



.....

THIS WEBINAR WILL START IN

.....



WEBINAR ETIQUETTE

.....
Please rename yourself with Fname/ Lname/
Audience is muted
.....

Please use the Q&A box to suggest questions
for the panelists.....

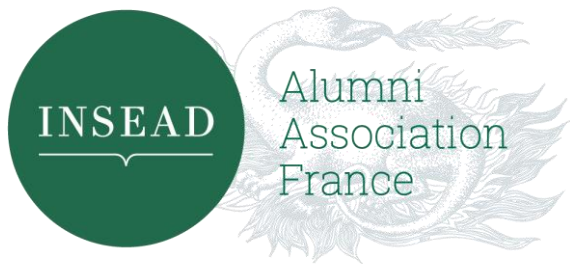
The webinar is being recorded
.....

For technical issues, e-mail
contact@inseadalumni.fr

The GA will be in French and in English
.....

IN MEMORIAM

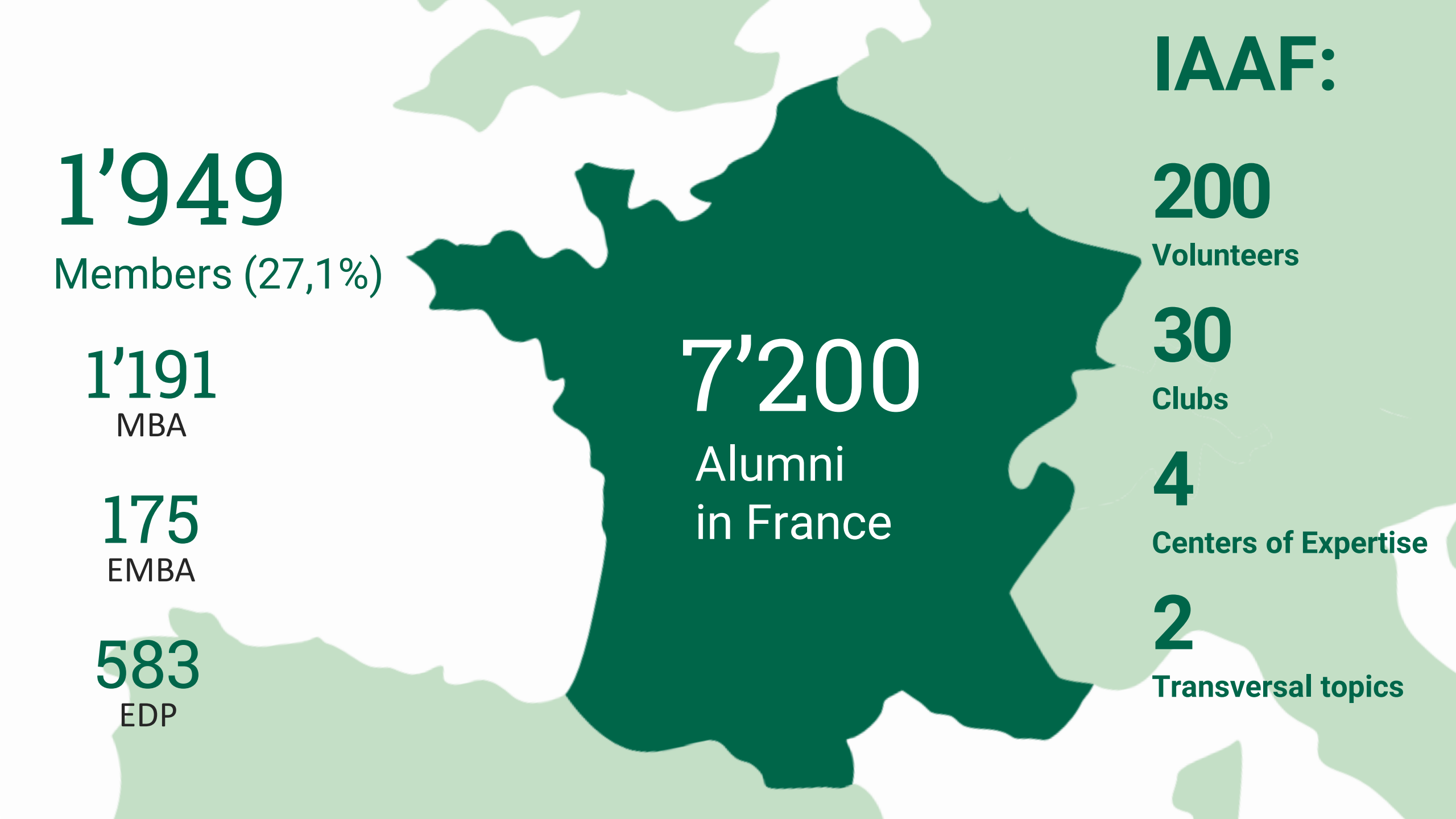




RAPPORT MORAL

2020/ 2021

**VOTE ENDS
AT 19:15**

An infographic featuring a dark green silhouette of France centered on a light green map of Europe. Various statistics are displayed around the map in dark green and white text.

1'949

Members (27,1%)

1'191

MBA

175

EMBA

583

EDP

7'200

Alumni
in France

IAAF:

200

Volunteers

30

Clubs

4

Centers of Expertise

2

Transversal topics

A SUCCESSFUL YEAR WITH 230 ACTIVITIES

CoE Corporate

39 events

CoE Business & Society

14 events

CoE Entrepreneurship

17 events

CoE Networking

13 events

CoE Regions

14 events

7 large events
(Global INSEAD Day, 4
Essentials Webinars, 2
General Assemblies)
10 events in partnership

CoE Career Development & Solidarity
1977 registrations to the Career
workshops, 900 attendees.
29 different workshops around 4 topics:

- Career development
- Personal development
- Job search
- Interim management

VOTE ENDS
AT 19:15

REGIONAL CLUBS

4 active regional groups:
Auvergne Rhône-Alpes |
Languedoc-Roussillon Midi-Pyrénées | Nord-Pas-de-Calais
Picardie | Sud

YOUNG ALUMNI

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

CLASS REPS

Support the class Reps in their mission.
Keeping Alumni together within their class.



#1

NEXT NORMAL BUSINESS PERSPECTIVES

OCTOBER 7TH 2020



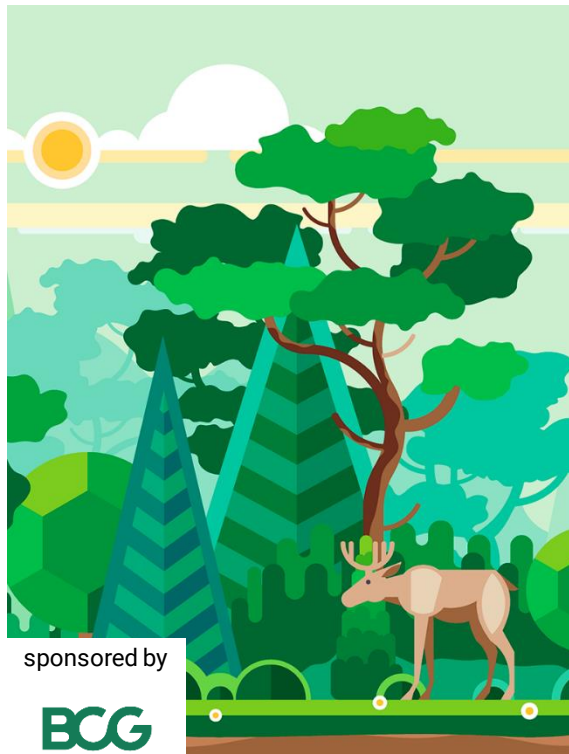
sponsored by



#2

LEADERSHIP FOR SUSTAINABILITY

NOVEMBER 5TH 2020



sponsored by



#3

INCLUSIVE LEADERSHIP

DECEMBER 8TH 2020



sponsored by



#4

FUTURE OF WORK

JANUARY 19TH 2021



sponsored by



NEW GOVERNANCE

- Adoption of the new statutes to best adapt to the changes we are going through.
- Signing of the Charter of Diversity Grande Ecoles au Féminin for a better Representation and visibility for women in Business.
- Creation of our Purpose Statement which is now part of our statutes.

