



A VERY INNOVATIVE AND ORIGINAL CHILDREN'S MANDARIN PROGRAM,  
 BROUGHT TO YOU BY  
 MALAYSIA'S CONFUCIUS INSTITUTE @ SHANGHAI JIAOTONG UNIVERSITY - GLOBAL HANYU & CULTURE CENTER.

**AUTHENTIC PUTONGHUA, FUN & INTERACTIVE, STIMULATING MULTIMEDIA—IT IS NOT ONLY A LANGUAGE PROGRAM, IT IS A HOLLISTIC CHILD DEVELOPMENT PROGRAM.**

Baby Panda – Age 4,5,6, (2 hours); Junior Panda - Age 7,8,9 (2 hours); Senior Panda – Age 10,11,12 (2 hours)

Program begins with Character Recognition, upon finish students could master up to 1500-4000 characters depending on the aptitude of the child, fully aligned the Mandarin syllabus for foreigners of the People's Republic of China, refined multimedia and rich cultural content.

Schedule:

|                |           |             |              |                |           |            |            |
|----------------|-----------|-------------|--------------|----------------|-----------|------------|------------|
| <b>Class A</b> | Sat/Sun   | 10.00-12.00 | 10.00-12.00  | <b>Class E</b> | Mon/Wed   | 2.00-4.00  | 2.00-4.00  |
| <b>Class B</b> | Sat/Sun   | 12.00-2.00  | 12.00-2.00   | <b>Class F</b> | Tue/Thurs | 2.00 -4.00 | 2.00-4.00  |
| <b>Class C</b> | Wed/Sat   | 2.00-4.00   | 2.00 -4.00   | <b>Class G</b> | Wed/Fri   | 2.00-4.00  | 4.00-6.00  |
| <b>Class D</b> | Thurs/Sat | 4.00-6.00   | 4.00 to 6.00 | <b>Class H</b> | Tue/Thurs | 2.00-4.00  | 4.00 -6.00 |

TERMS and FEES:

3 terms in a year, each term 3 months; fees payable by term.

Special introductory fees of RM720/term for 2010 and also for registered students of GHCC; Regular fees of RM970/term from year 2011 onwards. Credit and monthly instalment by credit allowed. No rebate for cash payments. Registration fees -- RM50. No material cost for introductory year. Online fees RM100 per year (only effective end of 2010).

ENQUIRIES:

GLOBAL HANYU MALAYSIA: <http://www.globalhanyu.com/mandarinpanda>

Tel 7954 7485 or [hanyu@globalhanyu.com](mailto:hanyu@globalhanyu.com)

LOCATION OF JAYA 33 CENTER: T1-9, 9<sup>th</sup> Floor, Jaay 33, Lot 33, Section 13, Jalan Semangat,46100, Petaling Jaya, Selangor, Malaysia.



**PARTNERS' INFORMATION:**

**TERMS of Mandarin Panda**

1. **COMMITMENT:** Partners must have the rooms ready with the same specifications similar to the model in Jaya 33 and sign a contract to become a Mandarin Direct Center. Partners pay a RM10,000 for deposit upon signing to keep the exclusive right. This amount will be deducted from the proceeds in the first 6 months. Exclusive arrangement will be revoked if partners cannot achieve annual target.
2. **FINANCIAL & GUARANTEE:** GHCC will supply teachers and curricula and collect 50% of 15 students @ RM288; i.e RM2,160 per class, partner needs to guarantee this minimum by end of 6 months – i.e. we can start the relationship; the partner must make sure it recruits the minimum number of students by end of 6 months; within the 6 months prior to attaining the 6 months; GHCC can collect 50% of the collected fees. The guarantee number is 70% of the feasible of the center. For example if only weekend classes are possible, then 100% capacity would be 4 classes of 15 students; total 60 students. If weekday and weekends are possible, 100% would be 8 classes with 120 students. On a twice a week schedule; one weekday and one weekend; each room can take up to:

| Time/Date       | Mon | Tue | Wed | Thurs | Fri | Sat | Sun |
|-----------------|-----|-----|-----|-------|-----|-----|-----|
| 10.00am-12.00pm | 1   | 2   | 3   | 4     |     | 1   | 5   |
| 12.00pm-2.00pm  |     |     |     |       |     | 2   | 6   |
| 2.00pm-4.00pm   |     |     |     |       |     | 3   | 7   |
| 4.00pm-6.00pm   |     | 5   | 6   | 7     | 8   | 4   | 8   |

|                       | Classes | Per class | Total | Per month | Monthly | Annually |
|-----------------------|---------|-----------|-------|-----------|---------|----------|
| 100%                  | 8       | 15        | 120   | 288       | 34,560  | 345,600  |
| <b>50% to partner</b> |         |           |       |           | 17,280  | 172,800  |

