

UK Advisory, Strategy and Representation Consultancy Proposal

15 October 2025

Introduction, Proposed Consultancy:

This proposal has been developed following strategic discussions between senior representatives of the India Business Group (IBG) and Galgotias University, Uttar Pradesh, India. IBG is pleased to formalise this collaboration to represent and promote Galgotias University's academic excellence, innovation agenda, and global vision within the United Kingdom. The engagement builds upon IBG's established experience in the UK-India corridor and aims to strengthen Galgotias institutional footprint across UK higher education, government, and industry ecosystems.

The India Business Group (IBG) is a UK-based advisory organisation specialising in the UK-India corridor. Under the leadership of our esteemed Chairman, The Lord Patel of Bradford OBE, IBG operates from London and Hampshire with a multidisciplinary team of consultants, business analysts, and researchers across both countries. IBG's expertise spans trade and investment, education partnerships, policy engagement, branch campus strategy, and high-level events, including collaborations with UK and Indian government departments, universities, and international networks.

Drawing on its extensive expertise, IBG will provide strategic advice, policy insights, and stakeholder access to accelerate Galgotias University's engagement with UK Universities, government agencies, local authorities, and key industry partners. The collaboration will position Galgotias as a leading contributor to the evolving UK-India education and innovation partnership, aligned with initiatives such as the UK-India Free Trade Agreement (FTA), India-UK Vision 2025 and the emerging Living Bridge between the two nations.

The India-UK Vision 2035 (published 24th July 2025 with both Prime Ministers in London) provides a powerful framework for Galgotias University to expand its international footprint and deepen transnational education partnerships. By collaborating strategically with the India Business Group (IBG) as its UK partner, Galgotias can position itself as a key bridge institution between the Indian and UK higher education ecosystems.

Working together we can leverage the Annual India-UK Education Dialogue to secure policy support, funding opportunities and mutual recognition of qualifications, while promoting student and staff mobility, innovation-led learning, and sustainability-driven education. This strategic partnership would not only enhance Galgotias' UK visibility and credibility but also establish it as a leading player in shaping the next generation of India-UK academic, research, and skills collaborations.

In summary, IBG will assist Galgotias University in expanding its UK presence, forging high-impact partnerships, and positioning itself as a dynamic participant in the UK-India Living Bridge, strengthening people-to-people, institutional, and innovation linkages between the two nations. We will support Galgotias University in advancing strategic collaborations, dual-degree and

research initiatives, student mobility programmes, green skills initiatives and participation in high-visibility UK forums such as the House of Lords and British Council events.

1. 12-Month UK Market Engagement Strategy:

This section outlines an initial staged 12-month strategy for IBG to act as the UK strategic advisor and representative of Galgotias University, with clearly defined scope of work, deliverables and packages structured in 3-month phases.

Stage 1 (Months 1–3): Foundation, Scoping and Roadmap:

- Draft and sign consultancy agreement and IBG's standard terms of business
- Establish effective governance via joint working group
- Scoping and mapping work to better understand Galgotias University's strategic priorities, strengths, partnerships, collaborations, alumni and current UK engagement
- Identify and map 10 target UK universities, UK local authorities/public bodies and UK companies (with presence both in UK and India)
- Co-develop proposed UK Roadmap, detailing key objectives, milestones, activities and actions
- Co-develop joint presentation and value proposition document and brand positioning
- Deliverables: signed agreement, target lists, UK Roadmap presentation deck and one-pager

Stage 2 (Months 4–6): Initial Engagement & Pilots

- 5 virtual introductions with leading UK universities
- Aim to secure 2 pilot MoUs signed (mobility/research/dual degree)
- Aim to design and deliver 1 bespoke roundtable event with local authorities/industry/key stakeholders (with target venue being **UK Houses of Parliament**)
- Cross border student/faculty immersion and mobility programme
- Deliverables: 2 MoUs, immersion programme, 1 roundtable, event coordination and participation

Stage 3 (Months 7–9): Deepening Partnerships & Research

- Identify emerging opportunities for developing UK–India research proposals/bids/grants
- Market research and outreach for developing dual-degree programmes, as appropriate
- Engage UK/India policy makers leveraging UK-India Free Trade Agreement and India-UK 2035 Vision
- Deliverables: developing research bids, mobility pilot, market research reports