**“Lifelong INSEADers, a force for a better world.
We bond people, ideas and cultures, for each and
for all to progress and create positive change
in business and society.”**

IAAF BOARD



Président
Pierre Fouques Duparc
MBA'89D



Thomas Bittner
MBA'75



Florence Larigauderie
IEP'01May



Sébastien Barthélémy
MBA'17D



Stéphanie Bompas
MBA'00D



Guillaume Loth Demay
YMP'05Sep



Claire Behar
BFC'14D



Valérie Coscas
MBA'08D



Anne-Céline Martel
MBA'93D



Anne Binder
MBA'74



Anne Dumesges
MBA'07D



Marion Verborg
MBA'17D



Président
Pierre Fouques Duparc
MBA'89D



Deputy Director
Claude Perol
MBA'82



Treasurer
Guillaume Loth Demay
YMP'05Sep



VP Business & Society
Solenn Marquette
MBA'09D



VP Career Development
Claude Perol
MBA'82



VP Entrepreneurship
Guillaume Loth Demay
YMP'05Sep



VP Inclusion
Myriam Ferran
GEMBA'12D



VP Marketing & Communication
Isabelle Dresco
EMBA'16D



VP Membership
Benjamin Lanier
GEMBA'19D



VP Professional Clubs
& Large Events
Fanny Potier
MBA'01D



VP Social Clubs
Jane Bertch
MCC'19J



VP Sponsorship &
Business Development
Anne-Hélène Nicolas
MBA'04J



Co-VP Young Alumni
Anna Dona-Hie
MBA'20J



Co-VP Young Alumni
François d'Aligny
MBA'19J

IAAF ExCo

ORIENTATIONS 2022

- Back to physical Networking & Social, without giving up Virtual
- Make our Purpose Statement real
- Revisit and differentiate the Value Proposition to Members
- Be more inclusive: Age, Gender, Géographies, Diploma, ...
- Strengthen relationship with other National Associations and School
- Rethink the Business model: Revenues, Premises,...
- Revamp Marketing & Communication
- Revitalise Class Representatives network

**+500 members YE 2024, with more youngs,
more EDP, and more provincials**

**VOTE ENDS
AT 19:15**



OUR SPONSORS
&
PARTNERS



RAPPORT D'ACTIVITÉS 2020/ 2021

MARDI 16 NOVEMBRE 2021

BUSINESS & SOCIETY

Career

Entrepreneur-
ship

Corporate

Networking

Digital

Business & Society



VOTE ENDS
AT 19:15

PURPOSE OF THE COE

PURPOSE STATEMENT OF THE FRENCH IAA:

LIFELONG INSEADERS, A FORCE FOR A BETTER WORLD.

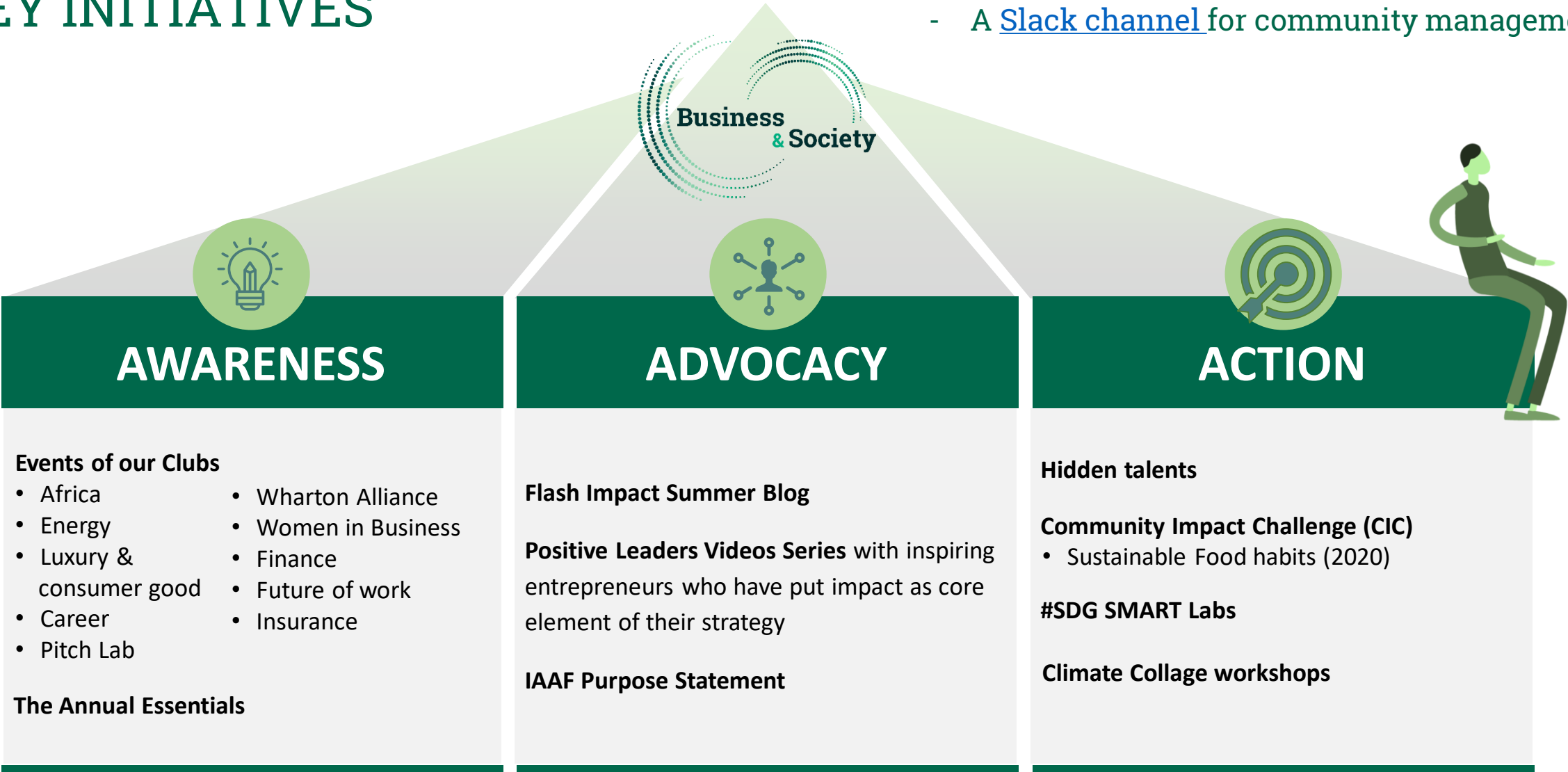
WE BOND PEOPLE, IDEAS AND CULTURE FOR EACH AND FOR ALL, TO PROGRESS AND
CREATE POSITIVE CHANGE IN BUSINESS AND SOCIETY

PURPOSE STATEMENT OF THE IAAF BUSINESS & SOCIETY CLUB:

- WE ENCOURAGE THE ALUMNI TO COME TOGETHER, TO BRAINSTORM AND TO LAUNCH COMMON INITIATIVES, TO ENGAGE OUR ORGANISATIONS IN BETTER ALIGNING BUSINESS & SOCIETAL INTEREST
- WE SUPPORT THE IAAF GOVERNANCE, THE CLUBS AND ANY INDIVIDUAL OR COLLECTIVE ALUMNI INITIATIVE, IN BRINGING THE IAAF'S MISSION STATEMENT TO LIFE AND IN ENCOURAGING BUSINESSES AND ORGANISATIONS TO IMPROVE THEIR SOCIETAL IMPACT

KEY INITIATIVES

- Around 60 Alumni engaged in B&S Actions
- A [Slack channel](#) for community management



