

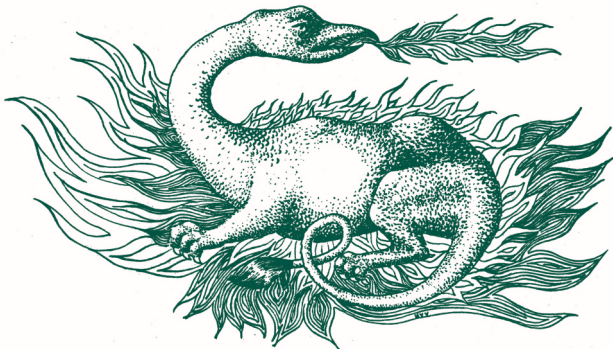
INSEAD

Alumni Association  
United Kingdom

# *events*

& BOOKING FORM

*Unmissable encounters with  
the best brains in business*



AUTUMN

2015

Dear Alumnus/Alumna,

It has been a busy summer of sell out events and further close collaboration with the school. The Association remains committed to playing its part in raising the profile of INSEAD in the UK; all of you can contribute by ensuring that INSEAD is mentioned in interviews, articles and coverage you have. The calibre of INSEAD's alumni is testament to the school and efforts are being made to raise its profile. Another close collaboration is to encourage more INSEAD applications from all nationalities and in the case of the UK NAA, UK applicants. We are actively reaching out to potential students with invitations to meet alumni at events, funded by the school admissions department, and through the school's referral campaign.

I am also delighted to announce that the school has agreed to hold the next Alumni Forum Europe in London. Initial plans suggest that this will be two days of world class speakers, presentations and discussions, most probably in July 2016. Please pencil that in now as it will be a major event.

In my last note, I referred to the recruitment of new committee members. Since then, Kash Aslam (MBA 05J) VP, Membership, stood down at the end of his three year term and Ranjit Mene (MBA 07D) VP, Communication retired after serving the Association and alumni for the maximum six year term. Thank you both for your tenacity, drive and conviction during your long service to the school on the UK Committee.

The autumn calendar looks busier than ever. Our next Doriot Distinguished Speaker will be Lord Simon of Highbury (MBA 66), former BP Chairman and Minister of State for the UK Government. The sector volunteers have been working very hard behind the scenes to attract leaders of some of the UK's largest businesses, including the Group CCO & COO of Vodafone, the Managing Director of Amazon.co.uk and the CEO of SSE plc. There are also panel debates and a good helping of social evenings to enjoy.

Finally, the graduation of the 15J students saw INSEAD reach 50,000 alumni in 173 countries. Celebrate this milestone with us at the Global INSEAD Day celebrations in various locations across Scotland on Friday 11 September and at the London Summer Ball on 12 September to raise a glass to INSEAD and alumni worldwide.

With my best wishes,

**Paul Skipworth (MBA 95J)**  
**President, INSEAD Alumni Association UK**  
**[uk.president@insead.edu](mailto:uk.president@insead.edu)**

# SEPTEMBER



## First Thursday Monthly Drinks

**Thursday 3 September**

This month we're meeting at the Bulgari Hotel, with its elegant contemporary architecture and Bulgari's legendary flair for design. A private area is reserved to the left of the bar.

<b>VENUE</b>	<b>Bulgari Hotel</b> 171 Knightsbridge, London SW7 1DW Nearest tube: Knightsbridge
<b>TIME</b>	From 19:00 onwards
<b>REFRESHMENTS</b>	Free for INSEAD Alumni and guests



## Telecoms, Internet & Technology Group

**Paolo Bertoluzzo, Group CCO & COO, Vodafone**



**Tuesday 8 September**

This event is sponsored by Ernst & Young

As Group Chief Commercial and Operations Officer of Vodafone, Paolo Bertoluzzo (MBA 94D) is in a unique position to track the evolution of the mobile industry and its impact on society and the economy. He is part of the decision-making team of one of the world's biggest companies.

Vodafone is the global leader, with operations in 26 countries, partnerships in over 50 more; 438m mobile and 11m fixed broadband customers; 97,000 employees; revenues of £44bn in FY13/14; and market capitalisation of ca. £65bn.

In 30 years, mobile communications have changed the world but service providers now face challenges:

- Pressure on growth and margin due to commoditisation
- Global competition
- Innovation and their role in the new mobile segments, such as apps, content and payments
- Large investments in ever-changing networking technologies
- Regulation and security

**Paolo Bertoluzzo** (MBA 94D) **Group Chief Commercial and Operations Officer of Vodafone**, was appointed to the Executive Committee in August 2012, when he became Chief Executive Officer, Southern Europe. Paolo is Deputy Chairman of Asstel, the trade association representing the interests of telecoms companies which are members of Confindustria (the Confederation of Italian Industry), and sits on the Board of Confindustria Digitale, the industrial federation promoting the digital economy in Italy.

**Interviewer: Pietro Strada** (MBA 97J) is **Co-Founder** and **Managing Director of Silverpeak**, an independent investment bank providing advice on M&A and financing transactions to technology growth companies. He has completed more than 50 transactions in 15 countries including trade sales, financing, acquisitions and divestitures.

<b>VENUE</b>	<b>Ernst &amp; Young</b> <b>1 More London Place, London SE1 2AF</b> <b>Nearest tube: London Bridge</b>	
<b>TIME</b>	<b>18:30 for 19:00</b>	
<b>COST</b>	<b>Members £25</b>	<b>Members' guests (non INSEAD) £35</b>
<b>REFRESHMENTS</b>	<b>Wine and canapés</b>	



## Scottish Group Global INSEAD Day Drinks

**Friday 11 September**

Last year there were Global INSEAD Day celebrations in 81 cities across 49 countries. This year, the Scottish Group is adding five more cities to the tally. Join alumni and their guests across Scotland to celebrate the INSEAD spirit.

