

Your reference: 20190311\_PEAR\_Yenepoya  
Date: 11 March, 2019.

Dr. K.S. Gangadhara Somayaji  
Registrar  
Yenepoya University  
University Road, Deralakatte,  
Mangalore, Karnataka 575018.  
INDIA.



Dear Dr. Gangadhara Somayaji

**Subject: Letter of Intent (LOI): Countersigned by Prof. Daljit Rao**

The accompanying Letter of Intent ('LOI') has been countersigned by Prof. Daljit Rao for your records.

It is our pleasure to engage with you and your team in order to build a long and fruitful alliance between PEAR Academy and Yenepoya University.

We will be in touch with Dr. Arun Bhagwath to progress discussions to the next stage.

Yours sincerely,

Mr. Ramana Rao  
Director Strategy & Collaboration  
PEAR Academy Australasia

To QAC / FTL

15/3  
Registrar  
Yenepoya  
(Deemed to be University)

ATTESTED  
  
Dr. Gangadhara Somayaji K.S.  
Registrar  
Yenepoya (Deemed to be University)  
University Road, Deralakatte  
Mangalore- 575 018, Karnataka



**YENEPOYA**

(DEEMED TO BE UNIVERSITY)

Recognized under Sec 3(A) of the UGC Act 1956

Accredited by NAAC with 'A' Grade

## LETTER OF INTENT (‘LOI’)

This LOI sets forth the areas in which PEAR Academy Australasia and Yenepoya University will collaborate to reach agreement and move to a binding Memorandum of Understanding (‘MoU’).

1. PEAR to deliver the OET English for Health Professionals (EHP) coaching program to students of Yenepoya University. PEAR may also deliver other coaching programs, including for IELTS.
2. The parties will consider embedding the OET EHP program in the curriculum of the Yenepoya University. This may be achieved through the adoption of the OET EHP program by Yenepoya University as a mandatory course module in its Certificate III program.
3. PEAR to establish an OET Test Centre at Yenepoya University.

### Memorandum of Understanding (MoU)

On reaching agreement on the areas outlined in this LOI, the parties will execute a binding MoU, which will set out the agreement reached by the parties on the above three areas; and, will include:

- The method of implementation and the operational requirements.
- Obligations of each party to ensure the maintenance and success of the implemented project.
- Management procedures to monitor progress and effectiveness.

### Scope of Collaboration

1. **The PEAR OET English for Health Professionals (EHP) & PEAR Academy Specialist IELTS Programs**
  - a) PEAR has developed, owns and delivers an OET EHP program, a specialist IELTS program and other English programs in stand-alone coaching centres and on-campus at universities around the world.

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Dr. Gangadhara Somashekhar  
Registrar  
Yenepoya Deemed to be University  
Mangalore, Karnataka

- b) The focus of the collaboration will initially be on the delivery of the OET EHP Program. The parties will also consider delivery of the IELTS program and any other English program that may be of benefit to students of Yenepoya University.
- c) PEAR and Yenepoya University intend that the OET EHP program will be delivered on-campus at Yenepoya University.
- d) The program will be made available to external medical and allied health students and professionals from other institutions and hospitals in Mangalore .
- e) The program will be endorsed by Yenepoya University and marketed regularly through traditional methods and social media to its students, faculty, and affiliated institutions.
- f) PEAR trainers will be responsible for course delivery initially
- g) Yenepoya University's English lecturers will undergo PEAR's 'Train-the-Trainer' program so that they may take over the course delivery on successful completion of the program.
- h) PEAR will provide support to Yenepoya University in its delivery of the OET EHP program.
- i) Yenepoya teachers to undergo PEAR's refresher courses for the OET EHP program to ensure continued professional development.

## 2. PEAR OET EHP Program Embedding

- a) The parties will consider the merits of the embedding of the OET EHP program by Yenepoya University as a unit in its Certificate III program and also whether program will be mandatory for students or an elective.
- b) If the parties decide that the OET EHP program will be embedded into Yenepoya University's Certificate III, the parties will agree to the terms of such embedding.

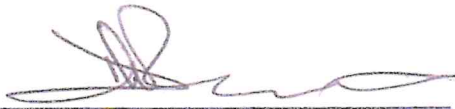
## 3. PEAR OET Test Centre at Yenepoya University

- a) PEAR is licensed by OET to operate examination venues for the OET test.
- b) Given the scope of the PEAR-Yenepoya collaboration, it is logical to extend this to providing candidates a mechanism to sit the test where they have prepared for it; and, where they are most comfortable in familiar surroundings. An OET test venue at Yenepoya University will save candidates a considerable amount of money, time, and days off work as they would not need to travel to other locations to sit the test.
- c) We believe strongly in enabling students to prepare and test in the one location.
- d) PEAR seeks to rent premises at Yenepoya University to conduct the OET examinations on a monthly basis. OET exams are conducted on weekends only. This will be subject to OET inspecting the premises to assess suitability.
- e) OET has a list of criteria that need to be met in order for an application to qualify as an OET test centre to be successful. PEAR provide these criteria to Yenepoya for assessment of a prospective site in the Yenepoya group of institutions.
- f) A Rental Agreement will be entered between PEAR Academy Australasia and Yenepoya University for the use of premises at Yenepoya University to conduct the OET tests.
- g) PEAR Academy-Yenepoya OET test centre in Mangalore will be the first OET test centre in Mangalore. We do not expect a licence to be granted by OET for a 2<sup>nd</sup> test



venue in Mangalore for a period of 18 months to 2 years. Each test venue is limited to a maximum of 200 candidates per test.