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

CAREER

Career

Entrepreneur-
ship

Corporate

Networking

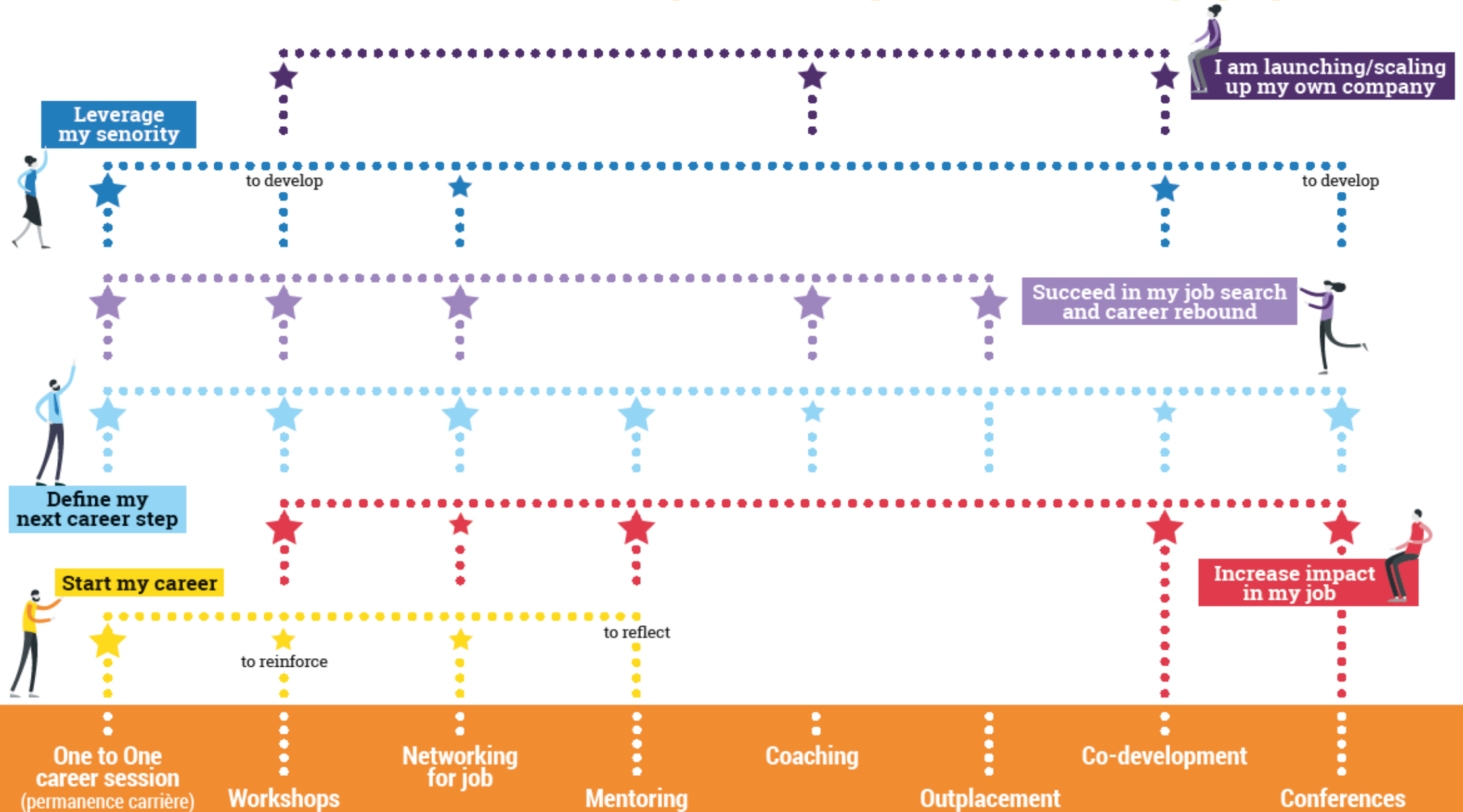
Digital

Business & Society



VOTE ENDS
AT 19:15

ALUMNI CAREER JOURNEY

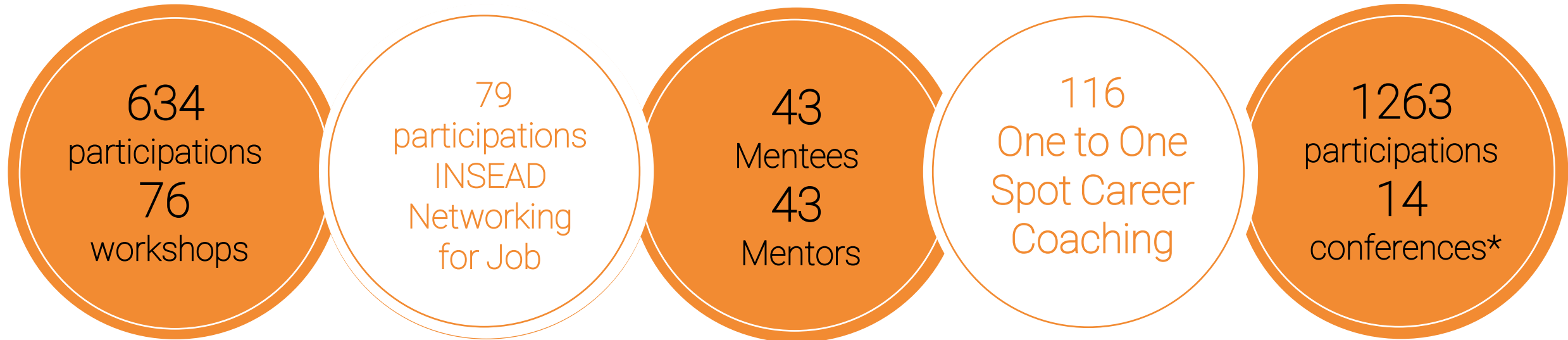


NEW IN 2020/2021

- Renew partnership with BCG for 3 Leadership masterclasses in 21/22
- 6 Fireside chats with executive alumni (member of the career strategic board) on « Excellence in career transition »
- Enter partnership with Streeme (created by Mohamed-Ali BACCAR MBA'09J) for a self coaching digital platform
- New workshops
 - Successfull story telling
 - Pole emploi for the non-French
 - Networking in practice



FIGURES / 2020/2021



* 4 MasterClasses, 6 Fireside Chats, 2 Career Conferences, 2 Interim Management Conferences

VOTE ENDS
AT 19:15

CAREER PRIORITIES / 2022

1

Rebalance on professional lifelong development

2

Adapt our offer to Alumni needs: focus on Young Alumni and non-MBA

3

Promote peer-to-peer exchanges and mutual support

4

Increase awareness on Career Development CoE within IAAF and Campus

5

Reinforce collaboration with School CDWP

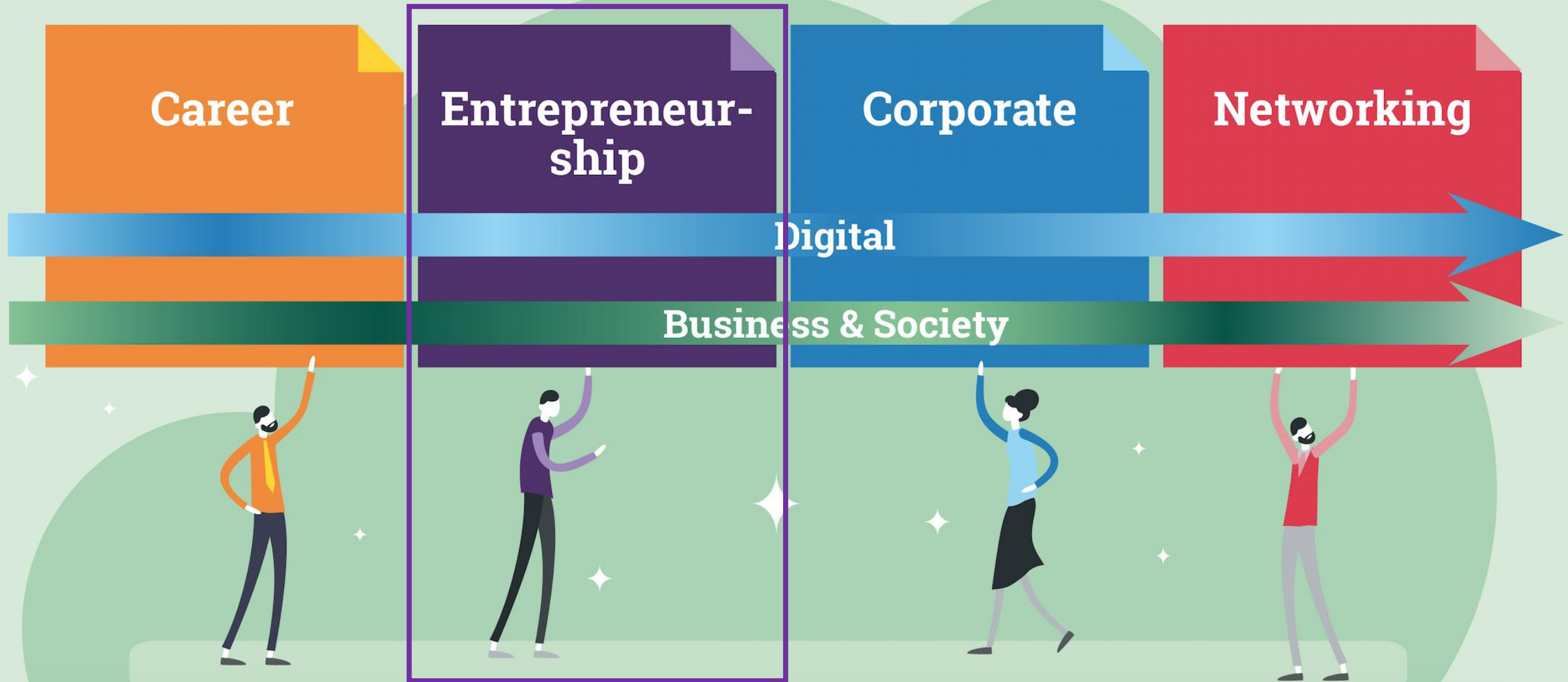
6

Measure and communicate impact

7

Leadership Masterclasses with BCG

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.

