



.....  
THIS WEBINAR WILL START IN  
.....





# **RÉSULTATS ET ACTIVITÉS 2019/ 2020**

## **MARDI 24 NOVEMBRE 2020**

# WEBINAR ETIQUETTE

.....  
Audience is muted

.....  
Please use the Chat tab to suggest questions  
for the speakers

.....  
The webinar is being recorded

.....  
For technical issues, e-mail  
[contact@inseadalumni.fr](mailto:contact@inseadalumni.fr)

.....  
This webinar will be in French and in English  
.....

**3'881**  
MBA/EMBA

**3'182**  
EDP, others

**7'063**  
Alumni  
in France

**IAAF:**

**150**  
Volunteers

**30**  
Clubs

**4**  
Centers of Expertise

**2**  
Transversal topics

**FROM 100 TO 150!**  
CLOSER TO YOU

Welcome to our new 50  
volunteers.

They are mostly involved in  
our Businesss & Society  
and our Career  
Development CoEs.

**150**  
**volunteers**



# AN EXTRAORDINARY YEAR IN A DIFFICULT ENVIRONMENT

- Our membership inflow dropped to zero for 6 weeks mid-March with the lockdown,
- We pivoted all our events to zoom mode in a week and reached out to more Alumni,
- Closed our office and asked our team to work in remote mode,
- Had unhappily to reduce the working time and therefore the cost of our staff,
- Were able to gain back most of the lost ground in membership (1912 vs. 1990),
- And finished the year with a better P&L and cashflow than 2019!

## AN EXTRAORDINARY YEAR IN A DIFFICULT ENVIRONMENT

- Career and Solidarity Center of Expertise (CoE) has continued to innovate and to adapt to the new environment: Mentorship, Coaching, Interim Management, Leadership Masterclasses with the Boston Consulting Group...,
- New Business & Society CoE has innovated with the Summer Blog, the Global INSEAD Day webinar, the Next Normal Perspective Think Tank, ... attracting more than fifty new volunteers,
- Entrepreneurship CoE has increased its penetration even to other countries from Dubai to USA and its Business Angels have invested more than 1M€ into 9 start-ups. A new platform has been also created: INSEAD Alumni France Ventures for Alumni investors,
- Digital CoE has launched the “Digital Transformation Series” with McKinsey.

## AN EXTRAORDINARY YEAR IN A DIFFICULT ENVIRONMENT

- Corporate CoE has continued to organize value added events with top speakers and welcomed new clubs: Insurance and Future of Work,
- Our regional alumni clubs are now back not only because of the remote events but also because of a more comprehensive effort to support them,
- Young alumni Ambassadors, two of them being present in our ExCo, have animated our “Social media” and special social events more focused on the family of our young alumni
- Random Dinners and Random Aperos.



# AN EXTRAORDINARY YEAR WITH A RECORD LEVEL OF +320 ACTIVITIES

- **CoE CORPORATE**

**33** événements

- **CoE BUSINESS & SOCIETY**

**2** workshops + **10** événements avec d'autres clubs + **5** Nouvelles initiatives

- **CoE ENTREPRENEURSHIP**

**27** événements + **30** permanences Swiss Knife

- **CoE NETWORKING**

**24** événements

- **CoE RÉGIONS**

**16** événements

- **1 Grand Événement**

(Global INSEAD Day)

- **11 Événements partenaires**

## **CoE CAREER**

### **DEVELOPMENT & SOLIDARITY**

**1 311** Inscrits aux ateliers permanences) et

**5** conférences

**63** ateliers Thématiques

**12** ateliers INSEAD Networking for Job

**135** permanences carrière pour 108 Alumni reçus



Career

Entrepreneurship

Corporate

Networking

Digital

Business & Society

# BUSINESS & SOCIETY

Career

Entrepreneur-  
ship

Corporate

Networking

Digital

Business & Society



# CENTRE OF EXPERTISE

## Business & Society



### AWARENESS

#### Events of our Clubs

- Africa
- Energy
- Luxury & consumer good
- Career
- Pitch Lab
- Wharton Alliance
- Women in Business
- Finance
- Future of work
- Insurance

#### The Annual Essentials



### ADVOCACY

#### Learning Expedition at ChangeNOW

#### Flash Impact Summer Blog

**SWITCH Videos Series** with inspiring entrepreneurs who have put impact as core element of their strategy



### ACTION

#### Hidden talents

#### Community Impact Challenge (CIC)

- No single use plastic (2019)
- Sustainable Food habits (2020)

#### #SDG SMART Labs

- SDG Activation Lab for businesspeople
- SDG Governance Lab for board members



### Next Normal Perspectives Think Tank

During the unprecedented period of the first lockdown, a group of alumni exchanges prospective thoughts, invites the French alumni community to participate via a survey and produces a white paper - Conclusions shared at Essentials N°1 on 7/10/2020