**South West** - Ayrshire and beyond – at No. 22, Beresford Terrace, Ayr from 18:30 until 20:00

**West** - Glasgow and surrounds – at All Bar One, 56-72 St.Vincent Street, Glasgow G2 5TS from 17:30.

**East** - Edinburgh and the Borders – venue tba

**Central** - Stirling, Perth and Fife – venue tba

**North East** - Aberdeen and surrounds – venue tba

Registration welcomed by the regional hosts or show up on the evening.

<b>VENUE</b>	<b>Various locations in Scotland</b>
<b>TIME</b>	<b>Dependent on venue</b>
<b>COST</b>	<b>Free for alumni and guests</b>
<b>REFRESHMENTS</b>	<b>Celebratory drink on arrival followed by cash bar</b>



## AGM Saturday 12 September

The Annual General Meeting of the INSEAD Alumni Association (UK) Ltd will be held in the Mulgrave Theatre at The Hurlingham Club, Fulham on Saturday 12 September at 18:15.

Agenda

1. President's Report
2. Presentation of the Accounts for the year ended 31 December 2014  
Motion: "That the Annual Accounts for the year ended 31 December 2014 as presented to the meeting be approved by the meeting."
3. Appointment of Directors  
Motions: That Rebecca Hanley (MBA 09J) and Charlotte Mason (EMBA 07D) be elected as Directors of the Association for a term of three years.
4. Appointment of Management Committee  
Motions: That Claudia Fernandes (MBA 13D), Ed Jackson (MBA 10D), Aditi Kibe (MBA 14J), Hala Saad (MBA 14J), Gaelle Lamotte (MBA 94D) and Paul Sanders (MBA 06D) be elected as Management Committee members for a term of three years.
5. Any other business

Please register your attendance at the AGM by 8 September

**VENUE** The Hurlingham Club  
Ranelagh Gardens, London SW6 3PR  
Nearest tube: Putney Bridge

**TIME** 18:15 – 19:00

**DRESS CODE** Smart business attire



## Global INSEAD Day

### London Summer Ball 2015

Saturday 12 September

The UK Association is celebrating Global INSEAD Day 2015 in roaring 20s style. The outdoor drinks reception overlooking the grounds will be followed by a three course dinner with the very best of 1920s entertainment and dancing until the early hours.



This will be an unforgettable evening for all members of the INSEAD community. Join alumni, students, staff, faculty, friends and partners to celebrate the INSEAD spirit and mark the first opening ceremony.



Limited tickets still available. All bookings close on 1 September.

**VENUE** The Hurlingham Club  
Ranelagh Gardens, London SW6 3PR  
Nearest tube: Putney Bridge

**TIME** 19:00 arrival  
02:00 carriages

**DRESS CODE** Roaring 20s or black tie



## Roundtable Dinner Series

### Company Turnarounds



Wednesday 23 September

Turning a company around can cement a career in business legend. There are many different ways to effect a change in company direction and a myriad of considerations in terms of resources, values and culture, processes, financial restructures and brand overhauls. We ask two leading professionals with experience in major company turnarounds to share their insights.



**Ian Coulter** (MBA 96D) is an **entrepreneur** and former European Director of New Ventures at The Coca Cola Company Europe. Ian founded the New Ventures unit in 2010 to create a portfolio of start-up brands to enable The Coca-Cola Company to catch emerging categories early. He was programme manager for a big turnaround for Coke Europe in 2006 and will talk about company turnarounds from the perspective of re-organisation, culture change, and performance improvement.

**Paul Reynolds**, **Managing Director, Financing Advisory at Rothschild**, advises supranationals, governments, companies and bond trustees on capital structure, fund financing and restructuring across the debt and equity product spectrum. Paul has been principal adviser on 110 deals, totalling over €217 bn of financing since January 2003. He will share his financial expertise on how to turnaround companies.

Limited space. Please book early.

<b>VENUE</b>	<b>The Oak</b> <b>137 Westbourne Park Road, London W2 5QL</b> <b>Nearest tube: Westbourne Park</b>
<b>TIME</b>	<b>19:00 for a 19:30 two-course dinner</b>
<b>COST</b>	<b>Members £52</b> <b>Members only</b>
<b>REFRESHMENTS</b>	<b>Dinner and wine</b>



## Financial Services Group

### Financial Services 2.0

Thursday 24 September

This event is supported by London Capital Club



**Can technology-enabled players really disrupt existing business models?** Fintech is one of the hottest topics of 2015. Investor interest is high, as are deal flow and valuations. Start-ups are popping up in various financial centres – with London at the forefront – and existing players are thinking about how to engage with these disruptors. Are we re-living the internet bubble or witnessing a true revolution in how financial services are delivered? Our expert panel will discuss this and other key topics.

- Can new players really make an impact and what is the end-game?
- Where are the boundaries of fintech and where is the industry heading?
- Which innovations succeed and how do these enhance customer experience and engagement?
- What can established banks, insurance companies, investment managers and payment service providers learn from fintech players?

**David Brown** is the **founder** of **Remitia**, a London based provider of bespoke supply chain financing solutions for businesses, enabling instant supplier payments, with zero balance sheet impact, zero process change and zero risk. David has influenced US and UK government policy on early payments and is passionate about unlocking growth for SMEs through better payment terms.

