

'Iolani School Creatively Maximizes the Possibilities that ThankView Offers



86%
ThankView Email Open Rate

- Features Used
- Branded Assets
 - Merge Fields
 - Metrics
- See All ThankView Features >

The Challenge: How to To Congratulate Students Individually with Video?

When you're a storied school with a picturesque campus in Honolulu, dynamic camera- friendly students and top-notch production team, you might think that all of your video needs are well taken care of. But a question lingered for Leslie So'oalo, 'Iolani's Stewardship Manager- What is the best way to deliver this exceptional content? This question led 'Iolani to join the ThankView family, and what started as an original means of thanking donors turned into a way to transform all types of communication.

'Iolani had previously used acknowledgement letters, receipts, and phone calls to touch base and thank donors. In order to make their donors feel important, 'Iolani turned to the incredible videos being produced by their in-house team. The videos were sent out through email linking to YouTube or Vimeo which offer limited viewership metrics and do not allow for the amount of personalization they sought after.

After attending their first ThankView training, Leslie and the rest of the 'Iolani team began to explore the platform, eager to figure out just how many ways they could use ThankView. "Not only can we use this to thank our donors," So'oalo said, "but we can do so much more." One of the ideas that came out of this brainstorm session was a congratulations campaign to students who recently received an acceptance to 'Iolani's new residence hall.

Check out the features that helped 'Iolani School achieve their goals.

Fully Branded

Your emails, landing page and digital envelopes are fully branded with your organization's colors and logos

Merge Fields

With multiple merge field options, you can quickly personalize emails, subject lines and messages for high open rates and campaign success

Metrics

Track results with our real time metrics dashboard. Gain insight quickly and easily export everything with a single click

ThankView Solution: Combine a Personalized Video with A Generic Video for Maximum Personalization



'Iolani students welcoming recently accepted new students.

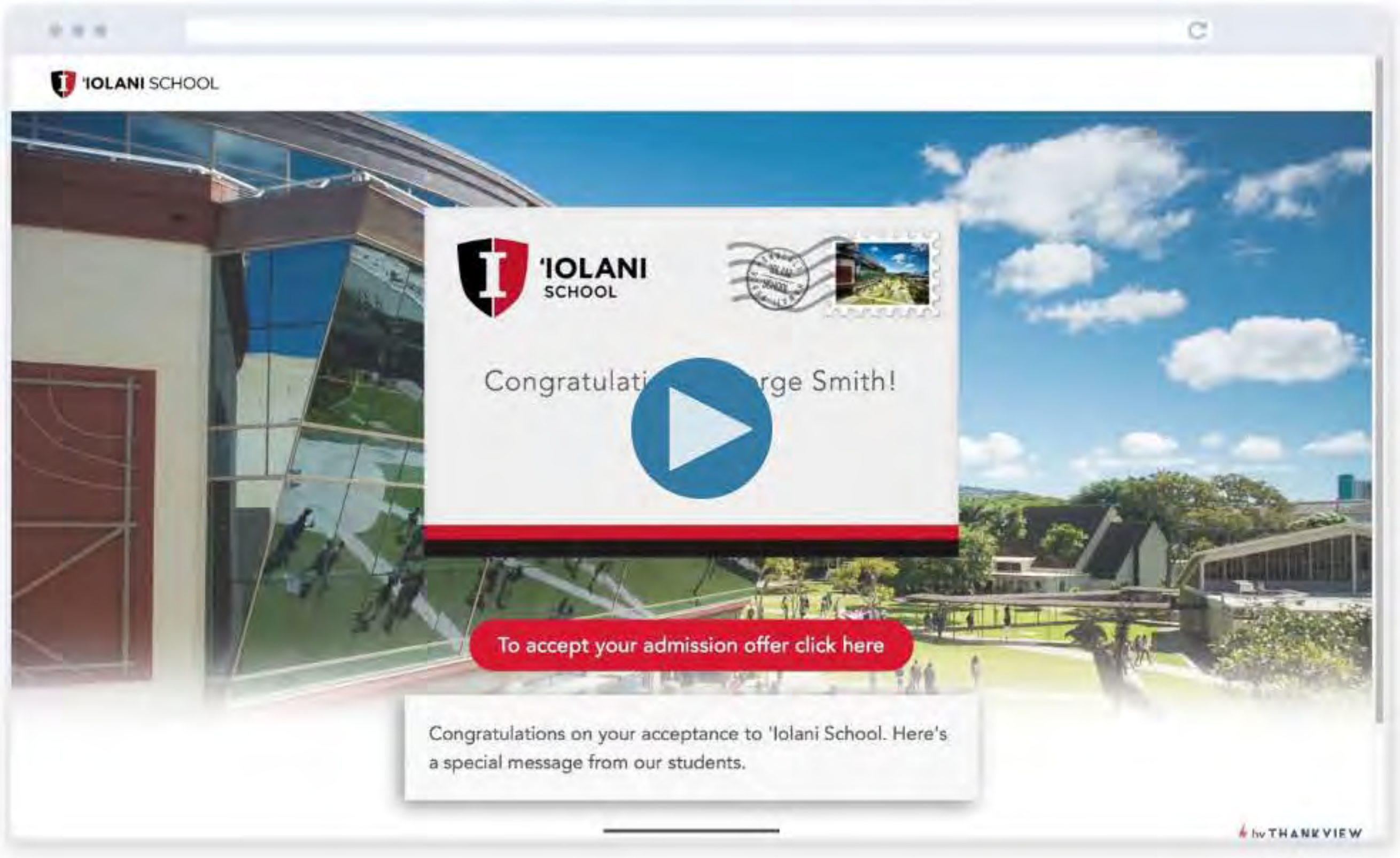
The videos for this campaign featured a personalized introduction, congratulating each accepted student before cutting to a generic video that highlighted life at 'Iolani. The campaign was an overwhelming success, with an 84.5% open rate, 138 total video views, and 13 clicks on the call to action button, which drove recipients to a page to complete their enrollment. This innovative video also inspired us here at ThankView to enhance our own video capabilities-- our feature that allows you to append personalized videos to generic ones resulted from our awe of 'Iolani's videos.

'Iolani has followed up the residential admissions acceptance campaign with several other unique campaigns. They have used ThankView to share moments on campus with their donors, including May Day celebrations as well as the final bell on the seniors' last day of classes. They have also began working on birthday campaigns, for which So'oalo is eager to take advantage of ThankView's automation: "The ThankView automation allows us to use a set it and forget it method by streamlining the production while continuing to ensure our donors receive personalized and thoughtful communication."

“With ThankView, we can create meaningful experiences for the donor that goes beyond the standard thank-you. This coupled with the simplicity of navigating through the platform makes it a smarter and faster way to engage and cultivate relationships.”

The simplicity of everything while navigating the platform has made 'Iolani eager to find more use cases for ThankView than they originally had in mind. "With ThankView, you don't have to work harder. You can just work smarter," said So'oalo.

Check out their ThankView below



More Customer Success Stories

Learn how Georgetown created 1,885 personalized videos in two hours

Read Full Story >

BBBSKC has transformed their communication with donors using ThankView

Read Full Story >



Got Questions?
Let's Talk.

Set Up a Demo



BUILDING OUR ENDOWMENT FOR TOMORROW

Your generosity enables us to bring together great students and superb teachers on this Hill, and because you have made the choice to endow your support, those funds will work their magic forever. Kenyon’s endowment provides critical resources for all aspects of the College, from scholarship aid and professorships, to internships and essential program funds. By sustaining the endowment, you strengthen the foundation upon which our success rests.

We have publicly launched Kenyon’s new campaign, Our Path Forward, which will raise \$300 million – and half of that will be endowed funding. Of that \$150 million, \$100 million will go to our first priority, financial aid.

These numbers are meaningful because they translate into the individual Kenyon stories of students, professors and donors. We in the Kenyon family have a deeply personal stake in the future of this charmed hilltop. But every flicker on our smartphones reminds us that we also have a stake in larger questions. Our students and professors are privileged to live and work in a community where every imaginable question in the world – however difficult, urgent or controversial – can be examined with intellectual sophistication, complexity, patience, integrity and civility.

Thank you for making such a difference for those of us who teach and learn at Kenyon. Kenyon people are ferociously, passionately loyal. Your support for endowment guarantees that Kenyon’s future will be even stronger than its past. We are deeply grateful.

Sincerely,



Sean Decatur
President



**OUR PATH
FORWARD**
The Campaign for Kenyon



YOUR INVESTMENT IN KENYON

A report on your fund in the
Kenyon College endowment, 2017-18

CONTACT US

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Advancement Division
Kenyon College
Gambier, Ohio 43022
740-427-5154



Your investment in Kenyon

Kenyon has a remarkable record of thrift. The College has balanced its budget every year since 1969, and we have avoided significant disruptions to our operations even during major economic downturns.

The College’s finances remain challenging because each year about 80 percent of our operating revenue comes from student tuition and fees. How can we maintain a top-tier liberal arts program in good times and bad and keep tuition affordable? The foundation for greater financial stability is a growing endowment.

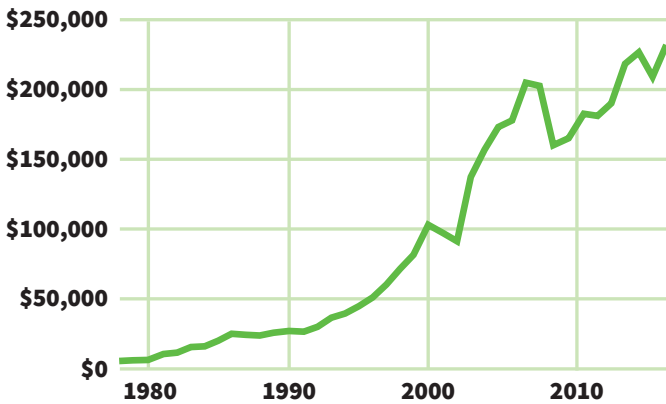
With a larger endowment, Kenyon can:

- Keep pace with the growing financial need of today’s top students
- Endow professorships to attract and retain the finest available faculty
- Fund programs to support student success and retention
- Support internships, research and on-campus apprenticeship programs
- Accelerate innovation in teaching and technology

THE SUCCESS AND THE CHALLENGE

Kenyon has made great progress in just a few decades. Our endowment crossed the \$10 million mark in 1980, and at the close of our 2018 fiscal year we stood at approximately \$416 million. For that success, we thank you, our generous donors, and those who have prudently managed our growing financial assets. But the needs of a 21st-century liberal arts education and the pressure of our peer colleges demand that we continue to move forward. We invite your continued support as you learn more about how your endowment gifts are being managed as part of the College’s strategy to grow this vital resource.

ENDOWMENT PER STUDENT*
Kenyon’s 40-year growth



*Prior to July 1, 2018, Kenyon maintained two separate investment pools: an endowment fund and an unrestricted reserve fund. Effective June 30, 2018, the unrestricted reserve fund was combined with the endowment fund. For comparison purposes above, prior fiscal years reflect the combined total of the funds.

“Over the past year, I’ve had the most life-altering experiences of my life. I was immersed into an environment of diversity, learning, self-exploration and rapid growth. I knew Kenyon was truly home for me, that it was my dream to spend my next four years there. And for allowing this dream to become a reality, I thank you.”

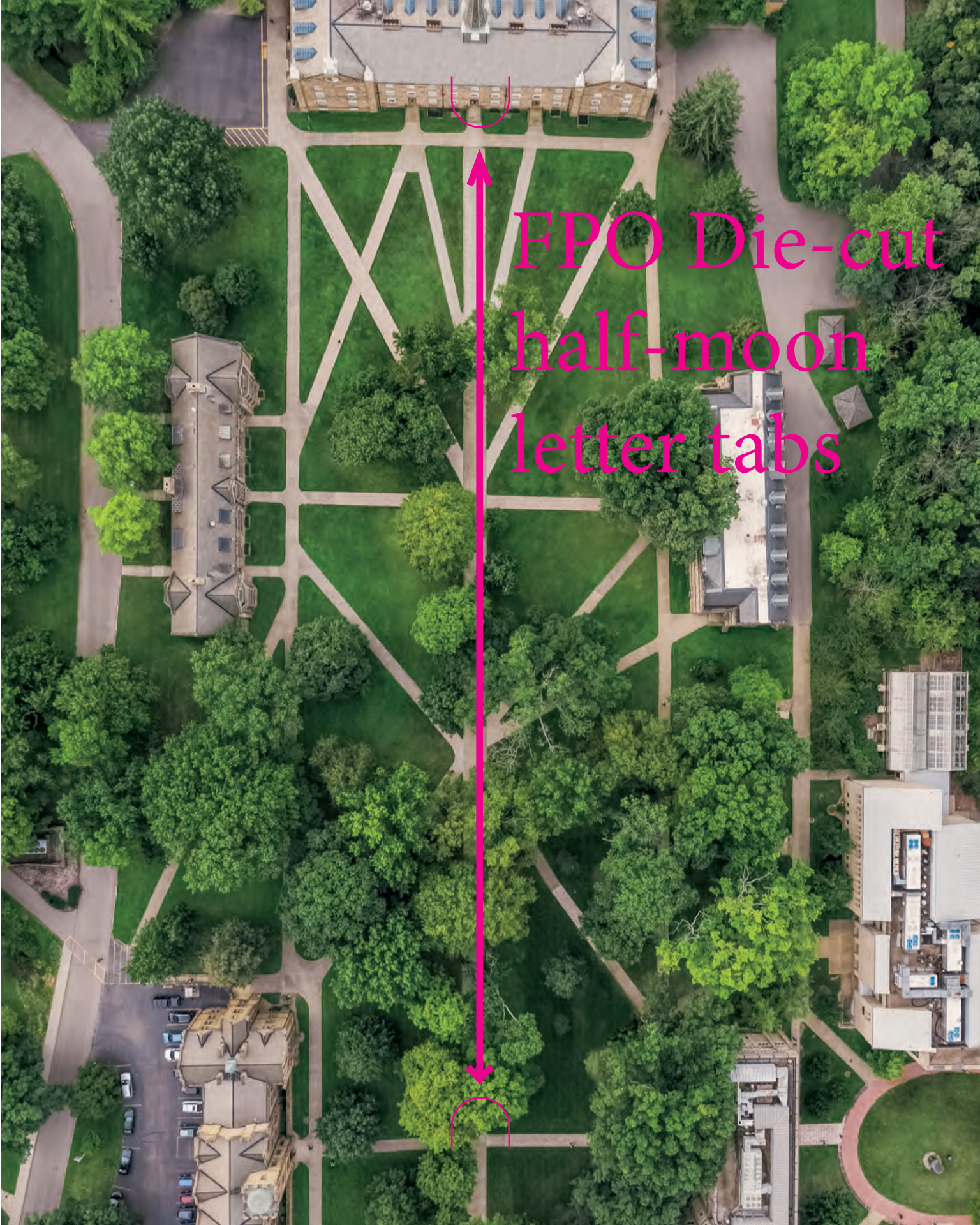
—AFOMIA AYELE ’21, John G. and John B. McCoy Fund

“I have been growing to embrace and integrate the unimaginable that I invited into my life when I became a student at Kenyon. I thank you so much for supporting the journey that I am on as a student in and outside of our beloved campus.”

—GABRIELLE A. BING ’19, David W. Horvitz Scholarship Fund

“I am continually grateful for the support you provide for this position, our laboratory, and these students’ neuroscience education. Your generosity fosters substantial gains in understanding the genetics of nervous system development and truly makes Kenyon a leader for undergraduate neuroscience training.”

—SARAH C. PETERSEN, Ashby Denoon Assistant Professor of Neuroscience



Your investment performs

As of June 30, 2018, Kenyon’s endowment totaled approximately \$416 million.

This total includes both funds that are permanently restricted by donors as well as funds that have been placed in the endowment by the Board of Trustees, sometimes called “quasi-endowment.” Unlike other endowment funds, the principal of quasi-endowment funds can be spent at a future time by the Board. On June 30, 2018, \$156 million of unrestricted funds was transferred into the endowment at the direction of the Board of Trustees. With this transfer, the total amount of quasi-endowment funds now stands at \$217 million of the \$416 million total.

RISK PROFILE AND STRATEGY

The current risk profile and strategy for the portfolio was set by the Board’s investment committee in October, 2015. The new strategy has a modestly lower risk profile compared to the larger universe of endowments but aligns well with Kenyon’s strategies: first, our goal to, at a minimum, earn what we spend plus inflation; second, to bolster the overall strength of the College’s balance sheet; and third, to support ongoing liquidity needs for operating expenses. Long-term, the portfolio is expected to perform at or above median in the National Association of College and University Business Officers endowment universe (about 825 endowments).

With this level of performance, the portfolio is expected to be at or near the top quartile of the endowment universe over rolling ten-year cycles.

Effective January 1, 2016, the College began a partnership with CornerStone Partners LLC in Charlottesville, VA. CornerStone provides outsourced chief investment officer and investment office services for the College. This partnership is designed to achieve investment outperformance and operational excellence in a complex investment world.

ASSET ALLOCATION POLICY

Kenyon seeks the following allocation levels for endowment assets:

- Equities: 50 percent
- Diversifying assets: 30 percent
- Real assets: 10 percent
- Fixed income: 10 percent

PORTFOLIO PERFORMANCE

The total return on the endowment fund investment portfolio, for several periods, is as follows. These figures are annualized and represent the net total, after taking into account manager fees and expenses.

One-year return	9.2 percent
Three-year return	6.1 percent
Five-year return	7.1 percent
Ten-year return	5.0 percent

SPENDING FORMULA

Support for operating expenses from the endowment is based on a spending formula set by the Board of Trustees which looks at both the market value of the endowment and adjusts for inflation and growth in the College’s budget. In recent years, the policy has resulted in annual payouts in the range of 4–5% of market value.

The payout from the new \$156 million board-designated endowment fund referenced earlier will be determined annually in the budget process. Historically, an average of about 6% of the market value of these funds has been spent annually.

LONG-TERM OBJECTIVE

As the College’s balance sheet strengthens with additional endowment gifts during the Our Path Forward campaign, we expect to migrate toward the risk/return profile of the more aggressively allocated endowments. Until then, the current strategy is expected to provide the necessary ongoing support for expenses such that the College will continue to operate strategically and prudently.

A photograph of three students walking away from the camera down a dirt path lined with trees. The student on the left is wearing a plaid shirt and a black backpack. The student in the middle is wearing a blue shirt and a black backpack. The student on the right is wearing a white shirt and a black backpack. The path is surrounded by green grass and trees with yellowing leaves, suggesting autumn. The scene is brightly lit with sunlight filtering through the trees.

A LOOK AT YOUR SCHOLAR'S PATH



You help make the Kenyon experience possible.

Financial aid is the fastest growing item in Kenyon's budget and the single highest priority in the Our Path Forward campaign. Scholarship funds keep Kenyon strong, give the College a chance to compete for the best students and give those students a chance to experience a transformative liberal arts education.

Kenyon is grateful for your support. But the most meaningful thanks come from students who benefit from your generosity. We are pleased to enclose their letters here.



INDIANA UNIVERSITY FOUNDATION

September 28, 2018

Sample McTest
123 Anywhere St
Bloomington, IN 47405

RE: 037XXXXXX

Dear Mr. McTest

For Indiana University, 2018 is well on its way to becoming another record-breaking year, with nearly 109,000 students state-wide on our seven campuses, including an unprecedented class of 15,909 incoming freshman. Our alumni, faculty, staff, and friends continue to invest in our students' futures, help our faculty accomplish ground-breaking advancements, and improve our campuses in countless ways to propel our university into the next century. From reducing student debt by creating more than 4,500 scholarships and fellowships, to investing in 189 newly endowed faculty chairs/professorships – with your support, the impact of the *For All: The Indiana University Bicentennial Campaign* is profound.

Contributing to an endowment that provides perpetual funding helps us to continue to attract the world's finest students, educators, and researchers. This year, the collective income from endowments provided more than \$93 million to ensure our sustained success.

It is my privilege to provide you with the 2017-18 Fund Report(s) for your account(s).

Here is what you will find inside:

Your annual **Fund Report(s)** shows how the value of your endowment has changed over the last fiscal year (July 1, 2017 to June 30, 2018), any additional contributions made to your account(s), and the payout that was made to support your designated interest(s). We have also included **A Guide to Your Fund Report** to provide explanations for the different terms that appear on your statement.

You will also find an **Investment Report** from Gary Stratten, IU Foundation's (IUF) Chief Investment Officer, detailing the IUF endowment investment approach and our historical financial performance. Accompanying this, you will find an informational piece entitled **What is an Endowment?** that provides additional insight on how endowed accounts provide a continual source of revenue for IU and IUPUI.

You have our assurance that your contributions to IU will serve your intended purposes today, and always. We are committed to being responsible stewards of your endowed gift(s). Should you have questions regarding the enclosed information, please contact Ann Bunjan, Stewardship Manager, at 812.855.6332 or 800.558.8311.

FOR ALL you have done – and **FOR ALL** you continue to do – we thank you.

Best Regards,

Daniel C. Smith
President and CEO

FOR ALL

The Indiana University Bicentennial Campaign



Fund Report Fiscal Year 2018

July 1, 2017 through June 30, 2018

The Sample McTest Scholarship
For the Benefit of
IU School of Education - Bloomington

INVESTED FUND

Market Value - July 1, 2017	\$10,000.00
Gifts	500.00
Other Income	100.00
Transfers	500.00
Distribution to Spendable Fund	-1,000.00
Authorized Expenditures	0.00
Change in Market Value	500.00
Market Value - June 30, 2018	<u>\$10,600.00</u>

*The numbers above are for the invested principal during the fiscal year.**To accommodate external manager reporting, market values are priced a month in arrears and will not correlate to fiscal year end investment performance.***SPENDABLE FUND**

Beginning Balance - July 1, 2017	\$10,000.00
Gifts	500.00
Distribution from Invested Fund	1,000.00
Other Income	100.00
Transfers	-500.00
Authorized Expenditures	-2,000.00
Ending Balance - June 30, 2018	<u>\$9,100.00</u>

The spendable fund is where the investment dividend and/or gifts are made available for expenditure in accordance with your gift agreement.



INDIANA UNIVERSITY FOUNDATION

McTest Scholarship Recipients

Sara Sample Fall 2016

Sara Sample Spring 2017

Ashley Test Fall 2016

Ashley Test Spring 2017

A GUIDE TO YOUR FUND REPORT

Enclosed is your annual Fund Report, which provides:

- Beginning and ending values of your fund
- Additional contributions made to your account by you or others
- Funds from your account distributed for use as you have designated

Below is a sample format of your Fund Report. Depending on your account type, your report could look differently. Here are a few terms that might be helpful:

 INDIANA UNIVERSITY FOUNDATION	
Fund Report Fiscal Year 2018 July 1, 2017 through June 30, 2018	
The Sample McTest Scholarship For the Benefit of IU School of Education - Bloomington	
INVESTED FUND	
Market Value - July 1, 2017	\$10,000.00
Gifts	500.00
Other Income	100.00
Transfers	500.00
Distribution to Spendable Fund	-1,000.00
Authorized Expenditures	0.00
Change in Market Value	500.00
Market Value - June 30, 2018	\$10,600.00
<small>The numbers above are for the invested principal during the fiscal year.</small>	
<small>To accommodate external manager reporting, market values are priced a month in arrears and will not correlate to fiscal year end investment performance.</small>	
SPENDABLE FUND	
Beginning Balance - July 1, 2017	\$10,000.00
Gifts	500.00
Distribution from Invested Fund	1,000.00
Other Income	100.00
Transfers	-500.00
Authorized Expenditures	-2,000.00
Change in Market Value	500.00
Ending Balance - June 30, 2018	\$9,600.00
<small>The spendable fund is where the investment dividend and/or gifts are made available for expenditure in accordance with your gift agreement.</small>	
<small> IUF Reference No: 637XXXXXX Report Run Date: 9/10/2018 Donor Name: McTest, Sample </small>	
<small> Date Opened: 01/01/2001 Account Type: SUR </small>	

1 The **FISCAL YEAR** represents the accounting period your report encompasses.

2 The **INVESTED FUND** indicates the invested principal during the fiscal year.

3 The **MARKET VALUE** reflects the total of cash and investments held in your individual account on the first and last days of the fiscal year.

4 **GIFTS, OTHER INCOME, AND TRANSFERS** to your fund reflect gifts made by you or others throughout the fiscal year, as well as transfers or other forms of income.

5 The **DISTRIBUTION TO SPENDABLE FUND** and **AUTHORIZED EXPENDITURES** report the money disbursed from your individual account throughout the fiscal year to support the purpose specified in your gift agreement.

6 The **SPENDABLE FUND** is where the investment dividend and/or gifts are made available for expenditure in accordance with your gift agreement.

7 The **CHANGE IN MARKET VALUE** represents the unrealized gains/losses of your invested account.

8 The **BEGINNING** and **ENDING BALANCE** is what is available in your account to spend.



INDIANA UNIVERSITY
FOUNDATION

WHAT IS AN ENDOWMENT?

An endowment is a gift intended to provide permanent support to IU for the advancement of the university and its students, faculty, and programs. It is the fiduciary responsibility of the IU Foundation (IUF) to invest your gift and provide an annual payout to support the IU-related purpose you have chosen.

The IUF Investment Committee consists of members of IUF's Board of Directors, IUF staff, and IU staff with over 300 years of combined investment experience. The committee oversees the investment of the funds and the payout policy.

THE PROCESS

1 You make a gift.

Your generosity establishes an endowment that is designated for the need at IU you wish to support (e.g., scholarships, faculty, etc.).

2 Your gift enters the investment pool.

All endowment gifts are invested into a pooled fund, which is a broadly diversified, professionally managed portfolio that is methodically constructed by the Investment Committee of the IUF Board of Directors and the IUF Investment Staff. When all endowment gifts are commingled into a single portfolio, your gift is less susceptible to market fluctuations and is provided with access to better investment opportunities than would otherwise be available.

3 Invested funds generate a return.

The portfolio is managed on a total return basis. The various asset types in which we invest generate an assortment of return streams, including interest, dividends, and realized and unrealized capital gains and losses. The total return on the portfolio is net of any investment fees.

4 Invested funds yield a payout.

Your gift comes to life in a powerful way when a portion of the investment income is made available to IU each year (based on the IU Foundation Spending Policy) in accordance with the purposes you specified in your gift agreement. The IU Foundation Spending Policy is designed to create a stable income stream that fulfills your intended use of the funds and provides for reinvestment in your endowment. By doing so, your endowed gift provides a continuous and relevant resource stream for the future.

INVESTMENT REPORT (AS OF JUNE 30, 2018)

One of the best parts of my job is having the opportunity to share how we are investing the gifts that you have entrusted to IU, how those investments have performed in recent years, and the impact that your gifts and our investment portfolio have made at the university that we all love so much.

This Investment Report focuses on details pertaining to the management of the overall IU Foundation endowment portfolio, the vehicle in which endowed funds are invested. Enclosed, you will also find a personal fund report that provides a financial summary of the individual account you established or to which you have contributed.

Thank you for your generous support of Indiana University through the IU Foundation.



—Gary Stratten, CFA
Executive Vice President for Investments and Chief Investment Officer
Indiana University Foundation

APPROACH TO INVESTING ENDOWED GIFTS

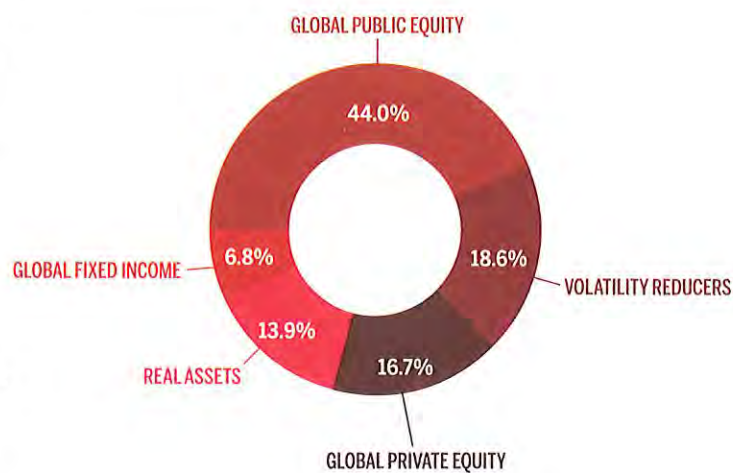
The IU Foundation's endowment assets are invested in the Pooled Long-Term Fund (PLTF), which is a broadly diversified account that utilizes external investment managers, along with a select number of direct investments, to gain exposure to the asset categories that make up our portfolio.

Under the oversight of the Investment Committee of the IUF Board of Directors, the Foundation's Investment Staff performs

rigorous screening and due diligence on numerous managers and funds to identify the most desirable opportunities in which to invest. Once managers are added to the portfolio, the job of reviewing and monitoring each relationship is equally demanding. Thoughtful portfolio construction is crucial to the primary performance objective of realizing sustained growth to preserve the long-term purchasing power of gifts for future generations.

WHERE ENDOWMENT GIFTS ARE INVESTED

The PLTF is invested in nearly 200 investment funds managed by roughly 100 different investment managers, resulting in the portfolio containing thousands of individual holdings. Some of the funds have broad mandates such as U.S. stocks or core fixed income, while others provide the endowment with specialized access to niche areas such as cloud technology startups, medical offices, or privately held media companies. The portfolio maintains a significant allocation to equities (public and private) because ownership of partial stakes in businesses allows the portfolio to profit from long-term economic growth and rising global prosperity. Real assets are intended to provide inflation protection, while volatility reducers are strategies capable of generating equity-like returns over the long run in a more consistent path than the public equity markets often provide. The accompanying chart summarizes the asset allocation of the PLTF as of June 30, 2018.



PERFORMANCE OF THE ENDOWMENT PORTFOLIO (AS OF JUNE 30, 2018)

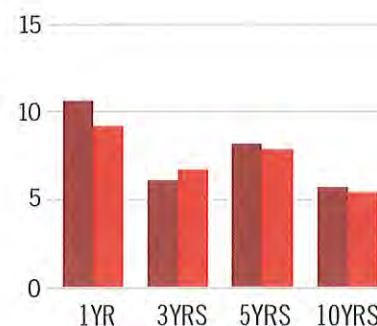
The IU Foundation endowment portfolio earned an investment return of 10.1% for the fiscal year ending June 30, 2018¹, which exceeded the return of the Target Weighted Index (+9.2%) by 0.9%.

Our best performing asset class in FY2018 was U.S. equity, with a 16.4% return. While each manager in that category turned in positive performance, results were driven in particular by our stable of four managers focused on small and mid-cap stocks. These relationships have been in place for an average of 17 years, which demonstrates the benefit of investing for the long term. While every investment manager endures periods of underperformance, partnering with firms for such a long duration allows us to thoroughly understand the people and process at each firm. This provides us with the fortitude to stay the course when a manager's style is out of favor and our hiring thesis remains intact, most often to our benefit over time.

Our private investments performed well, with most categories notching double-digit returns for the fiscal year, led by particular strength in private real estate (up over 13%). Developed international equities (+7.4%) and emerging market equities (+7.7%) offered positive returns, but lagged U.S. markets after outperforming in FY2017. While fixed income's return (+1.3%) appears unexciting, we note that the Aggregate Bond Index actually lost 0.4% over the same period, meaning our managers did a solid job of protecting capital in a challenging environment. Overall, we are pleased with the performance and believe the portfolio is currently well positioned based on our goals and objectives.

¹ Preliminary unaudited investment returns

Percentage Returns¹

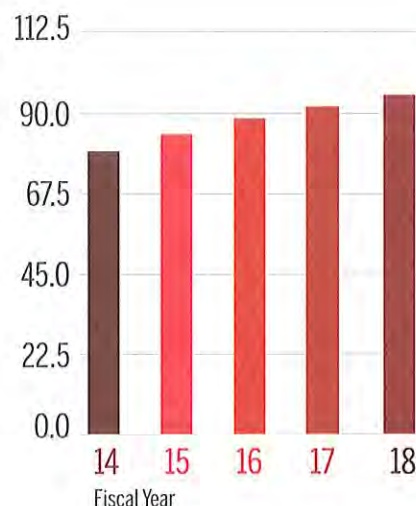


■ IUF Pooled Fund ■ Target Weighted Index

THE IMPACT OF THE INDIANA UNIVERSITY FOUNDATION ENDOWMENT

We are proud that the size of the endowment (over \$2.2 billion) places IU in the top 20 of public universities in the United States and top 50 of all U.S. universities (including private institutions). IU has achieved this scale due to the generosity of alumni, friends, and supporters, as well as the result of portfolio appreciation. While the size is noteworthy, what ultimately matters most is the amount of financial support the portfolio is able to provide to IU students and faculty. That support comes in the form of regular distributions that provide student support, fund research breakthroughs, and create opportunities to tackle the world's toughest problems. As you can see in this chart, support from the IUF endowment has grown steadily over the years. Most importantly, these dollars result in remarkable stories of lives and communities that have been changed for the better, and will continue to be for decades to come.

\$ Endowment Support Provided to IU (MIL)



INDIANA UNIVERSITY
FOUNDATION



INSEAD

Donors Report 2016/2017

Inspire, Influence, Impact



The Business School
for the World®

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Message from the Dean

Dear Donors,

More than ever, we are conscious that INSEAD, with its distinctive values, mission and extraordinary global community is uniquely placed to promote social and economic progress, while serving the world as a force for good.

As donors, you provide us with the power to deliver on this vision. We are deeply proud of your trust and highly value your engagement with the school. In 2016/2017, your collective gifts and pledges – reaching a record high of €33.6 million – transformed the school in several key areas.

Entrepreneurship, the engine for economic growth, received an investment of €12.5 million. Rudolf and Valeria Maag's towering support for academic excellence in Entrepreneurship, heightened by Francesco Loredan and Kurt Björklund's significant gifts, raises our research and teaching capabilities to new levels that will impact generations of future entrepreneurs. The Centre for the Study of Wealth Inequality, established by James and Cathleen Stone, enables us to pursue a global challenge closely aligned with our own mission of advancing business as a force for good. And the Sauvage family's encouraging leadership gift honours our exceptional faculty who are at the core of our mission.

Your gifts towards scholarships allowed the school to invest €7 million in talented men and women with diverse socioeconomic backgrounds from around the world to study at INSEAD. In 2013, when I started my

mandate as the Dean, we had 64 scholarships in our portfolio. Today, there are 96, and as you significantly invested in scholarships last year, this number will again increase in the near future. Thanks to the commitment of many alumni – including Norbert and Henriette Albin, who made a particularly generous gift – we continue to ensure a learning environment of matchless diversity that develops tolerant and inclusive leaders.

Your gifts to the Dean's Annual Fund provided us with invaluable resources to realise innovative student and faculty projects that will further business and social improvements. And your individual and collective investments in setting up our pioneering facility in San Francisco will help us to anchor the school's activities in the world's leading high-tech region while expanding our brand in the US.

As you will agree, philanthropy is increasingly important to INSEAD's future. I am therefore delighted that Peter Zemsky, Deputy Dean, and Nida Januskis, Associate Dean of Advancement, bring their experience, expertise and enthusiasm to advance the school's engagement with its key communities.

At this inflection point in our school's history, we will be defined by what we build. We must develop INSEAD to create those transformational dynamics that will help tomorrow's leaders to build a just, sustainable and prosperous world. In the journey towards that vision, I invite your continued support.