# BUSINESS & SOCIETY THROUGHOUT ALL OUR CLUBS

- **Return on Character Leadership as a Force for Good (and Good Business)** - Antoine Tirard - Career
- **Cibler la base de la pyramide: opportunités business & enjeux** - Solenn Marquette - Club Afrique
- **53rd Pitch Lab - Special B&S-** Yves Morel, Tarek Kamoun, Sébastien Barthelemy, Marion Pelletier
- **Courbet, la joaillerie écologique ou comment disrupter la Place Vendôme** - Sophie Boyer Chammard - Marie-Laure Mine - club RCLG
- **Business à Impact – Comment le Financer ?** - Sophie Boyer Chammard, Patrick Giry-Deloison - FITT - Club Finance
- **55th PITCH LAB : Impact & COVID - Do Something Great** - Yves Morel, Tarek Kamoun, Sébastien Barthelemy, Marion Pelletier
- **Le rôle des assurances en période de covid pour sortir de la crise** - Minh Tran-Club Assurance
- **Le télétravail comme nouvelle norme ?** Solenn Marquette - Club Future of Work
- **Post-covid: perspectives d'une entreprise à mission** » with Pascal Demurger, DG MAIF - Minh Tran – Club Assurance
- **From Untouchable to Unstoppable with Megha Malagatti** – Wharton Alliance



# LEARNING EXPEDITION CHANGENOW

+ 5 volunteers  
And 3 partnerships



# SDG SMART LABS

## SUSTAINABLE DEVELOPMENT GOALS

### SDG Activation Lab

for alumni who wish to start engaging in business for good in their day job.

### SDG Governance Lab

for Board members who wish to steer their company towards business for good!



+ 5 volunteers



# Flash Impact Summer Blog



## FLASH IMPACT

By INSEAD Alumni Association France | The Business & Society Summer Blog

[POSTS](#) [LIKES](#) [FOLLOWING](#) [ABOUT](#) [CONTRIBUTORS](#) [ARCHIVE](#)

See our blog here: <https://flash-impact-for-good.tumblr.com/>

30 articles  
+ 25 volunteers

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**AWARENESS  
ADVOCACY  
ACTION  
And**

**ALUMNI SHARING  
CONVICTIONS!**

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# SWITCH - VIDEO SERIES

SWITCH is a video series with inspiring individuals who switched to engage in Business For Good

1st opus with Eva Sadoun

Launch at the Global INSEAD DAY  
available to all alumni in the world



+ 5 volunteers



[shorturl.at/vN037](https://shorturl.at/vN037)

**AWARENESS  
ADVOCACY  
ACTION  
And  
ALUMNI INSPIRATION!**

# THE NEXT NORMAL PERSPECTIVES

A THINK TANK

A WHITE PAPER

AN ESSENTIALS CONFERENCE

... AND MORE TO COME!

AND MOSTLY: A NEED TO DEBATE AND SHARE!

#1 OPENING SESSION OF THE 2020 ESSENTIALS  
| NEXT NORMAL PERSPECTIVES 07/10/2020 <https://youtu.be/B60VdiMOCiM>



THE NEXT NORMAL PERSPECTIVES  
THINK TANK



# PURSuing AND SUPPORTING INITIATIVES



## Hidden Talents

Allow businesses to recruit rare talents amongst qualified refugees

## Community Impact Challenges

- No single use plastic challenge
- Sustainable food habits



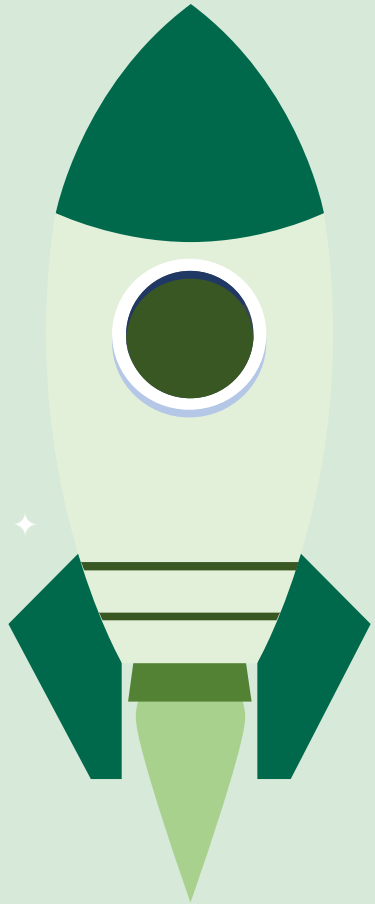
## Grandes Ecoles au Féminin

## Women In Business





# BUSINESS & SOCIETY



A topic that:

- has taken off!
- federates our Alumni
- involves more than 50 new volunteers
- helps our model evolve

But there is so much more to do!

Don't hesitate to join!