3. **TEACHERS:** All teachers are qualified and trained teachers, Chinese national or China trained. Two teachers will teach in each class. These teachers will come from GHCC, one of the teachers must be able to provide music coordination. Each lesson for Baby Panda program,

two teachers will be present. For Junior and Senior Panda program, only one teacher would be present. For Junior and Senior Panda level, different chairs and tables would be used.

4. **MATERIAL AND WORKBOOK:** these would be supplied to the Centers at cost. Students do not need to pay additional fees for these materials.
  
5. **MULTIMEDIA AND INTERACTIVE CLASSROOM:** Each room of 300 sq ft with the multimedia will cost approximately RM23,000 to fit. This has to be invested and maintained by the partner.

| QTY    | Furniture & Fixtures   | Price (RM) |
|--------|--|------------|
| 1      | Enclosed room, size 300 sq ft – painted white                              |            |
| 2      | Best with one wall half glass window for parents to look in                |            |
| 6      | Green Mat of 1 metre square  | 300        |
| 4      | IKEA Kritter Tables  | 396        |
| 14     | Mammut Stool   | 225        |
| 1      | 50" Industrial Touch Screen Plasma Monitor, Speakers, PC and wall mount ** | 16,100     |
| 1      | Yamaha PSR E323 YPT-320 keyboard & stand                                   | 1,200      |
| 2      | 2 meters high white board  | 2,200      |
| 1      | Flash cards  | 800        |
| 7      | Panda soft toys  | 1,000      |
| 15     | IKEA Kalas cups and bowls for tea break                                    | 50         |
| 1      | Poster Signboard - Mandarin Panda Classroom                                | 300        |
| 15 pax | Junior and Senior Panda table and chairs Laver @195 for 4                  | 800        |
|        |  | 23,371     |

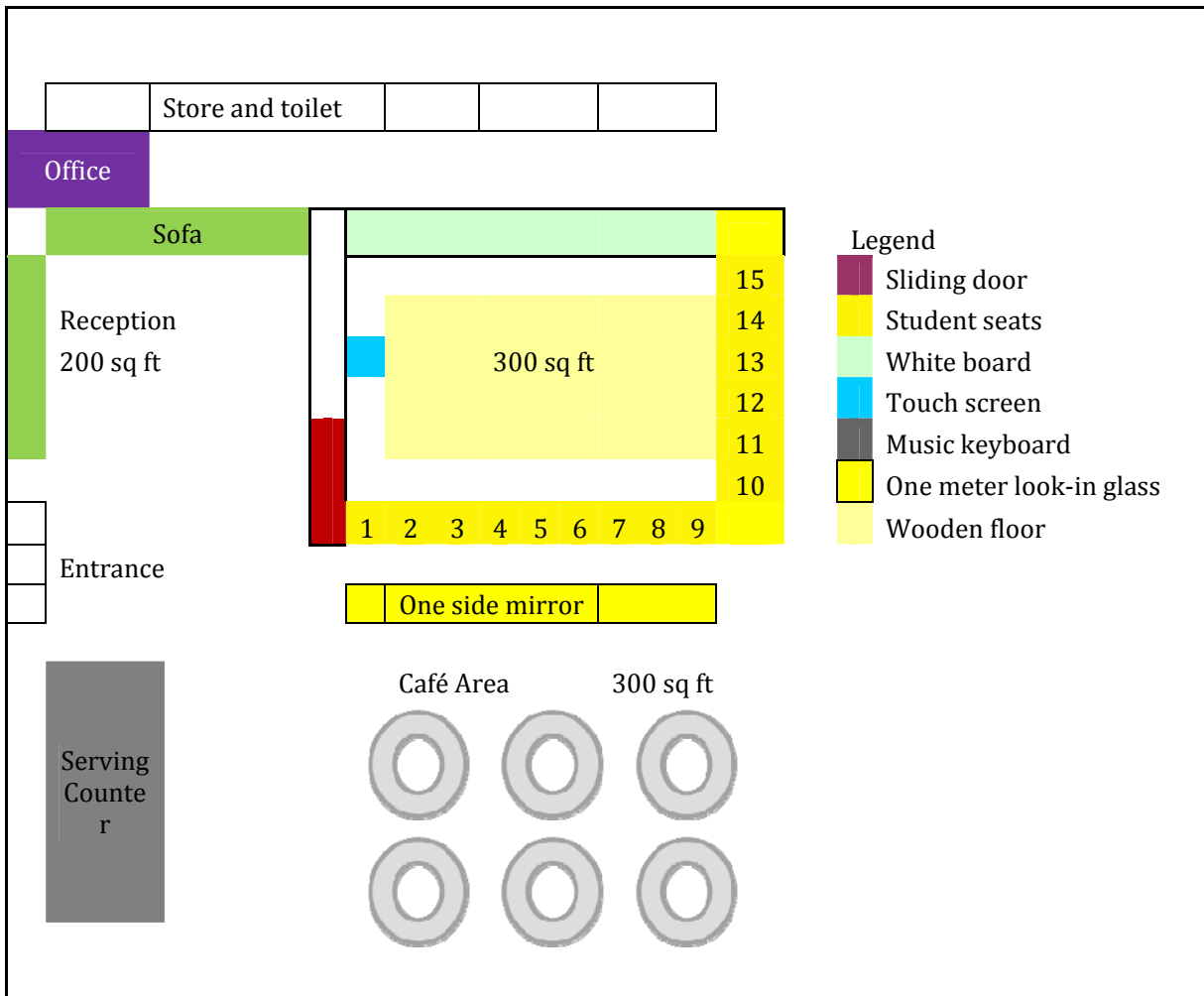
\*\* Alternatively, Partner could choose to invest in 27'-inch iMac over 50" Industrial Touch Screen Plasma Monitor that would reduce the cost of investment by approximately RM8,000.