Ilian Mihov
Dean



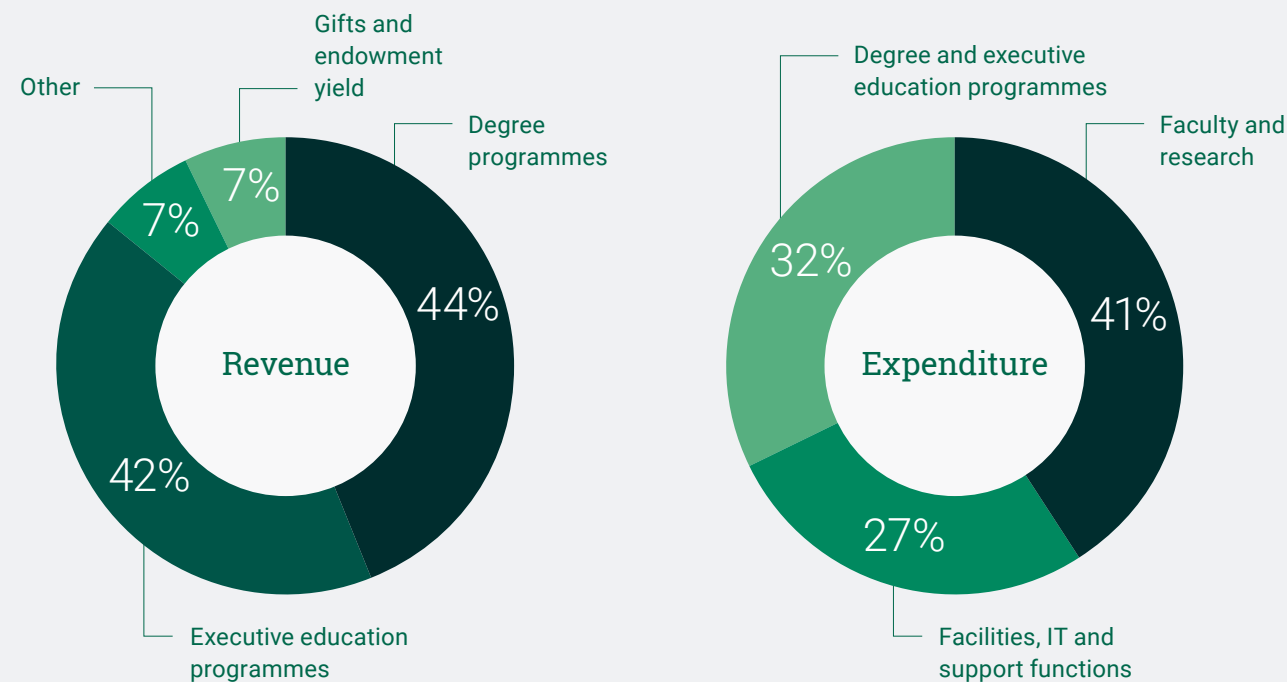
Financial Overview of the School

2016/2017 was an exceptional financial year. Revenues saw a double-digit growth and donor gifts and pledges reached a new high, adding substantially to our endowment.

Strong demand for degree and executive education programmes resulted in both departments generating over €100 million in revenues. The school's stellar performance in business school rankings as well as in research and teaching set the context. Concurrently, the school's responsiveness to the needs of the market and its investments in executive education and fundraising contributed to the overall results.

As an independent, non-profit, international institution, INSEAD's economic model depends on programme fees, income from the endowment and from philanthropic donations. Philanthropy is increasingly important to the school's development. And, as demonstrated in the following pages, INSEAD's alumni and friends are generously responding to this priority.

€245m Total revenue in 2016/2017



Endowment

Thanks to both the generosity of donors and the performance of our investment strategy, the endowment increased by €27 million to €212.5 million in the academic year 2016/2017. During this period, the INSEAD investment portfolio returned 9.6% in Euro terms (and 12.9% excluding currency hedging effects), which represents a significant outperformance versus the benchmark.

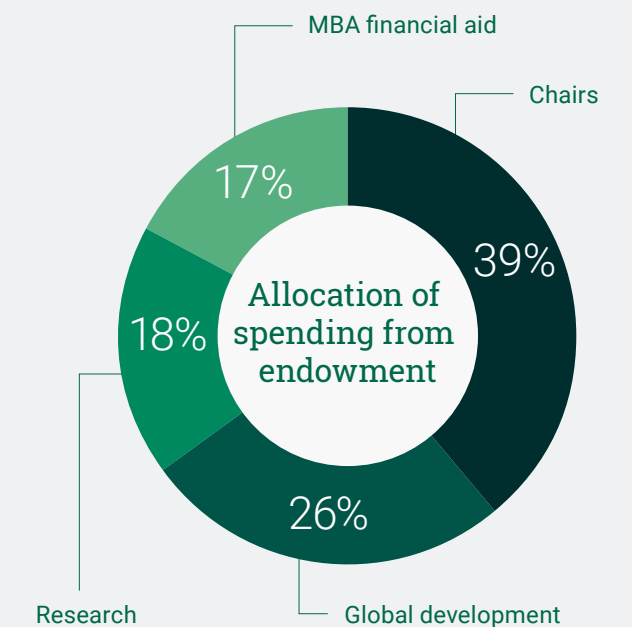
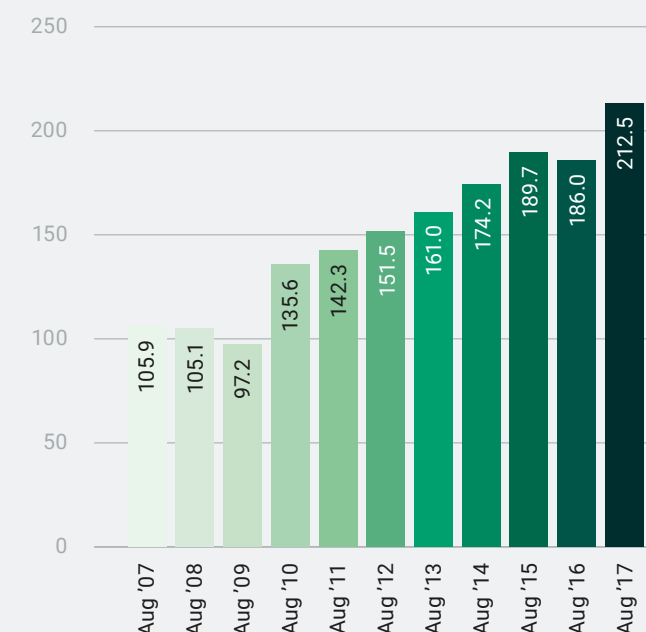
INSEAD's endowment consists of a €202 million investment portfolio and a further €10.5 million investment in directly held property, cash and other assets. While the Endowment Management Committee takes overall responsibility for the endowment, experts from Partners Capital, who have advised us since 2007, manage the investment portfolio on our behalf.

The investment strategy has several objectives: manage the portfolio to deliver long-term absolute returns; diversify the portfolio across multiple asset classes; select the most skilled asset managers within each asset class; and take into account ethical, social and governance issues when deciding on investments.

INSEAD's endowment supports the school's mission and provides a source of funds to build its competitive advantage based on a long-term annual spending rate of 4.2%. It allows the school to plan, sustain and invest in faculty chairs, research projects, programmes, scholarships and facilities. In 2016/2017 the cash flow from the endowment amounted to €8.2 million.

€212.5m Total endowment in 2016/2017

Endowment at market value (€ millions)



Giving Results

In total, we received
€33,597,290
 in gifts and pledges from

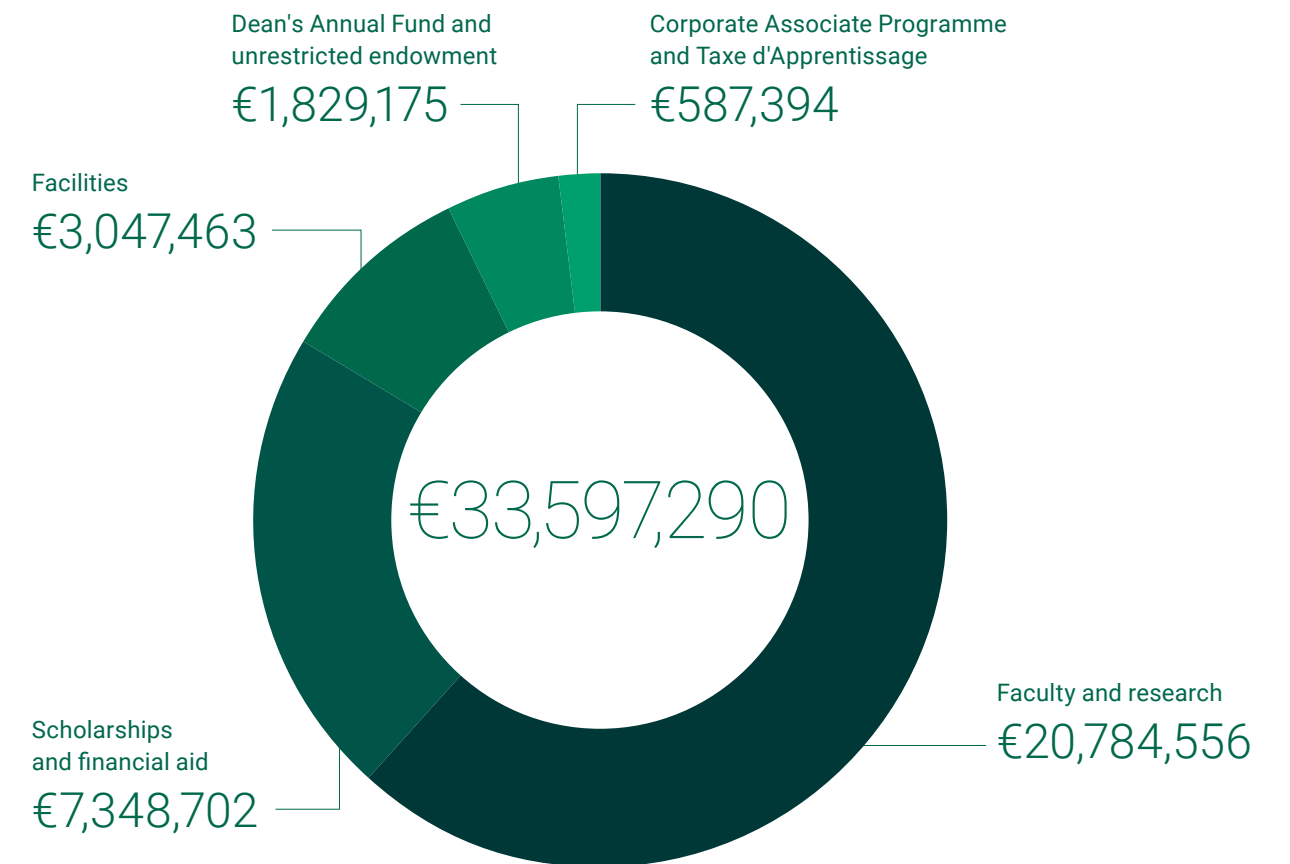
 **3,578**
 donors

of whom
 **3,239**
 are alumni and students

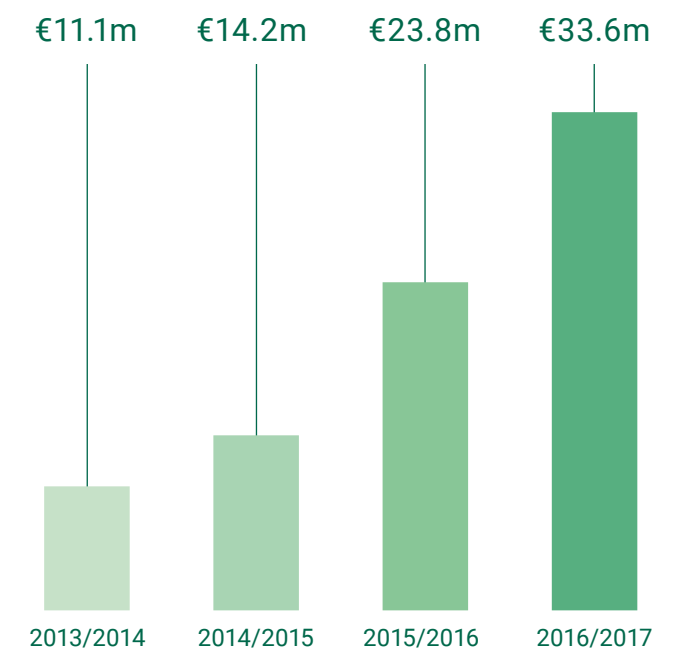
Donors chose to direct their gifts as follows (€ millions):



Where did donors direct their gifts?



Increasing trust and commitment from our community (annual donations in € millions)



Message from the Deputy Dean and the Associate Dean, Advancement

Dear Donors,

In our new roles with Advancement, we are honoured to serve INSEAD by creating bridges between our unique school and one of the most vibrant, influential and committed communities in the world.

This year, we commemorate the first women who joined our MBA programme 50 years ago by celebrating the achievements of our alumnae. With a special series of events, titled *iW50*, we are reminded not only of how societies evolve but of our role and responsibilities in their future progress. INSEAD's mission to develop tomorrow's global leaders – *women and men* – who align the goals of business and society has never been stronger.

Our innovative and expanding portfolio of programmes, initiatives and educational offerings prepare our participants to lead in a world that is dramatically changing. With globalisation and technology fundamentally altering the way we work, the emphasis now is on an education that fosters responsibility, creativity, open-mindedness, and entrepreneurship.

As donors to INSEAD, you help us to shape this future. We join the Dean, faculty, students and staff in thanking you for your valuable support in this mission. In 2016/2017, your generosity set new records: €33.6 million in collective gifts and pledges; the

highest amount contributed to the Dean's Annual Fund; exceptional investments in INSEAD's faculty, research and scholarships. And the effect of your gifts is clear in the energy and enthusiasm across our campuses.

Beyond this tangible impact, your support for our outreach programmes – from the Salamander Challenge and the INSEAD Giving Day to the global forums and events – invigorates the school's relationship with its wider family. We owe these successes to members of the INSEAD Alumni Fund, the National Associations and volunteers who gave their time, hosted events and inspired us with their commitment to the school. Thank you!

At the inaugural scholarship dinner in June last year, a student spoke movingly of the 'power of opportunity' and how it transforms lives. In the months ahead, we invite you to engage with Dean Mihov and the school to provide more opportunities – for women to influence tomorrow's business world, for faculty to discover new models that serve both business and society and for students to advance their entrepreneurial, innovative projects. In magnifying these opportunities, we will develop INSEAD to be the force for a better world. In that joint and exciting enterprise, we look forward to engaging with you.



Nida Januskis
Associate Dean,
Advancement



Peter Zemsky
Deputy Dean
Dean of Innovation





Message from the INSEAD Alumni Fund Chair

Dear Friends,

We are at a momentous time in the history of our school. As INSEAD affirms its leadership role, it is greatly uplifting to see more and more alumni supporting and engaging with the school.

Alumni donors are increasing steadily in numbers: in 2016/2017 the school recorded 300 more donors than the previous year! I was fortunate to witness first-hand the powerful impact of your gifts. At INSEAD's inaugural scholarship dinner in June, I was deeply moved and energised as I listened to students describe how your scholarships had changed their lives.

This year, INSEAD Alumni Fund (IAF) volunteers and fellow alumni across continents organised fundraising events in diverse geographies that produced tangible and great outcomes: the inaugural INSEAD Giving Day results; the creation of an MBA scholarship for Swiss students; and the strengthening of the Canadian endowed scholarship.

Equally, alumni engagement with the school is gaining momentum. It is wonderful to see more young alumni reconnecting with the school and the growing number of ambassadors who are so genuinely and enthusiastically sharing with their peers the

importance of remaining close to, and supporting, the school. In addition, it is great to see many more alumni attending reunions, conferences and events organised by the school.

A central element behind these accomplishments was the collaboration between the IAF and the INSEAD Alumni Association (IAA), led by Sadia Khan MBA'95D. The Salamander Challenge and the INSEAD Giving Day demonstrated the success we can achieve when we work together, while also having fun!

In moving ahead, we will continue to build stronger links among the IAF, the IAA, the National Alumni Associations (NAAs) and the school. We will also strengthen the IAF volunteer structure to help create an even stronger culture of giving across our alumni community.

These are exciting times, and we, as alumni, have an increasingly important role to play in supporting Dean Ilian Mihov's goal to build INSEAD as a leader in shaping business as a force for good. In this collective effort, every participation, every amount counts.

With sincere thanks for your continued support,

Emma Goltz MBA'98J
Chair, INSEAD Alumni Fund

"Thank you for your gifts to the Dean's Annual Fund. You made it possible for us to say 'yes' to several projects by students and faculty in the year, to support new ideas, initiatives and programmes. Your trust and generosity inspire me personally and help us to keep INSEAD the creative, vibrant, innovative school that it is."

Ilian Mihov
Dean



Unrestricted Gifts

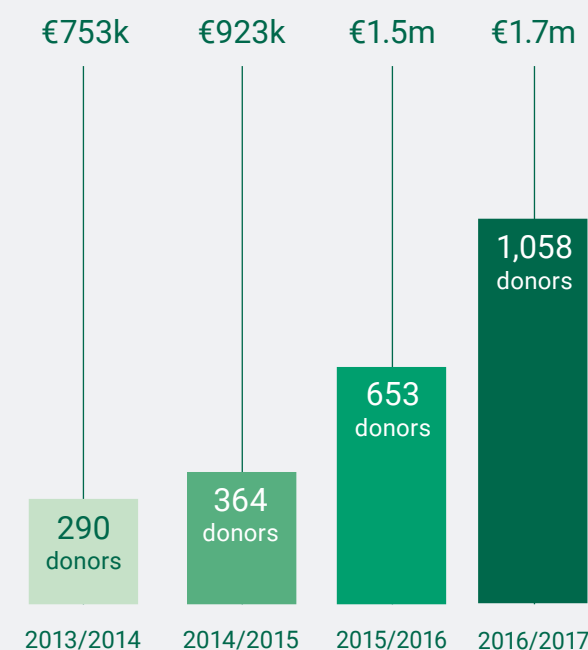
Enhancing INSEAD in myriad ways

COLLECTIVELY YOU GAVE
€1,829,175

Dean's Annual Fund

Gifts to the Dean's Annual Fund are unrestricted and expendable, which enables the Dean to quickly channel funds to areas of priority and to seize new opportunities.

Growth of the Dean's Annual Fund in gifts, pledges and number of donors



"I'm proud to contribute to my school's success, particularly in this exciting period of its development. Opportunities don't wait. Knowing that my gift, among others, is helping the Dean to seize them in a timely manner and make our school even stronger is a source of great satisfaction."

Ulysses Kyriacopoulos MBA'77
Major donor to the Dean's Annual Fund

"INSEAD was an incredible opportunity for personal and career growth that changed my life's trajectory. I wish to support our school so that it remains the most vibrant and transformative business education for all future students. Contributing regularly to the Dean's Annual Fund is my way of doing so."

Jonathan Eshel MBA'16J
One of the youngest donors to the Fund

Impact of the Dean's Annual Fund

The Dean's Annual Fund supported a wide range of initiatives, including:

- Funding a major curriculum review of the MBA programme
- Creating opportunities for MBA students to participate in world-class competitions
- Providing seed funds for new research projects

The Dean's Annual Fund enabled three MBA'17D students to participate in the 2017 MBA Impact Investing Network & Training (MIINT) competition at the Wharton School.

Competing against 25 teams from the world's best business schools, the INSEAD team took home the top prize for their solution to improve online medical education in India.



INSEAD STUDENTS EDGAR XIE, ANKUR AHUJA AND LISA WEI AT THE 2017 MIINT COMPETITION



HILKE PLASSMANN, ASSOCIATE PROFESSOR OF MARKETING

"The Dean's Annual Fund helps me to conduct interdisciplinary work bridging marketing, economics, psychology and neuroscience to understand risk factors of obesity, one of today's major societal problems in developed countries that substantially drives healthcare costs. My focus lies in the better understanding of the efficacy of weight loss interventions to fight obesity. The uniqueness of my approach lies in integrating individual differences driven by the interplay between biology and psychology that make weight loss interventions successful (or not) in the long run."

Hilke Plassmann, Associate Professor of Marketing, INSEAD, and Principal Investigator at the Brain & Spine Institute (ICM) of Sorbonne University

Recognition

We are pleased to recognise the following donors for their significant contributions to the Dean's Annual Fund:

Laurent Bertrand MBA'03D
Michel Biegala MBA'63
Detlef Bindert MBA'72
Professor Ziv Carmon
Vivienne Cox MBA'89D
Mark Dembitz MBA'10J
Henry Engelhardt MBA'88J
Jonathan Eshel MBA'16J
Diederich Framhein MBA'69
Emma & Frederick Goltz MBA'98J
François Hériard Dubreuil MBA'75
Michael Howell MBA'75
Peter Kruyt MBA'80
Ulysses Kyriacopoulos MBA'77
Leonidas Los MBA'75
Andrew Mafeld MBA'76
Carlos Montemayor MBA'96J
Bansi Nagji MBA'93J
Sir Lindsay Owen-Jones MBA'69
Anne Rotman de Picciotto MBA'01D
Wolfgang Schaefer MBA'87D
The Shino Foundation
David Syz MBA'72
Michael Whitley MBA'97D

INSEAD's General Endowment

Unrestricted gifts to INSEAD's General Endowment provide financial stability for the school in the long run. Annual yields from the endowment are used as discretionary funds by the school's management to empower innovation and excellence.

Support for INSEAD's General Endowment continued in the year with generous gifts from **Michael Butt** MBA'67, **Bruno Gibert** MBA'79 and **Peter Guberan** MBA'86D.

Salamander Challenge and INSEAD Giving Day

In January 2017, INSEAD, in collaboration with the IAA and the IAF, launched the Salamander Challenge – a joint global initiative to raise awareness about the importance of investing in the school and promoting Business as a Force for Good.

Four Salamander mascots – Sami, Sally, Sadie and Lenny – toured the globe with INSEAD alumni, students, faculty and staff to spread the message. The initiative brought together alumni from across generations and continents and culminated in the first-ever INSEAD Giving Day on 21 February.

In total, more than €320,000 were raised from over 700 donors across 56 countries. The majority of the gifts supported the Dean's Annual Fund.



SAMI AT THE SOUTH POLE WITH MBA'95J ALUMNI



MARK STABILE, THE STONE CHAIRED PROFESSOR IN WEALTH INEQUALITY AND PROFESSOR OF ECONOMICS

Faculty and Research

Powering our intellectual capital

COLLECTIVELY YOU GAVE
€20,784,556

INSEAD's leading capabilities in research and teaching are fundamental to our being one of the world's finest business schools. 2016/2017 was a record year for major gifts to academic excellence.



VALERIA AND RUDOLF MAAG MBA'73

"Valeria and I endorse Dean Ilian Mihov and the direction in which he is leading his teams and the school. We thus felt it was the right time to renew and step up our support to the school in this key period of its development. We have seen INSEAD put our funding to good use, enabling a spectacular development of the school's agenda in Entrepreneurship. It's gratifying to participate in building up the school by developing talented individuals in academia and business, and through them expanding INSEAD's impact on the world."

Rudolf Maag MBA'73

Entrepreneurship

Rudolf Maag MBA'73 and his wife Valeria endowed a gift of €10 million, the largest in the school's history directed toward academic excellence in Entrepreneurship. This endowment builds upon other gifts made by Rudolf and Valeria, who have catalysed the development of Entrepreneurship at INSEAD through their leadership gifts to the Centre named after them.

With this gift, INSEAD has established a named chair, professorship, postdoctoral fellow and three PhD scholarships in Entrepreneurship. These positions and awards will help attract and retain top faculty and researchers, elevate INSEAD's thought leadership and promote the school's reputation.



"In research and education, we work to improve the future – and we measure the success of our work not by its immediate effect but by its lasting impact. A Chair in Entrepreneurship is an obligation to help grow knowledge, grow minds and grow the economy. Among the many kinds of recognition I have received in my career, holding the Rudolf and Valeria Maag Chair of Entrepreneurship is a great honour especially as it comes from a donor who embodies entrepreneurial success and value creation."

Henrich Greve

The Rudolf and Valeria Maag Chaired Professor in Entrepreneurship

"My research examines how fast-changing and complex institutional environments in emerging markets – particularly China – shape entrepreneurship and family firms. Entrepreneurs need to know how to cope with this complexity in order to grow their businesses. With the research funding provided by the Rudolf and Valeria Maag Professorship in Entrepreneurship, I will focus on research that makes a meaningful contribution to my field and helps INSEAD students build stronger businesses in emerging markets. I am very grateful to Rudolf and Valeria Maag for their generous gift."

Xiaowei Rose Luo

The Rudolf and Valeria Maag Professor in Entrepreneurship



"As a doctoral student at INSEAD, I study market formation and entrepreneurial dynamics in online contexts, examining how the 'next big thing' emerges from massively decentralised social interactions. Receiving the Rudolf and Valeria Maag Scholarship means the world to me, not only because it is helping me (and my research) financially but also because it is a true badge of honour which I will proudly carry with me for the remainder of my academic career. I will always remember the entrepreneurial spirit and generosity that are so integral to the INSEAD experience – and I will strive for excellence in my research so that I can give back to the world in meaningful ways."

Sorah Seong

Recipient of the Rudolf and Valeria Maag PhD Scholarship in Entrepreneurship

Francesco Loredan MBA'85J made a €1 million endowed gift to the Rudolf and Valeria Maag Centre for Entrepreneurship. This significant gift will support and expand initiatives such as the Capstone course, the Entrepreneur-in-Residence programme and the Entrepreneurship Forum. It will also help INSEAD create new events and entrepreneurial offerings for students and alumni.

"I chose to give to INSEAD because it had such a huge impact on my life. My wish is to give others the opportunity to benefit from such a unique experience. I consider education in entrepreneurship essential to foster development and growth. We thus need to equip talent with the knowledge to look beyond, to create new activities, jobs, wealth and to build the future."

Francesco Loredan MBA'85J

Kurt Björklund MBA'96J gave €1 million in current funds to establish a research fund for entrepreneurship and society. The fund will allow INSEAD to deepen and accelerate research on business creation and its impact on society, a subject that is of increasing interest to academics, businesses, economists and governments.

"We are seeing an increasing number of businesses that are growing entrepreneurially and rapidly, yet are socially responsible and promote strong sustainable values. I believe that this focus on the role of business in the context of society is a massive differentiator for INSEAD, and investing in the school is the best way to promote both research and awareness in this important area."

Kurt Björklund MBA'96J



Accenture, long-standing supporter of the school, also made a generous gift to the Maag Centre to support two key projects: the first Entrepreneurship core course in the MBA curriculum and an entrepreneurship video series.

Thomas Barry, friend and donor to the school, created the *Thomas C. Barry Prize* for participants in the INSEAD Venture Competition (IVC). Through the IVC, MBA and EMBA students compete for cash prizes to support development of their new ventures. **Ben Ling** GEMBA'16 and **Sajan Koch** GEMBA'08 also generously donated to the competition.

Chris Broad MBA'88D made a new donation to the Social Entrepreneurship Initiative, continuing his previous generous support of this area.

Frédéric Mazzella MBA'07D made a generous gift in support of the school's Entrepreneur-in-Residence programme which provides one-on-one coaching to students on entrepreneurial topics. In fact, the classes **MBA'07J** and **MBA'07D** joined together in a cross-promotion fundraising campaign with matching gifts from BlaBlaCar, which Frédéric founded with Nicolas Brusson MBA'07J ten years ago. **Verena Butt d'Espous** MBA'07D, also from BlaBlaCar, made a generous matching gift for scholarships. The classes jointly raised €162,976.

Academic excellence

Lionel Sauvage MBA'87J made a \$5.5 million endowed gift on behalf of his family that included a legacy pledge towards academic excellence. The gift highlights the family's significant contributions to INSEAD and honours its exceptional faculty.

We are privileged to recognise this leadership gift by establishing the *Sauvage Family Endowed Chair for Academic Excellence*. The chair holder is the serving Dean of Faculty.

Wealth inequality

James and Cathleen Stone, longstanding friends and donors to INSEAD, made a \$2.5 million gift to establish the *James M. and Cathleen D. Stone Centre for the Study of Wealth Inequality*.

The Centre will embark on an innovative five-year research agenda to investigate the dynamics, consequences, and solutions to growing wealth inequality at the top end of the income distribution.



MBA STUDENT PITCHING AT THE 35TH INSEAD VENTURE COMPETITION



JAMES AND CATHLEEN STONE

"With wealth and economic inequality widening across the world, there is a pressing and fundamental need for increased attention in this area. This is why we are supporting INSEAD and three leading U.S. universities to bring forth their own distinctive perspectives on this issue. We are confident that the extensive work of academia and thought leaders in this field will eventually translate into policy developments aimed at improving lives."

James Stone





Private equity

Christoph Rubeli MBA'92D made a significant gift to the school's Global Private Equity Initiative (GPEI). Led by Professor Claudia Zeisberger, GPEI drives teaching, research and events at INSEAD in the field of private equity and related alternative investments. The gift will help fund the development of GPEI's research pipeline on best practices and emerging trends in private equity.

GPEI also received generous support from the **General Atlantic Foundation** and **Clayton Dubilier & Rice LLC**.

Corporate social responsibility and sustainability

The **Isaac Dreyfus Bernheim Foundation** made a generous new pledge to the *Dreyfus Sons & Co Ltd, Banquiers, Endowed Research Fund for Corporate Social Responsibility* at INSEAD. This will further strengthen the research carried out by Professor Craig Smith, the Director of the Corporate Social Responsibility & Ethics Initiative, and his team.

André Hoffmann MBA'90D, continued his generous support of key initiatives at the school, including the Sustainability Roundtable.

Unrestricted funds to research

Philippe Cloesen MBA'94J has generously supported research at INSEAD for many years. His significant gift increased the school's capacity to fund new research projects.

PhD award

INSEAD is delighted to recognise **Vanessa Fraiberger** MBA'05J, a loyal donor to the school, for her generous pledge to establish a PhD award for students working in the areas of Organisational Behaviour, Strategy, Decision Sciences or Marketing.



PHD GRADUATES, EUROPE CAMPUS



SCHOLARSHIP DINNER IN PARIS, JUNE 2017

Scholarships

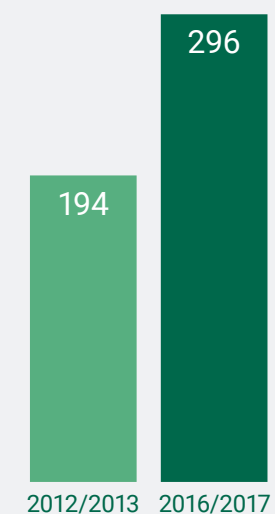
Creating opportunities for the next generation

COLLECTIVELY YOU GAVE
€7,348,702

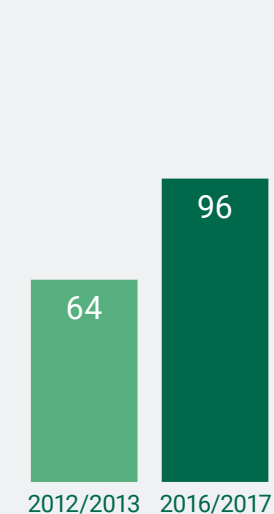
INSEAD received many generous gifts in the year that funded the creation and continuation of several scholarships. With these scholarships, INSEAD is better equipped to strengthen the talent and diversity of students in our degree programmes, increase the representation of women, and attract more top students from the Middle East, Africa, the Americas, Europe, and Asia.

Scholarships for students have steadily risen in recent years

Awards made



Scholarships on offer



Students with scholarships





HENRIETTE AND NORBERT ALBIN MBA'87D

Talent and diversity

Norbert Albin MBA'87D, loyal donor to the school, and his wife **Henriette** made a generous pledge of €1 million to establish the *Henriette and Norbert Albin Endowed MBA Scholarship*. With this scholarship, Norbert and Henriette wish to increase the diversity and talent of MBA students at INSEAD. The scholarship will be open to meritorious candidates of any nationality who have limited financial means.

Christoph Rubeli MBA'92D, made a generous gift to create the *Christoph Rubeli MBA'92D Endowed Scholarship*. This merit-based scholarship will be awarded to top candidates in the MBA programme.

Michael Pragnell MBA'72, and his wife Susan made a generous pledge to establish the *Michael and Susan Pragnell Endowed Scholarship*. Michael is a longstanding donor and supporter of the school who has always championed scholarships. This new scholarship will benefit students of any nationality who have financial need.

Daniel Lalonde MBA'91J, also made a generous pledge to name a scholarship for MBA students.



SUSAN AND MICHAEL PRAGNELL MBA'72 WITH THEIR SCHOLARSHIP RECIPIENT XIAO LIU MBA'18J

The *IAF Diversity Scholarships*, which are so important to enhancing and strengthening the diversity of MBA students at INSEAD, continued to receive many contributions. Thank you to **Bruno Basler** MBA'92J, **Clemente Corsini** MBA'81, **Diarmaid De Burca** MBA'99D, **Roch Doliveux** MBA'81 and **Claus Zieler** MBA'91J for their most generous support.

Several classes also raised funds for *IAF Diversity Scholarships* on the occasions of their reunions in 2016/2017. The **class of MBA'92D** notably raised more than €180,000 in gifts and pledges on the occasion of their 25th reunion. We are pleased to recognise **Jean De Cloedt**, **Gonzalo Gortazar**, **Frank Gulich** and **Anton Milner** for their generous support. A high percentage of the **class of MBA'12D** also raised funds for these scholarships when they came back for their five-year reunion in May 2017.

There were also new donors to the *INSEAD Alumni Association (IAA) Endowed Scholarship Fund*, currently the largest endowed scholarship at the school. We would like to recognise **Anthony Simon** MBA'68, **Fabiane Aires** and **David Tegg** MBA'07D and **Hoi Tung** MBA'99D for their generous contributions to the scholarship.

Ivo Lurvink MBA'87J made a generous gift to the *MBA'87J Special Profile Endowed Scholarship* and **Samer Azhari** MBA'89D to the class of *MBA'89D Endowed Scholarship*.

Long-time partner and donor to the school, **L'Oréal** made a new gift to the *L'Oréal Scholarship* that helps students who have an entrepreneurial spirit and a capacity for creativity and innovation.



MBA STUDENTS DURING THEIR ROBIN HOOD CAMPAIGN

Robin Hood Scholarship

The Robin Hood Scholarship Campaign continues as an INSEAD student tradition to raise funds for a scholarship for students in the following class. The classes of **MBA'17J** and **MBA'17D** achieved great results, both in terms of amounts raised and participation.

We would like to thank the Robin Hood Ambassadors for their active role in making the campaigns successful as well as all students who helped in diverse ways. Several faculty members also encouraged the students in this endeavour and our thanks also go to them.

Participation in the Robin Hood Campaign

MBA'17J

71% participation

Amount raised: €36,371

MBA'17D

73% participation

Amount raised: €20,913

Women

Erin Gainer GEMBA'08 made a generous gift to create one of the first scholarships for women studying in the Global Executive MBA programme at INSEAD. This scholarship supports the school's efforts to increase the number of female candidates in its degree programmes.

Piet Van Waeyenberge MBA'63, loyal donor to INSEAD, made a generous gift with his wife Wina to create the *Piet and Wina Van Waeyenberge Endowed Scholarship*. The scholarship is for talented women engineers who have limited financial means.

We are also pleased to recognise **Domnin de Kerdaniel** MBA'97J, for his generous pledge to create a scholarship for women on the MBA programme.

Emma and Frederick Goltz MBA'98J, **Karen Hitschke** MBA'97J, **Sadia Khan** MBA'95D and **Jennifer Szersnovicz** MBA'81 made generous gifts to the *INSEAD Women Scholarship*. This important scholarship helps INSEAD to continually increase the number of women in the MBA programme.



"Working for an NGO in Uzbekistan, I saw many people without access to proper healthcare or medicine. The experience made me envision a technical advancement that connects people from the most remote regions to high-quality healthcare. As a leader in the healthcare ecosystem, I want to contribute to greater healthcare accessibility for all. This scholarship enables me to continue my dream of spreading positive change."

