



LARIVE
INTERNATIONAL



SANNAM S4
MARKET ENTRY SIMPLIFIED

An introduction to collaboration with Indian educational institutions

2016



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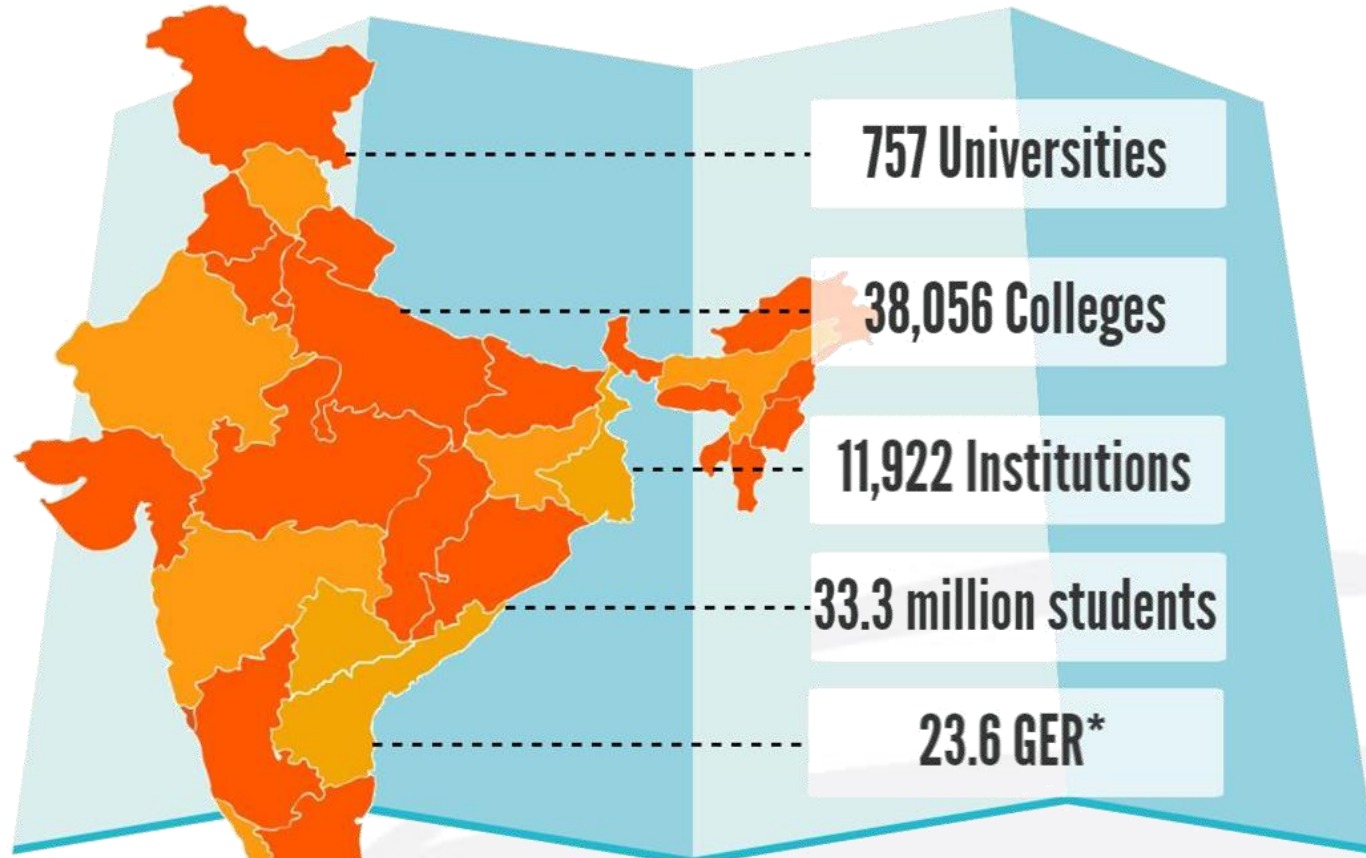


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Higher Education in India: A Snapshot