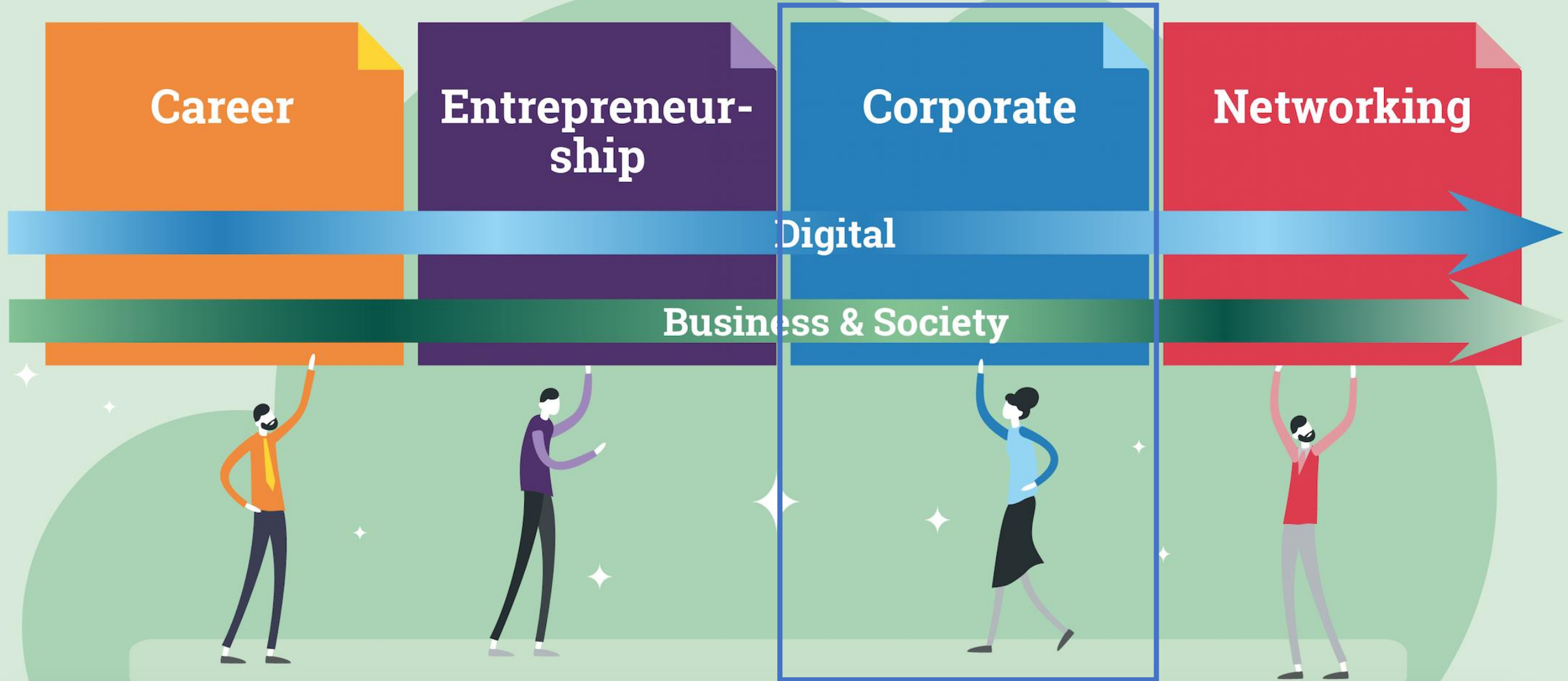
Owner Manager Club

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

INSEAD Alumni France Ventures



CORPORATE CLUBS AND DIGITAL



CORPORATE CLUBS

In 2022,
Our corporate
and Digital clubs
will be gathered
on a new chapter:
“professional Clubs”