Yaesong Jung MBA'18J

South Korea

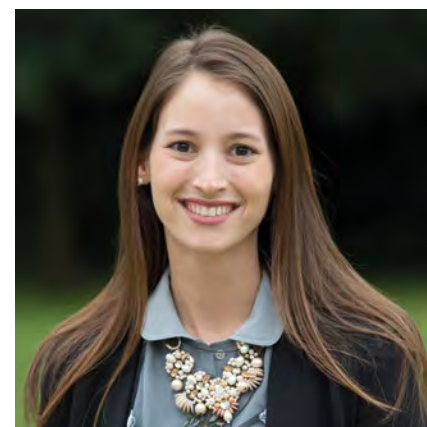
Christina Law MBA'91D Endowed Scholarship for Asian women

"As a development consultant from a modest family, this scholarship is extremely meaningful to me. It will help me to focus on my dream career in international development without worrying about accumulating huge debt. I feel truly privileged to be part of the 'Emerging Country Leaders' community and am motivated to endorse the tradition of supporting talented young leaders who want to use their education and experiences to make this world a better place."

Sachi Agarwal MBA'18J

India

Syngenta Endowed Scholarship for Emerging Country Leadership



"Traditionally, families from Latin America have considered a woman's place to be primarily in the home, and have actively discouraged women from going out to work or being independent. However, this belief is finally changing. With my MBA degree from INSEAD, I hope to encourage and inspire women, and contribute to the increasing equality for our gender. INSEAD will be a transformative part of this journey and I thank you most sincerely for this amazing opportunity."

Talia Bellido MBA'18J

Peru

INSEAD Alumni Fund (IAF) Women Scholarship



"Although my name may sound as if the Queen of England handpicked it herself, I am a black African. I belong to the "coloured" race, a group that has made the least educational and economic progress in the post-Apartheid era. My family has endured many challenges, but I have much to be grateful for. Thousands of talented youngsters have not had the opportunities I had. I will use this chance to help improve the lives of other South Africans."

Earl Woodenberg MBA'18J
South Africa
Pot Family Foundation Scholarship

Diversity: the Middle East and Africa

Thanks to **Said Darwazah** MBA'84D, the **Darwazah Foundation** made a generous pledge to establish the *Dr. Samih Darwazah Endowed Scholarship* for students with financial need from Jordan and Palestine. The scholarship honours the late Dr. Samih Darwazah, a prominent leader in Jordanian politics and business and a devoted philanthropist.

The **Pot Family Foundation**, thanks to **Wiet Pot** MBA'82 and his wife Carien, has created the *Pot Family Foundation Scholarship*. This full-tuition scholarship is for outstanding students from Africa who have limited financial means.

Olam International renewed their support for the *Olam International MBA Scholarships for Change Catalysts in African Markets*. This full-tuition scholarship benefits candidates from Sub-Saharan Africa.

Diversity: the Americas

The *Canadian Endowed Scholarship* received further generous contributions on the occasion of the 18th Annual INSEAD Alumni Fund Canada Dinner. Our thanks go to **Lisa** and **Darin Deschamps** MBA'90J, **Brett Miller** MBA'93J, **Harald Thiel** MBA'81, **Alexandra von Schroeter** MBA'87J, **Kevric Real Estate Corporation**, **Power Corporation of Canada**, **Royal Bank of Canada** and **TD Bank Financial Group** for their support of this scholarship which helps Canadian students join the MBA programme.



MBA'18J SCHOLARSHIP RECIPIENTS, EUROPE CAMPUS



"Working in business development often means facing unavoidable risk, volatility, and uncertainty. My experience in adventure travel has taught me about facing such challenges. A product launch, new market entry, or setting up operations are so close to the ideas of exploration and expedition, that I often find myself thinking, in times of stress: If I was able to build a hut in the desert, I can surely do this!"

Matteo Serenari MBA'18J

Italy

MBA'80 Endowed Scholarship for Europe

Diversity: Europe

Wolfgang Schaefer MBA'87D, loyal donor to the school, made a generous pledge to establish the *Annette and Wolfgang Schaefer Scholarship* for students from Belgium or Germany. **Leonidas Los** MBA'75, exemplary donor and supporter of the school, made a new generous contribution to the *Leonidas and Eirini Los Family Award*. He also made several gifts to the *Greek Friends Scholarship*. Both scholarships provide financial aid to Greek MBA candidates.

Brigitte Reverdin MBA'81, successfully rallied many fellow alumni in Switzerland to create an endowed merit-based scholarship for Swiss MBA candidates. The group raised more than €600,000. We are especially grateful to the founders of the scholarship for their generosity: **Luc Argand** MBA'76, **Rémy Best** MBA'93D, **Julien Firmenich** MBA'08J, **Patrick Firmenich** MBA'90J, **Reinold Geiger** MBA'76, **André Hoffmann** MBA'90D, **Pierre-André Maus** MBA'96D, **Georges Muller** MBA'65, **Nicolas Pictet**, **Brigitte Reverdin** MBA'81, **Christoph Rubeli** MBA'92D and **Philip Morris International**. We would also like to recognise the following major donors to the scholarship: **Pierre-Etienne Poncet** MBA'76, **Pascal Ravery** MBA'84D and **Lucian Wagner** MBA'81.

Christopher Fawcett and **François Simon** made notable gifts to the *MBA'80 Endowed Scholarship for Europe*.

The **Sisley Foundation** made a new contribution to their long-time scholarship, the *Sisley-Marc d'Ornano Scholarship*, for MBA candidates from Poland.

Diversity: Asia

Several Filipino alumni and business leaders with close ties to INSEAD raised funds to create the *Washington SyCip Scholarship* in honour of the late Washington SyCip, a prominent figure in the Philippines business community and a close friend of the school. The scholarship is for Filipino candidates who have limited financial means. We are pleased to recognise in particular **Fernando Zobel de Ayala** CIM'93, the **Ayala Foundation**, **Tony Tan Caktiong** and the **Jolibee Group Foundation** for their generous founding gifts to this scholarship. We also thank **Leo Cloma** MBA'98J and **Alasdair Thomson** MBA'99J for their contributions.



Keeping memories alive

For their 25th reunion in July 2017, the **class of MBA'92J** raised funds to create an endowed scholarship in memory of classmate Lynn Busteed. Thanks to the efforts of Fund Chair **Lilia Jolibois**, the class successfully endowed the scholarship. We are pleased to recognise **Bruno Basler**, **Kenneth Bonheure**, **Fausto Boni**, **Albin Jacquemont**, **Serge Platonow**, **Anne and Matthew Richards**, **Jacques Saulière** and **Adrian Weiss** for their generous gifts. We would also like to thank **Dale Brown Jr.**, Lynn's husband, and other family members for their contributions to the scholarship.

Also back for their reunion in July 2017, the **class of MBA'97D** exceeded their target to create an endowed scholarship in memory of classmates Sarah Dodds, Charles Foster Taylor and Friso Van Oranje. This excellent result would not have been possible without the dedication of **Caroline McLaughlin**, who initiated the project, supported by **Pier Paolo Raimondi**. Our thanks also to **Matthias Calice**, **Henri de Bokay**, **Eduard Doerrenberg**, **Marc Jalabert**, **Federico Lalatta Costerbosa**, **Pierre-Yves Lesaicherre**, **Iain McLaughlin**, **Dan Meyer**, **Jay Patel**, **Karl Robijns**, **Seymour Tari** and **George Veltchev** for their generous gifts.

The **class of MBA'97J** has an ongoing class reunion project to create an endowed scholarship in memory of classmate Julia Lawrence. We are particularly grateful to **Domnin de Kerdaniel**, **Mathieu Guillemin**, **Salim Nathoo**, **Jessica Uhl**, **Deyi Woo** and **Nicolas Tcherdakoff** for their generous contributions.

Andy Burgess, **Dieter Voegtli**, **Emmy Labovitch** and **Bruno Berthon**, all from the **class of MBA'91D**, made new gifts to the *Andrew Hordern Endowed Scholarship*.



Facilities and Brand

Transforming locally and globally

COLLECTIVELY YOU GAVE

€3,047,463

Facilities on the Europe campus

The **class of MBA'90D** launched an appeal to rename Amphitheatre I on the Fontainebleau campus and contribute to campus renovations. The class successfully reached their target of €500,000 and officially inaugurated *Amphi MBA'90D* on 25 November 2017.

Thank you to **Aref Lahham** for leading his class effort and for his generous gift to the project. We are very grateful to all the donors in the class. In particular we wish to recognise **Frans Blom, Pierre Bouriez, Carol Brumer Scarlatti and Paolo Scarlatti, Walid Cheikha, Anne and Patrick Headon, André Hoffmann, Alexandra Papalexopoulou, Guillaume Penot, Nicola Pianon, Eric Sasson, Pascaline Servan-Schreiber and Kevin Ryan** for their exceptional generosity.



INAUGURATION OF AMPHI MBA'90D

Measuring alumni impact

Dirk Luyten MBA'89J made a generous donation to fund an Alumni Impact Survey that focuses on the extent to which the diversity, depth and breadth of INSEAD alumni are contributing to businesses and communities. The survey is led by Professor Zoe Kinias. The information gathered will inform future goals and help serve the INSEAD community in meaningful and targeted ways.

INSEAD San Francisco

In 2017, a major new plan took shape as INSEAD decided to create a flexible, multi-purpose teaching and research facility in San Francisco. This future facility will serve as the central hub for INSEAD activities in North America. INSEAD San Francisco has received significant founding contributions from: **Alain Azan** MBA'78, **Thomas Cahill Jr** MBA'90J, **Professor Randel Carlock, Mike Davis** MBA'10J, **Marc de La Bruyère** MBA'85J, **Andrew Foster** MBA'02D, **Adam Goldstein** MBA'88J, **Hans Hammer** MBA'98J, **Christopher Harborne** MBA'88J, **Juergen Lasowski** MBA'88D, **Alan MacIntosh** MBA'87D, **Bansi Nagji** MBA'93J, **Pascaline Servan-Schreiber** and **Kevin Ryan** MBA'90D.

“Let us do more than our share
for the generation following us.”

Georges F. Doriot, Founder of INSEAD

We thank all existing and new legacy donors and we are pleased to honour their generosity as members of the Georges and Edna Doriot Society. This Society, named after our founder and his wife, Edna, who were also generous benefactors of INSEAD, recognises those who have committed to support INSEAD with a legacy donation.

Current members of the Doriot Society:

- | | |
|----------------------------------|-----------------------------|
| Angelo Abdela MBA'68 | Patrick Mork MBA'00J |
| André Benard* | Jan Murray* MBA'77 |
| Susan Brookstone Mirbach MBA'84J | Roger Paice MBA'70 |
| Michael Butt MBA'67 | Duncan Payne MBA'68 |
| Roderick Chamberlain MBA'70 | Stephan Peters MBA'11D |
| Beck Chiu MBA'08D | Alan Philipp MBA'67 |
| Ian Cunningham* MBA'94J | Robert Pine MBA'76 |
| John Cutts MBA'76 | Pier Paolo Raimondi MBA'97D |
| Teena Fazio MBA'99J | Jagadish Rao MBA'64 |
| Vivien Godfrey MBA'86J | Lionel Sauvage MBA'87J |
| Lucinda Herrick MBA'82 | Sanjeev Shah MBA'95D |
| Peter Hunt MBA'67 | Sir John Swire* |
| Avery Juhring* MBA'67 | Several anonymous donors |
| Sven Kado, MBA'72 | |
| Bruce McFee MBA'87J | |

*deceased



Legacy Gifts

Investing beyond a lifetime

A legacy gift is a special source of strength and support for the school’s future, enabling it to achieve long-term financial sustainability, as well as the agility to respond to arising needs and opportunities.



LIONEL SAUVAGE MBA'87J

With legacy gifts, donors can make an investment in INSEAD that lasts beyond a lifetime. **Lionel Sauvage** MBA'87J, a long-time donor and supporter of INSEAD, made a \$5.5 million endowed gift that includes a legacy pledge. With this gift, the Sauvage family continues a close relationship with INSEAD that began more than 50 years ago.

In recognition of this gift, the school has created *The Sauvage Family Endowed Chair for Academic Excellence* which is held by the serving Dean of Faculty.

Other donors who made legacy commitments in the year include **Duncan Payne** MBA'68, **Pier Paolo Raimondi** MBA'97D, and **Sanjeev Shah** MBA'95D.

“When you get to a certain age, you realise that what you leave behind matters. This gift expresses my gratitude towards the institution that INSEAD is, the people who have built it and those who continue to build it every day. With my family, I discussed the future and our contributions to make it better. We consider philanthropy and business to be ‘a force for good’, just like INSEAD. Receive without forgetting; give without remembering.”

Lionel Sauvage MBA'87J

“I hope that my bequest to INSEAD inspires others who share my view that giving to a top academic institution is a way to nurture enlightened and responsible future leadership. I’m convinced that legacy giving is one of the most effective ways to embrace challenges, and take care of our communities and the planet.”

Pier Paolo Raimondi MBA'97D

Loyal Donors

To each of our loyal donors who keep INSEAD's progress in their hearts and support the school regularly, thank you!



Patrick Dewez MBA'77

23 years giving

"When I applied to INSEAD, I was working for a French financial institution, where I was told that going for an MBA was a waste of time. But I wanted a reset. INSEAD was the beginning of a chain of events that have brought me to where I am today and for which I am extremely grateful. My generation has, for the most part, been spared war, hunger and epidemics. Those who can have a duty to give back for the benefit of future generations. I support the vision that INSEAD, through its geographically diversified network of alumni, can help promote better business practices and become a force for good."



Leila Hoteit MBA'03J

10 years giving

"INSEAD was my passport to a successful career. I am proud to give to ensure that future generations of students, especially more Arab women, benefit from the value of the INSEAD MBA and this transformative experience."

Many donors who gave in 2016/2017 inspire us with their loyal support

246

have been giving for 10-14 years

134

have been giving for 15-19 years

126

have been giving for 20-29 years

23

have been giving for over 30 years



Philippe Cloesen MBA'94J

16 years giving

"I chose to sponsor research because it benefits the INSEAD community in many ways: it helps the PhD students and professors, it gives MBA students evidence-based insights rather than guru-wisdom, and it augments the visibility of the school among its peers."



Lilia Jolibois MBA'92J

7 years giving

"INSEAD is the starting place for beautiful, life-long friendships and unforgettable experiences, and I have stayed connected to our community since graduation. Before our 25th reunion, I learned that my close friend and a loved member of our class, Lynn Busteed, had passed away tragically. Missing Lynn's presence greatly, together with classmates, friends and her family, we decided to dedicate our Reunion Class Gift to establishing a memorial scholarship in her honour. This is the most meaningful project our '92J promotion has undertaken so far. It brought our class together in an amazing show of solidarity and generosity to ensure that Lynn's memory is kept alive. We will continue to raise funds for the scholarship to offer more opportunities for exceptional students, particularly women, to experience INSEAD and to grow its impact over time."

Giving Recognition

Lifetime giving recognition



The INSEAD Circle of Patrons

The INSEAD Circle of Patrons, created in 1995, recognises a distinguished group of alumni and friends who have made outstanding contributions to the development of the school. Individual donors who contribute €1 million or more and organisations that contribute €3 million or more become members of the Circle. INSEAD honours the support of the Circle of Patrons on campus honour rolls, in the annual donors report and at prestigious events.



The Salamander Awards and Donor Pins

To recognise cumulative giving from Alumni and Friends, Salamander Awards and Donor pins were created respectively in 1987 and 2012. The Salamander was originally the insignia of François I and later the city of Fontainebleau. This mythical creature, representing the virtue of perseverance, was deemed fitting for recognition of cumulative giving. The Salamander is also the symbol of the INSEAD Alumni Association. INSEAD recognises Salamander holders on campus honour rolls, in the annual donors report and at select Dean’s Leadership Receptions.

Salamander awards and Donor pins

Level	Amount (cumulative)	No. of awardees*
Diamond Salamander	€500,000	45
Platinum Salamander	€200,000	77
Gold Salamander	€100,000	101
Silver Salamander	€50,000	199
Bronze Salamander	€15,000	587
Black Donor pin	for all Salamander holders	1013
Blue Donor pin	€7,500	240
Green Donor pin	€1,000	2734

* at 30.09.2017

Annual giving recognition



The INSEAD Investors’ Circle

The INSEAD Investors’ Circle, created in 2016, celebrates the school’s most committed annual donors. Through their annual gifts, this outstanding group is critical to our mission to be “The Business School for the World”. Gifts at any of the Investors’ Circle levels ensure that INSEAD continues to reach new heights of excellence. Membership in the INSEAD Investors’ Circle includes distinct recognition in the Donors Report, networking opportunities and special invitations to select events.



DEAN’S LEADERSHIP RECEPTION, JULY 2017

The INSEAD Investors’ Circle (2016/2017)

Level	Amount (annual)	No. of investors
Leader	€10,000 and above	172
Principal	€5,000 - €9,999	89
Partner	€2,500 - €4,999	93
Supporter	€1,000 - €2,499	331
Young Supporter*	€ 300 - €999	54

* for students and MBA alumni up to 4 years after graduation

Circle of Patrons

The INSEAD Circle of Patrons, created in 1995, recognises a select group of supporters – organisations, friends and alumni – who have made outstanding contributions to the advancement of INSEAD. Individual donors who contribute €1 million or more and organisations that contribute €3 million or more become members.



Charter Members 1995

Warren M. Cannon
Former Board Member
INSEAD

John S. Clarkeson
Chairman Emeritus
The Boston Consulting Group

General Georges Doriot
Founder of INSEAD
in memoriam

Olivier Giscard d'Estaing
Honorary President
INSEAD Foundation

Didier Kling
Président
Chambre de Commerce et d'Industrie de Paris

Roger Godino
Président
Holding International de Développement

UBS Investment Bank

Tuulikki and Claude Janssen
Honorary Chairman
INSEAD

Jonkheer John H. Loudon
Honorary Chairman
INSEAD
in memoriam

Jean Marcou
Founder and First Chairman
INSEAD
in memoriam

Jean Martin
Honorary President
INSEAD Research
in memoriam

Caroline and Georges Muller, MBA'65
Chairman
Lemantrust SA

Annie and Claude Rameau, MBA'62
Professor Emeritus
Former Dean of INSEAD
Co-Président, France Angels

Frédéric Lemoine
Chairman of the Executive Board
Wendel

Washington SyCip
Founder
SGV Group
in memoriam

Jean-François van Boxmeer, YMP'89
Chairman and CEO
Heineken NV

BP plc

Novartis International AG

Royal Dutch Shell plc

The Timken Company

Emeritus Member

Henry Grunfeld
Former President
S.G Warburg Group plc
in memoriam

Members 1996

Paul Desmarais Jr., MBA'79
Chairman and Co-CEO
Power Corporation of Canada

Raoul de Vitry d'Avaucourt
in memoriam

Strategy&

Members 1997

3i Group plc

The Ford Motor Company

Members 1998

Laurent Attal, MBA'85D
Executive Vice-President
Research and Innovation
L'Oréal

Baron Daniel Janssen
Honorary Chairman of the Board
Solvay SA

George Mallinckrodt KBE
Honorary President
Schroders plc

Members 1999

Dr. Roland Berger
Honorary Chairman and Founder
Roland Berger

Frederik W. Huibregtsen
Founder and Chairman
The Public Cause

Gerhard Mayr
Former Executive Vice-President
Pharmaceuticals
Eli Lilly & Company

Paul Polman
Chief Executive Officer
Unilever

Ute and Michael Roskothen, MBA'63
Former Corporate Officer &
Retired President
Global Oral Care, Colgate-Palmolive

Baron Eric de Rothschild
Rothschild Bank AG

Dr. Beh Swan Gin
Chairman
Economic Development Board of Singapore

ABN AMRO Bank

Morgan Stanley

Members 2000

Baron Jean-Pierre Berghmans, MBA'74
Chairman
Lhoist Group

Philippe Bouriez
Président d'Honneur
Cora
in memoriam

Paul Dubrulle
Co-Fondateur
Accor

Valeria and Rudolf Maag, MBA'73

Edward S. Mork, MBA'68
Former Executive Vice-President
Royal Ahold

PricewaterhouseCoopers

SAP AG

Members 2002

François Hériard Dubreuil, MBA'75
Président Directeur Général
Orpar

Edgar de Picciotto
Honorary Chairman of the Board
Union Bancaire Privée
in memoriam

Sukanto Tanoto
The Tanoto Foundation

Members 2003

Aviva plc

Members 2004

Michael Butt, MBA'67
Chairman
Axis Capital Holdings Ltd

Rosalie and André Hoffmann, MBA'90D
Vice-Chairman, Roche Holding AG

Members 2005

Syngenta AG

Members 2006

GlaxoSmithKline

Members 2007

H.E. Dr. Ali Al Nuaimi
Abu Dhabi Department of Education and Knowledge

Wolfgang Marguerre, MBA'72
Founder and Chairman
Octapharma AG

Dick Verbeek, MBA'76
Vice-Chairman Emeritus
Aon Group

Members 2008

Esther and Heinrich Baumann, MBA'72
Chairman of the Board
EBS Holding AG

Ala'a Eraikat
Chief Executive Officer
Abu Dhabi Commercial Bank

Members 2009

Deepak Gupta, MBA'93J
Founder and Chairman
Denita Group of Companies

H.E. Mohamed M. Al Mazrouei
Emirate Abu Dhabi Crown Prince's Diwan

H.E. Khaldoon Al Mubarak
CEO and Managing Director
Mubadala Development Company

Members 2010

Lionel Sauvage, MBA'87J

Members 2011

Pierre Dreyfus, MBA'76
Dreyfus Sons & Co Ltd, Banquiers

Members 2014

Eirini and Leonidas Los, MBA'75
Shipbroker
Trimarine S.A.

W. Soeryadjaya Family

Members 2015

Andreas Jacobs, MBA'90D
Chairman of INSEAD
Member of the Board
Jacobs Holding AG

Finn Rausing, MBA'81
Director
Tetra Laval Group

Members 2016

Rémy Best, MBA'93D
Chairman, Fondation Mondiale INSEAD
Managing Partner, Pictet & Cie

Francesco Loredan, MBA'85J
Founding Partner
White Bridge Investments

James M. and Cathleen D. Stone
Foundation

R. Todd Ruppert
Founder and Chief Executive Officer
Ruppert International Inc.

Members 2017

Henriette and Norbert Albin, MBA'87D
Chief Executive Officer and Co-Founder
Albin Kistler AG

Kurt Björklund, MBA'96J
Partner
Permira Advisers Ltd

Cornelius A. Grupp, MBA'77
Chief Executive Officer
CAG Holding GmbH

Christoph Rubeli, MBA'92D
Partner & Co-Chief Executive Officer
Partners Group

Salamander Holders

The Salamander awards, created in 1987, recognise cumulative giving to INSEAD. Today there are over 1,000 Salamander holders. Their generous contributions enable INSEAD to continue to grow. The names in bold are new Salamanders from December 2016 till end of the September 2017.

Originally the insignia of King François I and later the city of Fontainebleau, the Salamander, representing the virtue of perseverance, is also the symbol of the INSEAD Alumni Association.



Diamond Salamander

Claude Rameau ‘62
Michael Roskothen ‘63
Piet Van Waeyenberge ‘63
Georges Muller ‘65
Michael Butt ‘67
Eddie Mork ‘68
Heinrich Baumann ‘72
Wolfgang Marguerre ‘72
Michael Pragnell ‘72
Rudolf Maag ‘73
Jean-Pierre Berghmans ‘74
François Hériard Dubreuil ‘75
Leonidas Los ‘75
Pierre Dreyfus ‘76
Cornelius Grupp ‘77
Paul Desmarais ‘79
Alexis Habib ‘81
Finn Rausing ‘81
Blake Goldring ‘82
Said Darwazah ‘84D
Marc de La Bruyère ‘85J
Francesco Loredan ‘85J
Lionel Sauvage ‘87J
Norbert Albin ‘87D
Adam Goldstein ‘88J
Christopher Harborne ‘88J
Karen Fawcett ‘88D
Guy Weston ‘88D
André Hoffmann ‘90D
Andreas Jacobs ‘90D
Kevin Ryan ‘90D
Pascaline Servan-Schreiber ‘90D
Eric Sasson ‘90D
Christoph Rubeli ‘92D
Deepak Gupta ‘93J
Rémy Best ‘93D
Luis Freitas De Oliveira ‘93D
Kurt Björklund ‘96J
Mirjam Staub Bisang ‘99J
Gary Wei Wang ‘02J

Honorary Alumnus
Claude Janssen

Friends, Faculty & Staff

R. Todd Ruppert
The W. Soeryadjaya Family
James and Cathleen Stone

Platinum Salamander

Yves Burrus ‘60
Joe Bissada ‘65
Jean-Bertrand Gerard ‘65
Avery Juhring ‘67
Alan Philipp ‘67
Cees van Lede ‘67
François Vachey ‘68
Charles Mackay ‘69
Lindsay Owen-Jones ‘69
Elmar Schulte ‘69
Christoph Tribull ‘69
Rolf Abdon ‘70
Jens P Heyerdahl d.y. ‘70
Remmert Laan ‘70
Jean-Claude Larréché ‘70

Franz Wassmer ‘70
Gerhard Woehrl ‘70
Rainer Heubach ‘71
John Jackson ‘71
Ruedi Wassmer ‘71
Alex Dembitz ‘74
Philippe Houzé ‘74
John Burgess ‘75
Jean-François Clin ‘76
Dick Verbeek ‘76
Philippe Delouvrier ‘77
Patrick Dewez ‘77
Ulysses Kyriacopoulos ‘77
Alain Azan ‘78
Peer Kölendorf ‘78
John Singer ‘78
Michael Ullmann ‘78
Christopher Fawcett ‘80
Hoda Irani Bissada ‘80
Helmut Meier ‘80
Wiet Pot ‘82
Gabriele Quandt ‘85J
Paulo Cartucho Pereira ‘87J

Alan MacIntosh ‘87D
Wolfgang Schaefer ‘87D
Henry Engelhardt ‘88J

Timothy Bovard ‘89J
Michael Salomon ‘89J
Michael Phillips ‘89J
Cynthia Edge-Phillips ‘89D
Charles Manby ‘89D
Aref Lahham ‘90D
Georg Madersbacher ‘90D
Aaro Eide ‘91J
Andrew Burgess ‘91D
Richard Jenkins ‘91D
Jonathan Knowles ‘91D
Christina Law ‘91D
Mika Salmi ‘92D
Bansi Nagji ‘93J
Renaud Lagesse ‘93D
Ian Potter ‘93D
Paul Forster ‘94D
Rony Kahan ‘94D
Alex Manson ‘97J
Domnin de Kerdaniel ‘97J
Andrew Phillipps ‘99J
Khaled Saïd ‘02D

Executive Education
Fernando Zobel de Ayala CIM’93Jul

Honorary Alumnus
Gabriel Hawawini

Friends, Faculty & Staff
Thomas C. Barry
Sir Win Bischoff
Thierry Breton
Landis Gabel
Pekka Hietala
Victor Menezes
Tony Tan Caktiong
Theo Vermaelen

Millenium Salamander

Christopher Bielenberg ‘65
Horst Grosspeter ‘68
Andrew Hall ‘80

Honorary Alumnus
Roger Godino

Gold Salamander

Franz J. Leibenfrost ‘63
Claes Dinkelspiel ‘65
Lord Simon of Highbury ‘66
Peter Hunt ‘67
Turo Tukiainen ‘67
Anthony Simon ‘68
Jürgen Zech ‘68
Michael Nairn ‘69
Graham Williams ‘69
Jan Maarten de Jong ‘70
Michel Guillet ‘70
Thomas Hauser ‘70
Andrew Large ‘70
Michael Muth ‘70
Frank Neyens ‘70
Franz Humer ‘71
Sven Kado ‘72
David Syz ‘72
Guy Wais ‘72
Frank Burgel ‘73
Horacio Furman ‘73
Jacques Gelin ‘73
Christopher Holloway ‘73
James Kelly ‘73
Michael Andreae-Jackering ‘75
Jonathan Keighley ‘75
Russell Pollack ‘75
Luc Argand ‘76
John Cutts ‘76
Philip Percival ‘76
Rudolf Knuenz ‘77
Jan Murray ‘77
Nicholas Nanopoulos ‘77
Egbert Willam ‘78
George Elliston ‘80
Clemente Corsini ‘81
Daniel Labrecque ‘81
Luigi Consiglio ‘82
Jacques Garaialde ‘82
Andreas Lehmann ‘83J
Marcel Genadry ‘84J
Guthrie Stewart ‘85J
Mikael Ahlström ‘86J
Jack Boyer ‘86J
Alexandra von Schroeter ‘87J
Anat and Dov Bar-Gera ‘87D
Sophie Lammerant ‘87D
Evan Price ‘87D
Micky Sacher ‘87D
David Stevens ‘88J
Caroline van Scheltinga ‘88J
Christian Dreyer ‘88D
Pieter Eenkema Van Dijk ‘89J
Jeremy Golding ‘89J
Dirk Luyten ‘89J
Susanne Wamsler ‘89J
Graham and Maria Wrigley ‘89D
Thomas Cahill ‘90J
Patrick Firmenich ‘90J
Neil McArthur ‘90J

Anthony Todd ‘90J
Eric Steiner ‘90D
Kathryn From ‘91J
Sebastian Grigg ‘91J
Daniel Lalonde ‘91J
Bruno Berthon ‘91D
Emmy Labovitch ‘91D
Dieter Voegtli ‘91D
Michele Appendino ‘92J
Bruno Basler ‘92J
Jean De Cloedt ‘92D
Michael Hill ‘92D
Hans van der Wind ‘93J
Brett Rierson ‘94D
Bernard Brenninkmeyer ‘95J
Jean-Marc Le Roux ‘95J
Pierre-André Maus ‘96D
Chirag Shah ‘96D
Alexei Beltyukov ‘97D
Olesya Chikunova ‘97D
Marc Jalabert ‘97D
Hans Hammer ‘98J
Andrey Kashubsky ‘98J
Christian Stahl ‘98D
Anne Rotman de Picciotto ‘01D
David Ades ‘02D

EMBA Alumni
Erin Gainer EMBA’08D
Ben Ling EMBA’16D

Honorary Alumni
Arnoud De Meyer
David Scholey
Ludo van der Heyden

Friends, Faculty & Staff
Stephen Brenninkmeijer
James D. Fleck

Silver Salamander

Paul-Louis Durand-Ruel ‘61
Victor Kneip ‘61
Louis Fréling ‘63
Damien Mulliez ‘63
Dieter Spaethe ‘63
Rudolf Hauser ‘64
Gareth Dyas ‘65
Christopher King CBE ‘65
Yves Brasseur ‘66
Richard Paice ‘66
Freddy Salem ‘66
Zahi Khouri ‘67
Angelo Abdela ‘68
Jürgen Mülder ‘68
Hugh Murray ‘68
Kaj Burchardi ‘69
Hans-Petter Finne ‘69
Diederich Framhein ‘69
Hans-Jurgen Mueller ‘69

Martin Ricketts ‘69
Louis Balthasar ‘70
Bernard gr. Broermann ‘70
Roberto Buaron ‘70
Roderick Chamberlain ‘70
Bruno Frey ‘70
Bernard Giroud ‘70
Dirk Hoijer ‘70
Eric Janssens ‘70
Timothy Noble ‘70
Roger Paice ‘70
Tom Sommerlatte ‘70
Armin Timmermann ‘70
Charles Aldington ‘71
Peter Gram ‘71
David Howat ‘71
Peter Kraljic ‘71
Igor Landau ‘71
Detlef Bindert ‘72
Bernard Courtaud ‘72
Simon Critchell ‘72
John de Penne Rouge ‘72
Goetz Dyckerhoff ‘72
Jan Frøshaug ‘72
Wolfgang Heinz ‘72
Rod Kent ‘72
James Leek ‘72
Richard Lyon ‘72
Bernard Mencier ‘72
Claude Piccot ‘72
Hans-Peter Schomaker ‘72
Peter Felix ‘73
Eric Hanson ‘73
Sibel & Emin Iren ‘73
Christopher Reilly ‘73
Adom Tenjoukian ‘73
Michael Howell ‘75
Manuel Serzedelo de Almeida ‘75
Joost Van Heijningen Nanninga ‘75
Patrick Cescau ‘76
Wolfgang Fieger ‘76
Martin Flash ‘76
Reinold Geiger ‘76
Oscar Kienzle ‘76
Raymond Lonfat ‘76
Pierre-Etienne Poncet ‘76
Philippe Sevin ‘76
Boudewijn Gerner ‘77
Norbert Jann ‘77
Michael Obermayer ‘77
Wenke Thoman ‘77
Findlay Black ‘79
Bruno Gibert ‘79
Jochen Neubürger ‘79
Henrich Wilckens ‘79
Daniel Fulda ‘80
Jean-Louis Juliard ‘80
Martine Reynaers ‘80
Peter Kruyt ‘80
François Simon ‘80
Richard Batty ‘81
Odile Saavedra Batty ‘81

André Citroen ‘81
Joep De Valk ‘81
Samuel Laidlaw ‘81
Brigitte Reverdin ‘81
Florian Schilling ‘81
John Sloss ‘81
Harald Thiel ‘81
Lucian Wagner ‘81
Cyril Dalamel de Bournet ‘82
Eduard Van Der Pluym ‘82
Mark Ellison ‘83J
Michel Marbot ‘83J
Jacqueline Sevin ‘83J
Mark Spelman ‘83J
Hans Breuningner ‘83D
Harold Heuschmidt ‘83D
Jamie Pike ‘84J
Anders Swahn ‘84D
Anne Coyne Holbach ‘85J
David Fleck ‘85D
Erik Westerink ‘86J
Peter Guberan ‘86D
Wiet Heerkens Thijssen ‘86D
Herman Brenninkmeyer ‘87J
James Fleck ‘87J
Bart Hartman ‘87J
Ivo Lurvink ‘87J
Johan Gustav Hvide ‘87D
Mark Sarvary ‘87D
Meg Osius ‘88J
Loudon Owen ‘88J
Chris Broad ‘88D
Manuel von Moeller ‘88D
Christian Burger ‘89J
Philippe Castonguay ‘89J
Jean-Marc Etlin ‘89J
Philippe Holderbeke ‘89J
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Centres of Excellence

A Centre of Excellence is a collection of co-ordinated research activities established to focus on a designated area of academic interest, usually from an inter-disciplinary perspective.

Named Centres

The Rudolf and Valeria Maag INSEAD Centre for Entrepreneurship (ICE)	INSEAD Blue Ocean Strategy Institute (IBOSI)	INSEAD Initiative for Learning Innovation and Teaching Excellence (iLITE)
The James M. and Cathleen D. Stone Centre for the Study of Wealth Inequality	INSEAD Corporate Governance Centre (ICGC)	INSEAD Innovation and Policy Initiative (IIPi)
Wendel International Centre for Family Enterprise	INSEAD Centre for Economic Growth (ICEG)	INSEAD Social Innovation Centre (ISIC)
	INSEAD Emerging Markets Institute (IEMI)	INSEAD-Sorbonne Behavioural Lab (ISBL)

INSEAD Centres

Centre for Decision Making and Risk Analysis (CDMRA)	INSEAD Global Private Equity Initiative (GPEI)	INSEAD-Wharton Centre for Global Research and Education
eLab@INSEAD (eLab)	INSEAD Healthcare Management Initiative (HMI)	INSEAD Social Impact Initiative
		INSEAD Gender Initiative

Major Research & Teaching Funds

These Funds encourage and support interdisciplinary research and teaching projects of strategic importance to the School.