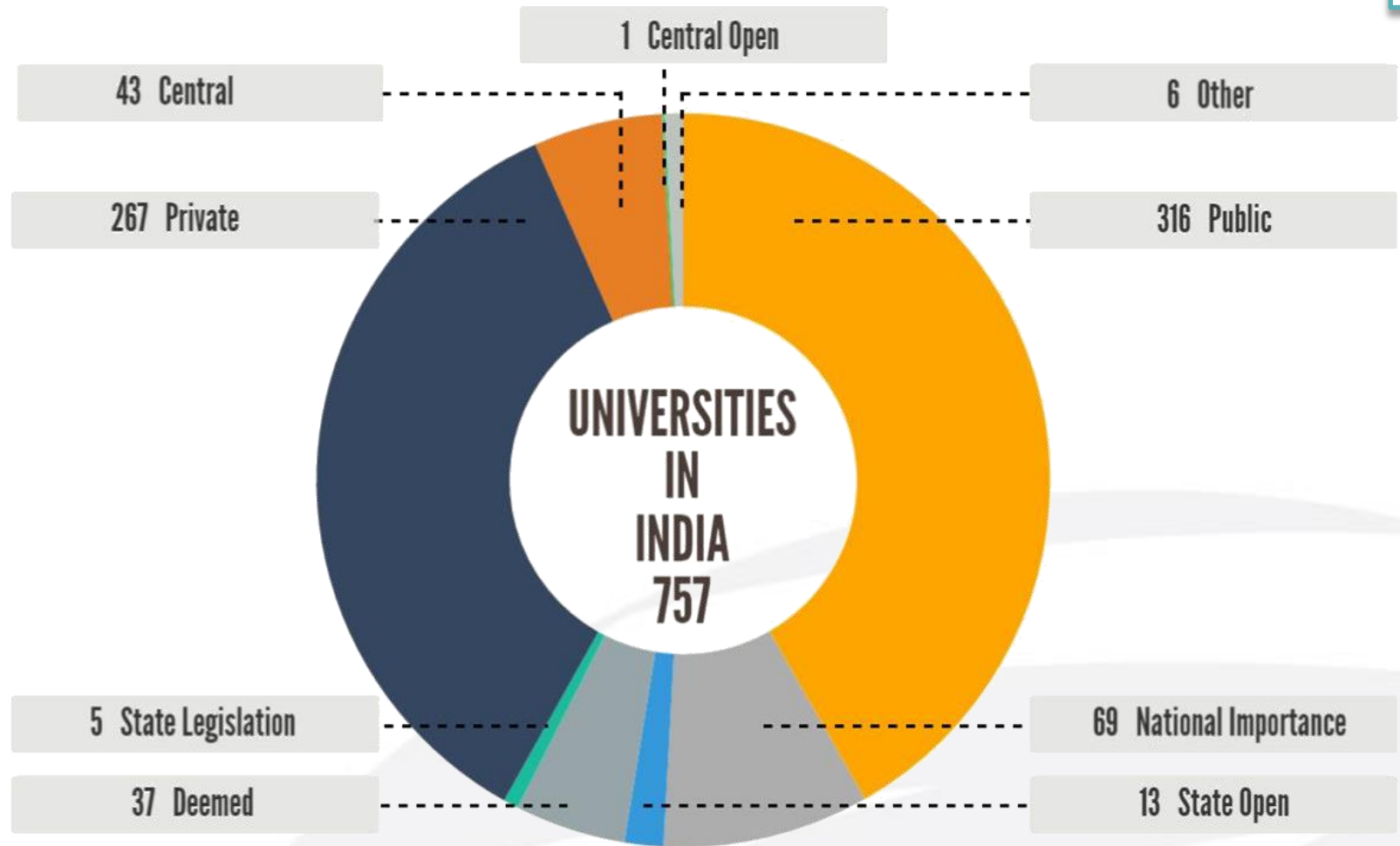


*GER – Gross Enrolment Ratio

Gross Enrolment Ratio (GER) in Higher education in India is calculated for 18-23 years of age group. Total enrolment in higher education, regardless of age, expressed as a percentage to the eligible official population (18-23 years) in a given school year. The GER is widely used to show the general level of participation in and capacity of higher education.