Stage 4 (Months 10–12): Consolidation & Expansion

- Establish joint UK hub office, supported by IBG in primary London location
- Hire/assign UK liaison officer for external engagement
- Finalise 2–3 long-term strategic partnerships in the UK, across education, research and enterprise
- Sign collaboration with 1 UK local authority & 1 industry partner
- Deliverables: UK hub, 2–3 strategic partnerships, summit, annual impact report

2. IBG team members involved in the project:

Given the significance of this new relationship, the following key IBG team members will be involved in this project with inputs from our team of consultants, researchers and analysts based across India.

- Mr. Amarjit Singh, CEO, at IBG
- Mr. Lakbir Singh, Chief Operating Officer at IBG
- Dr Barbara Wickham OBE, Senior Advisor at IBG
- Mr. Chris Lord, Senior Advisor at IBG
- Mr. Rohit Puri, Business Analyst at IBG
- Mr. Armaan Swani, Business Analyst Intern at IBG
- Mrs. Harriet Kaur, Executive Assistant at IBG

Supported by IBG's team of consultants, analysts, and researchers across UK/India, with sectoral expertise in education, creative industries, government policy and industry engagement.

3. Commercials including fees, billing schedule, retainer model, fee structure and expenses:

IBG proposes a 12-month advisory and facilitation package delivered on a retainer basis, designed to provide continuity, flexibility, and dedicated support for Galgotias University UK engagement throughout the full cycle of activity. Please note costs quoted are inclusive of the use of a team of expert advisors, analysts, administrative and support staff.

3.1 Total Professional Fees:

The proposed monthly retainer fee is set at our specially discounted rate of £3,500 amounting to a total £42,000 annually plus mutually agreed business expenses.

3.2 Fee Structure:

It is proposed that our professional fee will be delivered on a 12-month retainer model, invoiced monthly in advance at £3,500 per month (plus VAT), with invoices issued on the first day of each month.

The retainer includes:

- Ongoing strategic advisory services, market insights, and stakeholder engagement across the full year.
- Development of Galgotias India Value Proposition, stakeholder mapping and UK Roadmap.
- Preparation, planning, delivery, and follow-up of agreed engagements.

3.3 Expenses:

Galgotias University will cover all actual business expenses incurred during the course of the engagement, including international and domestic travel, accommodation, ground transport, sustenance, and any pre-agreed event, protocol, or venue costs/hires.

All expenses will be agreed with Galgotias University in advance and invoiced transparently.

This retainer structure ensures a stable and consistent advisory presence for Galgotias University, while enabling responsive engagement with emerging opportunities and priorities in the UK.

1. All sums quoted above are exclusive of VAT and such other sales taxes which may be chargeable and mutually agreed business expenses.
2. Our services will be invoiced in phases (timing as suggested above) and are payable on presentation of our invoice.

4. Terms of business:

1. The scope of work under this project is limited to the above and shall be executed within an estimated duration of 12 months.
2. Galgotias University shall provide us with all technical documents, presentations and information required for sharing with our international network of partners, agents and contacts that are deemed suitable for this project.
3. We may outsource specific tasks, as appropriately, to our international network of consultants, experts and partners in relation to any of the services set out above.
4. Galgotias University shall lead on formal negotiations and engagement post introduction, supported by IBG, as appropriate.
5. As part of our engagement, we require Galgotias University to continue to adhere to IBG's standard terms of business for this type of relationship throughout the duration of our engagement.
6. You agree that the terms of the arrangements between us will be kept private and confidential.

5. Consultancy Agreement:

This Consultancy Agreement is made between India Business Group (IBG) and Galgotias University.

5.1 Purpose

IBG will act as UK market strategic advisor and representative of Galgotias University, supporting market research, institutional, government, and industry engagement.

5.2 Scope of Services

- Represent Galgotias in the UK higher education, government, and industry ecosystem
- Facilitate partnerships with UK universities, local authorities, and businesses

- Organise events, roundtables, and visibility opportunities
- Develop research collaborations, dual-degrees, mobility programmes
- Advise on UK education policy and FTA implications
- Provide quarterly review and progress reports

6. Term:

Agreement valid for 12 months from [Start Date], renewable by mutual consent.