The Mirjam Staub-Bisang Research Fund (2017)	The Patrick Cescau/Unilever Endowed Fund for Research in Diversity and Leadership (2009)	The André and Rosalie Hoffmann Research Fund for Family Enterprise (2004)
The Kurt Björklund Research Fund for Entrepreneurship and Society (2017)	The Heinrich and Esther Baumann-Steiner Endowed Fund for Creativity and Business (2007)	The ABN-AMRO Endowed Research Fund (2000)
The Francesco Loredan '85J Endowed Fund in Entrepreneurship (2016)	The Dreyfus Sons & Co Ltd, Banquiers, Endowed Research Fund for Corporate Social Responsibility (2007)	The Yves Burrus Endowed Fund in Ethics (2000)
The Rausing Fund in Economic and Business Transformation (2015)	The Doriot Fund for Innovation and Excellence in Management Education (2005)	The Morgan Stanley Research Fund for eLab@INSEAD (2000)
The Creativity-Business Platform (2013)		The SAP eCommerce Research Fund for eLab@INSEAD (2000)
The Avery B. Juhring Endowed Fund for Entrepreneurship (2012)		The Dean's Innovation Fund (1995)

Chairs

A Chair is considered the highest honour that can be bestowed upon a faculty member. Establishing a chair signals particularly strong support of the role of faculty.

The Rudolf and Valeria Maag Chair in Entrepreneurship (2017) Henrich Greve (2017)	The Paul Dubrule Chair in Sustainable Development (2001) Karan Girotra (2014)	The BP Chair in European Competitiveness (1995) Karel Cool (1996)
The Sauvage Family Chair for Academic Excellence (2016) Timothy Van Zandt (2017)	The Portuguese Council Chair in European Studies (2000) Antonio Fatás (2006)	The Boston Consulting Group Bruce D. Henderson Chair in International Management (1994) W. Chan Kim (1994)
The Stone Chair in Wealth Inequality (2016) Mark Stabile (2017)	The Cora Chair in Leadership and Learning (2000) Stefan Thau (2017)	The Timken Chair in Global Technology and Innovation (1994) Guillaume Roels (2017)
The Rausing Chair in Economic and Business Transformation (2015) Ilian Mihov (2015)	The Eli Lilly Chair in Strategy and Innovation (1999) Peter Zemsky (2007)	UBS Chair in Investment Banking, endowed in honour of Henry Grunfeld (1994) Theo Vermaelen (2013)
The AXA Chair in Financial Market Risk (2013) Lily Fang (2017)	The Berghmans Lhoist Chair in Entrepreneurial Leadership (1999) Randel Carlock (2001)	The Shell Chair in Human Resources and Organisational Development (1993) To be named
The Abu Dhabi Crown Prince's Diwan Chair in Societal Progress (2009) Subramanian Rangan (2010)	The Roland Berger Chair in Strategy and Organization Design (1999) Phanish Puranam (2012)	The IAF Chair in Entrepreneurship (1992) Philip Anderson (2001)
The Mubadala Chair in Corporate Governance and Strategy (2008) To be named	The Novartis Chair in Healthcare Management (1999) Stephen Chick (2008)	The Novartis Chair in Management and Environment (1990) To be named
The Abu Dhabi Commercial Bank Chair in International Management (2007) Nils Rudi (2014)	The Rothschild Chair in Banking (1999) Massimo Massa (2007)	The Alfred H. Heineken Chair in Marketing (1988) Ziv Carmon (2017)
The Aon Dirk Verbeek Chair in International Risk and Strategic Management (2007) Javier Gimeno (2008)	The Unilever Chair in Marketing (1999) V. (Paddy) Padmanabhan (2014)	The Raoul de Vitry d'Avaucourt Chair in Leadership Development (1982) Narayan Pant (2012)
The GlaxoSmithKline Chair in Corporate Innovation (2006) Amitava Chattopadhyay (2012)	The Schrodgers Chair in European Competitiveness and Reform (1998) John Fernald (2017)	The John H. Loudon Chair in International Management (1979) Andrew Shipilov (2017)
The Strategy& Chair in Revenue Management (2006) Ioana Popescu (2006)	The L'Oréal Chair in Marketing - Innovation and Creativity (1998) Pierre Chandon (2012)	
The André and Rosalie Hoffmann Chair in Family Enterprise (2004) Morten Bennedsen (2009)	The Solvay Chair for Technological Innovation (1998) Quy Huy (2017)	<h3>INSEAD Chairs</h3>
The Aviva Chair in Leadership and Responsibility (2004) Charles Galunic (2006)	The Henry Ford Chair in Manufacturing (1997) Luk Van Wassenhove (1998)	The INSEAD Chair in Corporate Governance Professor Ludo Van der Heyden (2014)
The Orpar Chair in Risk Management (2002) Anil Gaba (2002)	The Paul Desmarais Chair in Partnership and Active Ownership (1996) Laurence Capron (2011)	The INSEAD Chair in Ethics and Social Responsibility Professor N. Craig Smith (2007)
The de Picciotto Chair in Alternative Investments (2002) Pierre Hillion (2002)	The Claude Janssen Chair in Business Administration (1996) Joël Peress (2017)	The INSEAD Chair in Management Science Professor Philip M. Parker (2005)

Professorships & Fellowships

Professorships and Fellowships recognise distinguished faculty members and senior researchers. The funds allow research on academic areas of importance to INSEAD.

Professorships

The Rudolf and Valeria Maag Professorship in Entrepreneurship (2017)
Xiaowei Rose Luo (2017)

Fellowships

The Rudolf and Valeria Maag Fellowship in Entrepreneurship (2017)
To be named

The INSEAD Fellowship in Memory of Erin Anderson (2017)
Vibha Gaba (2017)

The INSEAD Dutch Alumni Fellowship in Leadership, Diversity and Governance (2011)
Elizabeth Florent Treacy (2014)

The INSEAD Fellowship in Strategy and International Management (1997)
Renée Mauborgne (1997)

The Akzo Nobel Fellowship in Strategic Management (1996)
Jasjit Singh (2017)

The Salmon and Rameau Fellowship in Healthcare Management (1995)
INSEAD Healthcare Management Initiative (2012)

The Shell Fellowship in Business and the Environment (1993)
Sameer Hasija (2017)

The Shell Fellowship in Economic Transformation (1993)
Pushan Dutt (2013)

Named Facilities

INSEAD's pursuit of academic excellence must be supported by world-class facilities. A state-of-the-art learning environment strongly enhances the learning experience on campus.

Europe Campus

The BCG Amphitheatre
Chris King Amphitheatre
Dean Berry Amphitheatre
François Hériard Dubreuil Room
Georges and Edna Doriot Library
Freddy's Bar (memoriam F. Heineken)
Hammer Roof Garden
Henri-Claude de Bettignies Room
Henry Ullmann Forum
The Biergarten:
INSEAD Gesellschaft Deutschland
John Loudon Amphitheatre
Jonathan Keighley Room
Leonidas Los Room
The Mews (Accenture)
Macquarie Bench
Manuel Serzedelo de Almeida Room
Marc de la Bruyère Silent Phone Booth
MBA'67 Breakout Room
MBA'70 Breakout Room
MBA'70 Amphitheatre

MBA'72 Amphitheatre
MBA'73 Amphitheatre
MBA'90D Amphitheatre
MBA'74 Reading Area
MBA'75 Career and Interview Facility
MBA'77 Breakout Room
MBA'78 Bar Terrace
MBA'87D Breakout Room
Michael Andreae-Jäckering Room
Michael Howell Room
Mickey & Company Lifestyle Center
Raoul de Vitry Amphitheatre
Rudolf and Valeria Maag Amphitheatre
Russell Pollack Room
William Soeryadjaya Amphitheatre

Asia Campus

Claude and Tuulikki Janssen Auditorium
André and Rosalie Hoffmann Amphitheatre
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Edward S. Mork Amphitheatre

Michael S. Roskothen Amphitheatre
Gilbert Sauvage Conference Room
Shaw Foundation Water Lily Garden
Leonidas and Eirini Los Meeting Room
Christina Law, MBA'91D, Meeting Room
David Syz, MBA'72, Meeting Room
Ian Campbell Woodward Meeting Room
Rose Damen, MBA'13D, Terrace
TIEMBA Alumni Terrace
Tanoto Library
Gabriel Hawawini Orchid Garden

Scholarships

Scholarships are the most powerful means to attract and retain the best candidates. A robust scholarship programme allows INSEAD to increase offers to top candidates and help generate more high quality applications while preserving our hallmark of diversity.

Endowed Scholarships

Alcatel-Lucent Scholarship for Asians
Alex Manson '97J Scholarship for Diversity
Alumni of Switzerland Scholarship for Swiss Candidates
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Antonio Borges Scholarship
Belgian Alumni and Council Scholarship
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Christina Law MBA'91D Scholarship for Asian Women
Christoph Rubeli MBA'92D Scholarship
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Gabel Family Scholarship

Giovanni Agnelli Scholarship
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Henriette and Norbert Albin MBA Scholarship Fund
Ian Potter '93D and Family Asia Scholarship
Indeed Scholarship
INSEAD Alumni Association (IAA) Scholarship Fund
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Theo Vermaelen Scholarship for Iraqi MBA students
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INSEAD's has a long and close history with corporations and foundations. Their on-going support of all our activities is critical for the school in its mission to be 'The Business School for the World'.

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Partnering with INSEAD annually opens the door to unique opportunities for organisations seeking visibility and impact at 'The Business School for the World'. Our corporate associates provide essential funding for innovative projects and join an elite global community who advance the school's mission.

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The taxe d'apprentissage is a compulsory tax for companies operating in France and goes towards developing professional and technical skills throughout the workforce. At INSEAD, the funds collected are used to enhance INSEAD's MBA and PhD Programmes.

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Donations of any amount are an effective way to contribute to INSEAD in an ongoing manner. Here we acknowledge all donors whose new pledges, gifts and pledge payments were received between 1 September 2016 and 31 August 2017.

MBA programme

MBA’60
Gifts and pledges: €550
Participation in the year: 5.4%

€300 to €999
Guenter Luedemann *

Up to €299
Yves Burrus

MBA’61
Gifts and pledges: €461
Participation in the year: 4.7%

Up to €299
Michel Gauthier *
Jeremy Leigh-Pemberton *

MBA’62
Gifts and pledges: €200
Participation in the year: 1.7%

Up to €299
Leon Morange-Selig

MBA’63
Gifts and pledges: €411,643
Participation in the year: 8.3%

€250 000 to €499 999
Piet Van Waeyenberge

€10 000 to €24 999
Michel Biegala

€1 000 to €2 499
Jacques Rejeange

€300 to €999
Gunther Mauerhofer

Up to €299
Ridley Brown

MBA’65
Gifts and pledges: €64,434
Participation in the year: 8.8%

€25 000 to €49 999
Georges Muller

€10 000 to €24 999
Ole Julian Eilertsen

€2 500 to €4 999
Ronaldo Schmitz

€1 000 to €2 499
Frans Haelwaeters *
Peter Overdick

€300 to €999
Peter Falk *
Jean-Pierre Grobet

Up to €299
John Watson

MBA’66
Gifts and pledges: €1,649
Participation in the year: 3.7%

€1 000 to €2 499
Karl-Ernst Vaillant

€300 to €999
Michel Dawance

Up to €299
Timothy Ades *
Daniel Arvet-Thouvet

MBA’67
Gifts and pledges: €359,882
Participation in the year: 8.7%

€250 000 to €499 999
Michael Butt

€10 000 to €24 999
Turo Tukiainen

€2 500 to €4 999
Gijs Key

€1 000 to €2 499
John Irvine
Alan Philipp *

€300 to €999
Peter Hunt
George Stark

Up to €299
Erwin Boehler
Barnaby Powell

MBA’68
Gifts and pledges: €25,486
Participation in the year: 7.2%

€10 000 to €24 999
Eddie Mork
Anthony Simon

€1 000 to €2 499
Angelo Abdela *
Francis Desforges
Hugh Murray *

€300 to €999
Yves Fedida
Duncan Payne *

Up to €299
Claus Fassnacht
Harald Wagner

MBA’69
Gifts and pledges: €129,186
Participation in the year: 6.8%

€50 000 to €99 999
Christoph Tribull

€25 000 to €49 999
Diederich Framhein *
Lindsay Owen-Jones

€2 500 to €4 999
Gérald Kempf *

€1 000 to €2 499
Guy Le Pechon *
Miklos Vendel *

€300 to €999
Eckhard Tiemann
Wolfgang Van Oven *

Up to €299
Pascal Dusseiller
Wolfgang Fuerboeck *

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MBA’70

Gifts and pledges: €19,560
Participation in the year: 5.7%

€5 000 to €9 999

Thomas Hauser *
Franz Wassmer *

€2 500 to €4 999

Gerhard Woehrl

€1 000 to €2 499

Lucien Arbel
Dirk Hoijer
Roger Paice
Tom Sommerlatte

€300 to €999

Harald Witte

Up to €299

Richard Madey *
Andrew Somogyi *

MBA’71

Gifts and pledges: €10,814
Participation in the year: 5.4%

€5 000 to €9 999

Ekkehard Wille

€1 000 to €2 499

Jean-Claude Meunier
Ralph Schauss
Ruedi Wassmer *

€300 to €999

Roland de Calonne d’Avesnes
Guenther Dietrich *
Louis Ferran *
Peter Schreve *

Up to €299

Aldo d’Incau
Frans Kok *
Peter Stoetzer

MBA’72

Gifts and pledges: €857,753
Participation in the year: 8.2%

€250 000 to €499 999

Wolfgang Marguerre
Michael Pragnell *

€50 000 to €99 999

Sven Kado *

€25 000 to €49 999

David Syz

€10 000 to €24 999

Detlef Bindert

€2 500 to €4 999

Roger Abravanel

€1 000 to €2 499

Louis-Marie Duchamp
Raymond Le Roy Liberge
Louis Graf von Zech

€300 to €999

Goetz Dyckerhoff *
Roland Finckh *
Marius Frank
Jeremy Howarth *
James Leek
Paul Verweyen *

Up to €299

Patrick de Villenfagne de Vogelsanck

MBA’73

Gifts and pledges: €10,012,867
Participation in the year: 4%

€1 million and above

Rudolf Maag

€5 000 to €9 999

James Kelly *

€300 to €999

John Chamaah
Ed Figlarz
August Gruber
John J. Grumbar
Stefan Svikovsky

Up to €299

Nigel Forrest *

MBA’74

Gifts and pledges: €35,400
Participation in the year: 8%

€10 000 to €24 999

Philippe Houzé *

€2 500 to €4 999

Eberhard Crain *
Romain Gozalo

€1 000 to €2 499

Leonard Broese van Groenou
Pierre Charles
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€300 to €999

Pierre Bretault
Alasdair Findlay-Shirras
Naomi Kogon-Steinberg *
Maarten Van Eeghen *

Up to €299

Xavier Accariès
Galina Fridlendere Despraz
Udo Petschnigg *

MBA’75

Gifts and pledges: €185,361
Participation in the year: 9.7%

€50 000 to €99 999

Leonidas Los *
Michael Howell

€25 000 to €49 999

Michael Andreae-Jackering

€10 000 to €24 999

François Hériard Dubreuil
Russell Pollack

€5 000 to €9 999

Richard Hallows

€2 500 to €4 999

Patrick Berthon *

€1 000 to €2 499

Thomas Bittner
Hans Westerbeek

€300 to €999

Anthony Clifton
Peter de Haydu
Tony Kiewik
Bruno Lanthier
Paolo Tomatis
Jean-Paul Van Keirsbilck

Up to €299

Luca Garabet *
Clive Hole *
Peter Kappeler *
Jeannine Mong
Ivo Vandenbussche

MBA’76

40th Reunion **

Gifts and pledges: €204,247
Participation in the year: 15.2%
Class reunion results: €328,000
Class reunion participation: 19%

Reunion fund class ambassadors

John Cutts
Dick Verbeek

€50 000 to €99 999

Luc Argand
Reinold Geiger

€10 000 to €24 999

John Cutts
Andrew Mafeld
Philip Percival *
Pierre-Etienne Poncet
Dick Verbeek

€2 500 to €4 999

Oscar Kienzle
Raymond Lonfat *

€1 000 to €2 499

John Alexander
Hans-Jürgen Bernsen *
Gérard de Hemptinne *
Lise Fiaux-Kruse
Michel Fiaux
Thomas Kran *
Robert Pine *

€300 to €999

Niels Aall
Pierre Dreyfus
Hans-Beat Emch
Wolfgang Fieger *
Martin Flash *
Archie Leslie
Hans Christian Lous
Agneta Pollock *
Bruce Pollock *
Albert Sandberg
Basile Toutoungi

Up to €299

Kathleen Burger
Patrick Cescau
Andrew Ross
Ulrich Schlewing

MBA’77

Gifts and pledges: €133,786
Participation in the year: 4.4%

€100 000 to €249 999

Ulysses Kyriacopoulos

€25 000 to €49 999

Patrick Dewez *

€2 500 to €4 999

Grant Tait *

€1 000 to €2 499

Maarten Schonfeld *

€300 to €999

Jean-Pierre Dupont

Up to €299

Bill Fraser *
Boudewijn Gerner
Arild Nerdrum *
Bob Stillerman

MBA’78

Gifts and pledges: €156,451
Participation in the year: 6%

€50 000 to €99 999

Alain Azan

€25 000 to €49 999

John Singer

€10 000 to €24 999

Peer Kölendorf *

€5 000 to €9 999

Egbert Willam *

€300 to €999

Juerg Ambuehl
Michel Blumenthal *
François Chaillot
Jean Huber *

Up to €299

Richard Duron *
Gautier Germ *
Gilbert Gras *
Albert Jerabek
Pieter Van Tuyll Van Serooskerken

MBA’79

Gifts and pledges: €63,983
Participation in the year: 6.6%

€25 000 to €49 999

Paul Desmarais

€10 000 to €24 999

Findlay Black *

€5 000 to €9 999

Bruno Gibert *

€2 500 to €4 999

Roland Zoomers

€1 000 to €2 499

Mark Doswell
Daniel Fustier

€300 to €999

Richard Bouma
Spyros Capralos *
François Gall *

Up to €299

Jean-François Caeymaex
Marcel Giacometti *
Brynjolfur Helgason
Thomas Livingstone-Learmonth
Ian Walsh *

MBA’80

Gifts and pledges: €152,008
Participation in the year: 7.2%

€25 000 to €49 999

Christopher Fawcett
Peter Kruyt
Helmut Meier

€10 000 to €24 999

Daniel Fulda
Jean-Louis Juliard
Martine Reynaers
François Simon

€2 500 to €4 999

Jean-Gérard Blanc *
Najib Fayad
Christian Neumann

€1 000 to €2 499

Aris Jacovides
Eric Margnat
Thierry Perrin

Up to €299

Makiyo Narushima
Jussi Pajunen
Bernhard von Treuenfels

MBA’81

35th Reunion **

Gifts and pledges: €1,171,138
Participation in the year: 9.7%
Class reunion results: €662,754
Class reunion participation: 8.4%

Reunion class ambassadors

Daniel Labrecque
Jennifer Szersnovicz

€1 million and above

Finn Rausing

€50 000 to €99 999

Alexis Habib *
Brigitte Reverdin

€25 000 to €49 999

Clemente Corsini
Lucian Wagner

€10 000 to €24 999

Roch Doliveux
Jennifer Szersnovicz
Harald Thiel

€5 000 to €9 999

Christophe Pettenati-Auziere

€2 500 to €4 999

Sebastian Van Den Hoven

** Class reunion campaigns typically extend beyond the academic year and the results published are the most up-to-date.

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€1 000 to €2 499
William de Prémorel Higgons *
Katharina Gregor *
Florian Schilling *

€300 to €999
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Daniel Labrecque
Patrick Lheure
Piero Marchettini
Hugh Stewart

Up to €299
Richard Bissonnet
Perlita Hoff
Nikolaus Tribus
Alexander von Chabert-Ostland

MBA’82

Gifts and pledges: €354,196
Participation in the year: 5.7%

€100 000 to €249 999
Blake Goldring
Wiet Pot

€5 000 to €9 999
Verlaine Moisset

€1 000 to €2 499
Mark Fleming
Annie Luypaert-Maurice
Philippe Luypaert
Robert Pfrunder *
Maarten van Berckel

€300 to €999
Anne Harris
Lucinda Herrick
Claude Perol
Marc Ugolini

Up to €299
Chantal Davies
Nat Hone *
William Murrell *

MBA’83J

Gifts and pledges: €7,686
Participation in the year: 6.6%

€1 000 to €2 499
Frans Cornelis *
Didrik Hamilton
Kenneth McKelvey
Johann Schneider-Ammann *

€300 to €999
Jean-Charles Uyttenhove

Up to €299
Viviane Doguet Corthouts
Thierry Gasser
Paul Hancock *

Christopher Hopton *
Charles Irving-Swift *
Sylvie Vercruysse-D’heygere
Eric Villette *

MBA’83D

Gifts and pledges: €18,200
Participation in the year: 4.7%

€10 000 to €24 999
Harold Heuschmidt

€2 500 to €4 999
Hans-Alfred Breuninger
Michiel Westermann *

€1 000 to €2 499
Bernard Bastier *
Marc van’t Noordende

Up to €299
Guus Keder

MBA’84J

Gifts and pledges: €1,150
Participation in the year: 2.2%

€10 000 to €24 999
Marcel Genadry *

€300 to €999
Paul Diercks *
Fredrik Fundin

MBA’84D

Gifts and pledges: €775,053
Participation in the year: 8%

€500 000 to €999 999
Said Darwazah

€25 000 to €49 999
Pascal Ravery

€2 500 to €4 999
Francois Bertreau *

€1 000 to €2 499
Bruno Cousin *
Sami Hisarli

€300 to €999
Fredrik Elwing
Robert Levy

Up to €299
Ines Cruz
Godert Tegelberg
Nicolaus Tiefenbacher
Heinz Waser *

MBA’85J

Gifts and pledges: €1,392,652
Participation in the year: 10%

€1 million and above
Francesco Loredan

€250 000 to €499 999
Marc de La Bruyère *

€25 000 to €49 999
Guthrie Stewart

€5 000 to €9 999
Philipp Schoeller

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Jan Van Toulon Van Der Koog

Up to €299
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Mark Groulx
Beat Scherrer
James Watt *

MBA’85D

Gifts and pledges: €4,217
Participation in the year: 3.6%

€2 500 to €4 999
Claire Gouzouli

€300 to €999
Thomas Seiler *
Eckhard von Muenchow *

Up to €299
Joaquim Paiva Chaves *
Karin Schoeffmann-Stuebich

MBA’86J

30th Reunion **
Gifts and pledges: €26,295
Participation in the year: 25%
Class reunion results: €39,040
Class reunion participation: 25%
Reunion class ambassadors
Carol Fedida
Vivien Godfrey
Liz Lank

€5 000 to €9 999
Erik Fougner

€2 500 to €4 999
Joost de Haas
Vivien Godfrey

€1 000 to €2 499
Mikael Ahlström
Jack Boyer
Franck Bruneau
Pier-Paolo Dipaola
Pim Oomens
Marc Van Rooijen *

€300 to €999
Ian Barnett
Peter Baumann
Patrick Ceulemans
Philippe Dabat
Jean-Louis Kremer
Elizabeth Lank
Folke Larsen Pehrzon
Michael O’Shea
Paul Edward Read
David Stern
Vivek Tawadey
Matthias von Armansperg *
Lydia Zaininger

Up to €299
Thierry Caspar
Dominique Descours
Stefan Dragu *
Bruno Dumont
Jane Hughes
Christopher Latter
Jean-Pierre Lemaire
Laurent Levy
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Stefano Miccinelli
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Lea Verny

MBA’86D
30th Reunion **
Gifts and pledges: €63,445
Participation in the year: 11.6%
Reunion class ambassadors
Memoria Lewis
Alan Palmer

€25 000 to €49 999
Peter Guberan

€5 000 to €9 999
Isabelle Dieuzy-Labaye
Wiet Heerkens Thijssen *

€1 000 to €2 499
Ron Bosch *
Loic Buot de l’Epine
Pierre Cassimatis *
Joao Castello Branco
Timothy Thomas

€300 to €999
Marc Doucet Sanche
Thomas Hansson
Sergio Mir
Anthony Rice
Marla Witteman

Up to €299
Bettina Bretz Terfloth
Nicholas Charles
Stéphane Flamant
Memoria Lewis *

MBA’87J

Gifts and pledges: €5,043,030
Participation in the year: 6.2%

€1 million and above
Lionel Sauvage *

€25 000 to €49 999
Ivo Lurvink

€5 000 to €9 999
Alexandra von Schroeter

€1 000 to €2 499
Paulo Cartucho Pereira

€300 to €999
Athina Dessypri
Bruce McFee *

Up to €299
Michael Ellis
James Fleck
Jean-François Sauvé

MBA’87D

Gifts and pledges: €1,422,274
Participation in the year: 9%

€1 million and above
Norbert Albin *

€100 000 to €249 999
Alan MacIntosh
Wolfgang Schaefer

€10 000 to €24 999
Mark Sarvary

€5 000 to €9 999
Evan Price

€1 000 to €2 499
Hans W. Berg *
Sara Del Favero
Richard Flett
John Fry
Calum Graham

€300 to €999
Eric Loontjens *
Peter Nientker

Up to €299
Allison Gushée Molkenthin

MBA’88J

Gifts and pledges: €1,085,523
Participation in the year: 6.7%

€500 000 to €999 999
Adam Goldstein *
Christopher Harborne

€50 000 to €99 999
Henry Engelhardt *

€5 000 to €9 999
Eric François *
Caroline van Scheltinga *

€1 000 to €2 499
Joachim Luserke *
Meg Osius

Up to €299
Wouter Jongepier *
Olavi Nummi
Richard Tarte

MBA’88D

Gifts and pledges: €32,120
Participation in the year: 8.4%

€10 000 to €24 999
Chris Broad

€5 000 to €9 999
Juergen Lasowski

€2 500 to €4 999
Bert Meerstadt
Manuel von Moeller

€1 000 to €2 499
Bruno Mercier *

€300 to €999
Olivier Beaumont
Peter Lakin
John Redfern
Albert Reiss

Up to €299
David Clarry
Rutger Deurvorst
Ean Lewin *
Brian Robins *

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MBA’89J

Gifts and pledges: €83,875
Participation in the year: 9%

€50 000 to €99 999
Dirk Luyten

€10 000 to €24 999
Jean-Marc Etlin *
Susanne Wamsler *
Rick Yan

€2 500 to €4 999
Ralph Van Den Broek *

€1 000 to €2 499
Michael Phillips
Yann Vincent *

€300 to €999
Gisele Alexis
Jaap De Mare
Mario Reis

Up to €299
Vicken Aharonian *
Jean-Claude Bisenius
Philippe Castonguay
Eric Price
Christof von Branconi
Susan Worscheh

MBA’89D

Gifts and pledges: €79,431
Participation in the year: 10.1%

€25 000 to €49 999
Vivienne Cox *

€10 000 to €24 999
Samer Azhari
Caspar Baumhauer

€5 000 to €9 999
Ferdinando Grimaldi Quartieri *
Martin Hardens
Paul Nehmé

€2 500 to €4 999
Mark Rothera
Mikael Zoghbi

€1 000 to €2 499
Cynthia Edge-Phillips
Olivier Fuchs
Frank Steinhoff *

€300 to €999
Rana Baladi-Tarazi *
Konrad Mech
Patrick Michielsen
Ulrich Paessler

Up to €299
Antony Acciarri
George Bradt *

John Coleman *
Nicolas Delaporte
Albrecht Delius
Andrew Nugee
Conrad Roos

MBA’90J

Gifts and pledges: €189,643
Participation in the year: 8.5%

€50 000 to €99 999
Thomas Cahill *
Patrick Firmenich

€10 000 to €24 999
Philip Aminoff
Darin Deschamps *
Lisa Deschamps *
Neil McArthur

€5 000 to €9 999
Michel Sasportes

€2 500 to €4 999
Nabil Habis
Stephen Ko *
James Nolan

€1 000 to €2 499
Philippe Schaus

€300 to €999
Philippe Hautrive
Vassilios Koutentakis
Uri Levy
Jean-Philippe Plantevin

Up to €299
Bernard Frieling
Richard Goldstein
Per Karlsson
Giridhar Murthy
Norbert Riss

MBA’90D

Gifts and pledges: €1,424,216
Participation in the year: 17.3%

€500 000 to €999 999
Kevin Ryan
Pascaline Servan-Schreiber

€250 000 to €499 999
Andreas Jacobs

€100 000 to €249 999
André Hoffmann *
Eric Sasson

€50 000 to €99 999
Frans Blom
Pierre Bouriez
Walid Cheikha
Aref Lahham

€25 000 to €49 999
Guillaume Penot
Carol Brumer Scarlatti
Paolo Scarlatti

€10 000 to €24 999
Anne Headon
Patrick Headon
Anne-Claire Moulin
Alexandra Papalexopoulou
Nicola Pianon
Claude-Henri Pierret
Karl Schweitzer

€5 000 to €9 999
Andy Carroll
Charles-Henri Le Bret
Denis Pellerin
Susan Vernon Pellerin
Susan Rowe
Stefano Scaglia

€2 500 to €4 999
Raman Berent

€1 000 to €2 499
Oliver Jory
Martin Kelly
Stefano Madeddu
Robert Woelflein *
Byron Woodmansee

€300 to €999
Kira Heizer Biber *
Emmanuel Pouliquen *
Tommaso Trionfi
Warren Tucker *
Helen Wellian

Up to €299
Alain de Borchgrave d’Altena *
Walid Genadry
Tapio Korpeinen
Tina Marchetti
Mark Spence *
Christina Theofilidis
Leena Tiensuu

MBA’91J

Gifts and pledges: €115,140
Participation in the year: 10.9%

€50 000 to €99 999
Daniel Lalonde

€10 000 to €24 999
Francis Kint
Claus Zieler *

€5 000 to €9 999
Vijai Gill
Helge Lund
Bernard Pinatel

€1 000 to €2 499
Jean-Christophe Bugeon
Karsten De Clerck
Dagmar Hesse-Kreindler *
Yoshihiro Kawai
David Van Oss

€300 to €999
Humphrey Cobbold *
James Fraser
Michael Gahwiler
Lynne Gregg
Tim Kingston *
Charles Schanen

Up to €299
Ansgar Dirkmann
Julian Fagandini
Stephen Harrison
Luis Isava Sanabria *
Sabina Jaenisch
Maria Lonnberg
Andreas Papakyriacopoulos

MBA’91D

25th Reunion **

Gifts and pledges: €163,125

Participation in the year: 19.5%

Class reunion results: €89,378

Class reunion participation: 16.7%

Reunion fund class ambassadors

Bruno Berthon

Jonathan Knight

Jonathan Knowles

Emmy Labovitch

Dieter Voegtli

€50 000 to €99 999
Jonathan Knowles

€10 000 to €24 999
Bruno Berthon *
Andy Burgess
Emmy Labovitch*
Dieter Voegtli *

€5 000 to €9 999
Brian Baxter
Scott Mosher *

€2 500 to €4 999
Michèle Borgeaud
Alexandre Dias Da Cunha
Roy Merritt
Jerome Moitry
Carlos Obeid
Aimee Pitman
David Pitman

€1 000 to €2 499
Cornelius Bronder
Lizabeth Bronder
Richard Jenkins *

Jonny Mason
Kate Philipps

€300 to €999
Gabor Arkosy *
Eduardo Bravo
Tabitha Elwes
Peter Federico
Michael Gansser-Potts *
Sylvia Gansser-Potts *
Patrick Giry-Deloison
Arthur Kipferler
Jonathan Knight
Frédéric Lucenet
Thierry Mileo
Jonathan Oulton Knowles
Jonathan Shaw
James So
Frank Verwiel
Philippe Violet Vianello

Up to €299
Cary Bruce
Tim Curtis
Marina El Hajj
Wolfgang Falter
Matthias Fladner
Stacey Grant Thompson
Peter Mather
Christian Neckermann
Katie O’Hara Edwards
William Watson

MBA’92J

25th Reunion **

Gifts and pledges: €365,571

Participation in the year: 31%

Class reunion results: €284,508

Class reunion participation: 31%

Reunion fund class ambassador

Lilia Jolibois

Reunion fund committee

Michele Appendino

Albin Jacquemont

Anne Koski

Serge Platonow

Gina Sarafidis Montillet

€50 000 to €99 999
Bruno Basler *

€25 000 to €49 999
Michele Appendino
Fausto Boni
Anne Richards
Jacques Sauliere

€10 000 to €24 999
Kenneth Bonheure
Albin Jacquemont
Serge Platonow
Adrian Weiss

€5 000 to €9 999
Lars Bo
Jens Borelli-Kjaer
Jean de Skowronski
Andreas Fetting
Guy Hayward-Cole
Lilia Jolibois
Ulrich Mueller-Menrad
Boudewijn Neijens

€2 500 to €4 999
Harry Dolman
Dimitrios Hatzis
Etienne Koehler
Mary Kwan
Bastiaan Mohrmann
Sandra Nebgen Dias Da Cunha

€1 000 to €2 499
Jean-Michel Chopin
Loïc de Surville
Martin Dewhurst
Bertrand George *
Zohar Gilad
Narishi Hayashi
Kazuya Kawahara
Klaus May
Paolo Moro
Kozo Suzuki
Atsushi Takemura
Elaine Teo
André Van Der Riet
Rupert Warburton

€300 to €999
Enrico Berton
Etienne Colas
Jean-Pierre Daverio
Liann Eden
Alexander Green
Jonathan Greenwood
Bruno Guittet
Kiyotaka Horiguchi
Mary Huang
Brent Jenkins
Anne Koski
Asa Landen Ericsson
Sylvain Notte
Roberto Ponte
Kristin Skogen Lund
Peter Vaughn

Up to €299
Elisa Alabaster
Thierry Azalbert
Peter Douglas
Pia Gabriela Edstrom Bourdeau
John Fleming
Claire Harbour
Lisbet Holmberg Stark
Marc Marquaire
Nick Pegley
Perses Sethna *
David Tarsh

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MBA’92D
25th Reunion **
Gifts and pledges: €1,315,167
Participation in the year: 20.3%
Class reunion results: €235,253
Class reunion participation: 19%
Reunion fund class ambassador
Jem Eskenazi
Reunion fund committee
Laura Freedman
Mika Salmi
Arnaud Sergent

€1 million and above
Christoph Rubeli

€50 000 to €99 999
Jean De Cloedt
Anton Milner

€25 000 to €49 999
Frank Gulich
Matthew Richards
Mika Salmi *

€10 000 to €24 999
Georges Burki *
Gonzalo Gortazar

€5 000 to €9 999
Diego Labarquilla Basabe
Arnaud Sergent
Rolf-Magnus Weddigen

€2 500 to €4 999
Ruggero Jenna
Koji Mitani

€1 000 to €2 499
Graeme Davidson
Erich Felber
Laura Freedman *
John Hall *
Ralph Heuwing
Staffan Hillberg
Mark Lyttle
Patrick Macdonald
Christopher Quast
Mikael Staffas

€300 to €999
Bernard Anzarouth
Javier Bartolome
Frédéric de Boer
Simon Heap
John Marcom *
Alexander Singer

Up to €299
Elcin Ergun Barker
Marc Beylier
Elsbeth Boerboom *
John Close
Florence Courtinat
Arnaud Francq

Jeroen Koot
Nir Manor
Dominic Miles *
Christian Overgaard
Tim Rogmans
Gilles Rollet
Chieko Sato
Jean-Marc Serayssol
Elaine Yao
Nigel Yeung

MBA’93J

Gifts and pledges: €246,553
Participation in the year: 7.6%

€100 000 to €249 999
Bansi Nagji *

€10 000 to €24 999
Brett Miller

€2 500 to €4 999
Isabelle Georgeaux
Joop Heijenrath *
Christophe Inglin *

€300 to €999
Yanni Paniaras *
Philippe Quinio
Jeanette Sundberg-Cohon *
Didier Theraulaz *

Up to €299
Michael Alic
Philip Brackin *
Philippe de Loubens de Verdalle
Kirsten Lange *
Monique Muri
Elliot Royce
Ivo Tempelman
Jeroen Zaalberg

