AGENDA

01 Ratification of new members
02 EFMD Global Network financial reporting
03 EFMD Global Network activity report
MEMBERSHIP RATIFICATION
Full Members – Academic

- Bournemouth University, The Business School, United Kingdom
- ENCGS - Ecole Nationale de Commerce et de Gestion de Settat, Université Hassan 1er, Morocco
- FERRANDI Paris, France
- Heriot-Watt University, Edinburgh Business School, United Kingdom
- Indian Institute of Management Kashipur, India
- Jiangnan University, School of Business, China
- Kyoto University, Graduate School of Management, Japan
- MGIMO University, MGIMO Business School, Russia
- National Yunlin University of Science and Technology, College of Management, Chinese Taipei
► Full Members – Academic

• Rome Business School, Italy
• Universitas Gadjah Mada, Faculty of Economics and Business, Indonesia
• University of Aberdeen, University of Aberdeen Business School, United Kingdom
• University of Augsburg, Faculty of Business and Economics, Germany
• University of Hamburg, Faculty of Business Administration (HBS - Hamburg Business School), Germany
• University of Jyväskylä, School of Business and Economics, Finland
► Full Members – Academic

• University of Lincoln, Lincoln International Business School, United Kingdom
• University of Szeged, Faculty of Economics and Business Administration, Hungary
• Xavier Institute of Management & Entrepreneurship (XIME), India

► Full Members – Corporate

• Bank Negara Malaysia (BNM), Central Bank of Malaysia, Malaysia
• Bank Rakyat Indonesia (BRI), PT. Bank Rakyat Indonesia (Persero) Tbk, Indonesia
• Institute of Capability Development (ICD) - Diwan of Royal Court, Oman
Affiliated Members - Academic

- AIMS School of Business (AIMS Institutes), India
- Carroll University, School of Business, United States
- City University of Macau, Faculty of Business, China
- FECAP - Fundação Escola de Comércio Álvares Penteado, Centro Universitario Álvares Penteado, Brazil
- GAIA Business School, Guatemala
- GLOBIS University, Graduate School of Management, Japan
- ISPRIC - Institut des Sciences Politiques, Relations Internationales et Communications, Mali
- St. John's University, Peter J. Tobin College of Business, United States
- Tishk International University, Faculty of Administrative Sciences and Economics, Iraq
Affiliated Members - Academic

- Universidade de Fortaleza (UNIFOR), Brazil
- Universitas Ciputra, School of Management and Business, Indonesia
- University of California, Davis, Graduate School of Management, United States
- UPES, School of Business, India

Affiliated Members - Executive Development Centre

- National Management Institute (NMI), Egypt

Associate Member - Academic

- Business School XXI Century-Consult, Belarus
Transition from Affiliated to Full Membership

- Indian Institute of Management Raipur, India
- Shanghai University of International Business and Economics (SUIBE), School of Business, China
- Universiti Putra Malaysia, School of Business and Economics, Malaysia
- University of Miami, Miami Herbert Business School, United States
Reciprocal Members

- KABEA - Korean Association of Business Education Accreditation, Republic of Korea
- SDG Academy, SDSN Association (Sustainable Development Solutions Network), United States
EFMD Fellows

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Director of WIFO, the Austrian Institute of Economic Research, Austria and former Rector, WU Vienna University of Economics and Business Austria

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Former Director General ESADE Spain

Mr. François-Xavier Cornu
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Corvinus University of Budapest
Hungary

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Moscow Campus, Higher School of Economics, Russia
and former Dean, Sberbank Corporate University
Russia

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International Business School, China and Former Dean, Kellogg
School of Management, Northwestern University
United States

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Former Dean, Keio Business School
Keio University
Japan
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President & Chairman of the Board of Trustees,
Kozminski University
Poland

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The Chinese University of Hong Kong
China

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QUT - Queensland University of Technology
Australia

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University of Economics, Prague
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Canada

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and former Dean, School of Management, Universidad de los Andes
Colombia

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Dean of External Relations and former President, IMD
Switzerland
EFMD Fellows

Prof. Alain Vas
Former Dean, Louvain School of Management, UCLouvain
Belgium

Prof. Gasinee Witoonchart
Former Dean, Thammasat Business School
Thammasat University
Thailand
NEW EFMD GLOBAL LOGOS PORTFOLIO
FINANCIAL REPORTING
Results 01/04/2019 – 31/03/2020

- The level of membership fees is in line with the forecast.

- Conferences and seminars performed much better than expected thanks to the launch of several Professional Development Programmes (Online Teaching Academy, Executive Academy America, and others).

- BSIS generated an additional 10,000 CHF in margin on direct costs, attesting to the growing interest in the services.

- The result was forecasted at CHF 270,612, and EFMD Global Network realised 190,058 CHF, so a 80,554 CHF difference that can be explained by:
  
  ✓ An additional provision for bad debts of 47,775 CHF following the COVID-19 crisis

  ✓ A re-evaluation of our reserves in euros amounting for 74,537 CHF. The pandemic has caused a strong appreciation of the CHF that EFMD Global Network had to integrate in its accounts.

- Without those two last items totally independent from the activities, the result would have been higher than the forecasted one, demonstrating the healthy situation of the organisation.
The level of membership fees remains stable. The decrease in value is caused by a prudent approach regarding the exchange rate CHF to EUR.

The operating income of conferences/professional development programmes/digital fairs shows a significant increase due to the addition of online services such as the EFMD Virtual Career Fair Series and amounts to 317,179 CHF.