7. Deliverables & Reporting:

Deliverables are as per the 12-month strategy (section 1). Quarterly reports and year-end review will be provided.

8. Exclusivity:

IBG shall serve as the exclusive UK representative for Galgotias University for the agreed scope of work during the period of engagement.

9. Confidentiality:

Both parties agree to maintain confidentiality of sensitive information.

10. Termination:

Either party may terminate with 90 days' notice. Immediate termination for material breach.

11. Governing Law:

Agreement governed by the laws of England & Wales.

12. Confirmation of engagement:

Please indicate your agreement to this proposal by signing and returning one copy to us by email, at your earliest convenience.

STRICTLY PRIVATE & CONFIDENTIAL

GALGOTIAS UNIVERSITY

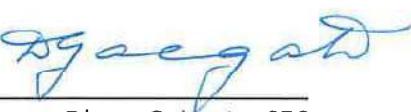
Signed for The India Business Group



Name: Lakbir Singh, COO

15 October 2025

Signed for Galgotias University



Name: Dhruv Galgotia, CEO

Date:

This proposal is strictly confidential and for the exclusive use of Galgotias University.

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CONSULTANCY AGREEMENT

This Consultancy Agreement (hereinafter referred to as this "CA") is entered into on this 04 November 2025 (hereinafter referred to as the "Effective Date").

BETWEEN:

(1) India Business Consultancy Limited (trading as India Business Group), a company registered in England & Wales under company number 09352038 and whose registered office is Stag Gates House, 63/64 The Avenue, Southampton, Hampshire, England, SO17 1XS (hereinafter referred to as "IBG")

AND

(2) Galgotias University, Plot No.2, Sector 17-A Yamuna Expressway, Opposite Buddha International Circuit, Greater Noida, Gautam Buddh Nagar, Uttar Pradesh 203201 (hereinafter referred to as the "Client").

(IBG and the Client are hereinafter collectively referred to as "Parties" and individually as "Party".)

WHEREAS:

A. IBG is in the business of providing specialist advisory support, market research, connections and consultancy services to assist organisations and businesses within the India and UK markets with cross border business, strategic engagement, trade and investment.

B. The Client has approached IBG based on the above representation and is desirous of engaging IBG for its technical capacity, skills, expertise, experience and networks for providing services in accordance with the provisions of this CA.

C. IBG has agreed to provide its services as described in its Proposal dated 15 October, 2025 and, on the terms, and conditions agreed herein.

NOW THEREFORE, FOR VALUABLE CONSIDERATION, THE RECEIPT AND SUFFICIENCY OF WHICH IS HEREBY ACKNOWLEDGED, THE PARTIES AGREE AS FOLLOWS:

1. DEFINITIONS

1.1 As used in this Agreement, unless the context requires otherwise:

- i. the capitalised terms shall have the meaning ascribed to them in this clause and/or elsewhere in this Agreement;
- ii. the words expressed in the singular number shall include the plural and vice versa, and words expressed in the masculine shall include the feminine and neuter genders and vice versa;
- iii. the words "include," "includes," and "including" are deemed to be followed by "without limitation" whether or not they are in fact followed by such words or words of similar import;
- iv. any reference to natural persons includes legal persons and vice versa and in addition references to a "person" shall be construed as including references to an individual, firm, company, corporation, partnership, limited liability partnership, association, unincorporated body of persons, trust, a state or any governmental authority or any other entity whether acting in an individual, financing or other capacity and to such person's permitted successors; and
- v. the titles and headings to clauses in this Agreement or any Schedule are inserted for convenience of reference only and are not intended to be a part of or to affect the meaning or interpretation of this Agreement or any Schedule.

1.2 "Affiliate" means, with respect to a Party, any person, partnership, joint venture, corporation or other form of enterprise, domestic or foreign, including but not limited to subsidiaries, directly or indirectly controlling, or is controlled by, or is under common control with the said Party.

2.1 In consideration of the Services provided by IBG, the Client agrees to pay the fees as specified and in accordance with the Proposal that has been mutually agreed between the Parties.