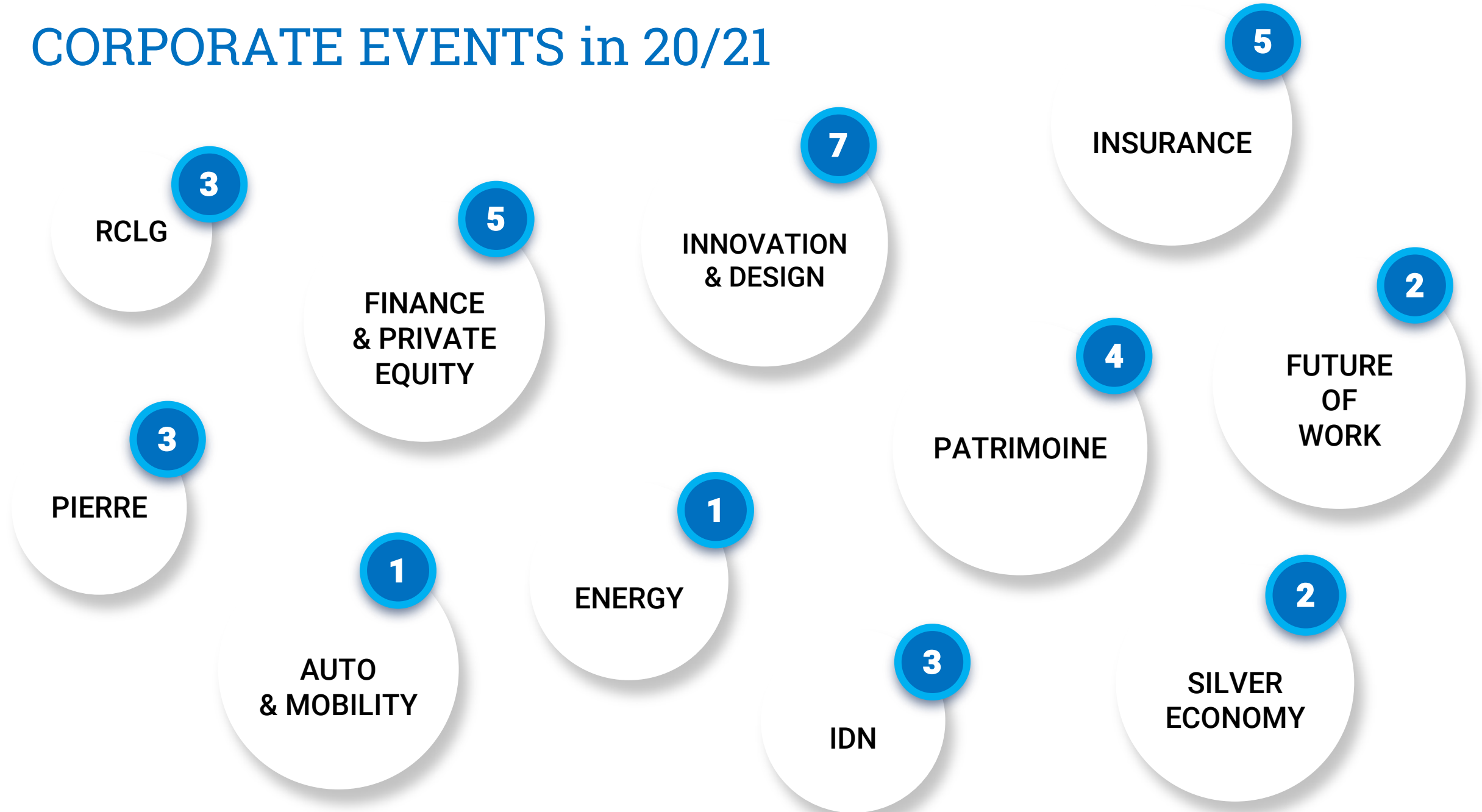
39 events

15 active clubs

6000 registrations

**VOTE ENDS
AT 19:15**

CORPORATE EVENTS in 20/21



WELCOME TO OUR NEW CLUBS



**FUTURE
OF
EUROPE**

**DIGITAL
TRANSFORMATION**



CRYPTO



1



**INVESTISSEMENT
IMMOBILIER**

2

HEALTHCARE



AFFILIATED CLUBS AND PARTNERSHIPS

Club de l'Economie Le Monde

Cercle des Administrateurs

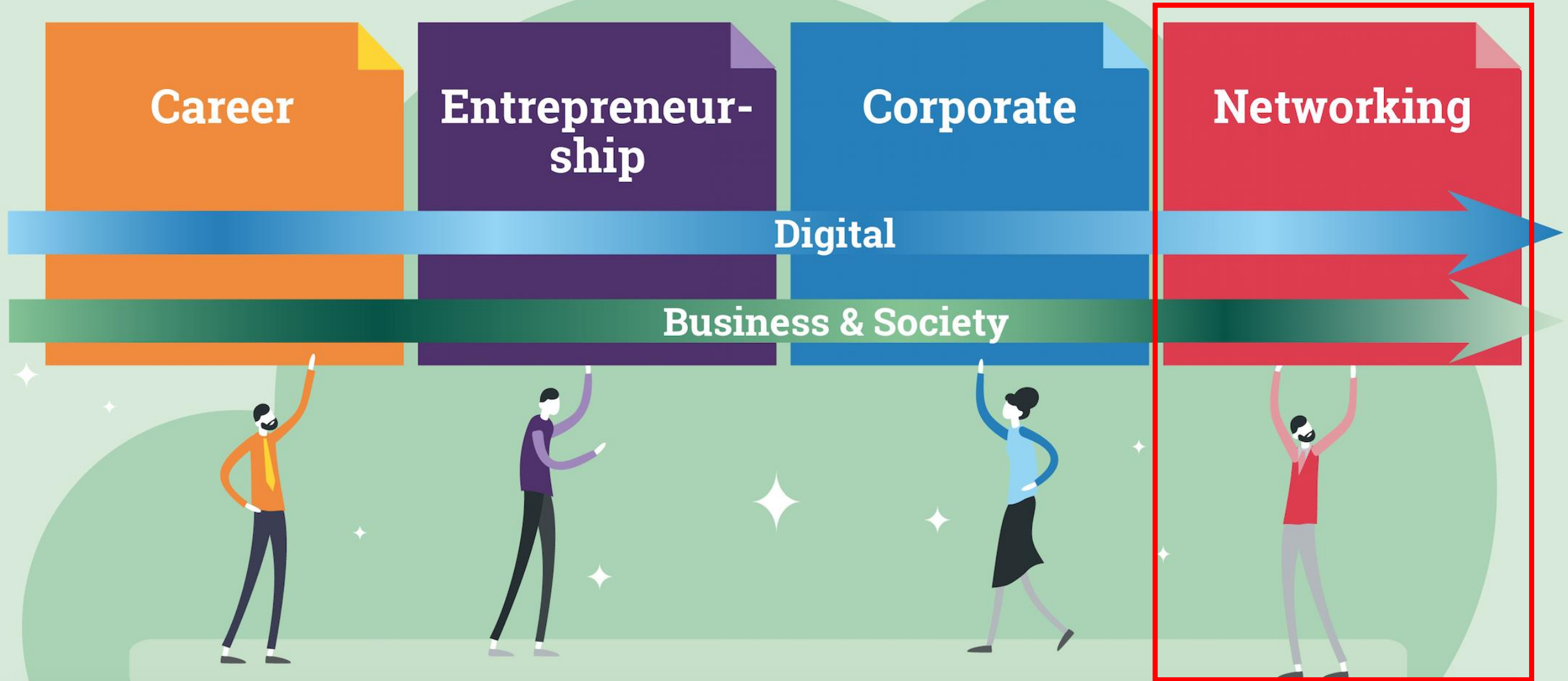
G9+

Grandes Ecoles au Féminin

Alliance INSEAD Wharton

Stanford Club of France

NETWORKING



NETWORKING CLUBS

In 2022, our networking clubs will be gathered on a new chapter: Social Clubs

1

RANDOM
SUMMER
PARTY

6

INSEAD
ARTS

1

WINE
CLUB

JUBILADOS

LA
BRIOCHE

3

RANDOM
APERRO

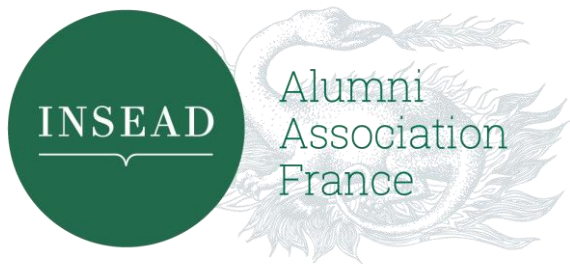
SALAMANDER
GOLF
SOCIETY

SALAMANDER
SAILING
SOCIETY

2

SUSTAINABLE
HUNTING

CONCERT



RAPPORT FINANCIER 2020/ 2021

**VOTE ENDS
AT 19:15**

COMPTES DE RESULTATS 2020-2021

	2018-2019 réel	2019-2020 réel	2020-2021 budget	2020-2021 réel
RECETTES				
Cotisations membres et bienfaiteurs	256 149	239 225	230 000	230 138
Nombre de cotisants	1 990	1 912	1 840	1 949
Ticket moyen	129	125	125	118
Contribution de soutien		5 520		
	256 149	244 745	230 000	230 138
Recettes brutes des activités (Clubs, Activités Carrière)	69 435	64 219		13 339
Recettes brutes Global INSEAD Day	4 018	7 986		
Recettes brutes Essentials ou INSEAD Alumni Forum	30 900			16 000
TOTAL RECETTES	360 502	316 950		259 477
Total des dépenses des activités (Clubs, Activités Carrière)	(34 173)	(31 839)		(4 836)
Total des dépenses Global INSEAD Day	(13 153)	(22 953)		
Total des dépenses Essentials ou INSEAD Alumni Forum	(30 251)			(16 262)
Résultat activités (Clubs, Activités Carrière)	35 262	32 380	10 000	8 503
Résultat Global INSEAD Day	(9 135)	(14 966)		0
Résultat Essentials ou INSEAD Alumni Forum	649			(262)
TOTAL PRODUITS D'EXPLOITATION	282 925	262 159	240 000	238 379
CHARGES				
Fonctionnement secrétariat/bureau				
Personnel	(163 482)	(160 393)	(167 000)	(165 852)
Immeuble, impôts fonciers, EDF	(13 164)	(11 681)	(12 000)	(7 050)
Téléphone, internet, Zoom	(5 190)	(3 697)	(5 000)	(5 692)
Informatique et petits matériels	(20 488)	(3 685)	(5 000)	(4 481)
Expert comptable	(8 000)	(8 340)	(7 500)	(5 740)
Autres	(15 549)	(14 724)	(14 000)	(3 415)
Sous-total fonctionnement secrétariat/bureau	(225 873)	(202 520)	(210 500)	(192 229)
Affranchissements/communication/divers	(2 750)	(336)		
Assemblée Générale et modification des statuts	(4 737)	(4 974)	(5 000)	(23 116)
Cotisation IAA	(18 146)	(16 156)	(16 000)	(12 032)
Charges financières	(1 460)	(1 319)	(1 500)	(824)
Dotations aux amortissements et provisions	(9 227)	(6 783)	(7 000)	(5 774)
Produits (prestation CDA)		7 259		
Charges non récurrentes				
TOTAL CHARGES	(262 193)	(224 829)	(240 000)	(233 975)
RÉSULTAT DE FONCTIONNEMENT	20 732	37 329	0	4 404
RÉSULTAT FINANCIER				
Résultat cessions titres & intérêts	0	0		0
RÉSULTAT	20 732	37 329	0	4 404

ACTIVITÉS CARRIÈRE, CLUBS & GROUPE

	2018-2019	2019-2020	2020-2021
Ateliers Carrière	8,8	8,8	4,9
Apero-Entrepreneurs	0,7	0,6	
Club Afrique	1,3	1,3	
Club Auto			0,1
Club Business & Society	0,4	0,2	0,3
Club Économie	4,3	0,0	
Club Énergie	2,0	0,8	0,6
Club Finance & Private Equity	3,7	4,2	0,2
Club Gestion Patrimoine	0,7	0,3	
Club Hacking Growth Club et Verticale	2,4	1,3	
Club Innovation	1,1	4,9	0,5
Club Luxury & Fashion	2,5	0,7	0,3
Club Silver Economy			0,1
Club Take Over	(0,1)	(0,2)	
Club Théâtre & Arts	0,1	0,1	(0,5)
Club Women in Business	0,6		
Digital Series		3,1	
Future of Work			0,0
IDN			0,0
Insead Business Angels	4,0	3,8	1,5
Insead Crypto Club			0,1
Insead Healthcare Club			0,5
Insead Kids	0,6	0,2	
Insead Pierre	2,4	1,2	
Owners Club		0,9	
TMT	1,0		
Pluris	0,0		
Wine Club	0,1	(1,3)	
Social Innovation & Entrepreneurs Club	0,9	0,0	
Start-up Club	1,0	0,9	
Événements Divers	(3,0)	0,7	0,0
Total résultats des Clubs	35,3	32,4	8,6