# CAREER

Career

Entrepreneur-  
ship

Corporate

Networking

Digital

Business & Society



# CAREER JOURNEY



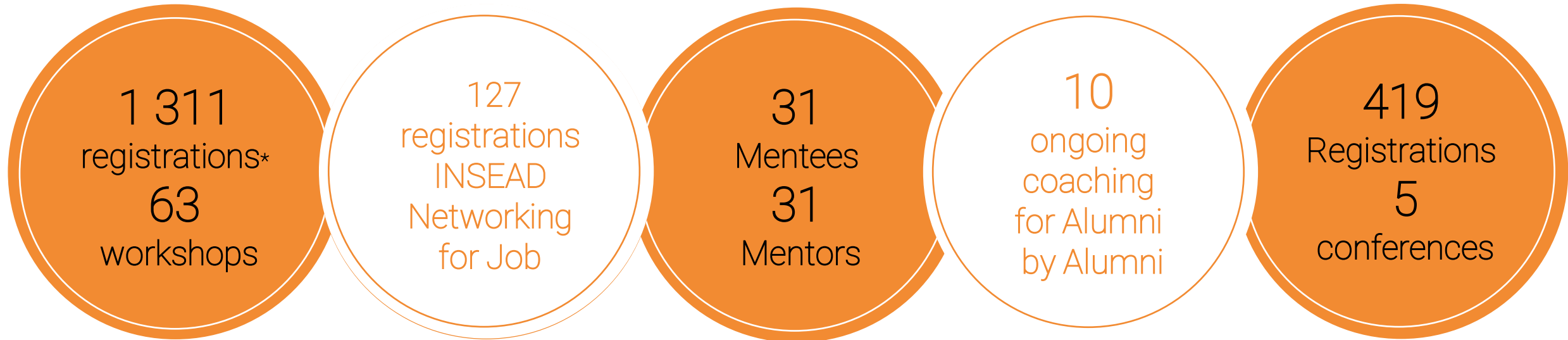


# NEW IN 2019/2020

- Interim Management club | 2 conferences | 10 workshops | 230 participants | AC. Martel (MBA'93D), B. Valla (MBA'96D), E. Glogowski (MBA'05J)
- Career Strategic Board provides advises on career activities of the IAAF ; 1st priority: excellence in career transitions  
A. Wittenberg-Cox (MBA'84D), J. Dekker (MCCC'13Mar, CCC'06Dec), E. Lavin (MBA'04J), L. Verre (MBA'14J), A. Hassan (MBA'88D)
- Partnership with BCG on Leadership  
Fanny Potier (MBA'01D)
- Career discovery after work targeting young alumni
- New workshops:  
Parler positivement d'une rupture professionnelle;  
Pitching yourself  
Mobilize your best resources to face uncertainty with agility



