management program.

PART I: GENERAL AREAS OF COOPERATION

The purpose of this Agreement is to establish a mutually-beneficial educational and pedagogical relationship. This Agreement establishes the formal understanding of the scope of operations between the Parties, and for the following activities.

This Agreement is subject to the availability of funds of either party. Activities covered by this Agreement include:

- The exchange of students from each Party for traditional student exchange programs;
- The exchange of academic personnel for teaching, research, or both;
- The exchange of staff;
- The organization of joint seminars and conferences;
- The hosting of visiting faculty or staff from the other Party;
- The exchange of academic program materials;
- The development of joint research and publications;

The terms of such mutual assistance and necessary budget for each programme and activity that is implemented under the terms of this agreement shall be mutually discussed and agreed upon in writing by both parties prior to the initiation of the particular of activity, and each programme and activity shall be negotiated on a five year basis. Each institution shall designate a liaison officer to develop and co-ordinate specific activities or programs.



PART II: STUDENT EXCHANGE PROGRAM

A. PURPOSE

The purpose of this program is to make possible the exchange of TBS Education / IIML students.

B. DEFINITIONS

In this agreement, unless otherwise stated, "exchange" shall mean an exchange of a number of students from each institution; "exchange students" shall mean students participating in the exchange implemented herein; "home institution" shall mean the recruiting school at which the student is originally enrolled to obtain a degree and "host institution" shall mean the school that has agreed to receive the exchange students from the home institution.

C. NUMBER OF STUDENTS

The basis for continuation of this exchange agreement will rest with the principle of reciprocity. A reciprocal exchange will be based on the number of full-time students participating in the exchange on a semester basis. TBS Education and IIML will send 5 exchange students each year for the duration of this agreement starting in **2026-2027 academic year**, unless this number is changed by written mutual agreement.

TBS Education and IIML agree to provide tuition fee exemptions even though the exchanges might not be balanced in some years. The aim is to achieve balance in exchanges over a three-year period and TBS Education and IIML will jointly review the programme for any imbalance in the number of exchange students.

The TBS Education Summer/Winter programs will be included in the student exchange program, and to calculate balances, the ratio will be 1 exchange semester place equal to 2 short program places.

D. SELECTION OF PARTICIPANTS

The home institution will screen applicants from their institution for the exchange.

By an agreed date in the year preceding the academic year of exchange, each institution will send to the other the applications for as many exchange students as have been allocated places. The host institution will reserve the right to make final judgments on the admissibility of each student nominated for the exchange. Any decision not to accept should be notified within four weeks of reception of the candidate's application. The following guidelines apply to all exchange students.

- a) The exchange students will be full-time Postgraduate and Undergraduate students.
- b) Any academic credit earned at the host institution must be transferred to the home institution in accordance with procedures by the latter.
- c) The exchange student must have completed at least one year of continuous study at the home institution before the exchange year.
- d) Upon completion of the study period at the host institution, the exchange students must return to the home institution. Any extension of stay must be approved in writing by both co-operating institutions.
- e) The exchange students must abide by all rules and regulations of the host institution.

E. RESPONSIBILITIES OF TBS Education

1. TBS Education agrees to accept the prescribed number of exchange students and to enrol them as full-time students for one semester of the academic year. TBS Education will waive their tuition fees. Certain services may be subject to a fee and will be notified to the student (insurance, rent, extra-curricular activities, sports, etc.).
2. TBS Education will provide the appropriate counselling and other assistance to exchange students and will assist them in finding housing in TBS Education approved residence halls, apartments or private houses.
3. At the end of each semester TBS Education will send IIML an official transcript of credits for each exchange student studying at TBS Education.

F. RESPONSIBILITIES OF IIML

1. IIML agrees to accept the prescribed number of TBS Education exchange students and to enrol them as full-time students for one semester of the academic year. IIML will waive their tuition fees.
2. IIML will provide the appropriate counselling and other assistance to the TBS Education exchange students, and will assist them in finding appropriate housing in on-campus residence halls, apartments or private houses.
3. At the end of each semester, IIML will send TBS Education an official transcript of credits for each TBS student studying at IIML.