BILAN

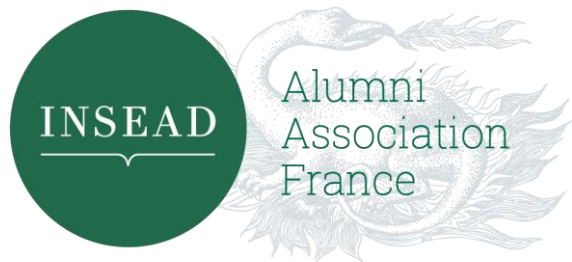
Au 31 août 2021

ACTIF	Brut		N Net	N-1 Net
IMMOBILISÉ				
Locaux	365 000,00	61 553,00	303 447	307 097
Agencements constructions	69 217,00	69 045,00	172	511
Agencements divers	25 301,00	10 617,00	14 684	16 470
Matériel de bureau	5 388,00	5 388,00	0	0
Dépôts et cautionnement	459,00	0,00	459	459
	465 365,00	146 603,00	318 762	324 537
DÉBITEURS DIVERS				
Produits à recevoir			7 287	13 208
Personnel – avance			0	0
Charges constatées d'avance				550
			7 287	13 758
RÉALISABLE OU DISPONIBLE				
Titres				
Sicav (cours d'achat)				
Banque			220 770	228 816
Caisse			145	145
			220 915	228 961
TOTAL GÉNÉRAL			546 964	567 256

PASSIF	N	N -1
RÉSULTAT		
Antérieurs	431 884	394 555
Excédent de l'exercice	4 404	37 329
	436 288	431 884
DETTES AUPRÈS ETS CRÉDIT		
Emprunts	0	0
PROVISIONS POUR CHARGES		
Travaux immeuble et bureau	22 600	22 600
Création site internet	6 030	6 030
	28 630	28 630
DETTES		
Fournisseurs	60 857	86 984
Rémunérations dues	2 638	1 666
Organismes sociaux	4 968	3 376
Charges à payer	4 985	5 012
Créditeurs divers	8 598	9 704
Produits constatés d'avance	0	0
	82 046	106 742
TOTAL GÉNÉRAL	546 964	567 256

	2019-2020 réel	2020-2021 réel	2021-2022 budget
RECETTES			
Cotisations membres et bienfaiteurs	239 225	230 138	240 000
Nombre de cotisants	1 912	1 949	1 960
Ticket moyen	125	118	122
	5 520		
Résultats Activités (Clubs, Activités Carrière)	32 380	8 503	10 000
Résultats Global INSEAD Day	(14 966)	0	(10 000)
Résultats Essentials ou INSEAD Alumni Forum		(262)	
TOTAL PRODUITS D'EXPLOITATION	262 159	238 379	240 000
CHARGES			
Fonctionnement secrétariat/bureau			
Personnel	(160 393)	(165 852)	(167 000)
Immeuble, impôts fonciers, EDF	(11 681)	(7 050)	(10 000)
Travaux immeuble			0
Téléphone, internet	(3 697)	(5 692)	(5 000)
Informatique et petits matériels	(3 685)	(4 481)	(5 000)
Expert comptable	(8 340)	(5 740)	(6 000)
Autres	(14 724)	(3 083)	(14 000)
Sous-total fonctionnement secrétariat/bureau	(202 520)	(191 897)	(207 000)
Routage			
Affranchissements			
Communication/divers	(336)		
Assemblée Générale	(4 974)	(23 116)	(5 000)
Cotisation IAA	(16 156)	(12 032)	(16 000)
Charges financières	(1 319)	(824)	(1 000)
Dotations aux amortissements et provisions	(6 783)	(5 774)	(5 000)
Produits divers (prestation CDA)	7 259		
Charges non récurrentes			
Total charges	(224 829)	(233 643)	(234 000)
RÉSULTAT DE FONCTIONNEMENT	37 329	4 736	6 000
RÉSULTAT FINANCIER			
Résultat cessions titres & intérêts	0	0	
RÉSULTAT	37 329	4 736	6 000
Résultat hors INSEAD Alumni Forum			
Résultat hors charges non récurrentes			

PROJET DE
BUDGET
2021-2022



RÉSOLUTIONS

2020/ 2021

VOTE ENDS
AT 19:15

Première résolution

L'Assemblée Générale, après avoir entendu la lecture du rapport moral relatif à l'exercice 2020-2021 décide de l'approuver dans toutes ses dispositions et donne quitus au conseil d'administration.

Deuxième résolution

L'Assemblée Générale, après avoir entendu la lecture du rapport financier relatif à l'exercice 2020-2021, décide de l'approuver dans toutes ses dispositions et donne quitus au conseil d'administration.

Troisième résolution

L'Assemblée Générale, après avoir entendu la présentation des comptes de l'exercice 2020-2021, décide d'approuver lesdits comptes et d'affecter le résultat de l'exercice aux réserves générales de l'Association et donne quitus au conseil d'administration.

Quatrième résolution

L'Assemblée Générale décide que le montant de la cotisation ordinaire pour l'exercice 2021-22 est égale à 165 euros. Cette cotisation pourra être mise en recouvrement dès le lendemain de l'assemblée..

Cinquième résolution

L'Assemblée Générale propose les cotisations ci-après, optionnelles et alternatives à la cotisation ordinaire, aux montants suivants pour l'exercice 2021-2022 :

- Cotisation des promotions 2021 et 2022, égale à 50 euros,
- Cotisation des promotions 2019 et 2020, égale à 80 euros,
- Cotisation applicable aux membres sans emploi, égale à 80 euros,
- Cotisation dénommée « jubilados », pour les membres retraités, égale à 100 euros,
- Cotisation Alumni en Province, égale à 100 euros,
- Cotisation « Couple », égale à 240 euros,
- Cotisation de « membre bienfaiteur », égale à 400 euros,
- Cotisation « Black Card », égale à 1 000 euros (accès gratuit à tous les événements de l'année).

NB : La mise en recouvrement de ces cotisations pourra intervenir dès le lendemain de l'assemblée.

Sixième résolution

L'Assemblée Générale approuve le budget de l'Association relatif à l'exercice 2021-2022 présenté par le trésorier.

Septième résolution

L'Assemblée Générale approuve l'attribution du titre de membres d'honneur à Jacques Baudier (TGM'12D), Aude Joly (MCCC'18Jul-F), Vincent Lapras (MBA'96J) et Dana Patrichi (EMBA'O8D).

VOTE ENDS
AT 19:15



INSEAD Alumni Fund

IAF **France** Ambassadors



Claire
Behar
BFC'2015



Nourdin
Hadj-Larbi
MBA'08D



Cédric
Koffi
BFC'2019

MERCI

aux **530** donateurs

de l'année 2020-2021

+44% *vs 2019/2020*

3 June 2021

What a difference
a day makes — *and*
the difference is you!

GIVING
DAY

Challenges by Jean-Marc Liduena (MBA'99J) and Benoît Jabert (MBA'96J)



GIVING DAY

France Challenge

“
If France has the highest number of donors of any country this Giving Day, we will contribute €10,000.

Jean-Marc Liduena
MBA'99J and Cécile Liduena



INSEAD GIVING DAY

“
I will match every gift to the French Alumni Endowed Scholarship from our alumni in France up to €100,000 this Giving Day.

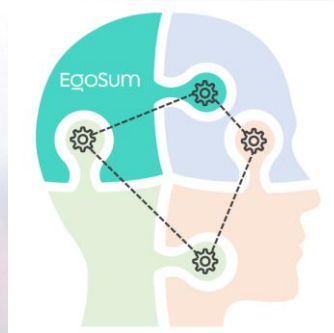
French Scholarship Challenge

Benoît Habert
MBA'96J

Raffle prizes

Offered by our generous Alumni!