# FIGURES / 2019/2020



*\* Increased by a multiple of 3 compared to 2019*

135  
One to One Career Sessions



# CAREER PRIORITIES / 2021

1

**Reinforce collaboration with school  
CDC and CDWP**

2

**Excellence in career transitions:**  
A series of fireside chats with the members  
of the Career Strategic Board

3

**Leadership Masterclasses with BCG**

4

**Invent our offer to support MIM Alumni**

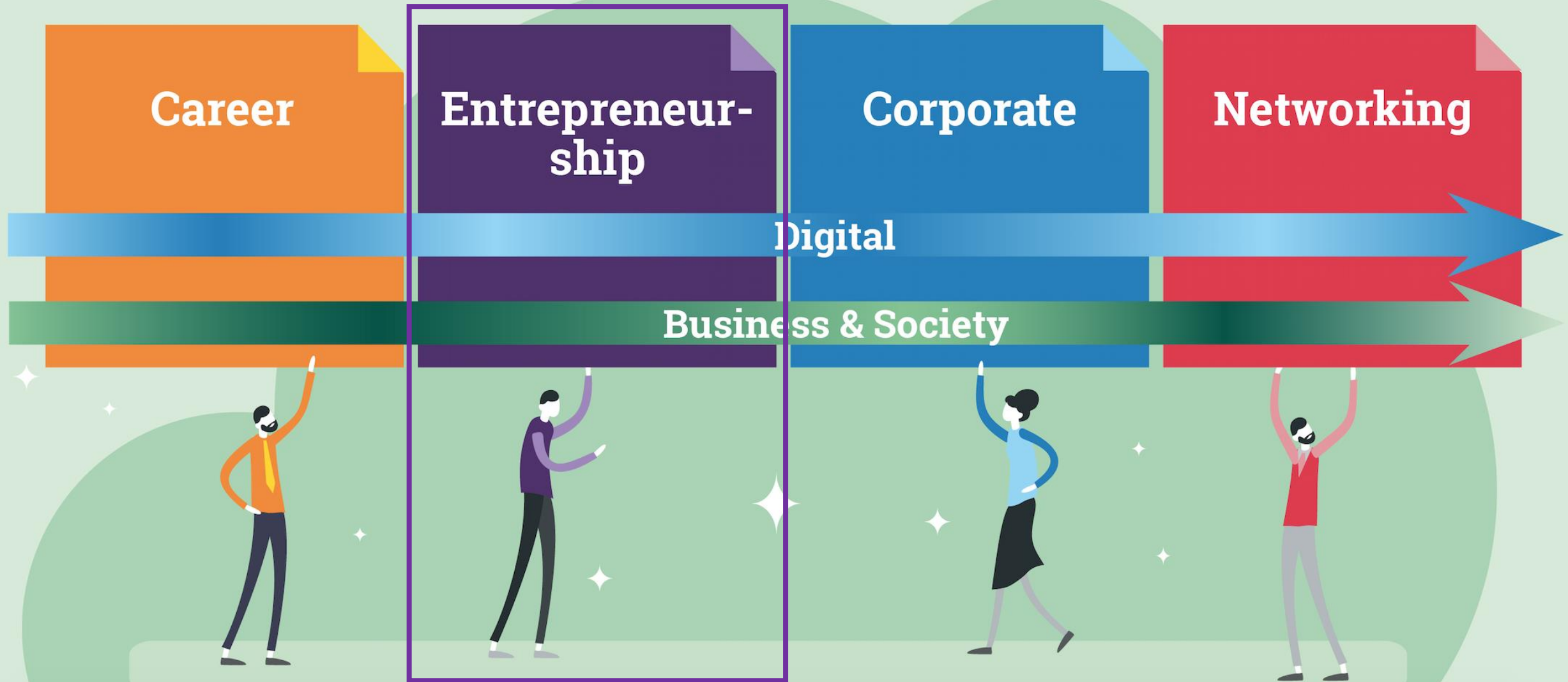
5

**Support entrepreneur on soft skills  
(Co development cycle)**

6

**New workshops:**  
Storytelling  
Improve your practice in networking

# ENTREPRENEURSHIP



**Apero-Entrepreneur**



### **Startup Club Pitch Lab**

Preparing INSEAD Alumni startups to pitch for raising funds.

### **Business Angels Club**

INSEAD Alumni investing in startup companies (INSEAD-led or not).

### **Take Over Club**

Everything about acquiring a company.

**Swiss Knife**



## **FROM VISION TO CREATION TO EXIT**

### **Business Lab**

To discover, brainstorm and exchange around startup ideas and entrepreneurial projects. To advise and give-back to INSEAD entrepreneurs.

### **Founder Finder Club**

Meet the co-founder you are looking for from INSEAD Alumni or other Business Schools alumni. We bring together some of the smartest, coolest, and exciting people to help you find your next partner.

### **Hacking Growth Club**

Following a "start", there should be some "growth"! Preferably fantastic growth; but how? Why and how? Meet worldwide leaders to share (some of) their secrets.

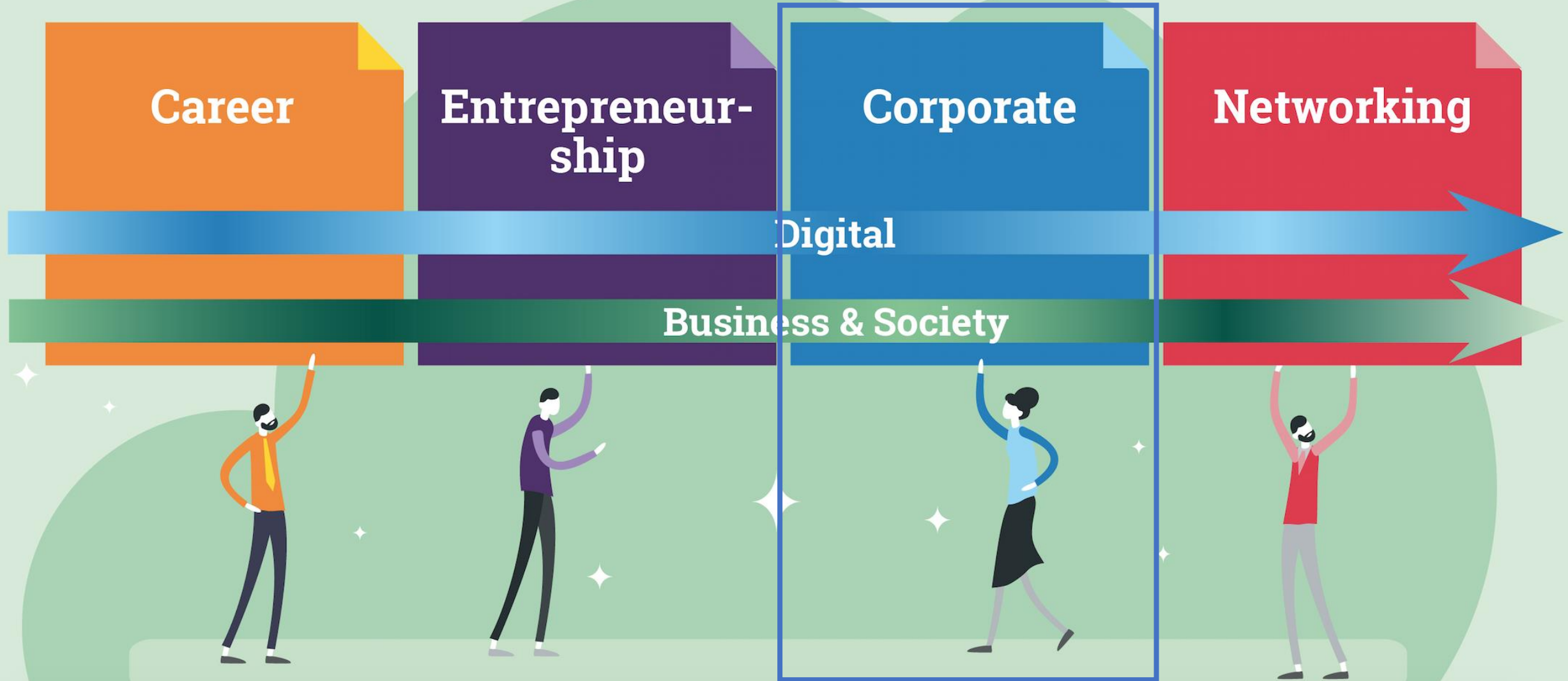
### **Owner Manager Club**

Club for owners & managers of multi-M€ private companies.