Number of Universities



Number of Students



UG
79.9%

PG
11.45%

DIPLOMA
6.75%

PG DIPLOMA
0.56%

TOTAL STUDENTS
33.27 million

CERTIFICATE
0.53%

INTEGRATED
0.40%

PhD
0.34%

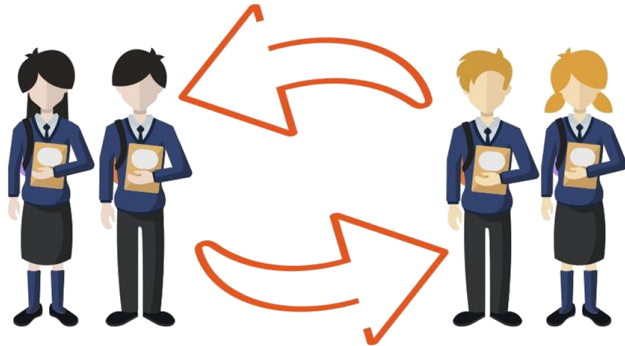
MPhil
0.10%

 **17.9 million**

 **15.4 million**



TNE Models: Student Exchange, Twinning & Semester Abroad



Student Exchange Programme:

Students of both the partners spend short period of time at partner university



Twinning Programme:

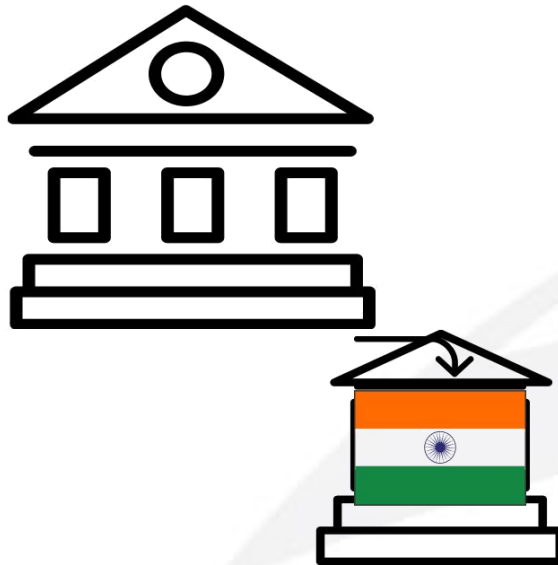
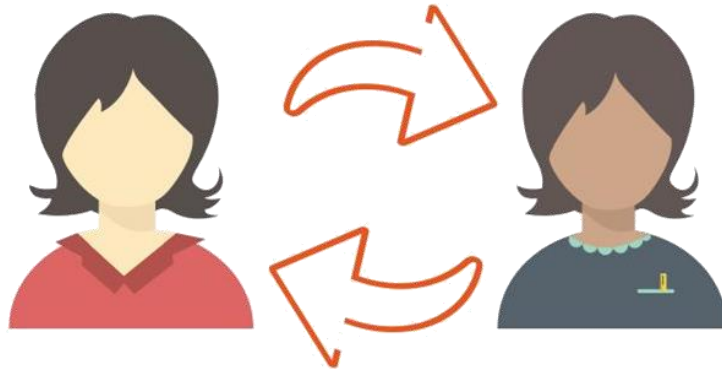
First 2 years of study at Indian University and next 2 years of study at Foreign University



Semester Abroad Programme:

Facilitates the students to opt for a project/course work outside of India for a semester





Faculty Exchange Programme:

Faculty members spend short period of time at partner university

USD 5 Million (INR 300Mi) has been allocated towards Global Initiative for Academic Networking (GIAN) fund and 406 foreign academicians from countries like USA, UK, Switzerland, France, Germany etc., have utilised this opportunity. The number is expected to reach 500 by the end of academic year. USD 8000 for 12-14 hours and USD 12000 for 20 to 28 hours will be paid to the faculty covering their travel and honorarium. Local hospitality is taken care by the host institution

International Branch Centre:

A branch centre of foreign university in India

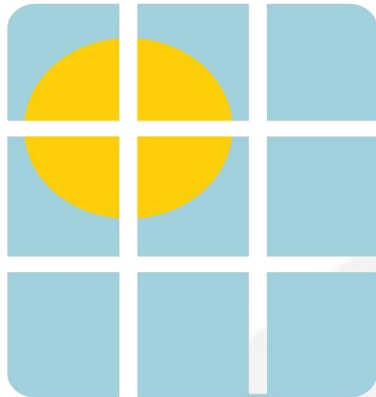
An example of an International branch centre is the Schulich School of Business that offers its MBA programme through the Schulich India Campus located at GMR School of Business in Hyderabad





Executive Education Programme:

With increased need for managerial abilities at mid/senior level, executive education has gained enormous demand