**Dominik Dolenc** (MBA 00D) is a **Principal** at **Emona Capital**, an investment firm focused on special situation investments. Dominik has been involved in financial technology investments for 20 years. He is a board member of the Interface Financial Group, a specialist provider of factoring and invoice discounting to small and medium sized businesses with more than 150 offices worldwide.

**Daumantas Dvilinkas** is the **founder** and **CEO** of **TransferGo**, an award-winning digital remittance, secure, price transparent start-up for migrant workers, operating in 22 countries with over 30,000 customers. In 2014, Daumantas was listed as one of the top young leaders in Northern Europe by the Nordic Business Forum.

**Michaël Elalouf** is the **CFO** of **iwoca**, which is transforming small business lending across Europe by offering flexible credit facilities to the millions of SMEs that are underserved by banks. Its technology-driven risk platform draws on thousands of data points to make faster, fairer credit decisions, allowing iwoca to lend a small business up to £100,000 within hours.

**Raphael Grunschlag** is **Managing Director** and **Head of European Technology Banking** for **William Blair**. With more than 20 years investment banking experience, he has advised on more than \$25bn of transactions across M&A, IPOs, equity capital markets and debt financings. Recent transactions in fintech include private placement for WorldRemit, IPO of Qiwi and the sale of Retail Decisions (ReD) to ACI Worldwide.

**VENUE** London Capital Club  
15 Abchurch Lane, London EC4N 7BW  
Nearest tube: Bank

**TIME** 18:30 for 19:00

**COST** Members £25 Members' guests (non INSEAD) £35

**REFRESHMENTS** Wine and canapés



## Retail Group

**Chris North, Managing Director, Amazon.co.uk**

**Wednesday 30 September**

This event is sponsored by Amazon

**Chris North** has been **Managing Director** of **Amazon.co.uk Ltd** since 2011, after leading Amazon's UK media businesses. Before joining Amazon, he worked in book publishing: as global Managing Director of Phaidon Press, as Chief Operating Officer of HarperCollins Canada, and as Vice President and General Manager of Electronic Publishing for HarperCollins Publishers. He began his career as a management consultant with the Media & Entertainment practice of Booz Allen & Hamilton.

Chris serves on the Advisory Committee of Business for New Europe, a coalition of business leaders articulating a positive case for reform in Europe; on the President's Committee of the Confederation of British Industry; and on the Creative Industries Council, which advises the Department for Business, Innovation and Skills and the Department for Culture, Media and Sport. He periodically speaks at secondary state schools as part of the Speakers for Schools programme.

**VENUE** Amazon  
60 Holborn Viaduct, London EC1A 2FD  
Nearest tube: Farringdon or St Paul's

**TIME** 18:30 for 19:00

**COST** Members £25 Members' guests (non INSEAD) £35

**REFRESHMENTS** Wine and canapés

# OCTOBER



## First Thursday Monthly Drinks

**Thursday 1 October**

For this month's drinks, we're meeting at Mabel's in Covent Garden. Mabel's is inspired by the things that make us feel good: simplicity, sophistication and meeting up. Look out for the area reserved for INSEAD.

**VENUE** Mabel's Covent Garden  
Covent Garden, 29-30 Maiden Lane, London WC2E 7JS  
Nearest tube: Covent Garden

**TIME** From 19:00 onwards

**COST** Free for INSEAD Alumni and guests



## Entrepreneurs' Group

### Start-up Express – a speed-legal surgery for start-ups



**Wednesday 7 October**

This event is sponsored by **Pinsent Masons LLP**

Join us at our speed-legal surgery where start-ups can gain free insight into legal aspects of their business from experienced start-up lawyers. Corporate, IP and employment lawyers from our host, Pinsent Masons' Bootlaw team will answer your burning legal questions. Entrepreneurs will have five-minute slots with a friendly Pinsent Masons lawyer.

Tickets include free entry to the Business Angels event.

**VENUE** Pinsent Masons LLP  
30 Crown Place, Earl Street, London EC2A 4ES  
Nearest tube: Liverpool Street

**TIME** 18:00 to 19:00

**COST** Members £25 Non-members £40



## Entrepreneurs' Group

### Business Angels



**Wednesday 7 October**

This event is supported by **Pinsent Masons**

For the fourteenth event in the series, we are bringing together more business angels and start-ups. We will select between five and eight companies to present to people with the know-how to help or the cash to invest. This is your chance to play a crucial and fulfilling role if you're a business angel with resources, time to mentor or would like to be on our expert panel.

If you're part of a new venture set up by INSEAD alumni, you can't afford to miss this opportunity to find expert backing and support. **Charlotte Mason** (EMBA 07D) (Charlotte.Mason@me.com or 07979 608608) or **Nadim Saad** (MBA 02J) (Nadim@bestofparenting.com or 07900 100311) before 15 September.

**VENUE** Pinsent Masons LLP  
30 Crown Place, Earl Street, London EC2A 4ES  
Nearest tube: Liverpool Street

**TIME** 18:30 for 19:00

**COST** Members £25 Non-members £40

**REFRESHMENTS** Wine and canapés





## Careers Group & Women's Network

### Resilience precedes brilliance?



Thursday 8 October

This event is supported by The Up Group

**How wellbeing may be the greatest barrier to women aspiring to the boardroom:**

Women do better at university, run neck and neck with male peers during their early careers; they then stop two or three rungs below the top. Maternity offers a partial explanation but statistics suggest that the trend holds for women without children. Our resilience experts contend that pressures on wellbeing account for a large part of this phenomenon. This workshop will discuss the challenges women face, the neuroscience behind the impact of these challenges on performance and how we can all build resilience.

Attendees will have the opportunity to reflect on their own situation, raise any issues they may be facing and draw on the collective expertise of the coaches and other attendees during this interactive session.