**INSEAD Alumni France Ventures**



# CORPORATE CLUBS AND DIGITAL



# CORPORATE & DIGITAL CLUBS

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In 2019/ 20,  
they welcomed  
inspiring speakers  
including  
Nicolas Brusson  
(BlaBlaCar), Jennifer  
Petriglieri (INSEAD), Jean-  
Frédéric de Leusse (UBS),  
etc.

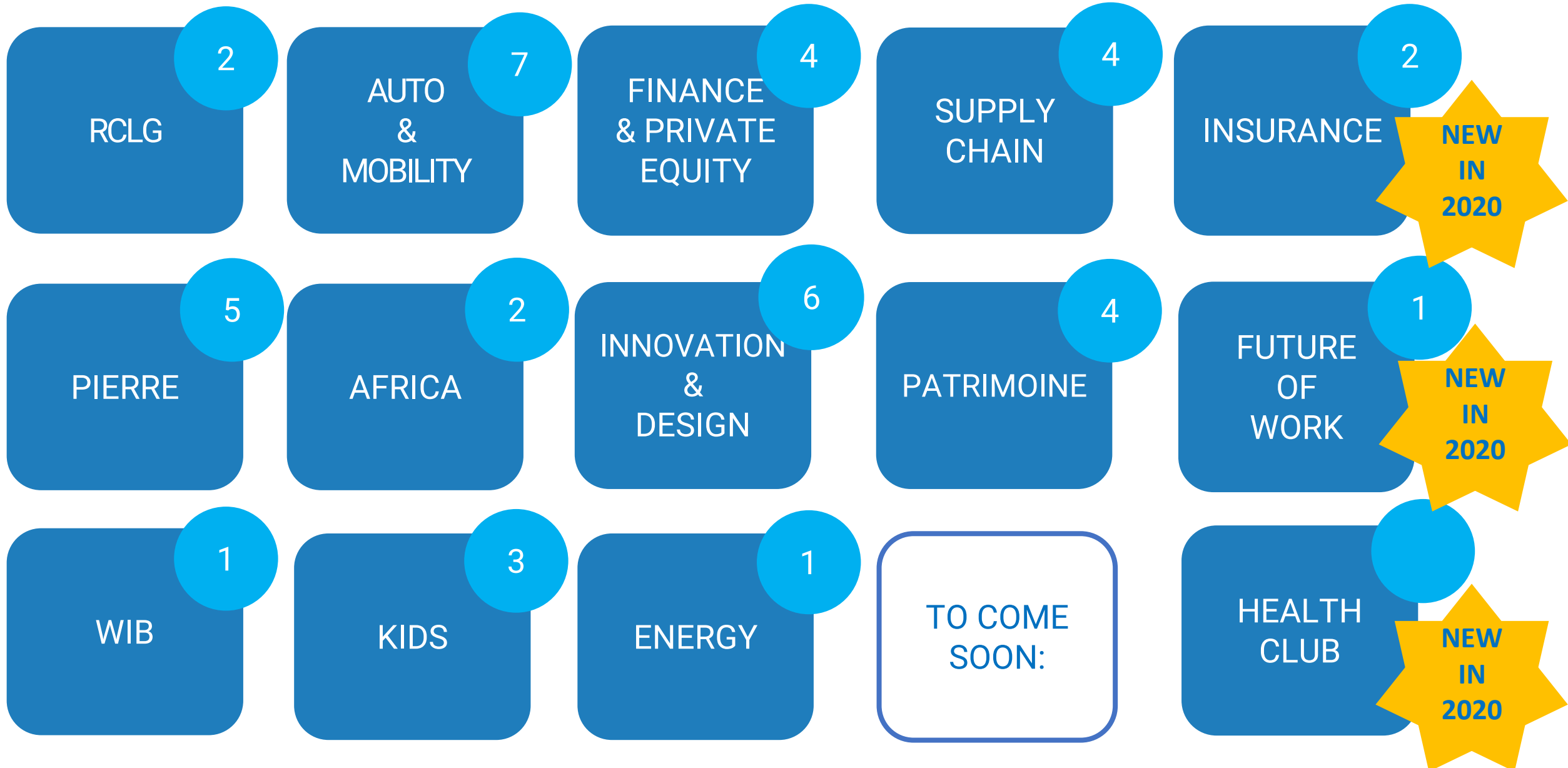


**33** Events

**12** active clubs

**2600** registrations

# CORPORATE & DIGITAL CLUBS SINCE September 2019



# AFFILIATED CLUBS AND PARTNERSHIPS

Club de l'Economie Le Monde

Cercle des Administrateurs

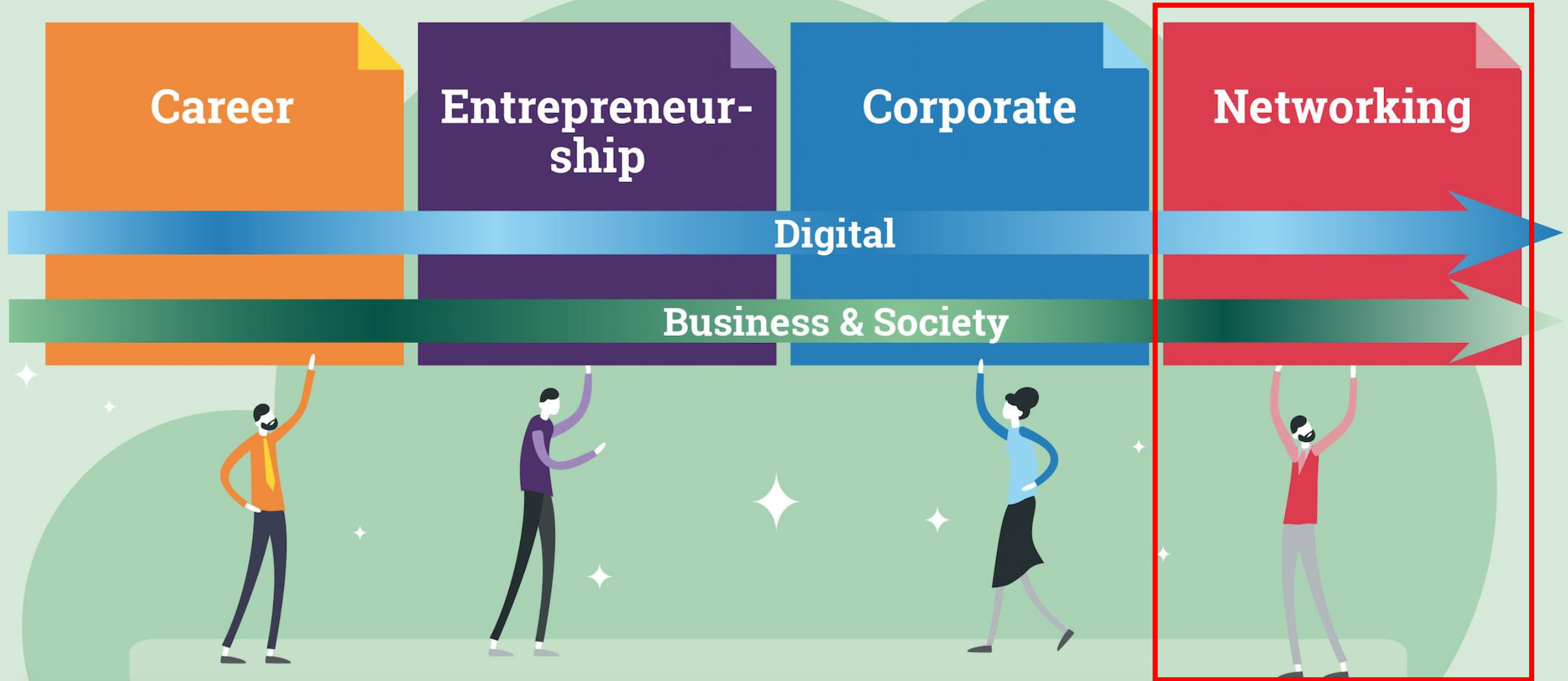
G9+

Grandes Ecoles au Féminin

Alliance INSEAD Wharton

Stanford Club of France

# NETWORKING





# REGIONAL CLUBS

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MIDI-  
PYRENEES

RHONE  
ALPES

REGION  
SUD

HAUTS DE  
FRANCE

# NETWORKING CLUBS

1

RANDOM  
DINNER

13

INSEAD ARTS

3

WINE  
CLUB

JUBILADOS  
CLUB

1

LA BRIOCHE

6

RANDOM  
APERIO

NEW

SALAMANDER  
GOLF  
SOCIETY

SALAMANDER  
SAILING  
SOCIETY

SUSTAINABLE  
HUNTING  
CLUB

2

CONCERT