- One week stay in a luxury villa
- Private visit of Château de Chenonceau
- Hunting trip in Sologne
- Gourmet hamper by la Petite Epicerie de la Tour d'Argent
- Lunch and set of products from the Héraude domain
- Career diagnostic and coaching
- One year of INSEAD Arts events
- Field trip on Create Zone Station F / Launchpad INSEAD

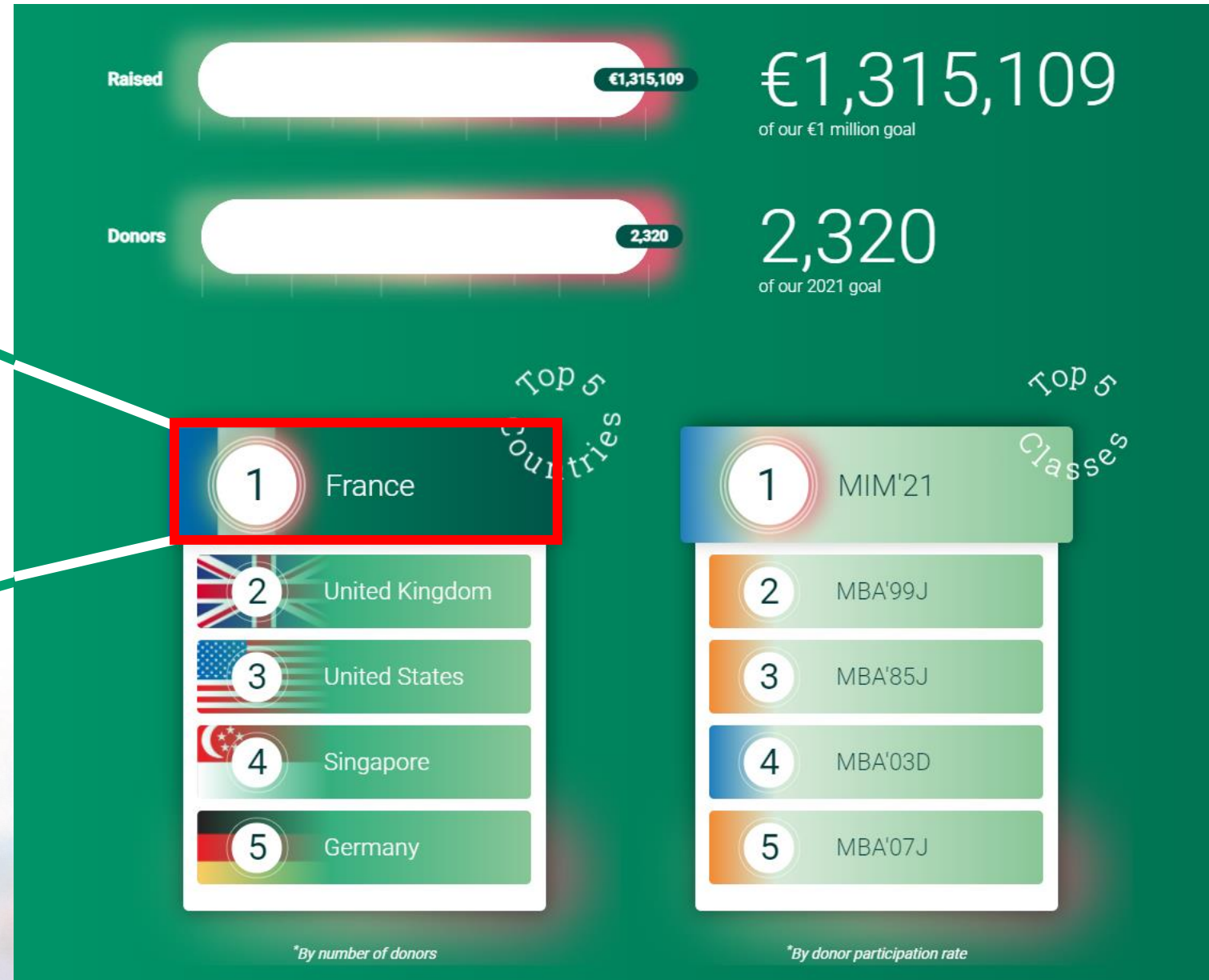


Results

323 gifts

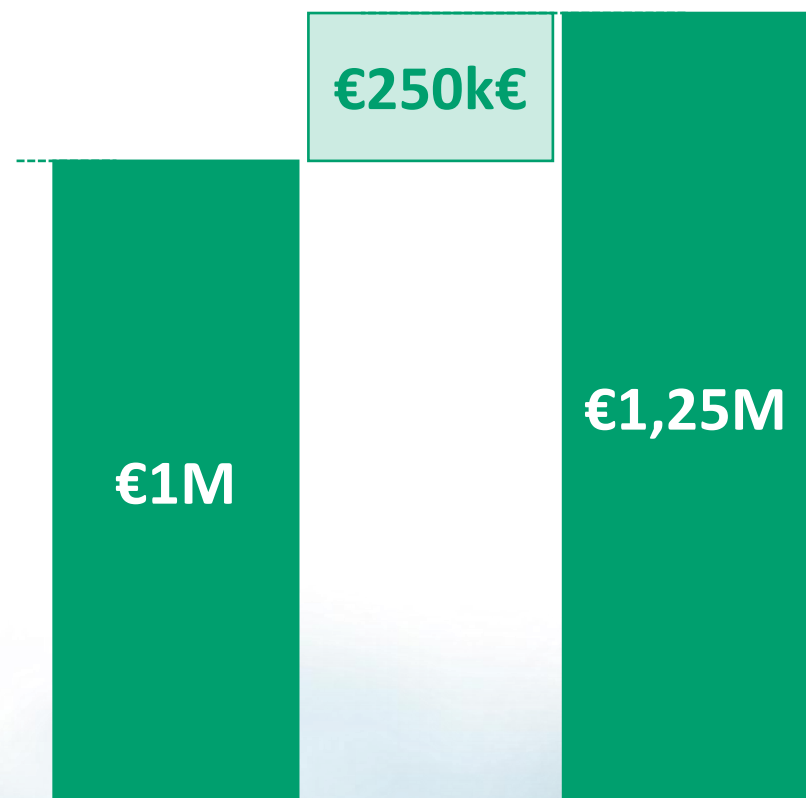
36 000 €

Bourse France



INSEAD French Alumni Endowed Scholarship

Progress so far



€250k€

€1,25M

x 4% =

1 scholarship
of €25k€
for each class



Thomas Nivard
MBA'20D



Eric Atega
MBA'20D



Ines Terki Hassaine
MBA'21J



Laura Donetti
MBA'21D



Update

Together Again

Back on Campus



Degree Programmes: Current Enrolment



	MBA '21D	MBA '22J	GEMBA '23 Asia	TIEMBA '22
Students	604	501	66	44
Nationalities	82	69	23	13
% Women	35%	39%	36%	30%

Degree Programmes: Master in Management

Growth and development the key focus



The Business School
for the World®

MIM '22

130

Participants

23

Average age

40

Nationalities

40%

Women

+40%

Growth in cohort size from previous year



Executive Education: Navigating Challenges



Development of "live virtual"
as a new product category

42 programmes were delivered
live virtually or blended in
2020/21

48 sessions
in total

Development of GO-Live rooms
in Fontainebleau and Singapore

Strong demand for asynchronous,
self-paced, Open Online
Programmes

60+

Open programmes
to support your
career growth

3,500+

Organisations
partner with us
every year

11,000+

Yearly participants

Future of Education: Lifelong Learning

Digital alumni engagement, learning never stops



- Virtual pop-up programmes
- iLink (peer-to-peer career advising, mentoring)
- Global webinars
- MyINSEAD



Please also visit our extensive digital library featuring over **80 webinars**

[Access Library](#)