Conservative figures have been considered for EDAF, EOCCS, and BSIS since institutions may be too much under pressure with the pandemic to undertake these activities this year.

These elements lead to a stability in operating income, 2,357,702 CHF for 2020 against 2,384,873 CHF in 2019.

Operating charges are well under control, leading to a slightly lower result in 2021, reaching 169,773 CHF.

NB: the evolution of the COVID-19 pandemic may impact these figures in a significative way, all the more so because EFMD Global Network will close its accounts in nine months, so positive or negative deviations will certainly occur.
## Financial results 2019 – 2020 and forecast 2020 – 2021

![Table](https://example.com/table.png)

<table>
<thead>
<tr>
<th>Category</th>
<th>Actual 01/04/2019 - 31/03/2020</th>
<th>Forecast 01/04/2020 - 31/03/2021</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>OPERATING INCOME</strong></td>
<td>CHF 2,384,873</td>
<td>CHF 2,357,702</td>
</tr>
<tr>
<td>Membership Fees</td>
<td>CHF 1,094,610</td>
<td>CHF 1,044,420</td>
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<tr>
<td>Sponsoring &amp; Donations</td>
<td>CHF 714,354</td>
<td>CHF 723,868</td>
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<tr>
<td>Conferences / Prof. Development / Digital Fairs</td>
<td>CHF 192,372</td>
<td>CHF 317,179</td>
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<tr>
<td>EDAF</td>
<td>CHF 38,482</td>
<td>CHF 32,457</td>
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<tr>
<td>BSIS</td>
<td>CHF 183,351</td>
<td>CHF 92,470</td>
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<tr>
<td>EOCCS</td>
<td>CHF 64,156</td>
<td>CHF 51,496</td>
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<tr>
<td>AHRMIO &amp; Others</td>
<td>CHF 97,549</td>
<td>CHF 95,812</td>
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<tr>
<td><strong>OPERATING CHARGES</strong></td>
<td>CHF 2,194,814</td>
<td>CHF 2,187,929</td>
</tr>
<tr>
<td>Direct Costs</td>
<td>CHF 237,620</td>
<td>CHF 397,089</td>
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<tr>
<td>Support to Asia, Americas &amp; CEE</td>
<td>CHF 772,701</td>
<td>CHF 644,340</td>
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<td>Personnel (incl. Regular Consultants)</td>
<td>CHF 803,558</td>
<td>CHF 820,000</td>
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<td>Travel &amp; Representation</td>
<td>CHF 84,168</td>
<td>CHF 70,000</td>
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<td>Overheads</td>
<td>CHF 296,767</td>
<td>CHF 256,500</td>
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<tr>
<td><strong>NET RESULT</strong></td>
<td>CHF 190,058</td>
<td>CHF 169,773</td>
</tr>
<tr>
<td><strong>CASH FLOW</strong></td>
<td>CHF 257,929</td>
<td>CHF 244,773</td>
</tr>
</tbody>
</table>
Operating income

04/2017 - 03/2018: CHF 1,938,010
04/2018 - 03/2019: CHF 2,071,823
04/2019 - 03/2020: CHF 2,384,873
04/2020 - 03/2021 (Forecast): CHF 2,357,702
Net result

<table>
<thead>
<tr>
<th>Period</th>
<th>CHF</th>
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<tbody>
<tr>
<td>04/2017 - 03/2018</td>
<td>246,631</td>
</tr>
<tr>
<td>04/2018 - 03/2019</td>
<td>253,452</td>
</tr>
<tr>
<td>04/2019 - 03/2020</td>
<td>190,058</td>
</tr>
<tr>
<td>04/2020 - 03/2021 (Forecast)</td>
<td>169,773</td>
</tr>
</tbody>
</table>

(Net result in CHF)
ACTIVITY REPORT
## LEARNING AND NETWORKING

<table>
<thead>
<tr>
<th>Event</th>
<th>Participants</th>
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<tbody>
<tr>
<td>Professional Development Programmes</td>
<td>410</td>
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<tr>
<td>2019 EFMD GN Americas Annual Conference</td>
<td>55</td>
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<tr>
<td>Highered Global Talent Summit Shanghai</td>
<td>150</td>
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<tr>
<td>2019 EFMD GN Asia Annual Conference</td>
<td>110</td>
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<tr>
<td>AHRMIO Annual Conference</td>
<td>100</td>
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</tbody>
</table>
Professional development programmes
BSIS

Multi-dimensional **IMPACT** assessment tool

**Strategy:** reflection and advice on the school’s mission and direction

**Culture:** reinforcement of the impact value within the organisation

**Communication:** engagement with key stakeholders
BSIS Partners with Emerald

Bridging the connection between research and practice and showcasing the true impact of business schools’ research in the real world.

Opening up the debate on the objectives of research and emphasizing societal, managerial and regional impact to complement the traditional academic perspective.

Dedicated Open Research collection to BSIS member schools and funding of the first six pieces of research from this series by Emerald Publishing.
EFMD VIRTUAL CAREER FAIRS BY HIGHERED

Aggregated network effort connecting schools, students and recruiters

- Equal opportunities for business school talent
- Enhanced employer and school branding
- Easy set up, access, metrics and analytics
- Greater and more diverse talent recruitment options
- Time and cost savings
- Personal technical support on a global scale
EFMD Virtual Career Fairs by Highered
Participating Schools
Participating Companies
Thank You

www.efmdglobal.org