TV Supplier: Flexedia Solutions Sdn Bhd: Tel 017 3340433

White Board: Chu Stationery: Tel 012 3827631

For the rest of the set up and guidance, contact MP Project Executive May Leng at [mayleng@globalhanyu.com](mailto:mayleng@globalhanyu.com)

6. **LAYOUT OF THE CLASSROOM:** Below is the layout of a full center including reception and café area for parents; we encourage partners to look into this set; the Café franchise will come from a renowned partner.



7. **PROMOTIONAL MATERIALS and WEBSITE:** These would be produced by GHCC; partners will supply contact information and order the quantity of brochures by lots of 5000. They will be printed centrally and sent to partners. For coordination on this, contact May Leng, email: [mayleng@globalhanyu.com](mailto:mayleng@globalhanyu.com)
8. **MERCHANDIZE:** All T-shirts, aprons and merchandizes will be supplied from GHCC and sold at wholesale price to the partner for resale.
9. **MANDARIN DIRECT partnership** available in the following locations in KLANG VALLEY:

|               |             |         |               |             |
|---------------|-------------|---------|---------------|-------------|
| Taman Tun     | Jaya 33     | Klang   | Ampang        | Mount Kiara |
| Taman Mutiara | Subang Jaya | Puchong | Cheras        | Melawati    |
| SS2           | Shah Alam   | Sunway  | Damansara Hts | Kepong      |

10. **Owner-run language centers or kindergartens** are welcome to join our network of centers. Interested parties, kindly send copy of profile of your center and complete the following form and return to [mayleng@globalhanyu.com](mailto:mayleng@globalhanyu.com)

**Application to be a Mandarin Panda Partner**

|   |     |        |    |
|---|-----|--------|----|
| Name of Center  |     |        |    |
| Name of Owner   |     |        |    |
| Is your center owner-managed?   | Yes |        | No |
| Date established  |     |        |    |
| Number of students  |     |        |    |
| Type of Center  |     |        |    |
| Address   |     |        |    |
| Profile of students   |     |        |    |
| Age group   |     |        |    |
| Average fees paid per hour  |     |        |    |
| Email   |     | Mobile |    |
| Address   |     |        |    |
|   |     |        |    |
|   |     |        |    |
| Kindly send with profile of the owner to <a href="mailto:mayleng@globalhanyu.com">mayleng@globalhanyu.com</a> |     |        |    |