# YOUNG ALUMNI

## WHAT DO WE DO? 2019-20

Cross pollination between INSEAD students, young Alumni and the whole INSEAD community:

- Young Alumni Career initiative
- Social events: Random Aperero
- Clubs
- Summer Blog
- Social Media





# CLASS-REPS ET CO-REPS

## Principe et objectifs :

Assister les délégués de promotion (« Class Reps »)

*Maintien du lien au sein de chaque promotion (en France).*

Relayer informations et bonnes pratiques

*IAA  $\leftrightarrow$  Promotions*

## Projets pour 2021 et au delà :

Class reunions à Fontainebleau.

*Co-construction/ animation avec l'INSEAD*

Promotions « orphelines », AMP, EMBA, IEP etc...

*Susciter des vocations de Class Reps*

Réunion plénière des Class Reps.



INSEAD Alumni Fund

# IAF France Ambassadors



Claire  
Behar  
BFC'15



Eric  
François  
MBA'88J



Nourdin  
Hadj-  
Larbi  
MBA'08D



Lev  
Kundin  
MBA'88J



# INSEAD and COVID-19

- Executive education projects frozen
- MBA'21J: 310 (75% in Fontainebleau)
- Overall revenues down by 25%
- Fontainebleau Campus renewal project on hold





# Giving Results France 2020

- Giving Day donors = **280**
  - *up 24%*
- French Scholarship = **838k€**
  - *vs. goal 1,250M€*



Merci !