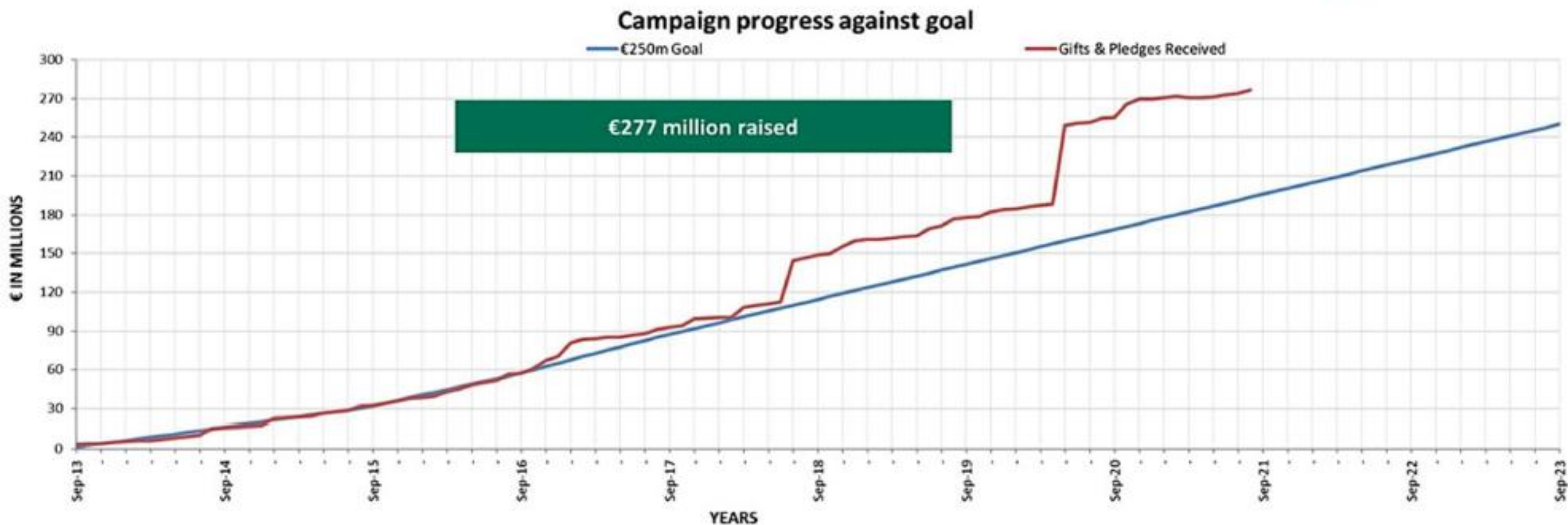


Campaign progress to date

1 Sep 2013 – 31 August 2021



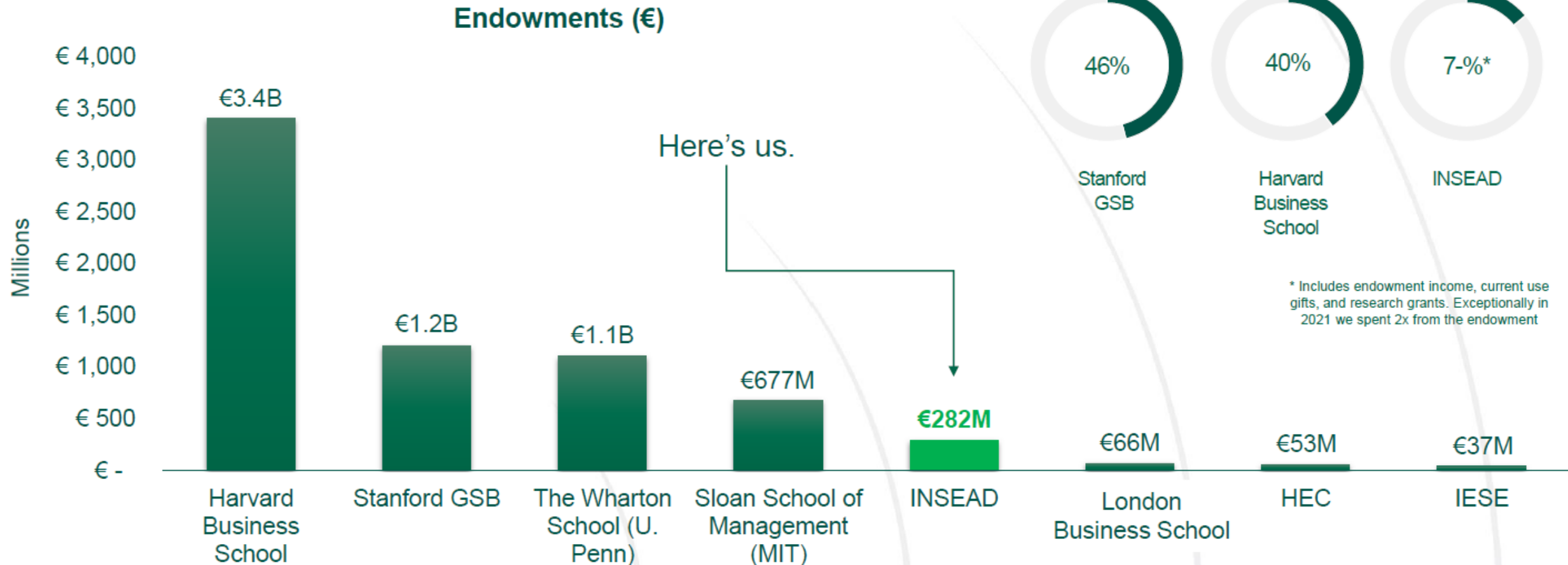
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Capitalized gifts

Endowment Comparison

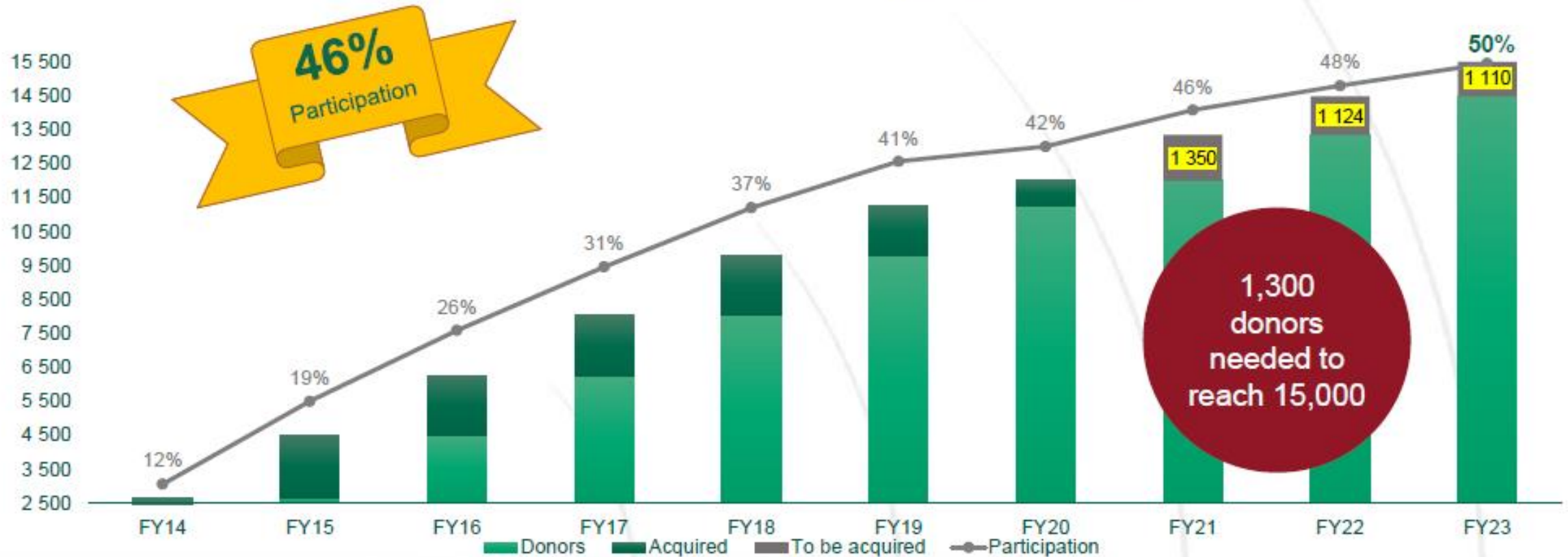
Among peer business schools



All currencies converted to Euros. Exchange rate as of 15 April 2021

MBA Participation

Projected progress through end of Campaign



A FORCE
FOR GOOD

The Campaign for INSEAD

#INSEADforGood

Merci !

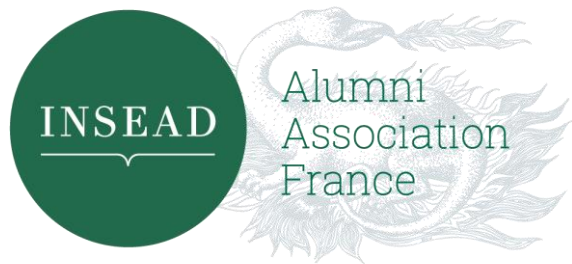
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RÉSULTATS DU VOTE

MEMBRES D'HONNEUR



Jacques Baudier
(TGM 12'D)



Aude Joly
(MCCC'18Jul-F)



Vincent Lapras
(MBA 96J)



Dana Patrichi
(EMBA'08Dec)