**Penny Gundry** is a coach and trainer who has worked in the private and public sector – including GSK, Deloitte, Dell, Standard Life, npower and the NHS. She helps individuals and groups with conflict resolution, building resilience, dealing with challenging personalities and managing in tough times. Previously, she was principal of a large college in Ireland.

**Lucy Watson** (MBA 05J) is a coach, strategist and facilitator who works to help organisations and individuals improve wellbeing, energy and resilience. Before her coaching career, she worked in financial services. For five years she was Head of Strategy at Barclays and spent two years as a strategy consultant at Oliver Wyman Financial Services.

<b>VENUE</b>	<b>The Up Group</b> <b>18th Floor, Millbank Tower, London SW1P 4QP</b> <b>Nearest tube: Pimlico</b>	
<b>TIME</b>	<b>18:30 for 19:00</b>	
<b>COST</b>	<b>Members £25</b>	<b>Members' guests (non INSEAD) £35</b>
<b>REFRESHMENTS</b>	<b>Wine and canapés</b>	



## Cognac and Cigar Pairing

Tuesday 13 October



Join us for an evening of pleasure and decadence at London's exclusive JJ Fox. Savour the matching of the aged spirit with the perfect cigar, carefully selected for alumni by JJ Fox's sommelier. The range of Godet cognacs on offer is rich in history and flavour; the family is one of the world's oldest cognac makers and the Godet brand is the oldest family-run cognac house. Our INSEAD link is Cyril Godet (MBA 10D). With canapés to cleanse the palate and cognac to cleanse the mind, this special evening is not to be missed!

<b>VENUE</b>	<b>James J Fox</b> <b>19 St. James' Street, London SW1A 1ES</b> <b>Nearest tube: Green Park</b>	
<b>TIME</b>	<b>18:30 prompt start</b>	
<b>COST</b>	<b>Members £40</b>	<b>Non-members £45</b>
<b>REFRESHMENTS</b>	<b>Cognac and canapés</b>	



## Real Estate Group

### Inter business school networking drinks

**Wednesday 14 October**

This event is supported by **Meyer Bergmann**

The Real Estate Group has run many great speaker events; this time you are invited for a private evening of discussion and networking with real estate alumni from these illustrious business schools:

Columbia, Harvard, London, Saïd-Oxford and Wharton.

INSEAD alumni who work in and for the real estate industry will have a great opportunity to make new contacts and discuss industry trends.

**VENUE** **Meyer Bergmann**  
**Burlington Arcade, 51 Piccadilly, London, W1J 0QJ**  
**Nearest tube: Green Park or Piccadilly Circus**

**TIME** **19:00 onwards**

**COST** **Members £35** **Non-members £45**

**REFRESHMENTS** **Wine and canapés**



## Private Equity & Venture Capital Group

### Tactical Opportunities Funds...



**Thursday 15 October**

This event is supported by **Evercore**

**An Eldorado for LPs...or for GPs?** The largest asset managers and private equity groups are setting up longer-term private equity funds which generate lower returns for lower risk. Blackstone, Apollo, KKR, CVC and Carlyle have all set up this type of fund to attract investment from their largest investors. These strategies are still experimental and might create conflicts of interest amongst investment teams and smaller LPs. So are these Tactical Opportunities Funds really for the benefit of the limited partners or is this another way to gather more assets under management?

**Jonathan Feuer** is a **Managing Partner** at **CVC**, joining in 1988. Jonathan is Co-Head of CVC's Strategic Opportunities investment platform and is on the CVC Group board. He has worked for Baring Brothers in London in corporate finance and Ernst and Whinney, where he qualified as a Chartered Accountant. Jonathan has a BSc in MORSE from the University of Warwick.

**Jim Strang** is **Managing Director** and **Head of EMEA** at **Hamilton Lane**; he heads the London office. Jim is a Global Investment Committee member for primary funds, secondaries and co-investments and he sources and executes primary fund investments across EMEA. Jim has a Finance PhD and previously worked as a Strategy Consultant for Bain and Company.

**David Lindstrom** is **Managing Director, Alternative Investments** at **Metlife**. He is responsible for global private equity strategy and is on the investment committee for all MetLife's alternative investments. He is a member of the EVCA LP Council, the EVCA Professional Standards Committee, and the ILPA Research, Benchmarks and Standards

Committee. David has an economics degree from Duke, an MBA in finance from Rutgers and is a CFA charterholder.

Moderator: **Chloe Lavedrine** (MBA 09D) **Investor Relations, Centerbridge Partners**

**VENUE** Evercore  
15 Stanhope Gate, London W1K 1LN  
Nearest tube: Hyde Park Corner

**TIME** 19:00 for 19:30

**COST** Members £25                      Members' guests (non INSEAD) £35

**REFRESHMENTS** Wine and canapés



## Dare to succeed

Thursday 22 October



This event is supported by **Kent House Knightsbridge**

**Lessons from elite sport, the military, music and business.** Success can be defined as both “the accomplishment of an aim or purpose” and “the attainment of popularity or profit.” Defining what success means to each of us is a critical starting point to realising our goals. At this event, we will be hearing from a diverse panel of successful people. They will share their thoughts on how to succeed and how achievement in one field can inspire success in others. Prepare to be inspired and challenged about what success means for you and how you can realise your vision.

**Paul Heugh** is **founder** and **Chief Executive Officer** of **Skarbek Associates**, a professional services firm that assists organisations to grow through fast and rigorous implementation of strategic initiatives. Paul and the Skarbek team are recognised experts in the execution of major programmes, and in building a highly competitive capability to deliver them. They are described by the Economist as an ‘Arsenal of Talent’. Previously he was Vice President, Global Strategic Projects for GlaxoSmithKline and before that served in the British Army.