MBA’93D

Gifts and pledges: €151,152
Participation in the year: 8.1%

€100 000 to €249 999
Rémy Best *

€50 000 to €99 999
Luis Freitas De Oliveira *

€25 000 to €49 999
Ian Potter *

€10 000 to €24 999
Renaud Lagesse *

€1 000 to €2 499
Anna Krzyzanowska *
Michael Schueppert *

€300 to €999
Dana Gluckstein

Andrew Hunziker *
François Paulus *
Susan Rimmer

Up to €299
Pontus Bergdahl *
Maxime-Jean Gérin
Joanne Harrison-Gross *
Kamal Hassan
Raafat Morcos
Jocelyn Phelps
Nagy Rizk
Christel Schilliger-Musset
Eveline Stam
Stepa Weyand

MBA’94J

Gifts and pledges: €44,068
Participation in the year: 9.4%

€10 000 to €24 999
Philippe Cloesen *
Davide Erro

€5 000 to €9 999
Stuart Lloyd-Hurwitz
Susan Lloyd-Hurwitz

€1 000 to €2 499
Conor Barry
Sergio Fogel
Athar Iqbal
Paula Kirby McWhinnie *
Peter McWhinnie *
Laurent Musy
Benno Van Dongen

€300 to €999
Martha Brass
Gianbeppi Fortis
Jan Keller *
Lise Kessler
K. Scott McAfee
Eduardo Moradas *

Up to €299
Alessio Ascari
Markus Bachmeier *
Margaret Bawden
Martin Friedrich
Joe Sovran
Marc Thomas

MBA’94D

Gifts and pledges: €9,613
Participation in the year: 5.3%

€5 000 to €9 999
Michael Bonte-Friedheim

€1 000 to €2 499
James Pitt *
Jean-Marie Roche

€300 to €999
Jolyon Barker
Stellios Boutaris *
Sali Hallsworth *
Alain Miquelon

Up to €299
David Baverez
Ron Chernin
Alexandra de Mello *
Eduardo Ferreira *
Jacques Régnier

MBA’95J

Gifts and pledges: €16,901
Participation in the year: 7.4%

€5 000 to €9 999
John Collis
Gerard Despinoy *

€1 000 to €2 499
Ralph Klin
Declan Mc Adams

€300 to €999
Michael Armstrong *
Giles Corbett
Teresa Cowherd *
Graham Hastie

Up to €299
Timo Hentunen
Jane Jenkinson
Jerome Kamer *
Desirée Klein-Wagner
Tove Langlet
Philippe Mauron
Petros Papathanasiou
Timothy Wan Ullok

MBA’95D

Gifts and pledges: €16,322
Participation in the year: 6.9%

€5 000 to €9 999
Sadia Khan

€2 500 to €4 999
Serge Kremer
Andrea Sinclair

€1 000 to €2 499
Karim Abboud
Martin McCourt
Andreas Meyer
Ian Tuck

€300 to €999
Andreas Zingg

Up to €299
PC Abraham
Gilles Bouyer

Jules Grueninger
Marion Herrmann
Jean Laprevotte
Elias Moubayed
Philippe Suzan
Lionel Therond

MBA’96J

Gifts and pledges: €1,027,094
Participation in the year: 8.8%

€1 million and above
Kurt Björklund

€10 000 to €24 999
Daniel Bloch
Carlos Montemayor

€2 500 to €4 999
Sanjay Manandhar
Pascale Witz

€1 000 to €2 499
Vincent Lapras
Gunnar Solem

€300 to €999
Steven Cuppy *
Alexandra Hauber
Kevin Lewis
Alain Michaelis
Nicola Pedroni
Nicolas Vryghem *

Up to €299
Alexandre Chavarot
Imke de Lanversin
Patrice Gorin
Massy Larizadeh
David Mair
Gabriele von Planta

MBA’96D

Gifts and pledges: €64,580
Participation in the year: 7.3%

€50 000 to €99 999
Pierre-André Maus *

€10 000 to €24 999
Chirag Shah

€2 500 to €4 999
Arnd Kaldowski

€1 000 to €2 499
Louis-Dominique Bouzy
Olivier Champault
Dorothee Deuring
Hans Rudolf Keller
Benoit Valla

€300 to €999
Bart Blommers
Claudia Eckert *
Marco Liguori
Dominique Mégret

Up to €299
Neslihan Baykal
Philipp Dyckerhoff
Matthias Goldstein *
Jann Hatz
Egil Hogna *
Kristen Steck
Berend Van Iterson
Jan-Paul van Term

MBA’97J

20th Reunion **
Gifts and pledges: €302,571
Participation in the year: 24.9%
Reunion fund committee
Nicolas Bontron
Domnin de Kerdaniel
Antoine du Cluzel
Alex Manson
Carlo Moroni
Kate Philips-Kaiser
Axel Reinaud
Nicolas Tcherdakoff
Deyi Woo Tcherdakoff
Jessica Uhl

€100 000 to €249 999
Domnin de Kerdaniel *

€50 000 to €99 999
Mathieu Guillemin

€10 000 to €24 999
Karen Hitschke *
Alex Manson *
Salim Nathoo
Nicolas Tcherdakoff
Deyi Woo Tcherdakoff
Jessica Uhl

€5 000 to €9 999
Mario Cesari
Alain Serhan
João Soares

€2 500 to €4 999
Laurent Buiatti
Jens Holger Nielsen
Axel Reinaud

€1 000 to €2 499
Amy Jane Bull
Alexander Jeffrey
Patricia Or
Kathryn Penoyer Goodson
Kate Philips-Kaiser
Florus Plantenga

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Tomasz Plasa
Aleks Ruzicic *
Suresh Sidhu
Eun Son
Nuno Teixeira
Natasha Tsukanova
Francesco Valmarana
Matthew Wynde

€300 to €999
Thomas Atzwanger
Brian Bell
Eric Belpaire
Beatrix Biren
Nicolas Bontron
Philippe Boucheron
Eyal Goldwerger
Jan Jananayagam
Csilla Kohalmi
Roger Kollbrunner
Tatiana Nemeth Eichmann
Nadim Yared

Up to €299
Deborah Beatty
Tom Butler
Michael Gordon
Miranda Hoogendoorn - Tholen
Jessica Houtepen
Nicholas Jeffrey
Brian Marterer
Carlo Moroni
Barbara Moser- Desmarest
Mauro Saladini
Pietro Strada
Pierre Teszner
Servaes Tholen
Nikolaus von Wuthenau

MBA’97D
20th Reunion **
Gifts and pledges: €329,937
Participation in the year: 33.2%
Class reunion results: €334,073
Class reunion participation: 37%
Reunion and fund committee
Ivan Bernard-Brunel
Maria de Rivera
Marc Jalabert
Federico Lalatta Costerbosa
Bart Markus
Caroline McLaughlin
Alexis Obligi
Pier Paolo Raimondi
Antoine Tirard

€25 000 to €49 999
Marc Jalabert *

€10 000 to €24 999
Matthias Calice
Henri de Bokay
Maria De Rivera

Eduard Doerrenberg
Bob Dolan
Federico Lalatta Costerbosa
Caroline McLaughlin
Iain McLaughlin
Christina Pamberg *
Jay Patel
Karl Robijns
Seymur Tari
George Veltchev
Michael Whitley

€5 000 to €9 999
Ivan Bernard-Brunel
Eu-Gene Cheah
Frederik Geertman
Ian Larkin
Pierre-Yves Lesaicherre
Dan Meyer
Andrew Moore
Pier Paolo Raimondi

€2 500 to €4 999
Tamer Amr
Craig Blair
Gaël Colloc’h
Andreas Pirklbauer
Timothy Spurr
Andres Viisemann

€1 000 to €2 499
Argy Arapidou
Alexei Beltyukov *
Manuel Catalano
Gabriel Chahine
Olesya Chikunova *
Nir Epstein
Konstantin Glasmacher
Sushant Gupta
Takuya Horiuchi
Serge Hovsepien
Stephen Ives
Anders Kjellberg
Anna Kwiaton-Adamkowska
Thomas Lustgarten
Bart Markus
Dirk Mcliesh
Anna Montgomery
Nadim Nsouli
Alexis Obligi
Jérôme Petit
Bradford Ryan
Vaishali Sachdev
Andrew Shnuriwsky

€300 to €999
James Alexander
Narayanan Balachandran
Guillaume Bonneton
Sean Farrell
Sergey Grechishkin
Urs Lampe
Ziv Leshem
James Pelham Burn

Bjoern Thielcke
Antoine Tirard
Evren Unver
Antonio Uras
Philip Watt
Lodewijk Westerling

Up to €299
Gert-Jan Antvelink
Thomas Boesen
Sophie Boyer Chamnard
Dean Brown
Jorge Freire Cardoso
Benjamin Grass
Peter Matthews *
Jean Mong
Tony Nolan
Jolie Powell
Patrick Thevenoux

MBA’98J
Gifts and pledges: €90,556
Participation in the year: 5.1%

€50 000 to €99 999
Hans Hammer

€10 000 to €24 999
Leo Cloma *
Emma Goltz
Frederick Goltz
Keren Misgav
Pal Ristvedt

€5 000 to €9 999
Olivier Duha

€2 500 to €4 999
Patricia Sharma-Inglin *

€300 to €999
Juraj Prieceľ

Up to €299
Beat Bachmann *
Karl Grossmann
Caroline Harding *
Magnus Hoglund
Ed Van De Logt *
Edzard Van Holthe

MBA’98D
Gifts and pledges: €55,020
Participation in the year: 6.9%

€10 000 to €24 999
Karim Khairallah
Christian Stahl

€5 000 to €9 999
Bertram Pachaly *
Deepak Shahdadhuri

€2 500 to €4 999
Chiel Ruiter

€1 000 to €2 499
Stuart Wong

€300 to €999
Olivier de Percin *
Marcia Poletti *
Joost Schneider
Joerg Ueberla
Christian Wiesendanger

Up to €299
Cécile Gul
Nancy Jain
Goetz Moeller
Michael Pitts
Jonathan Reeve
Matthias Schneider
Magnus Sonnorp *
Claudia Tornquist *
Theun Van Halewijn

MBA’99J
Gifts and pledges: €43,459
Participation in the year: 6.2%

€10 000 to €24 999
Alasdair Thomson

€5 000 to €9 999
Vincent Gerondeau *

€1 000 to €2 499
Jean-Philippe Grosmaître
Andrew Hanff
Diederik Van Rappard *

€300 to €999
Rob Rankin
Melissa Roethe Carnathan *

Up to €299
Jean-Philippe Bouille *
Felix Colsmann
Matthieu Crepey
Marc Galin
Michael Green *
Antti Haavisto
Taro Hirano *
Michael Mapa
David Morgenstern

MBA’99D
Gifts and pledges: €114,913
Participation in the year: 7.9%

€50 000 to €99 999
Hoi Tung

€25 000 to €49 999
Patrice Collette

€10 000 to €24 999
Diarmaid De Burca

€5 000 to €9 999
Bertrand Demole

€2 500 to €4 999
Frederic Debruyne *
Marina Koupeeva *

€1 000 to €2 499
Stefania Barbier *
Lionel Bergeron
Fabio Mondini de Focatiis *

€300 to €999
Fredrik Ahlberg
Anita Hauser
Raymond van Hulst
Idgar Van Kippersluis
William Vickery *

Up to €299
Hank Boot
Erwin Feldhaus *
Mark Hanson *
Scott Jackson
Nicolas Medioni
Gerhard Miller
Shinobu Murakami *
Antonius Reittinger
Sebastian Reschke *
Arnaud Surpas
Gijs Van Breda Vriesman *

MBA’00J
Gifts and pledges: €9,012
Participation in the year: 5.2%

€2 500 to €4 999
Eric-Joost Ernst *

€1 000 to €2 499
Alain Guy
Andrei Immoreev *
Bernard Tubiana *

€300 to €999
Robert Formby
Kelly Richdale
Philippe Weber

Up to €299
Juan Haces
Jean-Sébastien Lagarde
Patrick Mork
Gary O’Brien *
Ryoko Orihata *
Oliver Paul *
Roman Pelka
Roberto Ventura
Sacha Zackariya

MBA’00D
Gifts and pledges: 6,729 €
Participation in the year: 5.7%

€1 000 to €2 499
Mike Hawthorne

€300 to €999
Anurag Bhargava
Chris Bischoff *
Nick Linnane
Stephen Lister *
Pierre Nilles *
Bernard Virondeau

Up to €299
Jin Akiyama *
Mark Dohmen
Christoffer Galbo *
Johannes Graf Zu Eltz
Masaaki Kobayashi
Charles Kotting
Craig Martin
Diane Mothes-Grossmann
Eugenia Paizi
Carine Rizk
Guy Stear
Chris Taylor
Saeske Van der Pas-Hogeveen
Marc Wallenstein

MBA’01J
Gifts and pledges: €11,850
Participation in the year: 6%

€5 000 to €9 999
Daniel Wilton

€2 500 to €4 999
Paul Olivier Raynaud Lacroze *

€300 to €999
Nestor Casado
Per Dutton *
Anne-Ev Enzmann
Bjoern Klocke
Lillian Luk
Anna Nunziata

Up to €299
Carlo Chemaly
Matthieu Derome
Toby King
Marc Molitor
Dinar Somani
Ellen Verfaillie
Felix Vogler

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MBA’01D

Gifts and pledges: €67,230
Participation in the year: 7.2%

€50 000 to €99 999
Anne Rotman de Picciotto

€2 500 to €4 999
Martijn Schreurs

€1 000 to €2 499
Vesselin Petrov
Paolo Senes *
Charles Yuan

€300 to €999
Gregory Behar
Carmelo Carrubba
Marnix Denys
Maksym Gatsuts
Stefan Heczko
Maria Kolosova
Philippe Lacquehay
David Martinon
Miguel Moresco
Peter Schuh
Harshveer Singh
Peter Spirig *
Muna Sukhtian
Pascoe Trott
Alexander Wyss

Up to €299
George Berczely
Jaap Bruining *
Melanie Cassoff
Catherine Deltenre
Raul Freitas
Michael Levi
Adrian Mackaay
Catherine Mapa
Markus Moelbert *
Roger Müller *
Jennifer Wang

MBA’02J

Gifts and pledges: €8,013
Participation in the year: 4.1%

€2 500 to €4 999
Sophie Bertin *

€1 000 to €2 499
Farid Issa-El-Khoury

€300 to €999
Lata Gullapalli *
Li Ping Tan
Constantin von Wentzel

Up to €299
Nitin Chowdhary
Martin De Gooyer
Maciej Filipkowski

Stéphane Foucaud *
Jirko Hoogerwerf
Rafal Karski *
Nadim Saad

MBA’02D

Gifts and pledges: €37,057
Participation in the year: 4.5%

€10 000 to €24 999
Mohamed Atmani
Avi Turetsky

€5 000 to €9 999
Kwangjae Sung *

€1 000 to €2 499
Paolo Ciarlariello *
Pooja Gupta Ciarlariello *
Nicolas Floquet *
Chandra Leo
Holden Sibley *

€300 to €999
Andrew Foster
Fernand Goldblat
Marc Vandenbulcke

Up to €299
Apurba Anand
Kai Barz
Nils Boeffel
Paul Chater
Antonio Ianora
Jack McFarlane
Antti Reijonen
Yazen Sheqem
Eric Witt *

MBA’03J

Gifts and pledges: €20,375
Participation in the year: 3.6%

€5 000 to €9 999
Wassim Sacre *

€2 500 to €4 999
Nicolas Barre
Brent Baumbusch
Hassan Sinno

€1 000 to €2 499
Mario Kaloustian
Notis Mitarachi MP

€300 to €999
Justin Bateman *
Ingrid Bateman *
Alexander Kelloff
Alex Sao-Wei Lee

Up to €299
James Boyle
Thomas Dobson

Alexander Goertz
Rahul Sharma *
Annemarie van Neck

MBA’03D

Gifts and pledges: €22,166
Participation in the year: 4.9%

€5 000 to €9 999
Laurent Bertrand

€2 500 to €4 999
Enio Shinohara *

€1 000 to €2 499
Guillaume Deudon
Sherif El-Helw
Kavya Gopal *
Milena Ivanova
Fulco van Lede
Johannes Withoeft *

€300 to €999
Marcello Cavalcanti
Marita Hemmelskamp R. Cavalcanti
Caroline Diarte Edwards
Paul Fraynt

Up to €299
Willem Brandt
Nicki Fung
Kasper Hansen
Suzana Kertesz
Julia Kung
Anthony Lecomte *
Kgashane Mohale
Fei Pei
Andre Schnidrig *
Paul Vos

MBA’04J

Gifts and pledges: €27,494
Participation in the year: 5.9%

€5 000 to €9 999
Laurent Grandidier
Marton Hunek
Konstantin Winterstein

€2 500 to €4 999
Eric Forestier

€1 000 to €2 499
Eugen Burau

€300 to €999
Emmanuel Abate *
François Bourienne *
Ziad Dagher
Ogden Hammond
Mark Hayes *
Jeffrey Kadanoff
Andrei Stamatian

Up to €299
Rony Bendinelli
Paul Clark
Alieksiei Martins
Patrick O’Donnell
John Parapatt
Alexander von Malmborg *
Timo Voswinckel
Holger Westphely

MBA’04D

Gifts and pledges: €6,999
Participation in the year: 5.8%

€1 000 to €2 499
Visar Sala *
Adele Van Zijl
Martin Walther

€300 to €999
Daniel Danon
Nick Gleeson
Jatin Rajput
Elias Sakellis *

Up to €299
Jiji Azar
Angus Barnett
Nicolas Berenguer
Pedro Coelho *
Benoit d’Udekem
Isabel Guerreiro
Jukka Harju
Christopher Kramme *
Brian Love *
Shinya Mizoguchi
Sabine Post - de Jong
Markus Puttlitz
Frederique Steels
Jacob Swann
Jack Tan *
Sonya Taycher
Tony Thomas

MBA’05J

Gifts and pledges: €38,657
Participation in the year: 7.2%

€10 000 to €24 999
Vanessa Fraiberger

€5 000 to €9 999
Elena Lobodina

€2 500 to €4 999
Jason Frank
Patrick Stalder *

€1 000 to €2 499
Julien Blocman *
Laurence Byrne *
Dharma Djojonegoro

€300 to €999
Katja Berlinger *
Isil Dedeoglu
Ramya Krishnaswamy
Bon Pann
Marios Trivizas

Up to €299
Helene Bostoen
Matthias Frieden
Patrick Grona *
Aditya Gupta
Paul Huysmans
Bambos Kaisharis
Sebastian Knief
Anastasios Manos
Vladimir Markelov
David Martin *
Raul Olivo
Ananth Ram
Paul Thienprasit *
Ritesh Tilani
Song Bac Toh *
Herbert Wang
Debbie Zhou
Michael Zolotas

MBA’05D

Gifts and pledges: €11,977
Participation in the year: 4.5%

€2 500 to €4 999
Saad Achkar

€1 000 to €2 499
François Aguerre
Yue Wang

€300 to €999
Maya Hari
Hari Krishnan *
Maximilian Kroell

Up to €299
Georgios Allamanis
Alain Cochenet *
Marius Holzer *
Nicolas Hunke *
Ghislain Le Chatelier
Lonn Lee
Enrique Lopez
Jani Puroranta *
German Silos
Etienne Van den Bogaert

MBA’06J

Gifts and pledges: €26,224
Participation in the year: 9.7%

€5 000 to €9 999
Sander Zboray *

€2 500 to €4 999
Benoit Martel
Peter Mitterbauer

€1 000 to €2 499
Canan Anli
Marwan El-Hakim
Dan Hananel *
Georges Houtappel *
Jessica Macias Stapper *
Roland Stapper *
Cameron Stevens
Frederic Yale-Leduc

€300 to €999
Rudi Airsto *
Daniela Borja
Sven Cobben
Kirstyn Davidson
Christopher Rischard
Mafalda Tenente
Lars Windhorn

Up to €299
David Andrade
Sacha Bielawski
Kishan Chetan
Christof De Mil
Frank Drummond
Francisco Garcia
Yongquan Gong
Peter Guy
Ghislaine Ho-Nhut
Nancy LaTart
Johnny Lee
Greg Li *
Kannan Palaniswamy
Guillaume Poulin
Tony Ren
Richard Silcock
Fabian Stierli
Dimitrios Stratakis
Will Taylor
David Treves
Sampo Vehkaoja
Marco Venneri
Amit Vij
Miha Zerko
Elena Zhila

MBA’06D

Gifts and pledges: €33,157
Participation in the year: 8.5%

€10 000 to €24 999
Chirantan Barua *

€5 000 to €9 999
Hilke De Smedt

€2 500 to €4 999
Frankie Fang
Yubo Liu *

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€1 000 to €2 499

Hélène Jolly
Stephane Leyo
Edward Rice

€300 to €999

Michael Chen
Elena Kohl
Sébastien Lacroix *
Sandeep Menon *
Laurent Proutiere
Hari Kiran Ravi *
Isidoor Rutten
Greg Stump
Vincent Tauzia
Derek Walker
Byung Sung Yoon *

Up to €299

Gavin Adda
Nicolau Albuquerque
Karim Aly
Hemant Aneja *
Marwan Badran *
Jia Jih Chai
John Connolly
Aine Cuddihy
Tom Gates
Antoine Gervais
Tommaso Gros-Pietro
Shun Maki
Alex McNab
Marta Obrebska
Michael Ohr
Dhiraj Sharma
Sen Tan
Daan Van Zanten

MBA’07J

10th Reunion **
Gifts and pledges: €74,049
Participation in the year: 39.1%
Joint reunion campaign with ’07D: €162,976
Class reunion participation: 38%
Reunion fund committee
Sakshi Abraham
David Angeli
Marc-Alain Behar
Sebastien Beth
Nikolaos Fotilas
Gideon Glassman
David Guyenne
Souhil Harchaoui
Melissa Jacob
Stefanos Konstantinidis
Julien Lafouge
Kanika Maheshwari
Shirine Modad
Jose Mujica Castro
Annabel Noth
Philipp Patschkowski
Maria Raga Frances
Patricia Rei

Jonas Samsioe
Joost Schardijn
Cynthia Schweer
George Stavrides
Olesya Struk-Kliapatski
Natalie Anne Taylor Slater
Daniel Wong

€5 000 to €9 999

Stamatia Nikolakakis

€2 500 to €4 999

David Guyenne
Olesya Struk-Kliapatski

€1 000 to €2 499

Guilherme Abbud
Martin Adam
Jeremy Crane
Maarten de Bruijn
Orestes Fintiklis
Angel Gyaurov
Nicolas Hériard Dubreuil
Jason Hsu
Julien Lafouge
Sudeep Maitra
Jose Mujica Castro
Edouard Muuls
Eva Palanova-Trenkova
Megan Pillsbury *
Mustafa Rakla
Matias Repetto
Joost Schardijn
Mihin Shah
Mansour Sindi
Pavol Varga
Mark Wilson
Daniel Wong

€300 to €999

Marc-Alain Behar
Yoann Bernier
Sebastien Beth
Dimitri Borchtch
Celia Chang
Gerrit Einhoff
Bassel Eleftheriadis
Maithily Erande
Felix Fischer *
Francois Gaudemet
Souhil Harchaoui *
Alexis Hue
Caroline Kaufmann
Thierry Lambert
Melissa Lee
Bruno Lima
Kanika Maheshwari
Edoardo Manitto
Bertrand Mazieres
Elize Meijknecht
Shirine Modad
Stefano Morelli
Arthur Moreno
Anshu Nahar

Mikhail Narang
Annabel Noth *
Pascal Noth *
Clemente Ortolani
Prashant Pandey
Fabricio Pettena
Shyam Raghunandan
Paula Reichenberg Klien
David Santos
Jean-Luc Saporito
Cynthia Schweer
Annie Smith
Gaurav Suri

Up to €299

Mona Abou-Hana Kassis
Sakshi Abraham
Vikram Adige
Manish Agarwal
Sarah Angelmar
Peter Bialo
Laurent Blavette
Alexis Bour
Daniele Cappelletti *
Monica Casanas
Doug Chambers
Joanne Cheigh
Pei Lin Grace Chia
Thomas Clementi
Julia Coelho
Alfonso De La Lastra
Sebastien Dhonte
Rutvik Doshi
Eric Dulaurans
George Dunnett
Skye Elliott Heller
Adil El Youssefi
Gokhan Engin
Jean-Bernard Escoufier
Quim Esteve
Molly Fitzpatrick
Jeffery Fowler
Richard Francis
Axelle Girardot
Anshu Goel
Stephan Graf
Thomas Grimm
Rania Guirguis
Mamta Gupta
Antonia Hammer
Jean-David Harrouet
Olivier Hebert
Raoul Hecker
Martin Heinisch
Johan Hellman
Olivier Henry
Kun Hsu
Manuraj Jain
Jan Justus
Jure Kapetan
Doug Keatinge
Piyush Khandelwal
Clint Kim Fat

Karthik Kothandaraman
Thierry Krombach
Milan Kulich
Bill Laughlin
Stefan Ludgate
Olga Lyudovyk
Donal Mac Nioclais
Jan Malan
Margaret Malewski *
Jeff Marois
Colin Marson
Alexey Mashchenkov
Emil Mladenov
Tim Noortman
Tony Palliyathu Thomas
Monica Perez Cuevas
Patrick Piot
Albert Pope
Paco Rivillas
Fernando Samaha
Jonas Samsioe
Andy Santoso
Pooja Sethi
Ashish Silodia
Arjan Snijders
Ashvin Sologar
Ovidiu Solomonov
Sudheer Srikanth
George Stavrides
Jingqing Suo
Deepti Suresh
Tanay Tayal
Cristina Teuscher
Jan-Eidse Van Melle
Dayne Wilcox
Fei Wu

MBA’07D

10th Reunion **
Gifts and pledges: €97,936
Participation in the year: 19.9%
Joint reunion campaign with ’07J: €162,976
Class reunion participation: 18%
Reunion fund committee
Braden Beng
Francois Bracq
Camila Bruzzi
Verena Butt d’Espous
Tamara Cook
Conchita Gonzalez de Castejon
Gilberto Gaeta
Raffaele Maiello
James Mason
Frédéric Mazzella
Constance Minc
Antoine Nasr
Ashley Shaw Scott Adjaye
Radhika Vaidya-Sahdev

€10 000 to €24 999

Fabiane Aires
Verena Butt d’Espous

Gilberto Gaeta *
Cintia Tavella Gomez *
Frederic Mazzella
David Tegg

€5 000 to €9 999

Alexander Berghofen
Mark Matthews *

€2 500 to €4 999

Adel Haddoud

€1 000 to €2 499

Claire Augros
Braden Beng
Camila Bruzzi
Martin Bustarret
Rashid Delgado
Thomas Goetzl
Inigo Gonzalez De Luna
Alexis Iche
Safia Ladak
Parag Monteiro
Antoine Nasr
Carlos Norbert
Pierre-Emmanuel Petit
Sebastian Saeuberlich
Gregory Thomas
Alexey Tsyplakov

€300 to €999

Sumeet Aggarwal
Carla Belitardo
Yoonkyung Choi
Pedro Cortez
Alain Dardy
Hans de With
Hami Ebrahimi
Andre Guidolin
Stephane Hetroy
Allan Hong
Jimmy Koudim
Geoffroy Lefebvre
Raffaele Maiello
Juste Mbamba Boyomo
Bernd Schumacher
Ashley Shaw-Scott
Radhika Vaidya-Sahdev
Wouter van Hulten *
Charles Verhaegen
Zheng Wang
Andrzej Widziewicz

Up to €299

Abhishek Agrawal
Michael Aidane
Shai Albaranes
Makram Atiyah
Cyrille Boulanger
Ameya Chandavarkar
Riad Chowdhury *
Tamara Cook
Samer Dada
Charles-Albert De Magistris

Alastair Douglas
Elina Egiazarova
Antony Evans
Julie Feng
Simon Gauch
Tracy Goh
Laura Hartnady
Andreas Hilz
Nadege Hopman
Yasmin Ibrahim Hassan
Christian Lim
Nuno Martins
Ian Mckerrrow
Marcel Moldovan
Solomon Mordochai
Frederico Pedreira Elias da Costa
Gopi Rangan
Andrea Reggiani
Banning Rowles
Philip Sager
Agustin Silvani
Ola Snove
Ricardo Sommer
Nicolas Soulie
Louis Tan
Chen-En Tsaaur

MBA’08J

Gifts and pledges: €55,280
Participation in the year: 5%

€25 000 to €49 999

Julien Firmenich

€2 500 to €4 999

Michael Ulbrich

€300 to €999

Dmitry Garanin
Stefan Keller
Salman Tarin

Up to €299

Edgar Beyer
Philip Breesch *
Nadia Gountcheva
Frederic Helleputte
Michael Hoffmann
Richard Jerome
Andrew Knapp
Badrish Krishnan
Steven Kroonsberg
Jerome Ocampo-Tan
Johan Reynaert *
Chianoo Schneider
E’jin See
Jonathan Walland
Joanne Yu
Ezzeddin Zahzah

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MBA’08D

Gifts and pledges: €8,232
Participation in the year: 4.4%

€1 000 to €2 499
Beck Chiu *
Christophe Hamal *

€300 to €999
Kai Yi Carrie Chan
Ahmad Fares
Deep Halder
Jeff Sieglen

Up to €299
Faysal Abillama
Carlos Loewenstein
Angelique Mannella
John Mullally
Jim Nolten
Marek Nowak
Paul Rosenbaum *
Horng Yun Tee
Jan Van der Beke

MBA’09J

Gifts and pledges: €17,173
Participation in the year: 11%

€5 000 to €9 999
Thomas Studd

€1 000 to €2 499
Mads Jensen *
Robert Pike
Christian Rebhan

€300 to €999
Thomas Brunner
Basile Cayatte
Zaki Delgado
Amanda Floyd
Roger Fong
Jan Koeleman *
John O’Shea
Yuni Rohmanningrum Keenen

Up to €299
Vinay Badal
Raphaela Balzer
Virginia Brumby *
Gunish Chawla
Ashwit Dias
Tommy Doyle
George Earp
Patrick Flesner
Danielle Geara *
Fernando Geraldi
Olivier Gudin
Jonathan Gutfarb *
Guilherme Issa
Edouard Janssen
Faizal Karmali
Frederic Lammens *

Christophe Larroque *
Laura Liu
Jose Malpica
Genevieve Maltais-Boisvert
Marta Margolis *
Stefan Margolis *
Nigel Muyambi
Pooja Nanda
Anna Ong *
Karolina Patocki
Carmel Rafaeli
Daniele Rovere
Philippe Savariau
Burcu Seslioglu
Christoph Siegert
Ritu Singh
Daiki Tanaka
Alan Yong
Nadjia Yousif
Nadir Zafar
Waleed Zamel
Marc Zornes

MBA’09D

Gifts and pledges: €9,461
Participation in the year: 4.6%

€2 500 to €4 999
Annette Gevaert
Bas Gevaert

€1 000 to €2 499
Ahmed Alhakhbani
Giammarco Tosi *

€300 to €999
Mazunzo Chaponda
Nathan Creswell
Philippe Turrian *
Peng Zhang

Up to €299
Gonçalo Castelo Branco *
Rachna Chowla
Marie Despature
Mounir Maurice Doumani
Michael Drinkwater
Anna Hancock
Daniel Hernandez
Davit Hovhannisyan
Aziz Ndiaye
David Piehl
Elena Revenko *
Ellen Van Den Broek

MBA’10J

Gifts and pledges: €73,762
Participation in the year: 6.6%

€25 000 to €49 999
Mike Davis

€10 000 to €24 999
Mark Dembitz *

€5 000 to €9 999
Charles-Henri Dalamel De Bournet
Kayvan Kianmanesh Rad

€1 000 to €2 499
Michael Jacobs
Akiko Nomura
Maximilian Rabl

€300 to €999
Harald Aschehoug
Maria Levanti *
Andrea Pappada
Rodey Wing

Up to €299
Petch Aekviriyavanich
Christian Bailly
Pol Brouckaert *
Asto Budisantoso
Derek Chang
Tori Fahey *
Themis Gkion
Felix-Antoine Joli-Coeur
Alexandra Kelley
Kang Ee Lee
Lydia Limputra
David Luksenburg
Georges Mitchell
Nic Raubenheimer
Andreas Sotiropoulos
Yves Warnant

MBA’10D

Gifts and pledges: €22,246
Participation in the year: 3.6%

€10 000 to €24 999
Yacine Ben-Meriem

€1 000 to €2 499
Rick Morioka

€300 to €999
Bo Luo

Up to €299
Marco Arosio
Luca D’Attila
Noriko Hanada
Audrey Irawan
Per Johansson
Mirian Khalaf
Kim Lauritsen *
Alwin Lee
Genie Njolito
Vinnie Paremal
Vikrant Verma
Kimbal Virdi
Estela Walter

MBA’11J

Gifts and pledges: €13,977
Participation in the year: 5.8%

€2 500 to €4 999
Carlos Aboitiz
Adam Emilianou *

€1 000 to €2 499
Ivy Kim
Sameer Mehta
Kim Saskia Serena
Matteo Serena

€300 to €999
Ivo Casasola
Paul-Evence Coppee
Kees Van Lede

Up to €299
Jean-Christophe Barrette
Jan Chalmovsky
Sagar Chandaria
Ryan Chua
Matthew Collins
Ayesha D’Souza
Tony Duvauchelle
Luis Gomez Moreu
Andras Havas
Alexis Hultine
Jonathan Joubert
Bernie Klein
Adrienne Minster
Jonathan Monie
N K Naginlal Modi
Rene Sato Assano
Ayushman Sen
Nicolas Sobolev

MBA’11D

Gifts and pledges: €7,855
Participation in the year: 4.8%

€1 000 to €2 499
Magnus Brandberg
Roeland Donker
Stephan Peters

€300 to €999
Giancarlo Bonsel
Cedric Garrigues
Sofia Katsara
Martin Kral
Kuo Soo

Up to €299
Elena Arkhipova
Matthias Bloennigen
Samuel Braendle
Priya Downes
Krzysztof Kwiecinski
Vivek Mahapatra
Serge Moungnanou Ambadiang
Dara Nikolova

George Papadakis
Yuliya Pshenichnaya
Tabrez Rajani
Michelle Salomon
Paula Stavro-Leanoff
Kelly Sun
Coralie Zaccar

MBA’12J

5th Reunion **
Gifts and pledges: €13,490
Participation in the year: 14.9%
Reunion and fund committee
Serge Achkouty
Jöran Albers
Philip Hur
Ayman Jawhar
Karl Malmstroem
Anisha Oberoi
Dmitry Smirnov
Matthias Wefelnberg

€1 000 to €2 499
Alap Bharadwaj

€300 to €999
Loic Chabardes
Tanis Crosby
Scott Griffiths
Edward Han-Burgess
Valerie Jambart
Igor Lakic
Mary Lee
Karl Malmstroem
Elisabeth Patrick
Matthias Wefelnberg

Up to €299
Serge Achkouty
Joeran Albers
Nicolo’ Andreula
Alessandro Antonioli
Smee Anwar
Fabrizio Beati
Michael Beckmann
Leticia Bevilaqua
Lauren Cappell
Mario Chiu De La Fuente
Michael Craig
Mary Criebardis
Jad El Mir
Toby Frankenstein
Martin Garnes
Jean-David Gibrat
Jon Godsall
David Gomez Saavedra
Nemanja Grujicic
Mei Guo
Isaac Halpern
Jimmy He
Alison Henning
Corinna Herbst

