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## MEMORANDUM OF UNDERSTANDING

between

**Global Management and Business School (GMBS)**, with registered seat in TRIQ L- GHARB, Malta,  
represented by Maria Kopacova (“GMBS”)

and

**BECO Group GmbH**, with registered seat in Frechen, Germany, represented by Hoangwei Xiong  
 (“BECO”)

(each a “Party”, together the “Parties”)

### 1. Purpose and context of cooperation

The Parties enter into this Memorandum of Understanding with the intention to establish and maintain a structured framework for international cooperation in areas that strengthen practice-oriented education, international industry engagement, and cross-border cultural and professional exchange. This cooperation reflects BECO’s Hochschul-Campus orientation and its cooperation with national and international higher education institutions, while supporting GMBS’s objective to enhance its international profile through credible partnerships and demonstrable collaborative activities. The Parties further acknowledge that the cooperation envisaged under this MoU should be evidenced through appropriate documentation and records suitable for internal quality assurance and accreditation purposes, including, where relevant, documentation required by competent accreditation bodies.

### 2. Scope and forms of cooperation

Within the framework of this MoU, the Parties intend to cooperate through mutually agreed activities that may include the development and delivery of international industry projects in Germany and other cross-border contexts, with clearly defined project briefs, real-world case studies, and applied project work linked to investment, real estate, and advisory themes aligned with BECO’s business profile. The cooperation may also include invited guest lectures, panels, and executive-format masterclasses delivered by BECO experts, as well as structured opportunities for student exposure to international practice through project-based placements, internships, site visits where feasible, and remote project collaboration. In order to ensure regular visibility of the partnership and meaningful international engagement, the Parties further anticipate the organisation of at least one co-branded webinar or roundtable per year focusing on international business practice and cross-border perspectives, including Germany–China themes where relevant and appropriate.

### 3. Implementation, annual planning, and evidence for quality assurance



To ensure that the cooperation is meaningful, traceable, and sustainable, the Parties shall prepare an Annual Cooperation Plan for each academic year, which will describe the planned activities, indicate their expected timing and delivery format, and specify the intended outputs. For the purposes of internal quality assurance and accreditation documentation, the Parties shall maintain appropriate evidence records of the cooperation, which may include event agendas and programmes, speaker outlines, attendance confirmations, project briefs and suitably anonymised outputs intended for educational use, placement confirmations where applicable, and brief minutes or summaries of coordination meetings.

#### **4. Coordination and governance arrangements**

Each Party shall appoint a Cooperation Coordinator within thirty (30) days of signature, who will serve as the primary contact point and facilitate operational planning and implementation. The Coordinators shall meet at least quarterly, typically online, to review the status of planned activities, confirm outputs and documentation, address operational issues, and agree on subsequent steps, including updates to the Annual Cooperation Plan as required.

#### **5. Quality assurance and academic integrity**

The Parties acknowledge that GMBS retains final authority over the academic standards, assessment rules, and intended learning outcomes applicable to GMBS programmes. Any contribution provided by BECO for use in teaching, including guest lectures or educational materials, shall be subject to GMBS review and approval to ensure academic appropriateness, consistency with programme objectives, and compliance with GMBS internal quality assurance requirements.

#### **6. Use of names, logos, and public communication**

The Parties may refer to this cooperation in public communications in a manner consistent with professional integrity and accurate representation. Any use of the other Party's name, logo, or branding elements in external communications, promotional materials, or public announcements shall require prior written approval by an authorised representative of the other Party, with email approval being sufficient. Public statements shall avoid any misrepresentation of the nature of the cooperation, the legal responsibilities of the Parties, or the accreditation status of either Party.

#### **7. Confidentiality, data protection, and intellectual property**

Where the Parties exchange non-public information in connection with the cooperation, such information shall be treated as confidential and used solely for the purposes of implementing this MoU, unless disclosure is required by applicable law or is expressly authorised in writing by the disclosing Party. If, in the course of cooperation, any activity involves the processing of personal data,



the Parties shall ensure compliance with applicable data protection requirements and, where appropriate, shall execute a separate Data Processing Agreement defining roles, responsibilities, and safeguards. Each Party retains ownership of its pre-existing intellectual property and proprietary materials; where joint materials or outputs are developed, the Parties shall determine the applicable ownership and permitted uses in writing, through an annex or project brief. Unless otherwise agreed, GMBS shall have at least a non-exclusive right to use suitably anonymised educational outputs as case studies for teaching and quality assurance purposes, subject to any reasonable prior approval requirements where BECO's legitimate interests so require.

#### **8. Commencement, duration, renewal, and termination**

This MoU shall enter into force on 20 December 2025 ("Effective Date") and shall remain in force for a period of five (5) years from the Effective Date, unless renewed for successive five-year periods upon mutual written agreement of the Parties. Either Party may terminate this MoU for convenience by providing thirty (30) days' prior written notice to the other Party. Termination or expiry of this MoU shall not affect provisions which by their nature are intended to survive, including confidentiality, data protection obligations (where applicable), intellectual property, and rules governing the use of names and logos.

#### **Signatures**

**Maria Kopacova**

GMBS Board of Directors

**Hoangwei Xiong**

Co-founder and shareholder of the BECO Group