**Gary Leboff** is a coach who applies the psychological skills of international sport to the business arena. Building on his record with Premiership footballers and top-level golfers, Gary has adapted sports-related strategies to the demands of corporate team building and motivation. Gary Leboff is a familiar face on TV: his work formed a centrepiece of BBC’s groundbreaking series ‘The Challenge’. He offers expert commentary on sporting issues on BBC1 and BBC2 and has appeared on both ITN and Channel 4 News.

**Paul Mattick** has been an academic, a world champion and Olympic rower, and now works for the Venture Capital fund manager **Oxford Capital Partners**. He believes that success is not sector-specific, dedication is transferable, and that job-specific skills can be learned. He has worked with executive management teams of major corporates, helping them to build high-performance environments, but he now primarily enjoys working with (and helping fund) innovative early-stage businesses.

**VENUE** Kent House Knightsbridge  
Rutland Gardens, London SW7 1BX  
Nearest tube: Knightsbridge

**TIME** 18:30 for 19:00

**COST** Members £25                      Members' guests (non INSEAD) £35

**REFRESHMENTS** Wine and canapés



## Scottish Group Scottish Alumni Dinner



**Friday 30 October**



The annual Scottish Alumni dinner is back! The dinner will be held at the landmark building of the Bank of Scotland on The Mound in Edinburgh. A distinctive feature of the Edinburgh skyline for more than 200 years, the elegant domed building was constructed in 1806 as the Head Office of Bank of Scotland. Today it is also the registered office and Scottish Headquarters of Lloyds Banking Group.

The evening will begin at 18:30 with a private tour of the Museum on the Mound. This is a fascinating museum which takes a fresh look at the story of money – and much, much more; art, design, technology, crime, trade and security all feature.

Dinner will follow at 19:30 in the Bryce Hall. Originally created in 1878 as the main banking hall, it was removed in renovations in 1929 before being painstakingly returned to its former glory in 2006.

<b>VENUE</b>	<b>Bank of Scotland The Mound, Edinburgh</b>
<b>TIME</b>	<b>Museum tour 18:30 – 19:30 Dinner 19:30</b>
<b>COST</b>	<b>Members £75                      Non-members &amp; guests £75</b>
<b>REFRESHMENTS</b>	<b>Dinner and wine</b>

# NOVEMBER



## Entrepreneurs' Group The Psychology of Angel Investing



**Wednesday 4 November**

This event is sponsored by **Harbottle & Lewis LLP**

Angel investing can be a minefield. Interpersonal skills and the human touch are often overlooked or underplayed. This panel will identify the areas an entrepreneur needs to consider to attract investors and the key ingredients required for an investor to make a decision. Our experts have raised millions from angel investors, made many angel investments and overseen angels investing millions. Join us for an insightful debate.

**Simon Hill** is an experienced entrepreneur, INSEAD Entrepreneur in Residence and a champion of early stage business. His current venture, the enterprise innovation software company Wazoku has raised almost £4m in angel investment in three years. Simon was previously Director of Business Development at Huddle, building it from an idea to global success.

**Anthony Littner** is a **partner** at **Harbottle & Lewis** where he provides strategic corporate and commercial advice to growing entrepreneurial businesses, angel/super angel investors and venture capital funds. He is recommended as one of the leading venture capital lawyers in the UK by The Legal 500 and Chambers & Partners directories and has seen a multitude of investments from all angles.

**Andrew Phillipps** (MBA 99) is a serial entrepreneur. He co-founded Active Hotels (now Booking.com), sold to Priceline.com; he became Priceline's CEO. He is now an angel investor in Reevo, Toptable and PayasUgym, amongst others, and holds many Chairmanships.

**VENUE** Harbottle & Lewis LLP  
14 Hanover Square, London W1S 1HP  
Nearest tube: Oxford Circus

**TIME** 18:30 for 19:00

**COST** Members £25                      Members' guests (non INSEAD) £35

**REFRESHMENTS** Wine and canapés



## Energy Group

**Alistair Philipps-Davies, CEO, SSE plc**

**Thursday 5 November**

This event is sponsored by Accenture

SSE plc (formerly Scottish and Southern Energy plc) is a British energy company based in Perth, Scotland and is listed in the FTSE 100 Index.

SSE is involved in generating and supplying electricity and gas, operating gas and telecoms networks and other services such as gas storage, E&P, contracting, connections and meters. With nearly 20,000 employees and revenues of over £30bn in 2014, SSE is one of the 'big six' utilities, which dominate the UK energy market.

**Alistair Philipps-Davies** became **Chief Executive** of SSE in 2013. He has worked in the energy industry since 1997, when he joined Southern Electric. He was appointed to the Board of SSE as Energy Supply Director in 2002, becoming Deputy Chief Executive in 2012. He leads the Executive Committee and the rest of the SSE team in the day-to-day running and operations of SSE and is responsible for implementing the strategy and policy set by the Board. Alistair has a degree in Natural Sciences and is a qualified Chartered Accountant.

Moderator: **Omar Abbosh** (MBA 95D), **Chief Strategy Officer, Accenture**

**VENUE** Oxford and Cambridge Club  
71-77 Pall Mall, London SW1Y 5HD  
Nearest tube: Green Park

**TIME** 18:30 for 19:00

**COST** Members £25                      Members' guests (non INSEAD) £35

**REFRESHMENTS** Wine and canapés

**VENUE'S DRESS CODE** Gentlemen must wear jacket and tie. Ladies must be smartly dressed. Strictly no jeans or sportswear.