G. FINANCE AND SERVICES

All exchange students must register and pay tuition and other required fees at the home institution. Each host institution will provide tuition fee waivers for the exchange students. The host institution will provide the necessary documents for obtaining a visa.

The exchange students will be responsible for the following:

1. Transportation to and from the host institution
2. Room and board expenses
3. Textbooks, clothing and personal expenses
4. Passport and visa costs
5. Medical insurance*
6. All other debts incurred during the course of the year

Students participating in exchanges must agree to respect all local rules and regulations concerning classes and lectures, examinations and assessment and appropriate behavior on campus in the host institution.

* Exchange students to TBS Education must travel with private medical insurance that is valid for the first three weeks of their stay in France. This insurance is often included in a travel insurance plan.



Upon arrival, students will be obliged to register online to the French Social Security program which is free of charge.

This program will affiliate them to the French universal healthcare system allowing them to receive medical assistance, urgent care and pharmaceutical prescriptions for the full duration of their studies.

The International Student Office (ISO) will also invite our Mutuelle partners to campus. These Mutuelle plans offer extended insurance services for a nominal monthly fee (between 27 up to 42 euros* according to the contract*). Affiliation to a Mutuelle is not mandatory, but highly recommended.
Based on 2024-2025 fees.

Part III: PROFESSOR EXCHANGES AND RESEARCH

Both institutions agree to promote exchange among their respective faculties of Business Administration, namely, under the form of short-term guest lecturing, visiting professorships for the duration of a semester and joint research.

Once two or more researchers are engaged in a project, the two establishments commit themselves to assisting with drafting, collecting of data and supporting joint publications and / or other research project.

Part IV: CONFIDENTIAL INFORMATION AND DATA PROTECTION

Both institutions are required to comply with all applicable legislation with respect to any Personal Data, such as GDPR, each acting reasonably and in good faith.

TBS EDUCATION is subject to and will comply with the European and national legislation with respect to any Personal Data, such as GDPR, under the conditions provided by the "RGPD" 2016/679 regulation of April 27th 2016 and by the law "for a Digital Republic" n° 2016-1321 of 7th October 2016

The Parties will provide only the personal data necessary for the purposes of the Contract directly or indirectly.

Parties must take all necessary precautions to preserve the security and confidentiality of the personal data to which they have access, respectively, including preventing it from being distorted, damaged, or accessed by unauthorized third parties.

In the context of the Contract, the Partner expressly acknowledges that TBS's automated processing of partner personal data for the purposes of managing its relationships with its partners is necessary for the implementation of the Contract. The Partner's data is kept for a period of time in accordance with applicable legal requirements.

Part V: RENEWAL, TERMINATION AND AMENDMENT

This agreement shall remain in force for **five (5) years** from the date of the last signature.

A decision to renew the agreement will be made on the basis of reciprocity between the numbers of students exchanged. The agreement may be extended by written mutual consent of the two parties. This agreement may be amended by the exchange of letters between the two institutions. Such amendments, once approved by both institutions, will become part of this memorandum of agreement.

TBS Education and IIML agree that no person may be excluded from participation in the projects described in this agreement, as well as in any further amendment, on the grounds of gender, ethnic origin, nationality or beliefs.

Any termination or alterations will be made without prejudice to any participants whose agreed programme extends beyond the termination date.

IN WITNESS WHEREOF, the parties hereto have offered their signatures:

For Indian Institute of Management Lucknow IIML

Prof. Ashutosh Kumar Sinha

Chairperson, MOUs

Signature:

Date: 28/01/2026.



For TOULOUSE BUSINESS SCHOOL (TBS Education)

Prof. Stéphanie LAVIGNE

Dean and Director General

Signature:

Date:

MANAGEMENT