Philip Hur
Ayman Jawhar
Imran Jessani
Ashley John
Elise Jouffrey
Alex Kalenik
Hiro Kanno
Nadine Karadag
Tom Kessler
Davina Khatri
Alex Kowatsch
Joumana Kreidi
Yen Lee
Jihan Mercier
Thiago Munhoz
Deniss Petrovits
Frank Pino
Tomasz Rakowski
Sundeeep Sahn
Hannah Seo
Arun Sharma
Dmitry Smirnov
Michael Steiger
Yolanda Tibbe
Marc Torras-Larson
Jackie Tran
Eddie Tsai
Kaido Veske
Mike Watson
Uri Yacovy
Hardy Zhang

MBA’12D

5th Reunion **
Gifts and pledges: €36,048
Participation in the year: 50.3%
Reunion and fund committee
Ayman Kichly
Georgia Kokkini
Dimitri Maroulis
Natasha Rostovtceva
Caroline Sheldon Frank

€5 000 to €9 999
Julian Salguero
Guida Sousa

€1 000 to €2 499
Linn Tonsberg

€300 to €999
Assaad Al Achi
Rénald Bejaoui
Sandeep Bhadra
Reed Bouchelle
Tom Brinded
Nathalie Cambier
Zhenwei Chan
Didier Coppieters
Shaikha Fakhro
Catalina Fang
Celine Infeld

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Ayman Kichly
Phathutshedzo Mabogo
Mark Phong
Ashwini Shanmuganathan
Ayah Shashaa
Pascal Surugue
Melany Van Oostrom
Carla Wilson
Hassan Zeaiter

Up to €299

Anthony Abi Hanna
Daniel Accioly Rosa
Oussama Ahmad
Vaidehi Ambatipudi
Carolina Andrade
Ai Li Ang
Pedro Ascenso
Melalite Ayenew
Samir Aziz
Rami Azzi
Anshul Babbar
Milan Babic
Paulo Barcelos
Levent Bas
Karim Bassil
Moh Behnam Dehkordi
Alexey Belkin
Jeff Bell
Yuval Ben-Haim
Priya Bhandari
Akshat Birla
Thanos Bismpiagiannis
Jacques Boppe
Veronique Bruhat
Vorachuck Bunthuwong
Olivia Calafat
Amandine Chaillous
Karim Chamas
Yannis Chatzidakis
Michelle Cheng
Natasha Chen
Ludovic Choppin
Thomas Chrzastek
Katharina Coleman
Ralph Davies Jr.
Freja Day
Alexis De Fontenay
Jonathan De Jonck
Juan De Miguel
Amit Desai
Rosalie Dijkman
Carole Dohan
Ewa Douroux - Nowak
Matthew Dresch
Sherif El-Leissy
Marc Etenna
Fabio Fagnagini
Antonio Faraldi
Moises Garcia
Lukas Gayler
Lorenzo Giorda
Jens-Fabian Goetzmann

Deepa Gowdar
Ivan Grishchenko
Francisco Guerra Millan
Francois Guillet
Antoine Guillou
Fabio Gullo
Zornitza Hadjitodorova
Archie Hardyment
Marion Henriot
Jamal Hilal
Sean Hogan
Carol Hong
Rebecca Hood
Kusi Hornberger
Su Mei Ho
Edmond Hussein
Daisuke Imoto
Iti Jain
Erica Jalli
Namita Johri
Nidhi Joseph
Samrat Joshi
Tom Jurkanis
Bikram Kalra
Patrick Kane
Marc Karam
Luigi Kassir
Catherine Kawmy
Irina Kholkina
Souhail Khoury
Alexey Khutoretskiy
Robert Knorrek
Sue Yi Koh
Georgia Kokkini
Alena Komaromi
Tapas Kuila
Magali Larangot
Francois Lemaire-Sicre
Frederic Leynen
Cliff Lim
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Konstantin Logatskiy
Roberto Longo
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Reetinder Malhotra
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Lucas Markowicz Bastos
Ryan McColl
Angela Mees
Archit Mehrotra
Pranav Mehta
Mark Meldrum
Irina Mikhaylova
Zdravko Mladenov
Harrison Moskowitz

Tammam Mouakhar
Jad Moussalli
Gagan Nanra
Imad Nasr
Jonathan Nguyen-Phuong
Christina Nickolova
Ghady Njeim
Daniel Obus
Ramin Ostad
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Nora Ottink
Guido Parrella
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Oti Peprah
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Falco Pichler
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Manuel Pinilla
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Siddhant Rana
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Martin Treiber
Danny Tseng
Joeri Vankeirsbilck
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Carlos Ignacio Velasco Castrillon
Karim Verdier
Noah Viavant
Giacomo Vigorelli
Jake Wang
Gerd Wipplinger
Verman Wong
Wouter Wynberg

Yena Yoon
Aileen Yu
Kuo Yu
Breno Zaban
Alexey Zagrodsky
Tarik Zahzah
Ronghua Zhang
Harris Zhu
Tianyue Zhu
Marina Zolotoverkh

MBA'13J

Gifts and pledges: €6,634
Participation in the year: 6.1%

€1 000 to €2 499

Paul Ebert
Sarah Wester

€300 to €999

Adriaan Bloys van Treslong
Renaud De Saint Sernin
Alexandre Paternotte de La Vaillee
Sophie Paternotte de La Vaillee
Charlie Taylor
Nicolas Tyers

Up to €299

Samer Abou Khalil
Luciana Bahmdouni
Alberto Balzan
Elisabeth Barrett
Taa Chatthaweesak
Anna De
Greg Deleo
Marc Farhat
Claire Guesdon
Nawaz Isaji
Julia Kamber
Ivan Kotev
Bada Lehner
Pat Maloney
Jan Claudio Munoz
Susie Oblak
Christopher Payne
Erik Ramos
Jan-Willem Van De Velde
Costa Yiannoulis
Ece Yildiz

MBA'13D

Gifts and pledges: €5,153
Participation in the year: 5.2%

€1 000 to €2 499

Majid Al Zein
Reto Gygax

€300 to €999

Ibad Ahmed
Anton Aristov
William Harry Ongseputra

MBA'14D

Gifts and pledges: €6,656
Participation in the year: 9%

€1 000 to €2 499

Laura Kightlinger

€300 to €999

Thomas Adank
Imad Atwi
Andrew Hoffman
Sebastien Hylands
Lev Kundin
Amy Zwanziger

Up to €299

Johnny Antonios
Tushar Arora
Gray Bigler III
Andrew Black
Jianyuan, Edwin Chen
Tarini Chopra
Jamie Chou
Binh Chu
Paul-Antoine Croize
Duc Dao
Jose Amaro De Oliveira Junior
Sam Dutta
Corey Faubert
Steve Gabster
Richard Hillen
Trey House
Bradley Jacobs
Jessica Jia
Ankit Kedia
Christian Kruse
Sania Kudaiberger
Rui Meleiro
Michiel Mussies
Andrew Noble
Michael Pesik
Oscar Pobre
Alexander Tomines Sarmiento
Gurpreet Singh
Rahul Taparia
Fernande van Schelle
Dimi Velikov
Hong Wei Wu

MBA'15J

Gifts and pledges: €8,443
Participation in the year: 3.2%

€5 000 to €9 999

Gabriel Holigores

€1 000 to €2 499

Zina Ajlouny

€300 to €999

Onur Candar
Peter Ma

** Class reunion campaigns typically extend beyond the academic year and the results published are the most up-to-date.

* Recognises donors who have given to INSEAD for the past five consecutive years.

Up to €299

Bernardo Janson
Vesi Kertikova
Mark MacGregor
Branden Neal
David Ngai
Gonalo Pais Simes
Linda Yeh
Zhaohan Yu
Emma Zhao
Summer Zhu

MBA’15D

Gifts and pledges: €2,440
Participation in the year: 3.5%

€300 to €999

Jaime Cuenco
Walter Kun Qian

Up to €299

Guilherme Barbugli Sortino
Leonardo Canepa
Oleg Eremin
Joanne Guan
Sergej Lehmann
Devina Pasta
Vincent Peng
Roman Protasevich
Stuti Sethi
Sameer Sharma
Chantal Stoffelsma
Sander Van Noorden

MBA’16J

Gifts and pledges: €17,144
Participation in the year: 3.3%

€10 000 to €24 999

Jonathan Eshel

€1 000 to €2 499

Yuki Yoshinaga

Up to €299

Marie-Rene B-Lajoie
Boer Chen
Patrick Chlapowski
Felipe Cunha
Christie Gao
Victor Glaeser
Marina Gurevich
Michal Kaniewski
Yannik Keller
Mihran Khachkhechyan
Nargues Nourmansouri
Reda Saber
Marcelo Tavares
Flavio Vieira

MBA’16D

Gifts and pledges: €3,192
Participation in the year: 3.3%

€1 000 to €2 499

Peter Li

€300 to €999

Ramesh Nair

Up to €299

Pedro Brito da Cruz
Mark Dimal
Rodrigo Eimori
Raphal Felenbok
Nour Gharios
Guilherme Gondo
Manuel Janisch
Leo Li
Aly Madhavji
Eeva Maki-Uuro
Joe Pacilio
Pedro Silva
Eduardo Spina
Emma Xu

Global Executive MBA Programme

€100 000 to €249 999

Erin Gainer ’08
Ben Ling ’16

€25 000 to €49 999

Sajan Koch ’08

€5 000 to €9 999

Magdelana Sacre Svensson ’13 *

€2 500 to €4 999

Tad Konoike ’16

€1 000 to €2 499

Ashutosh Kumar ’05
Franck Ramaroson ’11
Yukiko Fujio ’12
Yasemin Okur ’13
Yoshito Murakami ’15

€300 to €999

Ariane Rossi ’06
Cristian Ionescu ’08
Bruno Henri Carrier ’10
Yang Qiu ’11
Lucas Schmeddes ’11
Brock Reynolds ’16

Up to €299

Anne Rapp ’06
Juha-Pekka Helminen ’08
Markku Komsi ’08
Grischa Heinz ’09
Artemy Voroshilov ’09
Henrique Paes de Carvalho ’10
Grgoire Franoux ’11
Xavier Pernot ’11
Anthony Boukather ’13
Stefan Mecha ’13
Mark Phillips ’13
Mochammad Fazri Yulianto ’13
Skye Gilbert ’14
Jarat Ford ’15
Hugo Lopes Pinto ’15
Andrey Semenets ’15
Sean Smart ’15
Milena Bowman ’16
Florent de Salaberry ’16
Markus Graeber ’16
Dmytro Makarenko ’16
Jens Mani ’16
Barbora Moring ’16
Bingxin Pang ’16
Marie Bernard Poulin ’16
Prashant Rampal ’16
Randolph Song ’16
Jean-Emmanuel Turquois ’16
Rogier Van Willigen ’16
Wina Andreini ’17

Tsinghua - INSEAD Executive MBA Programme

€1 000 to €2 499

Peter Chen ’10
Gerald Lee ’12

€300 to €999

Soeren Seitz ’10 *

Up to €299

Xin Wang ’12
Evelyn Satyono ’13
Kyle Chien ’15
Joseph Wang ’17

PhD Programme

Up to €299

Rajdeep Patgiri ’07
Hakan Ener ’09

Executive Master in Consulting and Coaching for Change

Up to €299

Hans Joachim Grabow ’03
Kerstin Knoefel ’06
Marianne Schenk ’08
Friedemann Derndinger ’09
Bettina Schade-Zocholl ’09

Master of Finance

Up to €299

Benjamin Morris ’12
Scott Peak ’12
Aaron Klein ’15

Executive Development Programmes

Advanced Management Programme

€25 000 to €49 999

Waleed Albanawi ’05

€2 500 to €4 999

Hoon Ping Ngien ’12

€1 000 to €2 499

Ries Bode ’97
Thibaud de Gouttes ’16

€300 to €999

Matthew Ensor ’12

Up to €299

Hans Waschkowski ’84
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Ulrich Doehl ’91
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Pekka Vataja ’04
Oliver Frey ’05
Seppo Juho Laukkanen ’07
Jens Ravens ’08
June Milligan ’09
Pedro Leal ’11
Olivier Marc ’11
Nina Arkilahti ’15
Rani Francois-Marie Saad ’15
Roberto Attuch ’16
Didier De Buyst ’16

Programme Suprieur pour Dirigeants

€1 000 to €2 499

Blaise Matthey ’00 *

International Executive Programme

€1 000 to €2 499

Bettina Langenberg ’97 *

€300 to €999

Marijke Pubben ’92
Jean-Pierre Bienaim ’93
Sander Geelen ’97 *
Wim van Acht ’99
Alexis von Busekist ’02

Up to €299

Lex Geerdes ’97
Mark Walther ’98
Kirsti Lehmusto ’99
Matti Vikkula ’99
Charles Duquesne ’02
Monika Naef ’02
Gabor Purman ’02
Helen Henderson ’04 *
Olli Tirkkonen ’04
Louis Petrus Volschenk ’05
Thomas Calis ’08 *
Isa Schulz ’10

Management Acceleration Programme

€1 000 to €2 499

Tassos Los ’12 *
Maria Los ’16 *

Up to €299

Rosalind Pereira ’07
Gijs Schunselaar ’09
Arjan de Jong ’11
Melissa Jones ’11

Raymond van Eck ’11
Vincent Wiekenkamp ’11
Zeina Sleiman ’12
Kate Owens ’13
Marc Robat ’13
Jane Shelton ’13
Matthias Wochinz ’15
Carlos Bhatt ’16
Yanqiu Cai ’16

Young Managers Programme

€2 500 to €4 999

Guillaume Loth Demay ’05

€300 to €999

Dennis Jonsson ’85

Up to €299

Marc Spronk ’93
Pejay Belland ’00
Remko van Amelsfort ’02
Petteri Naulap ’03
Onno Groeneveld ’04

Transition to General Management

€300 to €999

Roger Benson ’13

Up to €299

Volker Bay ’13
Sieglinde Oettl ’13
Mirko Ghazaryan ’14
Mikael Sennas ’14
Karsten Koehler ’15

International Directors Programme

€300 to €999

Magali Depras ’14
Abdullah Al Mutrif ’15

Up to €299

Denise North ’13
Cees Zwanenburg ’14
Brigitte Bailer ’15
Fennemiek Gommer ’16
Hindrik Gommer ’16

Course in International Management

€50 000 to €99 999

Fernando Zobel de Ayala ’93

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Challenge of Leadership

€1 000 to €2 499
Soumitra Dutta ‘08

Up to €299
Satu Huber ‘14

Alpha/InterAlpha

Up to €299
Pekka Saares ‘91
Jean-Louis Goedmakers ‘01
Michiel Heijmeijer ‘08
Ben Lindberg ‘11
Diederik van den Berg ‘14

Certificate in Global Management

Up to €299
Edwin Slutter ‘15
Ralph Henderix ‘16

Friends, Faculty & Staff

€250 000 to €499 999
Thomas C. Barry

€50 000 to €99 999
Thierry Breton
Nicolas Pictet

€25 000 to €49 999
Randel Carlock
Ziv Carmon

€10 000 to €24 999
Dale Brown
Jim Dawson
Andrea Fessler

€5 000 to €9 999
Sean Rush

€2 500 to €4 999
Ilian Mihov

€1 000 to €2 499
Lourdes Casanova
and Soumitra Dutta
Nida Januskis
Richard Lawrence
Sally Williams-Allen *

€300 to €999
Marc Chatel
Jean Doyle
Peter and Susan Hordern

Christophe Roux
Vijay Srirangam
Austin Tomlinson
Ludo Van der Heyden

Up to €299
Cynthia Benoit-Sarrazin
Tristan and Amanda Brown
Luc Buysse
Carlos Carvalho
Lo Chris
Barbara Ebert
Nynke Fautrat *
Diego Garcia Fernandez
Iravati Hingne
Pascal Jaubert
Edmund Lee
Ellen Müller-Witt
Vijay Rajendran
Sriram Ramanathan
Corinne Ravault
David Redfern
Filipe Santos
Anna Sarr
Bernd Schlosshauer
Joanne and Herb Shoveller *
Laurence Valette
Verena von Guionneau
Peter Zemsky

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Class of MBA’14J
Class of MBA’12D
INSEAD Alumni Association Belgium
INSEAD Alumni Association Switzerland
INSEAD Alumni Association UK
International Executive Programme ‘09
Fontainebleau/Singapore/Abu Dhabi

INSEAD gratefully
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Classes of MBA'17J & D

It is a tradition at INSEAD that students make a first donation to the school through a collective effort towards a special project. A majority of students in the classes of MBA'17J & D chose to support the INSEAD Robin Hood MBA Scholarship Fund which supports a deserving MBA student in each class.

MBA’17J

Gifts and pledges: €36,371
Participation in the year: 71%

€2 500 to €4 999
Chris Robbins

€1 000 to €2 499
Maria Ghostine
Eser Tireli

€300 to €999
Narendra Adoe
Pedro Barbosa Franco
Richard Bassil
Pasquale D’Avino
Diana Denke
Fabrizio Ferraro
Mikey Gallant
Pierre Guerin
Tomasz Hajduk
Leila Khalil
Inna Khlon
Laura Macedo
Daniela Mesalles
Ee Hui Phoa
Filippo Sabbion
Lucas Stoops
Lukas Thalhammer
Phyllis Yip

Up to €299
Hicham Aber
Youssef Abouseif
Petrine Addae
Pinar Ademoglu
Alperen Adikti
Armine Afeyan
Pedro Aguas Fernández
Diane Ahn
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Manuel Amor Loureda
Suruchi Anand
Jaime Andaluz

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Bassel Ariss
Julian Artope
Nikita Asthana
John Atay
Inci Atrek
Luiz Avelar
Ligia Azevedo
Hari Balasubramanian
Aloki Balibanu
Yoav Banai
Patricia Bandeira Vieira
Adwoa Banful
Giuliano Baptistella
Cecilia Barella
Pierre Bartholin
Emilien Batouche
Marton Bekes
Cristian Benavides
Marta Bento
Scott Berdahl
Felipe Bezamat
Serhat Birbilen
Jules Birchler
Melissa Blackford
Carlos Blanco
Victor Borba Martha
Paul Bouan
Othmane Boujemaoui
Shai Bracha
Alexandre Breton
Roxanne Busschers
Stefania Calabretta
José Cantante Viana Baptista
Javier Carinena
Juan Pablo Castanon Menendez
Chiara Cavagnino
Sushant Chalipat
Chantal Chalouhi
Carol Chan
Emile Chaptini
Michael Chartoularis
Maya Chdid
William Chen
Yu Chen
Kai Cheong
Jeong Sik Choi

Jonathan Compaore
Sam Cooper
Rita Corte-Real Garcia Da Costa
Amélie Cottin
Beatrice Crosti
Rahul Dabas
Ying Dai
Yasir Dar
Clarisse da Silva Monteiro Liguori
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Henry de Boysson
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Hassan Eldesouky
Sami Ergin
Michael Eskander
Nick Faber
Aboudi Fakhouri
Sharon Fan
Vincy Fan
Chris Feliciano
Maxime Freyss
Emefa Gakpo
Aditya Ganesh
Sonum Garg
Oreste Gasparro
Igor Gavrilovic
Egor Gazarov
Paris Georgoudis
Vlad Gheorghiu
Elena Giusti
Marijn Goemans
Noah Grade

Patrick Gruenewald
Zohaib Gulzar
Sally Guo
Ashima Gupta
Raghav Gupta
Tong Gu
Luis Guzman
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Alice Hahn
Tatsiana Haidzinskaya
Bassel Hakoura
Xu Han
Sammy Hejazi
Thomas Hiriart
Stuart Hoddinott
George Howe
Johnson Hwang
Zehra Ijaz
Steve Isaacs
Alina Islam
Elise Jacques
Arnav Jain
Nicolai Jakobsen
João Jalles
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Shreyans Jha
Alice Ji
Jordi Jurnet Sastre
Mariam Kaan
Dmitry Kalachev
Kirill Kalinkin
Claudia Kampel
Pranjal Kanwar
Vaibhav Kapoor
Deniz Karadadas
Azam Karamat
Marc Kassatly
Sabeena Khan
Pavel Kharlamov
Kunlanan Khunwong
Andre Klaus
Maria Klimko
Vladimir Klimov
Tomasz Kluczek
Olivier Konig
Rutger Koning
Kenneth Kou
Thucydides Koukoulíos
Lada Kravcenko
Linda Kunecova
Nathan Kung
Ben Lai
Alexandre Le Cann
Joon Lee
Nathan Lee
Amelie Lefebvre

Agnes Lie
Ivan Li
Jacinta Lim
Kareen Lim
Andrew Lin
Ning Li
Louie Liu
Yiwei Liu
Vera Li
Jingwei Lou
Ahmad Maarouf
Ross MacDonald
Philip Mader
Tarik Madi
Andreas Maertl
Kiana Maggiolo
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Naman Maheshwari
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Miguel Moura
Mofrad Muntasir
Rohan Murti
Marwan Nadda
Tatsuya Nagata
Paulo Nakamura
Taha Naseem
Ron Nevis
Jimmy Nicolas
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Hiroko Okamura
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Ido Oren
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Grégoire Renard
Siobhan Richards
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Colin Rodrigues
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Francisco Roque do Vale Alves da Silva
Angela Rouse
Therese Roxas
Jad Saleh
Aymeric Salley
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Dmitriy Savchenko
Alexander Schachner
Omer Schloss
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Vanessa Seip
Paweł Seweryn
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Sahitya Yarlagadda
Emmanuel Ye
Mumu Yu
Hussein Zaazou
Aric Zhang
Bruce Zhang
Di Zhang
Marc Zhuang
Iuliana Zibilianu
Eliza Zisopulu
Mario Zotes

MBA’17D

Gifts and pledges: €20,913
Participation in the year: 73%

€300 to €999

Maciej Adamus
Henri Badaro
Akshay Goyle
Colin Haeusler
Andrea Lam
Andrew Martin
Youmna Nahas
Katerina Paligianni
Andrea Pedraza
Alexis Suberville
Masis Vardanyan

Up to €299

Montaha Abboud
Munthir Abdullatif
Malini Adapureddi
Nicole Adarme
Nathalie Adel Alphonse Ghattas
Ghida Adra
Ryan Africa
Manya Aggarwal
Prerna Aggarwal
Akmal Ahatov
Hammad Ahmar
Myriam Ahmed
John Ahn
Artemis Ailianou
Pratik Akhairamka
Vedat Alce
Mohamad Al Hussein
Yousif Al-Khder
Raghdan Al Khoury
Catarina Almeida Sousa Calha
Abdulrahman Al-Samarrai
Amal Alsuhaibani

Abhinay Anand
Jadapa Anantanikorn
Fabian Angstmann
Shruti Arora
Shamin Asaikar
Adrien Audoin
Monika Awasthi
Raphaël Bacal
Shweta Bagchi
Oscar Baito
Andrew Baker
Lama Balaghi
Elena Ballabriga
Aldo Ballarini
Karan Bangia
Sagar Bansal
Amit Baranwal
Wassim Barbar
Maximilian Barco
Ricardo Barguno
Gabriel Barros
Sébastien Barthelemy
Olympe Bedier
Alex Behar
Serge Bejjani
Lara Bekhazi
Elias Belkadi
Adnane Benitto
Emma Bernal
Kathrin Bhalla nee Artaker
Anvay Bharat
Marcel Boezaart
Lorenzo Bonino
Luca Borsani
Olga Boykova
John Boylston
Felipe Brand da Costa
Vanessa Bras
Pamela Brent
Annika Brock
Elena Butler
William Byrne
Andre Canelas
Ryan Cannell
Guilherme Capparelli
Tejinder Chahal
Philippe Chambert-Loir
Emily Chan
Miranda Chan
Abhishek Chawdhry
Karim Chehade
Allison Chen
Fabien Chen
Rishitha Chennupati
Ibrahim Cherkaoui Rbati
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Kate Domash
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Chino Esguerra
Mikhail Evdokimovskiy
Makram Faddoul
Xinyan Fang
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Maria Gilsanz
Ivan Gladstone
Victor Goncalves Rodrigues
Scott Gong
Ajay Gopalakrishnan
Alyssa Goutama
Leonhard Graf von Klinckowstroem
Axel Gunaltun
Bryan Gunawan
Apurva Gupta
Jean-Charles Hage Boutros
Aditya Harit
Emilie Haspeslagh
Mark Heath
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Marc Hochar
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Alicia Hu
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Pasarn Intarangsi
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We have made every effort to ensure the accuracy of our donor lists. If, however, there is any error or discrepancy please send an email to rachel.royer@insead.edu, Stewardship and Donor Relations Services.



Contact information

We will be delighted to provide you with information about giving to INSEAD. Please contact us.

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How far did your gift
reach?...

OFFICE OF ANNUAL GIVING
IMPACT REPORT

JAMES MADISON UNIVERSITY®



Reforming
Education



Leading in
Business



Increasing
Opportunity



Renewing Civil
Society



Advancing
Culture



Boosting Innovation
and Discovery



Competing in
Athletics



Improving
Health Care

...everywhere!

IMAGINE for a moment that with one gift you could:

- **Design technology** to aid space exploration...
- **Create opportunity** for first-generation students...
- **Restore hope** for victims of abuse, or...
- **Rebuild a city** ravaged by natural disaster...

No, wait! You don't have to imagine. You're already doing it!

Through your gifts to James Madison University, you have made it possible for JMU people to brighten the futures of many, many others. JMU people make a meaningful difference in the world every day. ***And their stories – like those you'll find here – are your stories.***

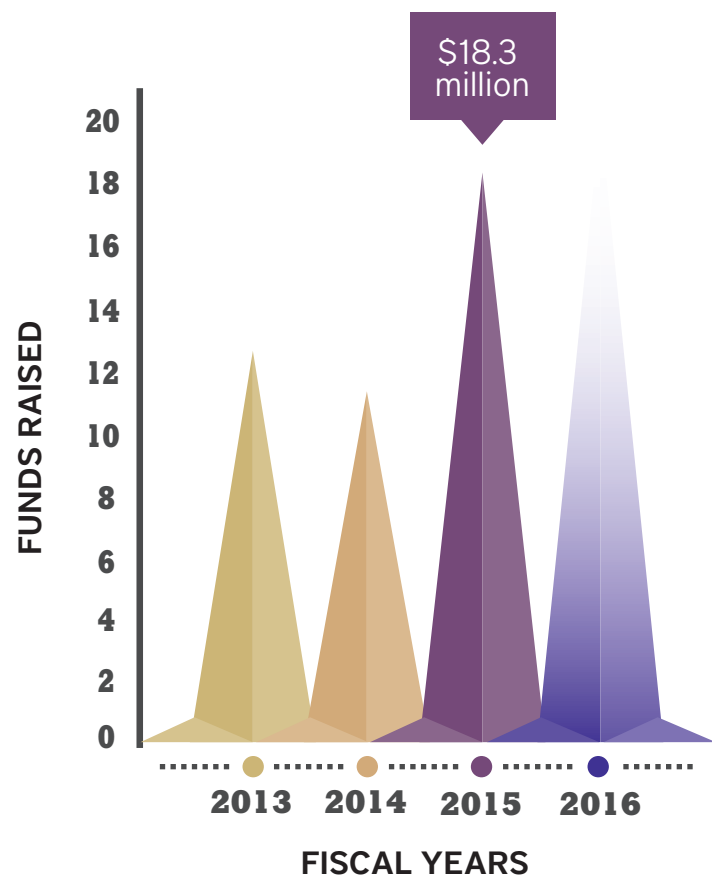
The chain reaction starts with you. And we share these results to say *thank you* for your generosity. Your continued support reverberates throughout the JMU campus.

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A **HUMAN** SOLUTION

Our world faces many complex, interrelated problems. Health care. Education. Ethics in the boardroom. Incivility. Conflict in our streets. These are **human problems** – to be solved by humans working together in innovative ways. Higher education often promises solutions, but it takes a special kind of university to lead lasting change.

It takes a university that recognizes the human element as the essential ingredient for solving human problems. That's JMU!



Advancing Culture: THE POWER OF PERFORMANCE

When Hillcrest Scholarship recipient Caitlin McAvoy ('15) arrived in Sibiu, Romania, she had no idea how powerful art could be in changing young lives and how her scholarship would make it possible. As part of her senior Honors Thesis, "Dancing with Romania: The Research and Practical Implementation of Dance Therapy for Victims of Sexual Abuse," the musical theatre major and Honors student worked with a group of young girls who were survivors of domestic violence. With part of her scholarship funds, Caitlin purchased leotards, tights and tulle to make tutus for her young charges. She taught them to dance and helped them prepare for a public performance all their own, helping to create in these girls a newfound sense of confidence and accomplishment.

Far from home, in an unfamiliar world and faced with a language barrier, Caitlin discovered the enormous power of the art of dance to empower these young girls, to help them heal and to turn them from victims into artists. "One of my favorite moments was post-performance," Caitlin said. "One girl came up to me and in her broken English called herself a 'beautiful ballerina.' That idea – that she saw herself as a beautiful being and a capable artist – that was what I wanted to accomplish."

JMU – **RIGHT ALL ALONG**

The human bonds like those between professors and students forged on this campus have forever been a Madison hallmark. They produce the real-world **educated and enlightened** citizens who lead **meaningful and productive** lives. From these lives, solutions to today's seemingly untenable problems grow one step closer.

That's what JMU **President Jonathan Alger** heard during his 2013 Why Madison? Presidential Listening Tour. And with that understanding, The Madison Plan was created, ensuring that these irreplaceable learning relationships would thrive – and further, that the power of these connections would unleash meaningful change within the learning process, within our communities and within our society.

"Our responsibility to educate students must be our primary focus."

– **Jon Alger, president**



Boosting Innovation and Discovery: REACHING FOR MARS AND BEYOND

Solving problems for NASA is right in the wheelhouse for undergraduate engineering students at JMU. Working under the guidance of engineering professor Jacquelyn Nagel, a team of junior engineering students is working to develop a cold plasma-based sterilization system. They are designing their system to be compact, low power and low volume, all NASA specifications, so that it could safely sterilize equipment aboard a spacecraft jettisoned into deep space. "They want something that is cold-plasma based because of all the safety advantages it provides in a confined space," Nagel said.

The project challenges the students – Quin Moore, Christopher Graves, J.P. Gaffney, Zach Duda and James Watson of the class of 2017 – to research, design and build a prototype to be used on manned missions to Mars and beyond. The students' two-year capstone project is a distinctive feature of JMU's ABET-accredited engineering program, which emphasizes hands-on, real-world design and development, alongside standard engineering coursework.

"I knew it [JMU engineering] was project based," said Duda, "but this has exceeded expectations." The young engineers are seeing and experiencing in an integrated and practical way just how engineering works in the world beyond academia – and for this team, in particular, far beyond the stratosphere.

ONE **AMAZING** DAY

Time and again, you and other donors have shown that you understand **something special** is happening at JMU. One of the most recent was **March 15, 2016**.

JMU's first Giving Day will be long remembered for the outpouring of support from alumni, students, parents, faculty, staff and Dukes from all around the globe. The response netted 2,840 gifts – **five times the original goal**. The day's results are the envy of other such programs around the country.



2,840

Total gifts
(exactly 5x
the original
goal of 568)



\$338,964

Total dollars
raised from
Giving Day



Time of first gift



Time of last gift

"Couldn't be prouder
to be a JMU Duke
for all the successes
academically, culturally
and athletically that the
JMU community has
provided all us fellow
Dukes nationwide
this year!"

– Ryan '08



Competing in Athletics: AMERICA'S GAMEDAY

JMU quarterback and scholarship player, senior Vad Lee, who led the Dukes to seven victories until a career-ending injury sidelined him, won the Dudley Award for the second time – the first player in the award's history to be chosen in back-to-back years. The Dudley Award goes to Virginia's top Division I football player. Lee and the Dukes' early season gridiron success, coupled with tremendous student and alumni fan support on and off campus, successfully persuaded ESPN's Game Day to come to campus on Oct. 24.

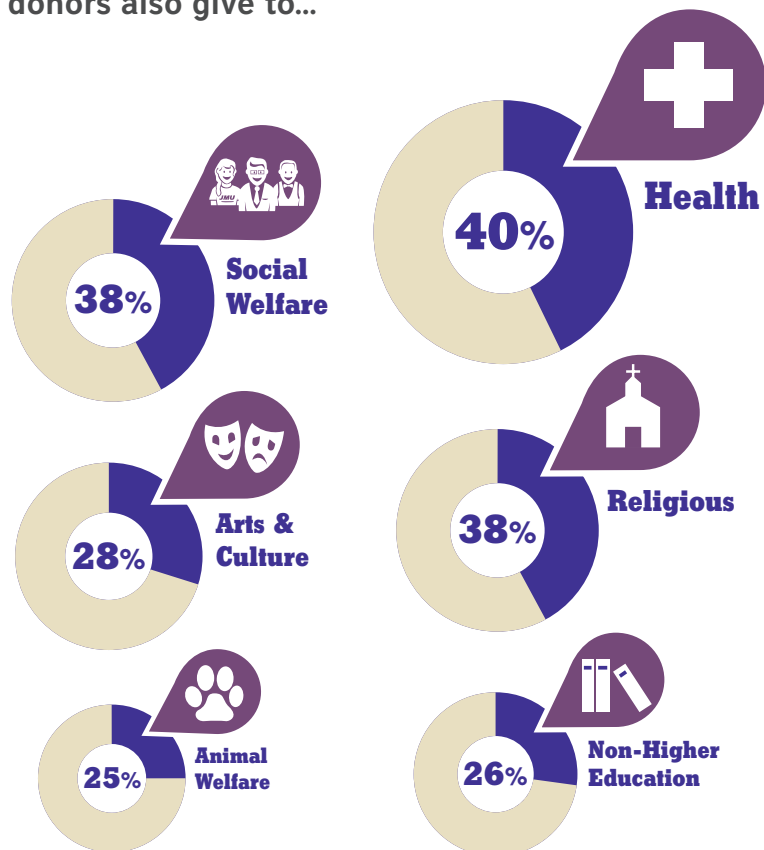
The power and quality of JMU athletics was on display that day, when ESPN's Game Day bus rolled onto campus. The choice by the network to host its popular premier show came down to this: stellar athletics and the unbridled enthusiasm of the JMU nation. It didn't hurt that Game Day producer and JMU alumnus Lee Fitting ('96) put in a good word for his alma mater. The result was more than five hours of national television coverage, showcasing the university with a spirit like none other – a unanimous assessment made by the Game Day cast and crew. The nationwide broadcast shone an unprecedented spotlight on JMU's campus, its stellar athletics programs, and the irrepressible spirit of JMU for all the country to see. "You can't put a price tag on publicity like that," Fitting said. "It's a two-day infomercial and a great recruiting tool, period."

PASSION FOR **POSITIVE** CHANGE

Every year, JMU graduates go out into communities and enter the worlds of business, industry, medicine, athletics, service and the arts. And they change a part of the world.

No matter what change a donor like you would like to see in the world, someone at JMU shares that passion. Whether your gift goes to a specific effort or a broader endeavor, all of Madison is buoyed by the confidence expressed by your giving.

JMU donors also give to...



Improving Health Care: FILLING THE MENTAL HEALTH GAP

The need for improved mental health is frequently cited as a cause for many of our nation's woes. Yet finding it is often a challenge, especially for people living in rural areas where access to health care services is limited. Patients in rural areas are often geographically isolated and medically underserved, according to Tim Schulte, clinical professor of graduate psychology and director of Counseling and Psychological Services at JMU.

In two rural Virginia counties, however, mental health services are available through the behavioral health primary care initiative, co-founded by Schulte in 2004. The program works in conjunction with local health care providers to bring together faculty professionals, students and interns who provide professional counseling services to the local community, supplementing the work of the area's primary care physicians. The initiative also provides JMU students with invaluable real-world training and experience as they prepare for their own careers in health care. "Our advanced students and interns work directly with on-site licensed JMU faculty to provide high-quality services and partner with primary-care providers," Schulte said.

Last year, through the mental health initiative, JMU professionals and students served more than 200 clients in two rural counties. It is a shining example of the direct benefit a university can make to a community – and a signature of JMU's goal to become the national model for an engaged university.