## First Thursday Monthly Drinks

**Thursday 5 November**

We're meeting at the W London Lounge to mingle over an evening cocktail. This hip hotel with its ultra-modern glass façade is just off Leicester Square, a 5-minute walk from the tube. We have a private room reserved for the evening.

**VENUE** W London  
Leicester Square, 10 Wardour Street London W1D 6QF  
Nearest tube: Piccadilly Circus or Leicester Square

**TIME** From 19:00 onwards

**COST:** Free for INSEAD Alumni and guests



# Careers Group

## Sustaining a high-flying career



**Wednesday 11 November**

This event is supported by **London Capital Club**

How do you ensure long-term career survival and remain attractive to your current employer or new recruiters? Will your priorities change? A panel of top head-hunters, professional career advisors, senior executives and non-executives share their secrets for sustaining a high-flying career and warn of pitfalls along the way. Bring your career questions for an open discussion.

**Tom Delay** (MBA 88) is **Chief Executive** of the **Carbon Trust**, a world leader in advising businesses and governments on carbon emissions and low carbon technologies. He previously worked at Shell and in management consultancy with McKinsey and as Principal at A.T. Kearney's Global Energy Practice.

**Francesca Ecsery** (Harvard MBA) is a **Non-Executive Director** at Foreign Colonial Investment Trust plc, Marshall Motor Holdings plc, Share plc, Good Energy Group plc and on the Executive Committee of WACL Ltd. Previous executive experience includes McKinsey, PepsiCo, ThornEMI, Thomas Cook & STA Travel.

**Elliott Goldstein** (Chicago MBA) is **Partner, Head of Retail and Leisure Practice** at **The MBS Group**, where he specialises in NED, CEO, MD and senior functional roles across private and public companies.

**Julianne Miles** (MBA 93J) is **co-founder** of **Women Returners**, the UK experts in enabling professional women to return to senior level roles after an extended career break. Julianne retrained as a Chartered Occupational Psychologist after a parental career break following a career in corporate strategy and marketing.

**Gareth Rhys-Williams** (MBA 89D) was the **CEO** of **PHS Group plc** where he restructured the leading workplace services provider until December 2014. He was previously CEO of Charter International, (FTSE 250) until its £1.67 billion sale to Colfax Inc.; he was also CEO of Capital Safety Group Ltd, since sold to KKR, and Vitec Group.

**Ben Twynam** from the **Global Consumer Practice** at **Heidrick & Struggles** leads the UK Travel, Leisure and Hospitality Practice for Chief Executives, functional heads and other senior roles.

Moderator: **Helen Burton** (MBA 89D) **Lecturer in Remuneration, Kingston University Business School**

<b>VENUE</b>	<b>London Capital Club</b> <b>15 Abchurch Lane, London EC4N 7BW</b> <b>Nearest tube: Bank</b>	
<b>TIME</b>	<b>18:30 for 19:00</b>	
<b>COST</b>	<b>Members £25</b>	<b>Members' guests (non INSEAD) £35</b>
<b>REFRESHMENTS</b>	<b>Wine and canapés</b>	



## Doriot Distinguished Speaker Series

### Lord Simon of Highbury



**Thursday 19 November**

This event is sponsored by **Deutsche Bank**

Join us for this privileged evening with Lord Simon of Highbury, as he shares his wide experience of industry, government, banking and commerce. With a career founded on the always turbulent oil industry and more recently taking in banking, cars, and catering, he knows how the business world can change overnight. In government, his remits included the Treasury, advising the Cabinet Office and taking on the ever-topical challenges of the European Union.

**David Simon** (MBA 66) is a Director of the GDF Suez Group in Paris and an Advisory Board member of Dana Gas, and Montrose Associates. He is a member of the Board of Governors of the Institute for Government and a Trustee of the Institute for Strategic Dialogue. Previously, he has been Chief Executive and Chairman of BP, deputy chairman of the Unilever Group and a Non-Executive Director of the Bank of England, RTZ and Grandmet and a member of the advisory boards of Deutsche Bank, Allianz, Fortis and LEK, and the supervisory board of Volkswagen.

Lord Simon was appointed CBE in 1991, KBE in 1995 and entered the House of Lords in 1997, the same year in which he became Minister of State at the Treasury and Minister for Trade and Competitiveness in Europe at the DTI. He retired as a minister and from the Lords Front Bench in 1999 to become an advisor to the Cabinet Office. He was appointed to the three-man team advising on the impact of enlargement of the European Union.

<b>VENUE</b>	<b>Deutsche Bank</b> <b>Great Winchester Street, London EC2N 2DB</b> <b>Nearest tube: Liverpool Street or Moorgate</b>	
<b>TIME</b>	<b>19:00 for 19:30</b>	
<b>COST</b>	<b>Members £25</b>	<b>Members' guests (non INSEAD) £35</b>
<b>REFRESHMENTS</b>	<b>Wine and canapés</b>	



## Northern Lights in London

**Monday 30 November**



**Masterpieces from Aberdeen Art Gallery: A St Andrew's night celebration.** The Scottish Group invites you to a private London viewing at the Fleming Collection of masterworks from the Aberdeen Art Gallery, which is closed for redevelopment. Highlights include JMW Turner's watercolour Caerlaverock Castle, David Wilkie's portrait of the Duke of Wellington on the eve of Waterloo, a superb portrait by Scottish enlightenment painter, Allan Ramsay, as well as work by masters of the twentieth century including Charles Rennie Macintosh, Joan Eardley and James Cowie.