2.2 Invoicing and Payment terms

- i. IBG's applicable fees are due for payment within thirty (30) days from the submission of the relevant invoice.
- ii. In addition to the agreed fees IBG will charge the Client separately for travel expenses and all other out-of-pocket expenses reasonably incurred in connection with the engagement, as mutually agreed and subject to the Client's prior written approval before any such expenses are incurred.
- iii. IBG's fees are exclusive of VAT and the Client shall be responsible for all VAT imposed on the Services.
- iv. IBG may charge additional fees as mutually agreed, if events beyond its control (including the Client's acts or omissions) affect IBG's ability to perform the Services as originally planned or if the Client asks IBG to perform additional tasks or services. Unless expressly provided for in the Proposal, Services shall not include giving testimony or appearing or participating in discovery proceedings, in administrative hearings, in court, or in other legal or regulatory inquiries or proceedings.

3. SERVICES AND PROPOSAL

- 3.1** IBG agrees to provide the Services and Deliverables as described in a mutually executed Proposal, which shall incorporate the terms of this CA. IBG agrees to provide the Services in accordance with the terms of this Agreement. If the Parties agree that IBG shall provide additional Services to the Client, the Parties shall mutually execute additional Proposals relating to such additional Services. Each Party acknowledges that this Agreement is non-exclusive and either Party may enter into an arrangement with other Parties for rendering or procuring comparable services.
- 3.2** IBG may revise, amend, alter, modify, add, or extend the Services from time to time by or through submission of an amended, revised or additional Proposal. In case of any inconsistency or conflict between this CA and the subsequent Proposals, the terms and conditions specified in the relevant Proposal shall prevail.

4. REPRESENTATIONS & WARRANTIES

- 4.1** Except as otherwise set forth herein, the express and limited representations and warranties provided in this CA comprises all of the representations and warranties made by either Party with respect to the Services provided pursuant to or in relation to this CA. Any further or other warranties or conditions, whether written or oral, express or implied, arising by law, statute, usage of trade, custom, course of dealing or performance, are expressly excluded to the extent permitted by law. Without limiting the foregoing, IBG does not warrant that, to the extent the Services require third party computer software or networks or Services delivered using third party computer software; the provision of such Services will be entirely error free or will run uninterrupted.
- 4.2** Each Party represents and warrants to the other that: (i) it has the requisite legal and corporate power to execute and deliver this CA; (ii) it has taken the corporate action necessary for the authorisation, execution and delivery of this CA; (iii) no agreement or understanding with any other person, firm, corporation or other entity exists or will exist which would interfere with its obligations under this CA; (iv) this CA is a legal, valid and binding obligation of it, enforceable against it in accordance with the terms of this CA; (v) there is no claim, litigation, proceeding, arbitration, investigation or material controversy is pending, has been threatened or is contemplated which would have a material adverse effect on its ability to enter into this CA or carry out its obligations thereunder; and (vi) it has obtained or will timely obtain, either directly or through third party, the licenses, certifications, authorisations, approvals, consents or permits required to perform its obligations under this CA under Applicable Laws and the rules and regulations of the authorities having jurisdiction over the Services and the Parties.
- 4.3** IBG represents and warrants that all Services will be provided in a professional and workmanlike manner, will be efficiently performed, and will be of professional quality conforming to generally accepted industry standards.

- 6.4 The liability limit contained in clause 6.1 will not apply to any losses, damages or costs arising from death or personal injury resulting from negligence, or for fraud or fraudulent misrepresentation, or in respect of any other liabilities which cannot lawfully be limited or excluded.
- 6.5 It is agreed that, having regard to the Parties' interest in limiting the personal liability and exposure to litigation of its personnel, each Party will not bring any claim in respect of any damage against any of the other Party's personnel personally.
- 6.6 Subject always to the aggregate limit of liability specified in clause 6.1, the liability of IBG to the Client in connection with any report or communication relating to this engagement and/or prepared pursuant to it shall be limited to the proportion of the total damage, which may justly and equitably be attributed to the IBG, after taking into account contributory negligence (if any) of the Client.