## PEAR Academy Australasia



Authorised Signature

Prof. Daljit Rao

CEO

Dated:

11 March 2019

## Yenepoya University



Authorised Signature

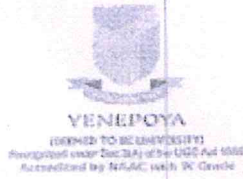
Dr. Gangadhara Somayaji

Registrar

Dated:

06/03/2019

**ATTESTED**  
  
Dr. Gangadhara Somayaji K.S.  
Registrar  
Yenepoya (Deemed to be University)  
University Road, Derlakatte  
Mangalore- 575 018, Karnataka



## Facility Usage Agreement

**Facility Provider:** Yenepoya University Campus of Yenepoya (Deemed to be University)  
**Occupant:** Premium-English for Academic Requirement (PEAR) Australasia LLP  
(PEAR Academy Australasia LLP)

Yenepoya (Deemed to be University) permits PEAR Academy Australasia to conduct the OET Tests at the Yenepoya (Deemed to be University) Campus situated at:

University Road  
Yenepoya (Deemed to be University) Campus  
Deralakatte 575018  
Mangalore, Karnataka 575 022.

PREMIUM-ENGLISH FOR ACADEMIC REQUIREMENT (PEAR) ACADEMY AUSTRALASIA LLP is a legally registered entity in Karnataka, India.

LLP Identification Number: AAM-8780  
GSTIN: 29AAWFP1269Q1Z1  
IEC: AAWFP1269Q

The Cambridge OET Test will be conducted on the following dates during the balance of calendar year 2020 and until further notice at the Library Block and Examination Halls of Yenepoya (Deemed to be University) Campus situated at the above noted address.

Saturday 25 July 2020	Saturday 8 August 2020	Saturday 22 August 2020	Saturday 12 September 2020	Saturday 19 September 2020
Saturday 26 September 2020	Sunday 11 October 2020	Saturday 17 October 2020	Saturday 24 October 2020	Saturday 7 November 2020
Saturday 14 November 2020	Saturday 21 November 2020	Saturday 5 December 2020	Saturday 19 December 2020	N/A

### Receipt of OET Test Materials from Cambridge UK:

There will be courier deliveries of test materials by DHL International each month for the tests. Test materials once received are secured by the Controller of Exams in Yenepoya (Deemed to be University)'s strong room.

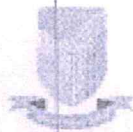
### Facility Maintenance & Usage Fee Payable:

PEAR Academy Australasia will pay Yenepoya (Deemed to be University) a monthly facility maintenance and usage fee of **Rs. 20,000 per test** as agreed. This fee will be paid on or prior the 5<sup>th</sup> working day of each month to a bank account nominated by Yenepoya (Deemed to be University).

### Yenepoya (Deemed to be University) Identity & Address Proof Document:

Yenepoya (Deemed to be University) will provide PEAR Academy with a valid address proof document (utility or telephone bill) that can be given to DHL International as identity and address proof documents for the delivery of the OET test materials from Cambridge, UK to Yenepoya (Deemed to be University).



**ATTESTED**  
Dr. Gangadhara Somayaji K.S.  
Registrar  
(Deemed to be University)  
Yenepoya University, Deralakatte  
Mangalore- 575 016, Karnataka



**YENEPOYA**

(DEEMED TO BE UNIVERSITY)  
Recognized under Sec 3 of the UGC Act 1956  
Accredited by MAAC with B Grade



<p>Signed on behalf of Yenepoya (Deemed to be University) by:</p> <p>Yenepoya (Deemed to be University) Seal:</p> 	<p>Dr. K.S. Gangadhara Somayaji Registrar Yenepoya (Deemed to be University) University Road, Deralakatte 575 018, Mangalore, Karnataka 575 022.INDIA.</p> <p>Signature: <u><i>K.S. Somayaji</i></u></p> <p><b>Registrar</b> Date: 10.07.2020 <b>Yenepoya (Deemed to be University)</b> <b>University Road, Deralakatte</b> <b>Mangalore - 575 018</b></p>
<p>Signed in acknowledgement on behalf of Premium-English for Academic Requirement (PEAR) LLP (PEAR Academy Australasia)</p> <p>PEAR Academy Seal:</p> 	<p>Daljit K Rao (Mrs) Managing Director</p> <p>Signature: <u><i>Daljit K Rao</i></u></p> <p>Date: <u>10th July 2020</u></p>

For Premium-English for Academic Requirement (Pear) Australasia LLP

Designated Partner

**ATTESTED**

*K.S.*  
Dr. Gangadhara Somayaji K.S.  
Registrar  
Yenepoya (Deemed to be University)  
University Road, Deralakatte  
Mangalore, Karnataka