At a time when Scotland is rarely out of the political headlines, this is a unique chance to take a look at what the country has to offer in terms of high art and culture, led by James Knox, who will also seek to define what makes Scottish art unique. The Fleming Foundation owns the finest collection of Scottish art in private hands, which was built up and endowed by the Fleming banking family. Its charitable aim is to promote Scottish art and creativity outside Scotland.

**James Knox** (MBA 79), **Director**, the **Fleming Foundation**, born and brought up in Scotland. He has pursued a career as a writer, as publisher of the *Spectator* and the *Art Newspaper*, and as an art consultant. He has campaigned to save Scottish cultural assets such as Dumfries House in Ayrshire and is now in charge of regenerating the county town of Ayr. INSEAD taught him a healthy respect for cash flow, essential for his survival in the creative industries, but it also taught him the knack of creative thinking in tight corners.

His talk will be accompanied and followed by delicious drinks and canapés – a great way to celebrate St Andrew’s night. What’s not to like?

**VENUE** Fleming-Wyfold Art Foundation  
13 Berkeley Street, London W1J 8DU  
Nearest tube: Green Park

**TIME** 19:00 for 19:15 prompt tour

**COST** Members £30 Non-members £40

**REFRESHMENTS** Wine and canapés

## DECEMBER



### Private Equity Group Senior Alumni Dinner



**Tuesday 1 December**

With **Jeremy Coller**, **Founder, Chairman** and **CIO** of **Coller Capital**. Prior to founding Coller Capital in 1990, Jeremy spent five years at ICI Pension Plan, where he pioneered the acquisition of private equity secondaries and worked as a public equities investment analyst at Fidelity International Investment Management in London. In 2013, Jeremy was voted the most influential person in private equity in *Financial News*’ annual league table of the 100 most influential people in European financial markets. The publication also named him ‘Personality of the Decade’ in Europe.



Jeremy has a BSc (Hons) in Management Sciences from the University of Manchester, UMIST and a MA in Philosophy from Sussex University. He attended Carmel College and the Diplôme Cours de Civilisation Française at the Sorbonne.

**VENUE** The RAC Club  
89 Pall Mall, London SW1Y 5HS  
Nearest tube: Green Park

**TIME** 19:00 for 19:30 dinner

**COST** Members £100 Members only

**REFRESHMENTS** Dinner and wine

**LIMITED PLACES** For senior alumni. Please indicate your interest in attending by emailing [uk.events@insead.edu](mailto:uk.events@insead.edu)



### Leadership Group Leadership in the Digital Economy



**Wednesday 2 December**

This event is sponsored by Deloitte



Digital technologies are multiplying at an exhilarating rate and are now taking over whole industries and services. They force company leaders to move on from old business models and to seek and implement new ones. They affect the way we work and how we behave as customers and suppliers. Our panel of experts will discuss these digital advances and give a glimpse of how the future may look:

**Ian Footitt** (MBA 95D) is **Financial Services Strategy Partner** at **Deloitte** where he drives the development of business strategies and models in response to emerging technologies in financial services and other industries. He played a significant role in the strategy and operational development of Metro Bank in the UK, gaining a Management Consultancies Association Awards winner in the category “Technology”.

**Chris Mathias** (MBA 88D) is an entrepreneur and leader with extensive international experience in early-stage companies and company turnarounds / restructures. Previously Chris worked for Arthur Andersen and Bain & Co. He co-created and seed-funded Digital Links (impacting technology use in developing countries), CMG Partners and Arbor Ventures amongst more than 30 other companies.

**Tomaso Papetti** (MBA 09J) is **Director of Strategy** for product origination in corporate and investment banking at **Barclays**. He is involved in designing, preparing and introducing Fintech into Barclays products and the market including development and improvement of the mobile channel. Previously, he managed risk advisory projects for top tier European financial institutions at KPMG.

**Mark Read** (MBA 93D) is **WPP’s Director of Strategy** and **CEO of WPP Digital**. He has been a member of the Board of WPP since 2006. Mark’s responsibilities include the development of WPP’s strategy, its relationship with key clients and enhancing cooperation across the Group. His primary focus is strengthening digital capabilities across all WPP’s operating companies

Moderator: **Gaby Glasener-Cipollone** (MBA 93D) **Managing Director, Cirrus Consulting**

**VENUE** Deloitte  
Stonecutter Court, London EC4A 4TR  
Nearest tube: Chancery Lane

**TIME** 19:00 for 19:30

**COST** Members £25                      Members’ guests (non INSEAD) £35

**REFRESHMENTS** Wine and canapés



## Christmas Drinks

### Monday 7 December

Join us at the elegant Bulgari Hotel with its contemporary architecture and interiors incorporating Bulgari’s legendary flair for design for our last lively social event of the year. In true INSEAD style it will be an evening of invaluable networking, informal socialising and great conversation in the lead up to Christmas.

**VENUE** Bulgari Hotel  
171 Knightsbridge, London SW7 1DW  
Nearest tube: Knightsbridge

**TIME** 19:00

**COST** Members £45                      Members’ guests (non INSEAD) £55

**REFRESHMENTS** Wine and canapés

# CONTACTS

<b>President:</b>	Paul SKIPWORTH (MBA 95J) <b>uk.president@insead.edu</b>
<b>Manager:</b>	Liz McCARTEN (Wednesdays and Thursdays only) <b>uk.manager@insead.edu</b> Tel. +44 20 3206 1151
<b>Events:</b>	Katie ARQUATI INSEAD Alumni Association UK Ltd Longcroft House Business Centre 2/8 Victoria Avenue London EC2M 4NS <b>uk.events@insead.edu</b> Tel. +44 20 3206 1151