# INSEAD French Alumni Endowed Scholarship



Eric  
Atega  
*MBA'20D*



Ines  
Terki  
Hassaine  
*MBA'21J*



Thomas  
Nivard  
*MBA'20D*

Merci !

give.insead.edu



A FORCE  
FOR GOOD

The Campaign  
for INSEAD

#INSEADforGood  
forceforgood.insead.edu

# COMPTES ANNUELS BUDGET

# COMPTES DE RESULTATS 2019-2020

	2017-2018 réel	2018-2019 réel	2019-2020 budget	2019-2020 réel
<b>RECETTES</b>				
Cotisations membres et bienfaiteurs	241 096	256 149	247 000	239 225
Nombre de cotisants	1 807	1 990	1 900	1 912
Ticket moyen	133	129	130	125
Contribution de soutien				5 520
	<b>241 096</b>	<b>256 149</b>	<b>247 000</b>	<b>244 745</b>
Recettes brutes des activités (Clubs, Activités Carrière)	80 760	69 435		64 219
Recettes brutes Global INSEAD Day	4 707	4 018		7 986
Recettes brutes Essentials ou INSEAD Alumni Forum		30 900		
<b>TOTAL RECETTES</b>	<b>326 563</b>	<b>360 502</b>		<b>316 950</b>
Total des dépenses des activités (Clubs, Activités Carrière)	(47 449)	(34 173)		(31 839)
Total des dépenses Global INSEAD Day	(9 309)	(13 153)		(22 953)
Total des dépenses Essentials ou INSEAD Alumni Forum		(30 251)		
Résultat activités (Clubs, Activités Carrière)	33 310	35 262	30 000	32 380
Résultat Global INSEAD Day	(4 601)	(9 135)	(5 000)	(14 966)
Résultat Essentials ou INSEAD Alumni Forum	0	649	0	
<b>TOTAL PRODUITS D'EXPLOITATION</b>	<b>269 805</b>	<b>282 925</b>	<b>272 000</b>	<b>262 159</b>
<b>CHARGES</b>				
Fonctionnement secrétariat/bureau				
Personnel	(169 522)	(163 482)	(165 000)	(160 393)
Immeuble, impôts fonciers, EDF	(12 797)	(13 164)	(12 000)	(11 681)
Téléphone, internet, Zoom	(6 843)	(5 190)	(5 000)	(3 697)
Informatique et petits matériels	(5 001)	(20 488)	(7 000)	(3 685)
Expert comptable	(7 080)	(8 000)	(7 500)	(8 340)
Autres	(10 346)	(15 549)	(17 000)	(14 724)
Affranchissements/communication/divers	(1 092)	(2 750)		(336)
Assemblée Générale	(2 285)	(4 737)	(5 000)	(4 974)
Cotisation IAA	(19 624)	(18 146)	(20 000)	(16 156)
Charges financières	(2 005)	(1 460)	(3 500)	(1 319)
Dotations aux amortissements et provisions	(17 565)	(9 227)	(10 000)	(6 783)
Produits (prestation CDA)	9 819			7 259
Charges non récurrentes	(35 645)			
<b>TOTAL CHARGES</b>	<b>(279 986)</b>	<b>(262 193)</b>	<b>(252 000)</b>	<b>(224 829)</b>
<b>RÉSULTAT DE FONCTIONNEMENT</b>	<b>(10 181)</b>	<b>20 732</b>	<b>20 000</b>	<b>37 329</b>
<b>RÉSULTAT FINANCIER</b>				
Résultat cessions titres & intérêts	0	0		0
<b>RÉSULTAT</b>	<b>(10 181)</b>	<b>20 732</b>	<b>20 000</b>	<b>37 329</b>
<b>Résultat hors INSEAD Alumni Forum</b>				
<b>Résultat hors Charges non récurrentes</b>	<b>25 464</b>			

# ACTIVITÉS CARRIÈRE, CLUBS & GROUPE

	2017-2018	2018-2019	2019-2020
Ateliers Carrières	5,0	8,8	8,8
Apero-Entrepreneurs	0,7	0,7	0,6
Club Afrique	3,1	1,3	1,3
Club Business & Society		0,4	0,2
Club Économie	3,6	2,6	0,0
Club Énergie	0,8	2,0	0,8
Club Finance & Private Equity	2,7	3,7	4,2
Club Gestion Patrimoine	0,8	0,7	0,3
Club Hacking Growth Club et Verticale	0,4	4,1	1,3
Club Innovation	2,8	8,7	4,9
Club Luxury & Fashion	2,7	2,5	0,7
Club Take Over	1,1	(0,1)	(0,2)
Club Théâtre & Arts	1,1	0,1	0,1
Club Women in Business		0,6	
Digital Series			3,1
Insead Business Angels	4,6	4,0	3,8
Insead Kids	1,6	0,6	0,2
Insead Pierre	0,6	2,4	1,2
Owners Club			0,9
TMT	0,4	1,0	
Pluris	(0,7)	0,0	
Wine Club	0,2	0,1	(1,3)
Social Innovation & Entrepreneurs club	1,2	0,9	0,0
Start-up club	1,7	1,0	0,9
Événements Divers	(2,0)	(10,6)	0,7
<b>Total résultats des Clubs</b>	<b>33,3</b>	<b>35,3</b>	<b>32,4</b>