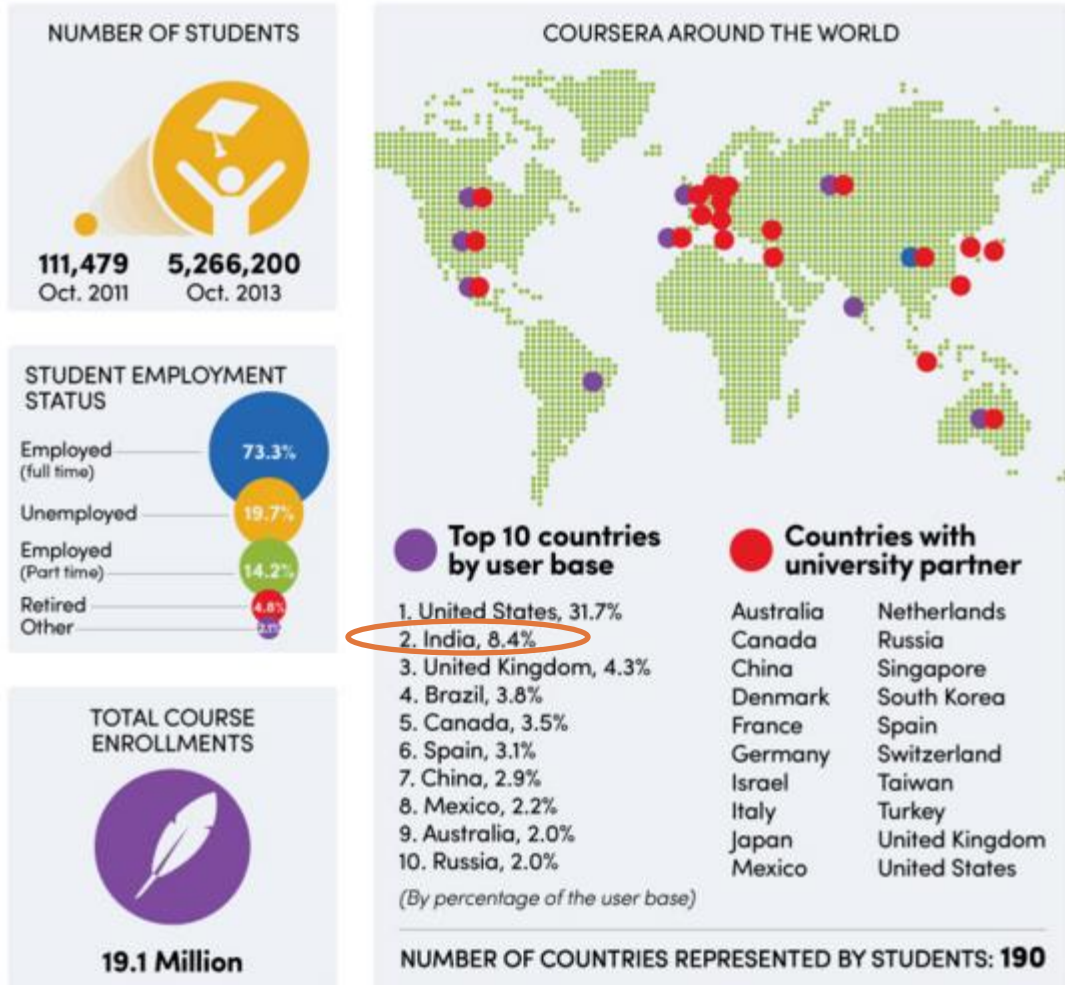


Summer School Programme:

It is more of a familiarisation exercise for the students



TNE Models: Distance & Online Education



Distance or Online Education:

- Massive open online courses (MOOCs) are gaining popularity in India. IITs are running certification programmes through an online service provider, edX

Source – Coursera 2013 Infographic



Opportunities & Challenges



Opportunities

- Private universities keen on foreign collaborations
- 2+2, the best academic collaboration model
- Northern and Southern states provide greater opportunities
- NITI Aayog is in the process of formulating a single window clearance for foreign universities



Challenges

- Regional diversity is a hurdle
- High touch market
- Complex Regulatory and Legal norms
- Tax Implications and Foreign exchange complications



Key Factors



- Withholding taxes
- Foreign Exchange regulations
- Tax planning through domestic benefits / exemptions, and availing tax treaty benefits
- Jurisdiction planning through tax friendly jurisdictions like Singapore, Mauritius etc.
- Convergence with Indian Accounting Standards
- Approvals from Regulatory Authorities (AICTE, UGC, Central Bank, etc.)
- Routine Tax & Regulatory registrations and compliances
- Agreement structuring to comply with and mitigate tax & regulatory implications
- Local regulations for Society / Trust etc.

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