## MANAGEMENT COMMITTEE

Rebecca HANLEY (MBA 09J) VP, Finance  
**uk.treasurer@insead.edu**

Marwan EL-HAKIM (MBA 06J) VP, Technology

Claudia FERNANDES (MBA 13D) Joint VP, Social Media

Ed JACKSON (MBA 10D) VP, Initiatives

Aditi KIBE (MBA 14J) Joint VP, Social Media

Gaelle LAMOTTE (MBA 94D) Joint VP, Annual Events

Charlotte MASON (EMBA 07D) VP, Clubs and Sectors

Hala SAAD (MBA 14J) Joint VP, Annual Events

Paul SANDERS (MBA 06D) VP, Sponsorship

Peter WOOLSEY (MBA 63) VP, Distinguished Speaker Series

Committee members can be contacted via **uk.manager@insead.edu**

# BOOKING FORM: Autumn 2015

Book online for our events: [iaauk.eventbrite.com](http://iaauk.eventbrite.com) to pay by credit/debit card.

Please indicate in the boxes below, the number of places you would like for each event and return this section of the form, together with a cheque made payable to **INSEAD Alumni Association UK Ltd**, to our address below.

<b>First Thursday Monthly Drinks</b>		<b>Thursday 3 September</b>	
		Registration required	<input type="checkbox"/>
<b>Paolo Bertoluzzo, Group CCO &amp; COO, Vodafone</b>		<b>Tuesday 8 September</b>	
Members £25	<input type="checkbox"/>	Members' guests (non INSEAD) £35	<input type="checkbox"/>
<b>Annual General Meeting</b>		<b>Saturday 12 September</b>	
Members only		Registration required by 8 Sept	<input type="checkbox"/>
<b>Roundtable dinner series</b>		<b>Wednesday 23 September</b>	
Members £52		Members only	<input type="checkbox"/>
<b>Financial Services 2.0</b>		<b>Thursday 24 September</b>	
Members £25	<input type="checkbox"/>	Members' guests (non INSEAD) £35	<input type="checkbox"/>
<b>Chris North, MD, Amazon.co.uk</b>		<b>Wednesday 30 September</b>	
Members £25	<input type="checkbox"/>	Members' guests (non INSEAD) £35	<input type="checkbox"/>
<b>First Thursday Monthly Drinks</b>		<b>Thursday 1 October</b>	
		Registration required	<input type="checkbox"/>
<b>Start-up Express – a speed-legal surgery for start-ups</b>		<b>Wednesday 7 October</b>	
Members £25	<input type="checkbox"/>	Non-members £40	<input type="checkbox"/>
<b>Entrepreneurs' Group: Business Angels</b>		<b>Wednesday 7 October</b>	
Members £25	<input type="checkbox"/>	Non-members £40	<input type="checkbox"/>
<b>Resilience precedes brilliance?</b>		<b>Thursday 8 October</b>	
Members £25		Members' guests (non INSEAD) £35	
<b>Cognac and cigar pairing</b>		<b>Tuesday 13 October</b>	
Members £40	<input type="checkbox"/>	Non-members £45	<input type="checkbox"/>
<b>Real Estate networking drinks</b>		<b>Wednesday 14 October</b>	
Members £35	<input type="checkbox"/>	Non-members £45	<input type="checkbox"/>
<b>Tactical Opportunities Funds</b>		<b>Thursday 15 October</b>	
Members £25	<input type="checkbox"/>	Members' guests (non INSEAD) £35	<input type="checkbox"/>
<b>Dare to Succeed</b>		<b>Thursday 22 October</b>	
Members £25	<input type="checkbox"/>	Members' guests (non INSEAD) £35	<input type="checkbox"/>
<b>Scottish Alumni Dinner</b>		<b>Friday 30 October</b>	
Members £75	<input type="checkbox"/>	Non-members £75	<input type="checkbox"/>
<b>The Psychology of Angel Investing</b>		<b>Wednesday 4 November</b>	
Members £25	<input type="checkbox"/>	Members' guests (non INSEAD) £35	<input type="checkbox"/>

## Alistair Philipps-Davies, CEO, SSE plc

Members £25

Thursday 5 November

Members' guests (non INSEAD) £35

## First Thursday Monthly Drinks

Thursday 5 November

Registration required

## Sustaining a high-flying career

Members £25

Wednesday 11 November

Members' guests (non INSEAD) £35

## Distinguished Speaker – Lord Simon of Highbury

Members £25

Thursday 19 November

Members' guests (non INSEAD) £35

## Northern Lights in London

Members £30

Monday 30 November

Non-members £40

## Private Equity Dinner

Please register your interest at [uk.events@insead.edu](mailto:uk.events@insead.edu)

Tuesday 1 December

## Leadership in the Digital Economy

Members £25

Wednesday 2 December

Members' guests (non INSEAD) £35

## Christmas Drinks

Members £45

Monday 7 December

Members' guests (non INSEAD) £55

**Booking Policy:** Please book as early as possible as events do sell out. **We can only admit you if you have booked and pre-paid for an event.** To qualify for a **credit to use towards a future event, or full refund**, cancellations must be received at least **six working days before the event.** We do not send tickets unless security demands it. We will contact you if the event is full and we cannot accept your booking.

**Names (guests) and events:**

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Please enclose a cheque made payable to **INSEAD Alumni Association (UK) Ltd**  
for £\_\_\_\_\_ along with the completed booking form.

Please return your completed form and payment to:

INSEAD Alumni Association UK

Longcroft House Business Centre

2/8 Victoria Avenue, London EC2M 4NS

Telephone +44 20 3206 1151

Email: [uk.events@insead.edu](mailto:uk.events@insead.edu)



Smartphone users scan  
here to book tickets

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United Kingdom