# BILAN

## Au 31 août 2020

ACTIF	Brut		N Net	N-1 Net
IMMOBILISÉ				
Locaux	365 000,00	57 903,00	307 097	310 747
Agencements constructions	69 217,00	68 706,00	511	848
Agencements divers	25 301,00	8 831,00	16 470	19 253
Matériel de bureau	25 216,00	25 216,00	0	0
Dépôts et cautionnement	459,00	0,00	459	459
	485 193,00	160 656,00	324 537	331 307
DÉBITEURS DIVERS				
Produits à recevoir			13 208	6 922
Personnel – avance			0	0
Charges constatées d'avance			550	8 362
			13 758	15 284
RÉALISABLE OU DISPONIBLE				
Titres				
Sicav (cours d'achat)				
Banque			228 816	142 692
Caisse			145	145
			228 961	142 837
TOTAL GÉNÉRAL			567 256	489 428

PASSIF	N	N -1
<b>RÉSULTAT</b>		
Antérieurs	394 555	373 822
Excédent de l'exercice	37 329	20 732
	<b>431 884</b>	<b>394 554</b>
<b>DETTES AUPRÈS ETS CRÉDIT</b>		
Emprunts	0	2 553
<b>PROVISIONS POUR CHARGES</b>		
Travaux immeuble et bureau	22 600	22 600
Création site internet	6 030	6 030
	<b>28 630</b>	<b>28 630</b>
<b>DETTES</b>		
Fournisseurs	86 984	29 497
Rémunérations dues	1 666	1 515
Organismes sociaux	3 376	5 155
Charges à payer	5 012	3 840
Créditeurs divers	9 704	8 599
Produits constatés d'avance	0	15 085
	<b>106 742</b>	<b>63 691</b>
<b>TOTAL GÉNÉRAL</b>	<b>567 256</b>	<b>489 428</b>



	2018-2019 réel	2019-2020 réel	2020-2021 budget
<b>RECETTES</b>			
Cotisations membres et bienfaiteurs	256 149	239 225	230 000
	<b>256 149</b>	<b>244 745</b>	<b>230 000</b>
Résultats Activités (Clubs, Activités Carrière)	35 262	32 380	10 000
Résultats Global INSEAD Day	(9 135)	(14 966)	
Résultats Essentials ou INSEAD Alumni Forum	649		
<b>TOTAL PRODUITS D'EXPLOITATION</b>	<b>282 925</b>	<b>262 159</b>	<b>240 000</b>
<b>CHARGES</b>			
Fonctionnement secrétariat/bureau			
Personnel	(163 482)	(160 393)	(167 000)
Immeuble, impôts fonciers, EDF	(13 164)	(11 681)	(12 000)
Travaux immeuble			0
Téléphone, internet	(5 190)	(3 697)	(5 000)
Informatique et petits matériels	(20 488)	(3 685)	(5 000)
Expert comptable	(8 000)	(8 340)	(7 500)
Autres	(15 549)	(14 724)	(14 000)
Sous-total fonctionnement secrétariat/bureau	(225 873)	(202 520)	(210 500)
Routage			
Affranchissements			
Communication/divers	(2 750)	(336)	
Assemblée Générale	(4 737)	(4 974)	(5 000)
Cotisation IAA	(18 146)	(16 156)	(16 000)
Charges financières	(1 460)	(1 319)	(1 500)
Dotations aux amortissements et provisions	(9 227)	(6 783)	(7 000)
Produits divers (prestation CDA)		7 259	
Charges non récurrentes			
<b>Total charges</b>	<b>(262 193)</b>	<b>(224 829)</b>	<b>(240 000)</b>
<b>RÉSULTAT DE FONCTIONNEMENT</b>	<b>20 732</b>	<b>37 329</b>	<b>0</b>
<b>RÉSULTAT FINANCIER</b>			
Résultat cessions titres & intérêts	0	0	
<b>RÉSULTAT</b>	<b>20 732</b>	<b>37 329</b>	<b>0</b>
<b>Résultat hors INSEAD Alumni Forum</b>			
<b>Résultat hors charges non récurrentes</b>			

# PROJET DE BUDGET 2020-2021



**#1**

## **NEXT NORMAL BUSINESS PERSPECTIVES**

OCTOBER 7<sup>TH</sup> 2020



sponsored by



**#2**

## **LEADERSHIP FOR SUSTAINABILITY**

NOVEMBER 5<sup>TH</sup> 2020



sponsored by



**#3**

## **INCLUSIVE LEADERSHIP**

DECEMBER 8<sup>TH</sup> 2020



sponsored by



**#4**

## **FUTURE OF WORK**

JANUARY 19<sup>TH</sup> 2021



sponsored by





NOS SPONSORS ET  
PARTENAIRES

WHAT ARE  
WE  
PLANNING  
FOR 2021?

IAAF transition until  
June 2021 the latest

Welcome to  
Jean-Marc Liduena  
Sébastien Barthélémy  
Jean-Marc Lechêne