PRESERVING **YOUR** STORIES

No doubt, there was a story behind your gift. Your decision may have emerged from a long-held passion to make a difference ... or a sense of responsibility to create opportunity for others ... or any of a myriad of other motivations. Almost certainly, your gift reflects a very personal experience.

Madison has a long-held reputation for exceptional efficiency in its operations. And for gifts that fund longer-term investments, JMU's recent endowment growth ranks among the top of Virginia colleges and universities.

We feel a deep responsibility to honor your story by ensuring that your gift's impact is maximized.

"Just want to give back to my amazing alma mater which served me very well and gave me the tools to begin a career that I love."

– Melissa '92

"My time at JMU was incredibly rewarding... I do give to a number of organizations every year, but I will make sure that JMU is always included on that list."

– Jamie '06



Increasing Opportunity: CREATING NEW DREAMS

Elementary school teachers often watch bright children fail to excel because these students don't know what life might offer them. For many of them, college isn't even a pipe dream. But now a new community engagement program at JMU – Valley Scholars – is building a foundation for talented middle-school students to make it to college and to succeed there and beyond. "We are going to open some doors," President Jon Alger said of the program.

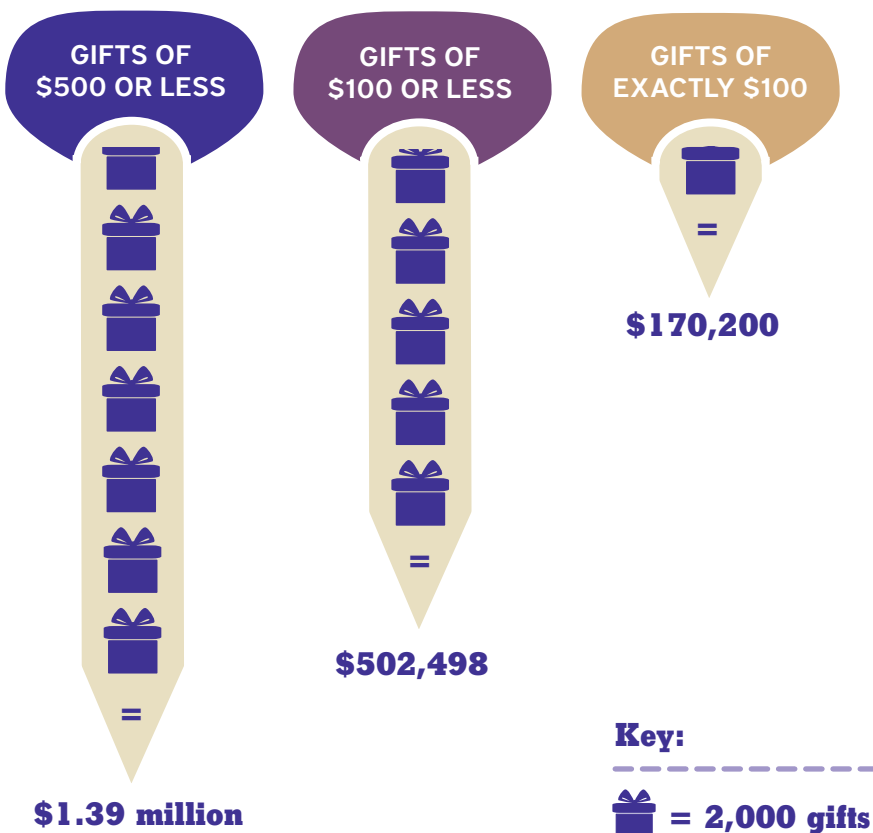
Each year, with the help of local schools in seven Shenandoah Valley counties and cities, the Valley Scholars program identifies a cohort of bright, financially eligible and motivated middle-school students and begins a mentorship with them that offers an opportunity to earn full tuition at JMU. Through regular educational and enrichment opportunities during the school year and a weeklong summer camp for older students, the program introduces these students to higher learning through multiple venues, fostering a desire to learn, while building skills necessary for academic success.

If the students are successful throughout high school and if – on their own – they earn admission to JMU, the university will pick up the tab for their tuition, making them the first in their families to attend college and fulfilling dreams these talented students might otherwise never dream.

THE **POWER** OF NUMBERS

At the core of the Madison Experience is a commitment to students and a recognition that only through collaboration, teamwork and strong, productive relationships can we find lasting solutions.

That works for donors, too. While individual gifts to JMU range from just a few to many millions of dollars, each gift expands opportunity. No matter its size, a gift represents affirmation of JMU. And working together, even the smallest of gifts can produce powerful results.



Leading in Business: MANAGING WARTIME RECOVERY

In 2013, on average nine people a day worldwide became victims of land mines and explosive remnants of war. Restoring people and rebuilding communities in the aftermath of civil conflicts, especially in nations strewn with explosive remnants and struggling to overcome the effects of conflicts, requires the best management skills available. For more than a decade, that has been one mission of JMU's College of Business faculty members who have worked in tandem with the Center for International Stabilization and Recovery to train senior-level managers in organizations that deal with landmines and explosive remnants of war. These organizations are a crucial element in the recovery and rebuilding of post-conflict societies.

Known as the COB International Training Group, management faculty members Paula Daly, Robert Eliason, Fariss Mousa, Fernando Pargas, Matthew Rutherford and Marion White conduct classes on JMU's campus and internationally in such places as Tajikistan and Vietnam. They offer their expertise to those on the front lines of efforts to clear landmines and to help nations and people recover from the devastation that war creates. Successful redevelopment on a national level requires key people to know how to set goals, build an effective organization, manage a workforce, provide leadership and allocate resources wisely. "The course continues to evolve," said Daly, "and remains the leading management training experience for those working in national clearance programs in ERW [explosive remnants of war] and mine-affected countries."

BUILDING **MOMENTUM**

By giving to Madison, you have inspired others to join a movement that is gaining momentum.

Inspired by the Why Madison? tour and The Madison Plan, JMU has never been more prepared to become the national model for the engaged university.

FIRST TIME DONORS

No. of DONORS

6,040*

2016

No. of DONORS

4,715

2015

*as of 4/12/16

"JMU believes in all of its students and that's the best gift you can give anyone."

– Megan, '08

"As a recent alum, I may not have much, but everything I do have comes from what JMU has given me. I'm happy to give this now and hopefully grow my gifts as I, too, prosper."

– John '15



Reforming Education: CATCHING YOUNG SCIENTISTS

Scientists drive our future in areas as diverse as medicine, technology and engineering. Heeding the call of the President's Council of Advisors on Science and Technology for a significant increase in STEM graduates over the next decade, JMU's Kerry Cresawn is helping classroom teachers teach and inspire elementary school students through a traveling science program called Madison Discovery. Teachers love it because it's standards-based.

Madison Discovery delivers engaging activities to teach standards-based science foundations. "Numerous studies on student engagement," writes Cresawn, "suggest the most critical time for peaking a sustainable interest in STEM is in elementary school." Because the program focuses on foundations rather than on enrichment activities, it reaches children across all socio-economic populations, capturing and cultivating an interest in science at a critical time in educational development.

Last year, Cresawn piloted Madison Discovery in 63 local classrooms. It is a model of engagement that strengthens core learning, and builds strong, cooperative relationships between the university and K-5 teachers. She envisions Madison Discovery becoming a leader in traveling science-based community engagement programs as it captures the imagination of future scientists, sparking an interest in science that could last a lifetime.

YOU ARE THE CHANGE

Your giving to JMU far exceeds what you might first imagine. As you can see, your gift **creates opportunity** for students and faculty who then can **extend your reach** with their projects on campus, in the community and throughout the world.

And you **inspire others** to follow in your footsteps as a Madison donor.

With your gifts, you truly **touch more lives**.

THANK YOU!

"We believe in Madison's unique student-centered philosophy and want to make sure students who experience sudden financial hardships can still attend JMU."

– Sean, JMU parent



Renewing Civil Society: NEVER GIVE UP

Making a difference often means sticking to a task. And that's exactly what JMU demonstrated last fall during the 10th anniversary of the hurricane that devastated New Orleans and left a swath of destruction throughout the Gulf states. After Hurricane Katrina came ashore in 2004, busloads of JMU students traveled to Biloxi, Mississippi, over Thanksgiving week as part of the university's Alternative Break program. "The projection at the time was that it would take a decade to rebuild the area," said Misty Newman, assistant director of JMU's Department of Community Service-Learning. JMU made a commitment for continued help that resulted in a yearly Alternative Spring Break trip to Mississippi. For a decade, the JMU community has traveled south to rebuild communities that were – literally – swept off their foundations.

Last year, to commemorate the anniversary of the Hurricane and the university's initial efforts, students and alumni returned to Biloxi over Thanksgiving Break, demonstrating with their actions that when neighbors need help, it's not always a one and done. It takes commitment. For the long haul. "The New Orleans trips," said Dan Smolkin ('11), a veteran of four Alternative Break trips, including the anniversary trip last fall, "reflect the culture of learning and development at JMU, furthering understanding and commitment to community."

Every **DUKE.**
EVERY *year.*

How far did your gift reach?...

JAMES MADISON UNIVERSITY

Our world faces many complex, inter-related problems. Health care. Education. Ethics in the boardroom. Incivility. Conflict in our streets. **These are human problems – to be solved by humans working together in innovative ways.** Higher education often promises solutions, but it takes a special kind of university to lead lasting change.

It takes a university that recognizes the human element as the essential ingredient for solving human problems.

Your gifts support work in these areas:



 **Reforming Education**



 **Leading in Business**



 **Increasing Opportunity**



 **Advancing Culture**



 **Improving Health Care**



 **Competing in Athletics**



 **Boosting Innovation and Discovery**



 **Renewing Civil Society**

Every **DUKE. EVERY** year.

...everywhere!

IMAGINE for a moment that with one gift you could:

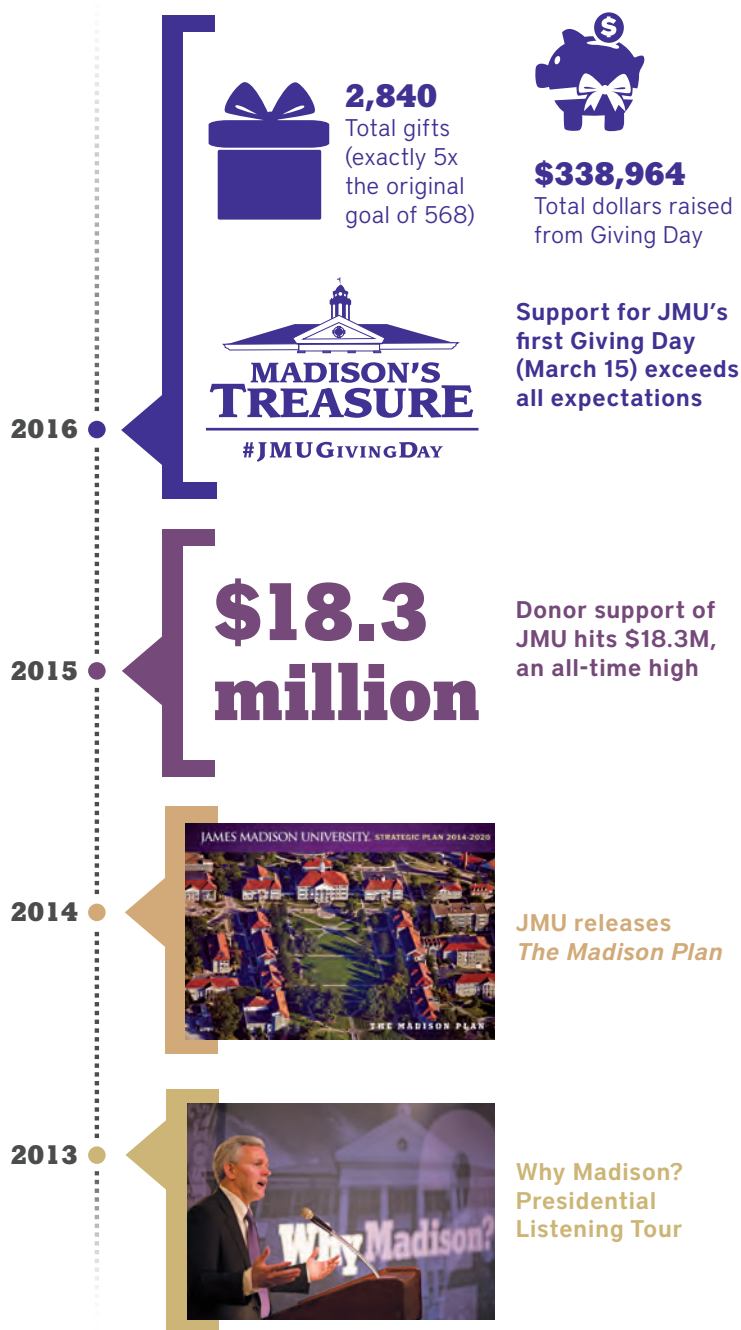
- **Design technology** to aid space exploration...
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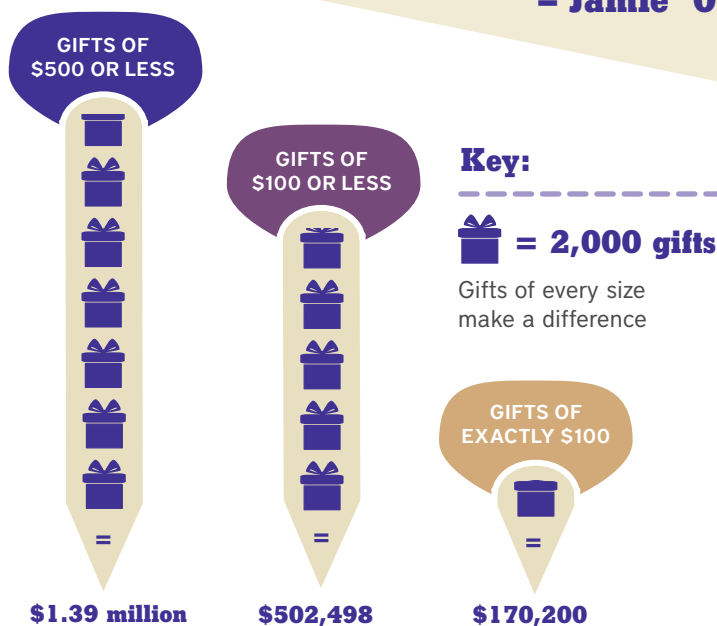
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– Jamie '06



EXTEND YOUR REACH. TOUCH MORE LIVES.

KU'U PUNAHOU

THE POWER OF PROMISE



Growing Punahou's endowment by \$60 million is a key priority of the Ku'u Punahou Campaign, which we hope to complete by June 30, 2019. To date, we have raised \$41 million toward that goal, thanks to 8,400 gifts from more than 3,800 donors in our generous community. Those gifts have provided:

\$24.9 million toward endowed financial aid*
\$10.7 million toward educational programs
\$5 million toward unrestricted use

***Out of \$45.4 million total gifts to financial aid**



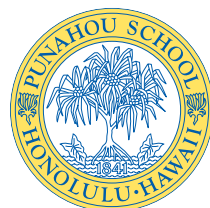
Mahalo for your support of a renewed vision for teaching and learning at Punahou.

campaign.punahou.edu

Endowment Asset Allocation

5.7% cash and equivalents. 7.5% international emerging markets. 18.2% international developed markets. 7.6% nonmarketable alternatives. 8.0% inflation hedging assets. 12.1% total fixed income. 24.9% domestic equity. 16.0% marketable alternatives.

Punahou's endowment spending policy is determined by the Punahou Board of Trustees Investment Committee. Approximately 4.5 percent of each fund's average market value over the previous 20 rolling quarters is available each year to support the fund's designated purpose.



ENDOWED FUNDS

A REPORT ON YOUR INVESTMENT IN PUNAHOU SCHOOL

**743 ENDOWED FUNDS AT PUNAHOU SCHOOL
CURRENTLY SUPPORT:**

**Student Financial Aid • Faculty Professional Growth
Academic Programs • Arts • Athletics • Campus Facilities and more ...**

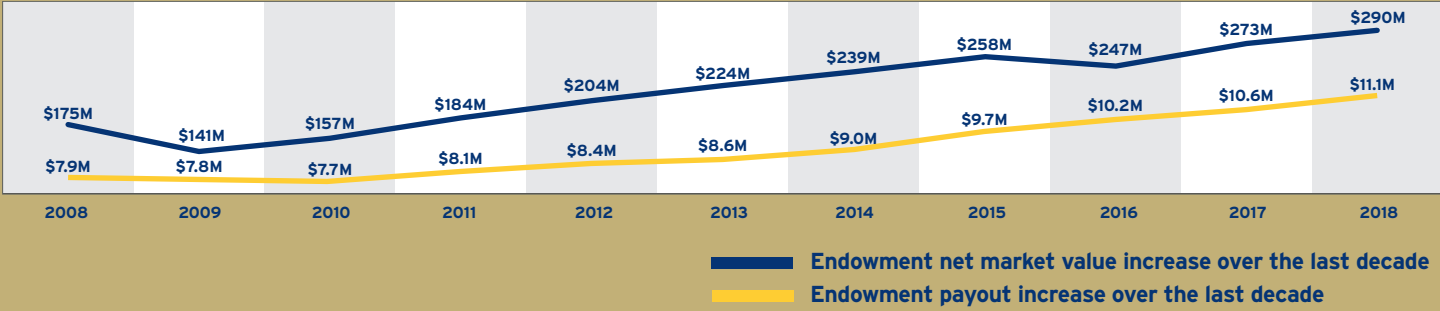
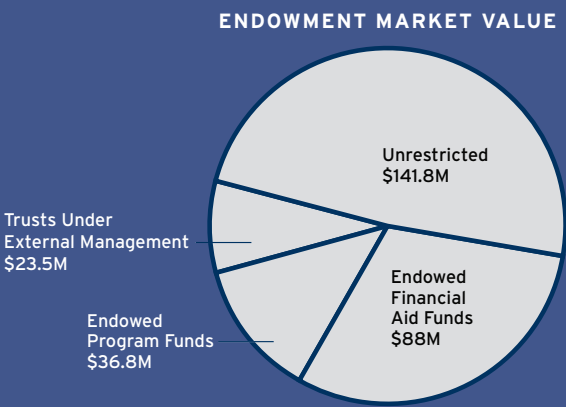


Punahou's first endowed fund was established by Rev. Eli Corwin in 1859. That same year, Rev. Samuel Damon made an appeal to the missionary community: "[Punahou's] endowment must be secured. The noble and generous spring that gushes from its soil, sending forth its perennial current to freshen, gladden and fertilize the broad plain, happily typifies that intellectual, moral and spiritual stream which, we trust, may never cease flowing from that collegiate institution."

For 160 years, donors like you have built a permanent source of support for Punahou's educational mission by contributing to its endowment. A strong endowment provides revenue for the School's priorities in perpetuity, is an important indicator of its financial health, and empowers the School to innovate.

THE IMPACT OF PUNAHOU'S ENDOWMENT

As of June 30, 2018, Punahou's endowment had a market value of \$290 million and provided more than \$11.1 million to support the School's priorities in the 2017 - 2018 school year. Contributions to Punahou's endowment represented 30.5% of outright gift designations that year.



Punahou's 492 endowed financial aid funds make it possible for 727 student families to afford a Punahou education. Since 1994, Punahou's financial aid budget has grown from \$1 million to \$7.8 million, thanks in large part to the generous donors who support its need-blind admissions policy and philosophical emphasis on a diverse learning community.



Punahou's 193 endowed program funds allow for the ongoing development of educational programs - from global education to arts and athletics, to faculty professional growth and thought leadership.



Punahou's 58 endowed funds for unrestricted use are essential to the success of an institution as large and complex as Punahou, which demands significant flexibility for meeting immediate and unforeseen needs - such as facilities upkeep or teaching and learning opportunities.



STEWARDSHIP REPORT 2017-18

██████████ Chair in Accounting Ethics
Lawrence Kalbers, Ph.D., Chairholder

██████████ Family Scholarships

██████████ Family Editing Award

May 30, 2018

[REDACTED]


Dear [REDACTED]:

Thank you for your support of the [REDACTED] Chair in Accounting Ethics at Loyola Marymount University. The enclosed report details the contributions of chairholder Lawrence Kalbers, Ph.D., during the 2017-2018 academic year, as well as information regarding the most recent [REDACTED] Family Scholarships recipients, the [REDACTED] Family Editing Award and updates on the financial status of your endowments.

I am grateful that your philanthropy enables Professor Kalbers to advance interdisciplinary scholarship in the field of accounting ethics. Among our university's most esteemed teachers and scholars, he continues to promote discovery and dialogue within his field on topics of great importance to the business and academic communities while bolstering LMU's reputation as a preeminent Catholic university.

The entire LMU community joins me in extending our appreciation for the [REDACTED] Chair and its role in supporting and encouraging individuals of extraordinary merit, aptitude and principle.

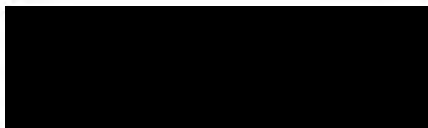
With best wishes,


Timothy Law Snyder, Ph.D.
President

TLS:mmmp
Enclosures

[REDACTED]

May 30, 2018



Dear [REDACTED],

On behalf of everyone in the College of Business Administration at Loyola Marymount University, I wish to thank you for your support of the [REDACTED] Chair in Accounting Ethics.

The chair continues to advance the efforts of Lawrence Kalbers, Ph.D. as he prepares exceptional accounting professionals for success in the global arena and contributes to LMU as a leader in understanding and addressing the ethical issues facing accounting and business.

I am proud of Dr. Kalbers's unwavering dedication to our students as they strive to achieve the highest levels of professionalism and pursue their academic and career aspirations. Thank you for contributing in such a meaningful way to the rigor and reputation of the LMU accounting major and for helping to inspire the next generation of accounting students as they follow in Dr. Kalbers's footsteps. The College of Business Administration is stronger for your support.

With best wishes,

A handwritten signature in blue ink, appearing to read "Dennis".

Dennis W. Draper, Ph.D.
Dean

A handwritten note in blue ink that says "Thank you for all you've done!".

DWD:mmmp
Enclosures

Chair in Accounting Ethics

**Endowed Fund Summary
Fiscal Year 2017 - 18**

Current endowment statistics on the Chair in Accounting Ethics at Loyola Marymount University are as follows as of 12/31/17:

Cumulative contributions:

Market Value:

Distribution Amount:*

*To be awarded in 2018 - 19

If you have any questions regarding your endowment please contact Erin Hanson, Senior Director of Board and Donor Relations at 310-338-7808 or erin.hanson@lmu.edu.

Educating the Next Generation of Ethical Business Leaders

Through his teaching in the College of Business Administration at Loyola Marymount University, Lawrence Kalbers, Ph.D. is dedicated to preparing his accounting students for their role in business and society by engaging them about pressing questions surrounding the accounting profession today. In the 2017-2018 academic year, he again taught his signature course "Accounting Ethics, Professionalism, and the Public Interest" in both the fall and spring semesters. Students engaged with case studies, readings with managers or partners from accounting firms on an ethics panel at the end of each semester. In addition, as part of a community-based learning component in the course, student teams went out to St. Mary's Academy in Inglewood to teach two financial literacy modules to high school students.

The Chair in Accounting Ethics *Distinguished Speaker Series*

In fall 2017, the Institute for Business Ethics and Sustainability (IBES) was launched as the focus of ethics and sustainability for the College of Business Administration. The activities of the Center for Accounting Ethics, Governance, and the Public Interest and the Center for Business Ethics were transitioned to IBES. With the newly named distinguished speaker series, which highlights the Chair, Professor Kalbers continued inviting nationally and internationally known speakers as part of the Chair in Accounting Ethics *Distinguished Speaker Series*.

In the fall he brought to campus Steven Burdick, Executive Vice President and Chief Financial Officer at Tetra Tech, a Pasadena-based consulting and engineering firm focused on water, the environment and infrastructure projects. Mr. Burdick gave a talk on "Environmental, Social and Governance (ESG) Challenges and Opportunities" in which he discussed Tetra Tech's business model; sustainability initiatives and sustainability reporting; the impact of the changing regulatory and political landscape on environmental, social and governance practices; and shareholder value and long-term investment returns. Tetra Tech does a substantial amount of work in developing countries to provide water and electricity systems, and partners with nonprofit groups such as Engineers Without Borders and the STEM Education Coalition.



In spring 2018, the series welcomed to campus Richard Kravitz, CPA, MBA. He is editor-in-chief of The CPA Journal—The Voice of the Profession, and managing director of content and publishing at the New York State Society of CPAs. He has written over 30 articles on ethics and corporate morality, financial fraud and social responsibility. His talk "The 10-K and the Search for Meaning - Has Financial Reporting

Lost its Way?” examined hidden intangibles—assets that can create or destroy value—that are not adequately represented in the current financial reporting model. He explained the nature of six capitals—financial capital, reputational capital, manufactured capital, human capital, social/relationship capital and natural capital—and the implications for global sustainability and the impact on society.



Advancing Scholarship of Consequence

In 2017-2018 Professor Kalbers continued to advance scholarship in his primary areas of research: the responses of accounting and law professionals to ethical dilemmas; and earnings quality and market responses to auditor switches from Big 4 auditors to non-Big 4 auditors for the ten years subsequent to the enactment of the Sarbanes-Oxley Act of 2002. Currently accepted for publication:

Kalbers, Lawrence and Arthur Gross-Schaefer. “Legal Ethics Education: From Academic Foundation Through Practice.” (Forthcoming at *The Professional Lawyer*.)

Currently under review:

Kalbers, Lawrence, and Arthur Gross-Schaefer. “The Role of Ethical Decision-Making Frameworks in Education and Practice for Professional Accountants” (in third round of review at *Journal of Business Ethics Education*).

Weiss, Renee, and Lawrence Kalbers. “The Influence of Auditor Quality and Regulatory Changes on Non-Accelerated Filers’ Returns-Based Earnings Quality” (under review at *Journal of Accounting, Auditing & Finance*).

Currently in process:

Weiss, Renee, and Lawrence Kalbers. “The Impact of Downward Auditor Changes on Information Risk for Non-Accelerated Filers.”

In addition, Professor Kalbers contributed to dialogue on the subject of accounting ethics through presentations at LMU and in the Los Angeles academic community, including:

“Governance, culture, and ethics: How can we be ethical leaders and have ethical organizations?” Association of Government Accountants Los Angeles Civic Center Chapter, March 15, 2018, Los Angeles.

“Governance, culture, and ethics, oh my: How can we be ethical leaders and have ethical organizations?” Institute of Management Accountants South Bay Chapter, February 21, 2018, Manhattan Beach, California.

“Governance, culture, and ethics, oh my: How can we be ethical leaders and have ethical organizations?” Green Hasson Janks, LLP, January 12, 2018, Los Angeles, California.

Shaping Business Education

In addition to serving as chair of the Department of Accounting, Professor Kalbers continued to lend his expertise and efforts to LMU boards and committees, including the Dean Search Committee (co-chair); the Advisory Board of the Academy of Catholic Thought and Imagination (member); the Graduate Curriculum Committee of the College of Business Administration (member); and the College of Business Administration Strategic Planning Committee (chair).

Investing in the Future of Accounting Ethics

Offering critical financial support for faculty members like Professor Kalbers, endowed chairs at Loyola Marymount University are an investment in our university's core commitments: the encouragement of learning, the education of the whole person and the service of faith and the promotion of justice. The ██████████ Chair in Accounting Ethics continues to bolster LMU's efforts to advance ethical accounting and business practices and develop leaders with the skills and values to shape a better world.

Family Editing Award

Student Recipient Academic Year 2017-2018

Dawson Taylor
Editor, *Temptation*
Undergraduate, Production Major
Graduated December 2016

Dawson Taylor received the Family Editing Award for film editing of, *Temptation*. Who said Sasquatch has to be lonely? This music video follows Sasquatch as he romanticizes about a young hiker who happens to travel through his humble neck of the woods.



Dawson Taylor accepting his award for *Temptation*, Best Editing

Family Accounting Scholarship

Student Recipients Academic Year 2017 - 2018

Julia Lanman
Senior, Applied Information
Management Systems and
Accounting
\$10,198

Endowed Fund Summary Fiscal Year 2017 - 18

Current endowment statistics on the Family Accounting Scholarship at Loyola Marymount University are as follows as of 12/31/17:

Cumulative contributions:

██████████

Market Value:

██████████

Distribution Amount:*

██████████

*To be awarded in 2018 - 19

If you have any questions regarding your endowment please contact Erin Hanson, Senior Director of Board and Donor Relations at 310-338-7808 or erin.hanson@lmu.edu.

████████ Family AFROTC Scholarship

**Student Recipients
Academic Year 2017 - 2018**

Victoria Heller
Senior, Psychology
\$10,255

**Endowed Fund Summary
Fiscal Year 2017 - 18**

Current endowment statistics on the ██████████ Family AFROTC Scholarship at Loyola Marymount University are as follows as of 12/31/17:

Cumulative contributions:

████████

Market Value:

████████

Distribution Amount:*

████████

*To be awarded in 2018 - 19

If you have any questions regarding your endowment please contact Erin Hanson, Senior Director of Board and Donor Relations at 310-338-7808 or erin.hanson@lmu.edu.

Family Dance Scholarship

**Student Recipients
Academic Year 2017 - 2018**

Caeli Koizumi
Senior, Dance
\$10,000

**Endowed Fund Summary
Fiscal Year 2017 - 18**

Current endowment statistics on the Family Dance Scholarship at Loyola Marymount University are as follows as of 12/31/17:

Cumulative contributions:

Market Value:

Distribution Amount:*

*To be awarded in 2018 - 19

If you have any questions regarding your endowment please contact Erin Hanson, Senior Director of Board and Donor Relations at 310-338-7808 or erin.hanson@lmu.edu.

████████ Family Education Scholarship

Student Recipients Academic Year 2017 - 2018

Michel-Anthony Castillo

Doctoral Candidate, Leadership
and Social Justice and Catholic
School Leadership Certificate
\$10,235

Endowed Fund Summary Fiscal Year 2017 - 18

Current endowment statistics on the ██████████ Family Education Scholarship at Loyola Marymount University are as follows as of 12/31/17:

Cumulative contributions:

████████

Market Value:

████████

Distribution Amount:*

████████

*To be awarded in 2018 - 19

If you have any questions regarding your endowment please contact Erin Hanson, Senior Director of Board and Donor Relations at 310-338-7808 or erin.hanson@lmu.edu.

████████ Family School of Film and Television Scholarship

Student Recipients Academic Year 2017 - 2018

Alayna Kobayashi
Senior, Film and Television Production
\$10,258

Endowed Fund Summary Fiscal Year 2017 - 18

Current endowment statistics on the ██████████ Family School of Film and Television Scholarship at Loyola Marymount University are as follows as of 12/31/17:

Cumulative contributions:

████████

Market Value:

████████

Distribution Amount:*

████████

*To be awarded in 2018 - 19

If you have any questions regarding your endowment please contact Erin Hanson, Senior Director of Board and Donor Relations at 310-338-7808 or erin.hanson@lmu.edu.



THE LONDON SCHOOL
OF ECONOMICS AND
POLITICAL SCIENCE ■

“We are
delighted to
turn more
applications
from under-
represented
students into
offers.”

Minouche Shafik,
new Director of LSE,
on the School's
successes in Widening
Participation p4



Impact

Issue 17, Winter 2017/18

Celebrating volunteering and philanthropy at LSE

FOCUS ON WIDENING PARTICIPATION:

**LSE leads the way in
social mobility p4**

**LSE and Sutton Trust
partner in providing
Pathways p6**

HIGHLIGHTS:

Expanding horizons:
Annual Fund Study
Abroad travel
bursaries p10

Sustainable economic
growth through evidence-
based research: the IGC
in India p12

Arena: combating
disinformation in the
information age p14

LSE Supporter Roll
2016/17 p23

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Hammering out a new world – the Fabian Window at LSE **p7**

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VOLUNTEERING

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My LSE story: Manuel Geggus, vice-president of the German Friends of LSE **p9**

ANNUAL FUND

Expanding horizons: Annual Fund Study Abroad travel bursaries **p10**

Annual Fund breaks £1 million barrier again **p11**

RESEARCH INNOVATION

Sustainable economic growth through evidence-based research and policy **p12**

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Kuwait Programme celebrates 10th anniversary with five-year renewal **p15**

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LEGACY GIVING

"Heir hunter" urges people to take control of their Will **p16**

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PLACE AND PURPOSE

Lecture theatres named in honour of new gifts **p18**

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Marshall Building granted planning permission **p19**

ENDOWMENT

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My LSE story: Manuel Geggus (second from right), vice-president of the German Friends of LSE **p9** ►



▲ Lecture theatres named in honour of new gifts **p18**

Donor Spotlight: Stefan Guetter **p21** ►



▲ Why I am leaving a legacy to LSE **p17**



Dear Friends

It's my great pleasure to provide my first welcome for *Impact*.

Since being an LSE student in the mid-1980s, I like to think I have always been aware of the contribution made to the School by volunteers and donors around the world. Since becoming Director this academic year, I know my appreciation of the impact of that contribution has been confirmed and advanced.

Your support considerably enhances our efforts to achieve and subsequently maintain excellence in all that we do – from the creation and dissemination of LSE's world class research, to the provision of an LSE education and an exceptional student experience in a campus befitting a world leading social sciences institution.

As you will see from our cover story, LSE's commitment to widening participation continues to be recognised, with the School increasing its proportional intake of disadvantaged students more than any other high-tariff English university over the last five years. Philanthropy can and does help in our efforts to improve social mobility, and on pages 4-7 we hear from some of those who generously support us in this goal, including the Alison Wetherfield Foundation and the Sutton Trust.

We also have some very recent good news, with the announcement on page 12 that the International Growth Centre, based at LSE, has been awarded \$4.2 million by the Bill & Melinda Gates Foundation for a collaborative project helping to ensure evidence-based research can inform poverty alleviation in the Bihar region of India. Dr Jonathan Leape, Director of the IGC, outlines why this collaboration means so much.

LSE supporters sharing their stories in this issue include Professor Sir Charles Bean, who on page 17 outlines his reasons for leaving provision for a legacy gift to the School in his Will. Charlie's relationship with LSE reaches back almost 50 years as a student, academic, Governor and philanthropic supporter.

While *Impact* is not an annual report, in this issue we place on record LSE's sincere gratitude to you for your support in the last academic year. Our Supporter Roll begins on page 23 and lists the volunteers and supporters whose gifts of time, expertise and financial philanthropy to LSE in 2016/17 are helping to enhance the School for current and future generations of students, alumni, staff and friends.

Impact is an opportunity to collectively celebrate the successes and recognise the challenges facing our School. I thank you for your role in achieving the former, and am grateful for your support as we overcome the latter.

Best wishes,



Minouche Shafik
LSE Director



LSE leads the way in social mobility

The success of LSE's Widening Participation (WP) programme has been recognised on a national level.

A report published in September by REFORM, an independent thinktank, assessed the measures adopted by 29 leading universities to increase access to higher education. It revealed that LSE has increased its proportional intake of disadvantaged students more than any other high-tariff English university over the last five years.

LSE also made significant progress against its Higher Education Statistics Agency (HESA) benchmark for this work and improved by 4.5 percentage points over five years – four times more than the University of Bristol who were second best on this measure.

The report's authors attributed a large part of LSE's success to its introduction of contextualised admissions – whereby the university takes an applicant's background and circumstances into account – and recommend other institutions consider what lessons to draw from this practice.

"More work is required to promote fair access to higher education, but we can be proud that our efforts to date at LSE have been recognised," commented Catherine Baldwin, Director of Recruitment and Admissions, and Interim Director of Advancement, at LSE. "Our use of 'contextualised data' with regard to prospective students has significantly aided our efforts to widen participation at the School."