7. CONFIDENTIALITY

- 7.1 Neither Party shall disclose any Confidential Information which it obtains as a result of this Agreement to any third party other than its Affiliates, directors, partners, officers, employees, personnel, agents, experts, consultants or advisors on a "need to know" basis and who are bound by appropriate confidentiality and non-disclosure obligations.
- 7.2 In the event that IBG or its representatives are requested pursuant to, or required by, Applicable Laws or regulation or by legal or administrative process to disclose any Confidential Information, or where the IBG wishes to disclose to its professional indemnity insurers or to its advisors, IBG agrees that it will, as far as is legally and practically possible, provide the Client with prompt notice of such request or requirement in order to enable the Client to seek an appropriate protective order or other remedy. In the event that such protective order or other remedy is not obtained, IBG or its representatives, as the case may be, shall disclose only the portion of the Confidential Information which is legally or professionally required to be disclosed.
- 7.3 IBG shall be permitted to retain copies of such Confidential Information as may be required for legal or professional regulatory purposes. IBG's confidentiality obligations shall continue indefinitely whilst such Confidential Information is retained.
- 7.4 Nothing in this Agreement shall prevent either Party disclosing Confidential Information:
 - 7.4.1 which, at the time of disclosure, has already been published or is otherwise in the public domain other than through breach of the terms of this Agreement;
 - 7.4.2 which, after disclosure to a Party, is subsequently published or comes into the public domain by means other than an action or omission on the part of either Party;
 - 7.4.3 which a Party can demonstrate was known to it or subsequently independently developed by it and not acquired as a result of participation in the Project;
 - 7.4.4 is lawfully acquired from a third party who did not obtain it from either Party hereto;
 - 7.4.5 is required to be disclosed to any regulatory authority or court of competent jurisdiction, or which is required to be disclosed pursuant to a request under the Freedom of Information Act 2000 and/or the Environmental Information Regulations 2004.

8. INTELLECTUAL PROPERTY

8.1 IBG may use data, software, designs, utilities, tools, models, systems and other methodologies and know-how that IBG owns or has the right to use in performing the Services.

8.2 IBG hereby assigns to the Client with full title guarantee, all Intellectual Property Rights in the Deliverables and in any working papers compiled in connection with the Services.

9. NON-SOLICITATION

11.8 Survival Limitations: Notwithstanding the expiration or termination of this CA or any Proposal, those rights and obligations which are stated to survive or which by their nature are intended to survive such expiration or termination will so survive.

11.9 Representatives / Notices: Unless otherwise agreed by the Parties, any communication between the Parties in respect of this Agreement and its administration shall be in writing and shall be sent by mail, registered mail, electronic mail, facsimile or messenger service. The address for service on IBG shall be marked Attention of: Mr Lakbir Singh, and on the Client shall be the marked Attention of: Dr. Dhruv Galgotias. A notice shall be deemed to have been served as follows:

- i. if personally delivered, at the time of delivery;
- ii. if delivered by courier or email ID, at the time of receipt as recorded by the courier company

11.10 Anti-Corruption and Anti-Bribery: Each Party shall maintain in place throughout the term of this Agreement, its own policies and procedures, including, but not limited to, adequate procedures to ensure compliance with applicable Anti-Corruption and Anti-Bribery Laws, and will enforce them as appropriate.

11.11 Waiver: The failure by either Party to enforce or to require the performance at any time or for any period of any one or more of the terms or conditions of this Agreement shall not be construed to be a waiver of them or any part hereof or the right at any time subsequently to enforce all terms and conditions of this Agreement.

11.12 Governing Laws: This Agreement shall be construed according to the laws of England and Wales and the Parties agree to submit before the jurisdiction of the Courts at London.

12. ENTIRE AGREEMENT

This CA (including any Proposals) constitutes the entire Agreement between the Parties and supersedes all previous understandings whether oral or written and may be amended or supplemented only in a written agreement signed by both Parties.

IN WITNESS WHEREOF, the Parties have each caused this Agreement to be signed and delivered by its duly authorised representative on the effective date set forth above.

**For India Business Consultancy Limited
(Trading as India Business Group)**

Signature:



Name: Lakbir Singh

Title: COO

Date: 04 November 2025

Place: Southampton

For Galgotias University

Signature:

Name:

Title:

Date:

Place: