EFMD GLOBAL NETWORK
ANNUAL GENERAL ASSEMBLY 2019

Chaired by Dr. Gerard van Schaik, Honorary President, EFMD GN
6 June 2019 | Lisbon, Portugal
AGENDA

› Welcome by Honorary President, Dr. Gerard van Schaik

› EFMD Global Network Activity Report

› EFMD Global Network Financial Reporting

› Quality Services Portfolio

› Strategic Agreements Between EFMD / EFMD Global Network and
  - GBSN
  - Ministry of Education of the People’s Republique of China

› Closing by Honorary President, Dr. Gerard van Schaik
EFMD GLOBAL NETWORK ACTIVITY UPDATE
First EFMD GN Central and Eastern Europe Annual Conference at Kozminski University

EOCCS Community of Practice was launched during the second EOCCS Learning Community Symposium

Excellent implementation of Highered with more than 200,000 students registered and over 50,000 international opportunities

EDAF Two-path approach

Professional Development Programmes

2018 Highlights
2018 Highlights

**EDAF two-path approach**

**Path A: INSTITUTIONAL DEVELOPMENT**

Objectives:
- Catalyse institutional progress
- Achieve specific goals
- Instill continuous improvement

**Path B: BRIDGING THE GAP TOWARDS ACCREDITATION**

Objective:
- Work towards international accreditation
EDA F Committee

Prof. Jikyeong Kang
President & Dean
MVP Chair in Marketing
Asian Institute of Management (AIM)
Philippines

Prof. Piet Naudé
Dean
University of Stellenbosch Business School (USB)
South Africa

Prof. Rajendra K. Srivastava
Dean
Novartis Professor of Marketing Strategy and Innovation
Indian School of Business (ISB)
India
2018 Highlights

Professional Development Programmes
FINANCIAL RESULTS 2018 AND FORECAST 2019
FINANCIAL RESULTS 2018 AND FORECAST 2019

Presented by
Prof. Peter Moizer

EFMD GN Board Member
Dean
Leeds University Business School
University of Leeds
United Kingdom
### Financial results 2018 – 2019 and forecast 2019 – 2020

<table>
<thead>
<tr>
<th></th>
<th>ACTUAL 01/04/2018 - 31/03/2019 CHF</th>
<th>FORECAST 01/04/2019 - 31/03/2020 CHF</th>
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</thead>
<tbody>
<tr>
<td><strong>OPERATING INCOME</strong></td>
<td></td>
<td></td>
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<tr>
<td>Membership Fees</td>
<td>1,116,217</td>
<td>1,112,865</td>
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<tr>
<td>Sponsoring &amp; Donations</td>
<td>608,186</td>
<td>657,658</td>
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<td>Conferences</td>
<td>1,041</td>
<td>62,996</td>
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<tr>
<td>EDAF</td>
<td>28,145</td>
<td>46,884</td>
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<td>BSIS</td>
<td>152,064</td>
<td>196,877</td>
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<tr>
<td>EOCCS</td>
<td>53,846</td>
<td>130,277</td>
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<tr>
<td>AHRMIO &amp; OTHERS</td>
<td>112,324</td>
<td>96,563</td>
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<tr>
<td><strong>OPERATING CHARGES</strong></td>
<td>1,818,371</td>
<td>2,033,508</td>
</tr>
<tr>
<td>Direct Costs</td>
<td>147,039</td>
<td>248,508</td>
</tr>
<tr>
<td>Support to Asia, Americas &amp; CEE</td>
<td>657,747</td>
<td>675,000</td>
</tr>
<tr>
<td>Personnel (Incl. Regular Consultants)</td>
<td>685,281</td>
<td>770,000</td>
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<tr>
<td>Travel &amp; Representation</td>
<td>139,775</td>
<td>145,000</td>
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<tr>
<td>Overheads</td>
<td>188,530</td>
<td>195,000</td>
</tr>
<tr>
<td><strong>NET RESULT</strong></td>
<td>253,452</td>
<td>270,612</td>
</tr>
<tr>
<td><strong>CASH FLOW</strong></td>
<td>258,542</td>
<td>280,612</td>
</tr>
</tbody>
</table>
Operating income

- 04/2016 - 03/2017: CHF 1,342,390
- 04/2017 - 03/2018: CHF 1,938,010
- 04/2018 - 03/2019: CHF 2,071,823
- 04/2019 - 03/2020 (Forecast): CHF 2,304,120
Net result

- 04/2016 - 03/2017: CHF 204,745
- 04/2017 - 03/2018: CHF 246,631
- 04/2018 - 03/2019: CHF 253,452
- 04/2019 - 03/2020 (Forecast): CHF 270,612
QUALITY SERVICES PORTFOLIO
Quality Services Portfolio

- 1-5 Online Courses
- EOCCS Review
- EOCCS Certification
- EFMD Membership
- EQUIS Accredited
- CLIP Accredited

EDA F DEVELOPMENT
EFMD Portfolio Accreditation System
Pioneer Schools
STRATEGIC AGREEMENTS
Memorandum of Understanding with the Global Business School Network (GBSN)

• Improve the access to locally relevant management education in the developing world

• Support and develop new services, creating value for business schools and other organisations to improve and impact economic and social development

Dr. Daniel LeClair
Chief Executive Officer

Global Business School Network (GBSN)
Memorandum of Understanding with the China Academic Degrees and Graduate Education Development Center (CDGDC)

- Explore new mechanism for joint accreditation
- Improve the level and strengthen the quality assurance of management education worldwide

Mr. Baoyin HUANG
Director General of China Academic Degrees and Graduate Education Development Center (CDGDC)

P.R. China