This report follows news earlier this year that LSE has invested more in widening participation and student support as a proportion of its home undergraduate fees than any other English university.

"LSE has a longstanding commitment to fair access and widening participation – recruiting students with the highest academic and intellectual potential, regardless of their background," said LSE Director Minouche Shafik. "We are delighted that concerted effort and recent initiatives have helped turn more applications from talented but under-represented students into offers. We will continue to monitor and build on this work, seeking out the most effective ways we can attract exceptional students from all parts of society."

The work in Admissions is just one part of LSE's commitment to widen participation, including a comprehensive outreach programme, a generous financial support package and wide-ranging on-course support for LSE students.



“More work is required to promote fair access to higher education, but we can be proud that our efforts to date at LSE have been recognised.”

Catherine Baldwin, Director of Recruitment and Admissions

“We are delighted that concerted effort and recent initiatives have helped turn more applications from talented but under-represented students into offers.”

Minouche Shafik, LSE Director





Alison Wetherfield Foundation supports lawyers of the future

Students have described the Alison Wetherfield Law Programme as engaging and inspiring, after 2016/17 saw another 33 young legal minds benefit from the initiative.

The programme, funded by a three-year grant from the Alison Wetherfield Foundation, provided specialist classes for Year 12 students, delivered by LSE's Law faculty. Since December 2014, 94 students were recruited across three Alison Wetherfield Law programmes, giving them the opportunity to undertake three law masterclasses and a mentoring scheme. Meanwhile hundreds of others attended the programme's annual conference.

Study support sessions were delivered by specialists across a number of LSE services divisions, as well as subject-in-action activities.

Every state school in London was approached, and the most recent cohort included students from 27 different schools, with selection based on a number of criteria. In addition to academic

achievement this included students being the first generation in their family to attend university, having parents in lower socio-economic categories, as well as being from low income backgrounds.

"I would like to express my thanks to the Alison Wetherfield Foundation for funding this initiative over the last three years," said Kirsty Wadsley, Head of Widening Participation. "Its support has benefited students from backgrounds least represented in higher education. I am delighted to say we will be taking the lessons learned and applying these through our future work, not least on our Pathways to Law initiative."

The Alison Wetherfield Foundation raises money to support projects that help with the education and development of disadvantaged young people, and for research and programmes to improve social inclusion and diversity. It was established in 2012 in memory of Alison Wetherfield, a leading employment lawyer in Japan, the UK and the US who died in the same year.

“I would like to express my thanks to the Alison Wetherfield Foundation for funding this initiative over the last three years.”

Kirsty Wadsley, Head of Widening Participation

LSE and Sutton Trust partner in providing Pathways

This year LSE and the Sutton Trust, in partnership with Deutsche Bank, launched a new programme which seeks to widen access to the fields of banking and finance. Pathways to Banking and Finance complements the equivalent Pathways to Law programme, set up in 2006 with the College of Law (now the Legal Education Foundation) to widen access to the legal profession.

In 2016 the Sutton Trust joined the LSE Benefactors' Board, recognising its generous transformational philanthropy of more than £1 million to the School. For almost two decades LSE has been a valued partner in the Sutton Trust's mission to tackle low social mobility and lack of educational opportunity – described by Sir Peter Lampl, the Trust's Founder and Chairman, as 'arguably the biggest social challenge of our times'.

"The income gap between the richest and poorest in society continues to widen," commented Sir Peter. "Children from privileged homes are over-represented in the best schools and best universities. The Sutton Trust works to change this."

He continued: "To improve social mobility, it's important that young people from low and moderate income backgrounds have a fair chance of attending the best universities – a degree from one of these institutions is one of the surest routes to a good job. Our partnership with LSE – one of the top universities and research institutions in the world – offers opportunities to experience life as an undergraduate, boosting young people's aspirations and increasing their chance of getting into a good university."

The 'Pathways' programmes support cohorts of pupils from low and middle income homes, providing students with the information, advice and guidance needed to access degrees and succeed in their career. Participants are invited to regular, engaging and hands-on programmes of activities including lectures, seminars, conferences, work experience, and e-mentoring.



"Pathways gives students the essential knowledge, skills and confidence they need to go on to higher education and the world of work," said Sir Peter. "Through real-life experience in their chosen field, work exposure, and mentoring and networking opportunities, they gain a better understanding of whether they are suited to a profession, as well as knowing what qualifications they'll need to access it."

The Sutton Trust has also worked with LSE academics on a number of research initiatives around social mobility. The Trust has recently partnered with the Centre for Vocational Education Research on a project that analyses the landscape of apprenticeships for young people in England. This followed a landmark report in 2005 commissioned by the Trust and delivered by LSE's Centre for Economic Performance that found that social mobility in the UK had

declined and, along with the US, was lower than in any other developed country.

"It's been called the most influential study on public policy in the last 20 years. The reverberations from its striking findings can still be seen widely today," said Sir Peter.

Kirsty Wadsley, Head of Widening Participation at LSE, said: "It is of continued importance that we reach academically gifted pupils from a young age who may, as a result of their educational background and experience, think certain universities, courses, and careers are not for them. We are thrilled to maintain our partnership with the Sutton Trust in addressing such challenges, and we look forward to welcoming our first cohort of Year 12 students to LSE for Pathways to Banking and Finance this year."



“ The income gap between the richest and poorest in society continues to widen. Children from privileged homes are over-represented in the best schools and best universities. The Sutton Trust works to change this. ”

Sir Peter Lampl, Sutton Trust's Founder and Chairman

Scholarship

news

Hammering out a new world – the Fabian Window at LSE

by Sue Donnelly, LSE Archivist

As per all additions to LSE's Benefactors' Board, the Sutton Trust was presented with a specially designed Fabian Window plaque, based on the iconic stained glass art piece situated in the Shaw Library.

Thanks to the generosity of the Webb Memorial Trust, in 2017 the original Fabian Window became part of the School's art collection, having previously been on a long term loan from the Trust since being unveiled in the Shaw Library by Tony Blair in 2006.

It is believed to have been ordered by School founder George Bernard Shaw in 1910, and designed and executed by Caroline Townshend. Both Shaw and Townshend are depicted in the window alongside other leading members of the Fabian Society, including H G Wells and Maud Pember Reeves, founder of the Fabian Women's Group.

The design is in the style of a Tudor family memorial – at its top, the window depicts Sidney Webb and Shaw "hammering out a new world" on an anvil beneath an emblem of a wolf in sheep's clothing, reflecting the Society's gradualist approach. On their left

the secretary of the Fabian Society, Edward Pease, is working the bellows, and other active members of the Society are depicted underneath, with Townshend herself the furthest to the right.

Townshend was a member of the Fabian Society and stood for election to Fulham Borough Council in 1912 as a Fabian and Independent Labour Party candidate. She studied at Slade School of Art and the Central School of Arts and Crafts, and the Fabian Window was among her earliest works. (There is some debate as to how far Shaw was involved in the design.) It was said to have been made in the Morris Works at Merton Abbey Mills.

Despite being completed in 1910, for reasons unknown the window did not make it outside of Townshend's studio until her death in 1944. In 1947 the window was installed in Beatrice Webb House in Surrey, the conference centre of the Webb Memorial Trust, which had been established to pursue the intellectual legacy of Beatrice Webb and "the advancement of education and learning with respect to the history and problems of government and social policy".

In 1978 the window was stolen and disappeared from view, re-emerging briefly in Arizona before coming up for sale at Sotheby's in July 2005. The Webb Memorial Trust repurchased the window and placed it at LSE on a long term loan, at which point it was installed in its current location in the Shaw Library. Now as part of the School's official art collection, it has found itself a permanent home.



The Lords Group of Companies Scholarship

has once more been extended, supporting a new student in 2017/18. Momen Sethi, originally from Pakistan, is studying for a BSc in Government and Economics. He is the third beneficiary of this generous support, and follows on from two UK undergraduates who commenced their studies in 2010/11 and 2013/14.

Shanker Patel (BSc Economic History 1992), CEO of the Lords Group, and his wife Rachna Devan (BSc Economics 1992, MSc Economic History 1993) additionally support the Nehru Shanker Patel Scholarship for undergraduates resident in the UK. Shanker commented: "We wanted to recognise how our time at LSE has changed our lives. We support scholarships so that others can have the same opportunities and share in that privilege, and to recognise LSE as an amazing institution."

Kirkland & Ellis International LLP has established the **Kirkland & Ellis Scholarship**, as part of its commitment to widening participation in the legal profession. Over three years, the scholarships will be worth up to £27,000 in total to selected undergraduate law students at LSE.

LSE's Law Department will appoint one Kirkland & Ellis scholar each year, and has invited those commencing their second year of undergraduate study in law this year to apply to become the first Kirkland & Ellis scholar.

Two additional undergraduates will benefit from three-year **Pass the Torch Scholarships** for talented UK and EU students, thanks to an additional gift from founders Manuel Stotz and Ian Osborne.

Manuel and Ian, both LSE alumni, have pledged a further £60,000, which complements an existing commitment made prior to 2016/17, in which both donors pledged £180,000 each to support six students over three years.

The **Davina Francescotti Scholarships** have doubled in their scope, now supporting two students from 2017/18. Davina Francescotti (BSc Economics 1981) is a long term philanthropic supporter of the School and an LSE Benefactor. Three students have benefited from Davina's scholarship since 2013.

Alumni news

Alumni enhancing the LSE student experience

The Meet an Alum event series coordinated by LSE Careers is just one of the ways in which alumni volunteers contribute to everyday life on campus and improve the student experience. Now in its third year, the programme invites alumni back to the School to share their professional expertise, knowledge and experience with small groups of students interested in following in their footsteps.

In the past academic year alone over 1,400 students attended at least one of the 66 sessions held, spanning a wide range of sectors including not-for-profit consulting, journalism, public affairs, international development, finance and policy-making. Students were able to learn about their chosen field, receiving useful tips, advice and guidance on how to break into very competitive careers.

Commenting on the sessions, Sosha Bronfman, an MSc Global Politics student, said: "I have gained very interesting insights into the way different industries operate, and what working within them could look like. This has given me a sense of direction in the process of finding suitable internships and job vacancies."

Wellington chapter of the LSE Alumni Association New Zealand returns

LSE alumni in New Zealand were pleased to see the Wellington chapter revived this summer, after a two-year pause. **Paul Jarah** (BSc Mathematics 1975) and **Chandresh Thakrar** (BSc Statistics and Mathematics 1989) have restarted activities in the region, joining efforts with longstanding volunteer **Nancy Manning** (BSc Government 1989), chair of the LSE Alumni Association New Zealand and Auckland Chapter Leader.

The two chapters are now hosting twin events every other month in each city, offering LSE alumni the chance to join either event to catch up with friends old and new. In June the chapters hosted summer drinks, Destination LSE events for offer holders and meet-ups. The most recent event coincided with the change of government in New Zealand, generating lively discussions among attendees.

Nancy noted: "Some toasted a change in government, others less so, but we have a great balance of opinions and respect for each other's ideas; the Fabians would have been proud of us."



Career-focused events for alumni moving up the professional ladder

Volunteers in the Banking and Finance Alumni Group held three consecutive career-focused events over the summer to support alumni who are new to the job market or are interested in changing professions.

In June, the group teamed up with LSE Careers for their first CV workshop, where guests had the opportunity to receive professional advice and discuss their cases on an individual basis.

Following this success, alumni were invited back on campus for a speed-networking event – an innovative and dynamic format designed to ensure all guests get the chance to speak with everyone else attending for at least three minutes. The group received very positive feedback from the participants, who found it a productive way of expanding their professional network.

Last in the series was the Career Breakaway Choice event with Jeremy Behrmann, a coach and career transition facilitator. The evening focused on ideas and strategies for exploring the path towards professional satisfaction, with plenty of practical examples on how to steer your career, develop new skills and pursue your ambition.

Nathalie Skacelova (LLB 2008, LLM 2009), LSE Banking and Finance Alumni Group committee member and event lead, commented: "Organising events takes time and it is not easy given how busy all committee members are in our day to day jobs. But I personally love providing a platform for likeminded people to meet and connect, and to discuss topics and issues we all face."



My LSE story

Manuel Geggus, vice-president of the German Friends of LSE

Manuel Geggus (BSc Management 2010, MSc International Management 2011) discusses his LSE experience, how he got involved with the German Friends of LSE, and his continuing commitment to the School's alumni outreach activity in the country.

I was drawn to LSE because of its excellent reputation, international attitude and multicultural approach – and the experience didn't disappoint. Studying and living in the vibrant city of London for almost four years was a mind-opening experience I will never forget.

The School's academic rigour forced me to always challenge myself, pushing me to think critically and independently from several different angles. I fondly recall the academic discussions with classmates and professors alike who always came up with new perspectives and questions; I also remember the energy, drive and commitment of students contributing to campus life through various societies. During my time as Secretary General of the Students' Union German Society, our enthusiasm and hard work enabled us to successfully host a week-long German Symposium featuring the then German Minister of Interior Wolfgang Schäuble and several other notable political and business leaders.

Through my own experience on campus, I learned that our global alumni community is an invaluable resource to students, through volunteering and philanthropy, so when the German Friends of LSE asked me to get actively involved, it felt natural for me to agree. The group reaches out to more than 3,500 alumni in the country and organises regular academic and cultural events, ranging from business lunches and evening socials to lectures by LSE academics.

We also work closely with the LSE Annual Fund to give alumni based in Germany the opportunity to make tax efficient gifts and encourage them to support the School. Alumni can play a key role in helping students overcome the financial and non-financial barriers to study at LSE, ensuring they benefit from a world-class education too. In my opinion, LSE has always been about educating the brightest minds regardless of their background – and it should stay this way.



Manuel (second from right) with LSE Director Minouche Shafik (third from left) and members of the German Friends of LSE board.

Volunteering for the Alumni Association is very rewarding, and I am proud of our work at the German Friends of LSE. Our continuing efforts to expand the network have enabled us to reach every contactable member of the alumni community in the country, increase events attendance and strengthen our reputation. Building on a track record of more than 30 years, we aim to further diversify our range of activities,

especially those organised in collaboration with fellow LSE alumni groups across Europe or with other British and US institutions' alumni associations in Germany. Our goal is to make our alumni organisation even more approachable, and we encourage alumni to bring in their own fresh ideas.

Manuel Geggus is a Project Manager at E.ON Inhouse Consulting, the internal management consulting unit of the E.ON Group.

“Through my own experience on campus, I learned that our global alumni community is an invaluable resource to students, through volunteering and philanthropy, so when the German Friends of LSE asked me to get actively involved, it felt natural for me to agree.”

Manuel Geggus

Expanding horizons: Annual Fund Study Abroad travel bursaries

Annual Fund-supported exchange bursaries have enabled undergraduate students to study abroad during their degree.

LSE has exchange schemes with Sciences Po, a leading social science university in France; the University of California, Berkeley; and the University of Melbourne, offering students the chance to gain experience that helps them develop into engaged global citizens.

Bursaries provided by the Annual Fund open up access to join the scheme, with 22 students benefiting in 2016/17, and a further 17 set to study abroad this academic year. Students typically take part in the scheme after completing two years in London, returning to LSE for their final year of study.

Fiona Conlan, Acting Head of Academic Partnerships, said: "We believe that a year abroad exchange enhances students' LSE experiences by instilling increased confidence, and providing a different academic perspective and better understanding of another culture. In short, it makes students more productive and engaged citizens at home and abroad."

Melbourne



What makes social anthropology different to other disciplines is conducting research based ethnography, in which you are thrown out there into your field and expected to figure it out for yourself. Melbourne shaped my experience, enabling me to see and understand the way in which anthropology affects the lives of Australians through the relationship between aboriginal communities and the national government.

Through 'Aboriginalities', a foundation subject offered by the incredible Australian Indigenous Studies department at the University of Melbourne, I learnt all about the origins of Melbourne as a settler culture, which saw colonisers declare that the ground was 'terra nullius' – belonging to no one and with no inhabitants who had cultivated any kind of civilisation. This had a devastating effect on Melbourne in its establishment as a modern cosmopolitan society, and heavily impacted on interactions between aboriginal and settler communities.

I'm now very excited to begin my third year, having had this experience in which I was able to do so much for myself, rather than having it spoon fed to me. In all honesty I was feeling defeated and burnt out at the end of second year, but now I feel reinvigorated with a renewed focus for my final year – one of my biggest interests is in the cross-cultural identities of Asian diaspora, and I discovered that Australia, with its large Asian Australian population, is something of a hotpot for that.

This experience taught me to embrace new opportunities, no matter how big or small, and not to get wound up by little details along the way. The Annual Fund bursary helped enormously in this regard – we would have struggled hugely to meet substantial accommodation and travel costs without it.

When weighing up whether to take this opportunity, the only thing on the side of 'no' was the money issue, so it's fair to say that without the generosity of Annual Fund donors I may well have missed out on a life-changing experience. Once I had that financial bedrock, I had no reason not to go and I was able to afford to concentrate fully on the various other practical challenges of my trip – getting around day to day, applying for bank accounts – while the psychological and morale boost provided by this gift motivated me to really immerse myself academically.

Andrea Sze
(BSc Anthropology 2018)



Sciences Po



I wanted to do this not just because Sciences Po is a very prestigious university that enabled me to expand my academic profile, but also because it gave me the opportunity to experience a different culture, learn a new language, and be inside another institution. The amazing location of my campus in Menton on the Riviera meant I could in theory visit three countries in one day, such was its proximity to Monaco and the Italian border.

This campus specialises in Middle Eastern and Mediterranean studies, providing me with the opportunity to develop my understanding of the history of the Middle East and international law. It was valuable to get my head around the French learning system, while I also had the chance to develop my French and to learn Arabic, something that isn't available as part of my LSE programme. I appreciated some of the differences when contrasted with LSE, such as the fact that my campus was so small – a lecture may only have 17 people, meaning that everyone is able to interact with one another. Furthermore, with it being such a specialised campus, everybody there was fully focused and interested in the Middle East and Mediterranean regions.

Getting a job in a very small town on the Riviera outside of the peak tourist season would have been difficult, and so the Annual Fund bursary relieved me of so much pressure, enabling me to take all the practical measures around accommodation. As both an LSE student and someone who has worked on the

Berkeley



It has always been a dream of mine to live in America and this experience did not disappoint. Living in another country challenges you in ways that you might not normally experience back at home. For example, I was able to volunteer in an elementary school teaching English in a very poor district. It was eye opening to get an understanding of what poverty looks like in the US. But I was also able to enjoy some much more traditional American things – such as having a Thanksgiving dinner with an American family, and taking a road trip across the country.

Academically I was able to expand my subject breadth through programmes

that aren't available at LSE, such as LGBT studies, a specialism at Berkeley. I also developed a much greater understanding of poverty and inequality in other countries. The American system enables you to choose a wide variety of subjects – you're not tied down to any one – and I think that really expanded my mind. I was also enamoured with the extremely vibrant environment of the Berkeley campus, a very special place as the centre of the Free Speech Movement in the 1960s.

The impact on me academically and personally has been huge. It has sparked my interest in the topic of rebuilding nations after civil war, which I have now decided will be a focus for my dissertation. I also think it will make me a better LSE student – at Berkeley you are continually assessed throughout the year, which I think made me more focused and on top of my work. But outside of my studies I've opened myself up to so many more possibilities – I immediately began applying for other internship programmes abroad, and spent two months in India after the exchange, so I have become much more adventurous. And while living abroad is an incredible experience, it

does also make you appreciate what you have back at home, and I have a renewed appreciation for LSE's unique and amazing environment.

I'm the first generation of my working class family to attend university and it would have been impossible for me to even think about applying for this programme without the prospect of the Annual Fund's support, with the cost of living in California even higher than in London. Thank you to all Annual Fund donors – you enabled me to achieve my dreams of living in America. As someone who has benefited so greatly, I think in the future it is incumbent on me to support others in a similar way.



Michael Broad
(BSc Social Policy 2018)



Annual Fund calling programme, I've seen the benefits of donors' generosity first hand, whether through enabling students from less privileged backgrounds to attend the School or supporting student life on campus – all students are touched by it, whether they are aware of it or not. A £5 a month direct debit may not seem all that noticeable on a month by month basis, but after 30 years of giving that will have a huge effect.

My Sciences Po experience has opened so many doors for me going forward. For example, afterwards I continued developing my Arabic through spending a summer in Cairo, an opportunity that never would have presented itself otherwise. Meanwhile it has had a big impact academically – I'm now set to write my dissertation on Turkish foreign policy having been inspired by a one week intensive course I did at Sciences Po's winter school; and I will be able draw upon the many insights of my professors there. I'm also much clearer about areas I wish to specialise in at a master's level. This year I feel everything is coming together and I am more prepared than ever before.



Nia Clark
(BSc International
Relations 2018)



Annual Fund breaks £1M barrier again

In 2016/17 the LSE Annual Fund broke the £1 million barrier for its second consecutive year. It raised £1,005,129 in unrestricted gifts from alumni, governors, staff and friends of LSE, providing immediate use funding towards a range of School priority areas.

The Annual Fund offers significant student support to help widen participation in higher education – 55 students are currently benefiting from New Futures Fund scholarships and bursaries – as well as awarding funding to initiatives that enhance student life on campus, promote innovative teaching and support LSE's excellence in research. Academic departments can also receive support, with many alumni choosing to remember their own department at the School.

Writing in the Annual Fund review of the year, Virginia Beardshaw CBE (Dip Social Policy & Administration 1975), Chair of the Annual Fund, said: "Thank you to all donors for your generous support, and for your role in this LSE success story. Beyond its considerable impact on daily campus life, the Annual Fund clearly demonstrates the strength of the wider LSE community and our enduring affinity for our School. It is a source of immense pride to LSE that more than 3,000 donors drawn from 74 countries choose to join together in supporting the students, staff and ideas that characterise this wonderful institution."

The full list of Annual Fund donors for 2016/17 can be found within LSE's new Supporter Roll, which begins on page 23.



Sustainable economic growth through evidence-based research and policy

In October, the Bill & Melinda Gates Foundation awarded a \$4.2 million grant to the International Growth Centre (IGC), based at LSE, for a new programme bringing researchers and policymakers together to support sustained poverty reduction in India. This is the first substantial philanthropic grant from the Gates Foundation awarded to LSE.

IGC Executive Director Jonathan Leape talks about this new collaboration and how it will support IGC's mission to promote sustainable economic growth in developing countries.

IGC, an organisation directed by LSE and the University of Oxford, works closely with governments in Asia and Africa to promote sustained and inclusive economic growth by providing demand-led policy advice based on frontier research. Drawing on 13 in-country offices and a network of 1,500 world-leading researchers, we collaborate with policymakers to identify critical gaps in policy knowledge, develop new research to address these needs, and apply these new ideas and evidence to policy decisions.

Our collaboration with the Bill & Melinda Gates Foundation represents an exciting new stage in IGC's research and policy work in India. The three-year programme, entitled *Building evidence, evaluation capacity and use, with an emphasis on Bihar*, builds on the successes of our India programmes, one based in Delhi and another in Patna, over the past decade.

This new programme aims to increase the demand, use, and integration of high-quality evidence into policies and development programmes to support sustained poverty reduction in Bihar. We will achieve this through helping to develop an effective ecosystem of research, monitoring, and evaluation in Bihar by facilitating greater local institutional capacity across policymakers, researchers, and practitioners, and by catalysing transformational ideas as well as generating a substantial stock of evaluation knowledge. In alignment with the Gates Foundation's work, this research will focus on issues related to health and development in Bihar.

Our partnership with the Gates Foundation in India represents an important step in increasing the sustainability of IGC's funding model, adding to The Rockefeller Foundation

grant we received in 2015 for our work supporting the national health system in Sierra Leone post-Ebola crisis. While IGC has been majority funded by the UK Department for International Development (DFID) since our founding in 2009, we appreciate the support of donors in allowing us to push into new areas and deepen our in-country engagements.

Collaborating with new donors allows IGC to innovate, engage more policymakers, and have greater impact in our partner countries, ultimately enhancing our support to developing country governments in building their own paths out of poverty.

If you are interested in supporting the IGC's valuable work in India please contact Samira Mezroui at s.mezroui@lse.ac.uk.



“Our partnership with the Gates Foundation in India represents an important step in increasing the sustainability of IGC's funding model, adding to The Rockefeller Foundation grant we received in 2015 for our work supporting the national health system in Sierra Leone post-Ebola crisis.”

Jonathan Leape, Executive Director, International Growth Centre



IGC in India

IGC has been working in India since 2009, funding more than 200 research projects on a variety of policy-relevant topics.

Examples of our policy impact include:

Lighting up Bihar

Limited access to energy is widely viewed as one of the biggest constraints on India's economic growth, and the key challenge

is that almost half the power drawn from the electricity grid is not paid for. IGC India has worked with the Energy Department in Bihar to address this problem and expand access to electricity by implementing reforms to change household behaviour and increase revenues.

A randomised experiment involving 28 million people has tested the effects of making the daily hours of electricity supplied dependent on neighbourhood payment rates. Neighbourhoods that pay more get more hours of electricity. Results from the pilot showed that the scheme increases revenue per unit

cost by 40 per cent. The government now plans to roll out the programme to the entire state in the next few months, with potential to improve energy access for 100 million people.

Wheels of power

In Bihar, the 'Mukhyamantri Bicycle Yojna' (girls' cycle scheme), initiated in 2006 as the flagship programme of the Chief Minister Nitish Kumar, aims to tackle low female school enrolment and high dropout rates. Under the scheme, every girl who enrolls in grade 9 receives cash to buy a bicycle to travel to school. Three major IGC studies have rigorously assessed the programme to inform future policy-making, both in Bihar and throughout India.

Analysis by IGC India found that there was a 32 per cent increase in enrolment of girls in secondary school, and a further study reported that school dropouts for girls fell below 5 per cent. Conducted in close collaboration with the government, a third study looked at the programme's broader objectives and found that it seems to change both the cycle-girls' aspirations and those of their families. As an indirect effect of the programme, the attitudes towards girls (in particular towards their education) in villages where the scheme was implemented also changed.

To find out more about IGC's work, visit www.theigc.org





Arena: combating disinformation in the information age

The information revolution of the past decade has divided citizens into mutually exclusive echo chambers, made it easier than ever to circulate false stories, and undermined democracy. As the first programme dedicated solely to the issue of disinformation and 21st century propaganda, Arena in LSE's Institute of Global Affairs (IGA) is responding to a real need.

Led by Anne Applebaum (MSc International Relations 1987), Professor in Practice at the IGA, Arena is analysing the root cause of distorted information, polarisation and hate speech, and running projects designed to fight back against them. Committed to promoting political debate grounded in facts, enabling dialogue between increasingly polarised communities and empowering people to overcome spin and manipulation, the programme actively seeks to provide a holistic response to a problem that others are only just beginning to identify.

Professor Applebaum said: "In many democracies, there is now no common debate, let alone a common narrative. People don't even have the same facts – one group thinks one set of things is true, another believes in something quite different. This phenomenon contributes to the growth of hyper partisanship and intense polarisation and leads people to distrust 'normal' politics and political institutions."

Arena is a research hub which runs real-time research projects designed to better understand disinformation and to evaluate the effectiveness of current responses. Pilot

projects in 2017 brought together old and new media, fact-checkers and computer scientists to better understand and to combat the problem of online polarisation.

One Arena project monitored foreign attempts to influence the 2017 German federal election. Preliminary research findings showed that a network of pro-Russian and international far right groups actively spread messages and 'memes' designed to undermine mainstream parties and promote the Alternative for Germany party (AfD). Another short study explored instances of Soviet disinformation campaigns, assessing 11 case studies and establishing their relevance in the context of the current Russian state's use of disinformation on the internet.

In 2018, Arena projects will include an examination of the Russian language internet ('Runet'), exploring best practices for communicating with its users. Separately Arena will team up with journalists from leading Italian newspaper *Corriere della Sera* and computer scientists at Ca'Foscari University of Venice to jointly develop

data-analysis tools and journalistic 'best practice' to help journalists create content which engages with polarised audiences and enables an evidence-driven debate.

The William and Flora Hewlett Foundation and other anonymous donors have provided philanthropic seed funding for the Arena programme, while a grant from the Open Society Foundations has supported some of Arena's work in Italy.

"We are hugely grateful to our first funders, who took a leap and supported us at a time when all of these issues were brand new to most people. We're looking forward to 2018, and to many years of fruitful work in the future," said Professor Applebaum.

If you are interested in helping Arena further establish itself as a hub for the study of disinformation and as a lab for developing solutions, please contact Samira Mezroui at s.mezroui@lse.ac.uk



We are hugely grateful to our first funders, who took a leap and supported us at a time when all of these issues were brand new to most people. We're looking forward to 2018, and to many years of fruitful work in the future. ”

Professor Applebaum, Professor in Practice, Institute of Global Affairs

Kuwait Programme celebrates 10th anniversary with five-year renewal

The Kuwait Foundation for the Advancement of Sciences (KFAS) has generously renewed its support for the Kuwait Programme in LSE's Middle East Centre.

Since being established in 2007, the Kuwait Programme has become a world-leading hub for research and expertise on Kuwait and the wider Gulf Cooperation Council. The programme is the main conduit through which research at the School on Kuwait is facilitated, expanded and promoted.

The programme was founded with an initial grant of £2.8 million to establish the Kuwait Professorship, currently held by Director of the Middle East Centre, Professor Toby Dodge, and another £2.9m to fund the ten-year research programme. Combined with funding for other research projects, the foundation's support for the School now totals £8.4 million.

Professor Dodge said: "This generous five-year grant from KFAS will allow LSE, in close collaboration with Kuwaiti academics, to pursue world-class research, as well as strengthen the already close and productive relationship between LSE and Kuwait."

The Kuwait Programme has enabled LSE to produce a large, varied and policy relevant body of world-class academic research on Kuwait and the Gulf, including 38 peer-reviewed research papers and a number of multi-year research projects. Furthermore, it has created and developed academic networks between Kuwait, the Gulf, the UK, Europe and North America, and has held a

number of public events in Kuwait, including two international conferences.

The programme has also deepened ties between Kuwait and the UK at the highest level: in 2012 Queen Elizabeth II mentioned it during the state visit of the Kuwaiti Emir, Sheikh Sabah al-Ahmad al-Jaber al-Sabah.

Professor Dodge cited some of the many other examples of how KFAS's support leads to tangible impact on research into Kuwait and the Gulf region. "The Kuwait Programme benefits greatly from its annual call for proposals for the LSE Kuwait Academic Collaborations, enabling valuable partnerships between Kuwait-based researchers and LSE faculty. Among many other outputs, LSE Cities has delivered a pioneering investigation into land and energy, exploring their relationships with city form, urban dwelling and mobility, with Kuwait one of the regions studied," he said.

"Meanwhile internal research grants help provide the funds for LSE academics to conduct ground-breaking Kuwait-focused research," he continued. "In addition, an annual competition run by the Kuwait Programme provides fellowships for researchers based in Kuwait, giving them an invaluable opportunity to visit LSE and benefit from the School's world class academic setting to help inform their own research."

Other specific projects made possible by the Kuwait Programme include LSE Health, led by Professor Elias Mossialos, examining the causes of some of the most prevalent chronic diseases in Kuwait.



LSE Pro-Director for Research, Professor Julia Black, with Director General of KFAS, Dr Adnan Shihab-Eldin

Planned research themes include reforming the delivery of healthcare in Kuwait and the wider Gulf Cooperation Council; improving the role of Kuwait's parliament in legislation and governmental oversight; and diversifying energy consumption in Kuwait's oil rich economy.

Dr Adnan Shihab-Eldin, Director General of KFAS, said: "The Kuwait Programme has created valuable opportunities for debate and exchange of knowledge with local researchers, policymakers and representatives of the private sector. Under the directorship of Professor Dodge, the programme reached an unprecedented level of efficiency and cooperation that has been central to its success."

He added: "Looking ahead, the renewed strategic partnership will build on the experience gained, linking the wide research community of LSE to Kuwaiti researchers in order to collaborate in specialised fields such as energy, housing, healthcare, and fiscal policy."

Support for postdoctoral fellowships with Greek and Cypriot focus

The Hellenic Bank Association Postdoctoral Fellowship in Contemporary Greek & Cypriot Studies has been established in the Hellenic Observatory (HO) within LSE's European Institute, thanks to a £250,000 pledge from the Hellenic Bank Association of Greece.

The first Fellow is Nikolitsa Lampropoulou, who was appointed at the start of Michaelmas term. Nikolitsa has previously worked as a researcher in the HO, in the framework of the Erasmus+ traineeship programme.

Spyros Economides, Director of the Hellenic Observatory, said: "We are very grateful to the Hellenic Bank Association for its very generous pledge. With this funding we are able to work towards fulfilling our mission of supporting and encouraging a new generation of scholars with specialist knowledge and post-graduate training."



“Heir hunter” urges people to **take control of their Will**

As many as two-thirds of people in the UK die intestate – with many others having poorly-worded Wills which can mean their estate may not be administered in keeping with their wishes.

Hector Birchwood (BSc International Relations 1997, MSc International Relations 1998), an expert in finding relatives of deceased individuals who die intestate, in order to recover their unclaimed assets, discusses Wills and his own legacy intentions.

I am what is often referred to as an “heir hunter”. In my work, I encounter a range of people with different circumstances who have their own legitimate and well-intentioned reasons for not having written or updated their Will. While many are happy for their spouse to inherit their assets through the rules of intestacy, I advise people to take control and not put off writing a Will.

People ought to make that choice earlier in life, once they are financially stable and start to accumulate assets. In doing so, you will make your family's life a lot easier – and you get to decide where your money goes, as it might not be the default position that the government gives you under the rules of intestacy which set out the order of entitlement. We don't even have to be talking about institutions or charities – you might just want to give money to family and friends. It's about choice and responsibility.

What is more, in the event of a poorly drafted Will, the rules of intestacy can still apply despite the wishes expressed by the individual. As such, I urge everyone to ensure that their Will is executed by a professional and kept up to date, which means revisiting it every few years. Few people realise that a marriage will invalidate any existing Will, or that a divorce treats a spouse named in a Will to have died at the date of the decree absolute.

I experience a profound professional satisfaction when I am able to match assets to family members who might otherwise be unaware of their entitlement. A lot of my cases relate to individuals who have cut ties with their family for one reason or another, so my work provides me with an intellectual challenge – locating missing heirs can be like piecing together a puzzle.

However, I am also motivated by the broad potential impact on wider society as I would sooner see these assets released to people and subsequently being invested in the economy, rather than lying dormant for up to 30 years before being claimed by the state. This not only benefits the individuals, but it also makes the collection of state revenue more efficient: people often will spend this money quickly, so immediately the state gets VAT returns; the state also receives inheritance tax, where applicable, and income or corporate tax when they tax me.

I practice what I preach and have made provision for a legacy gift to LSE but this extends beyond my professional logic: I received financial support as a student. My scholarship was just the right amount I needed to be able to complete my courses – I thought it would be a good idea to provide resources to LSE so that it is able to help more students.

I believe philanthropy is integral to widening participation at universities. If we're expecting people to fund their own human capital through university, then I believe we should also encourage others who are able to provide support for it, without the need for government to be involved. And I think the academic institution is the best conduit, because it is well placed to decide which students are in the greatest need of help.

Naturally, it is personal as it's my alma mater. But by providing funds for LSE I hope I am also furthering its liberal and internationalist principles, which I believe mirror my own, and ultimately hopefully supporting a student who can make the most of the wider world view LSE encourages.

LSE represents a great diversity of international people who see the world in very different ways. As a result of this, and of having your ideas constantly challenged, your intellectual development is enhanced. The education at LSE is not solely from the books you read and the staff who lecture you – but from your own peers as well.

Hector Birchwood, partner and owner of Celtic Research, is a Legacy Circle member at LSE.

“By providing funds for LSE I hope I am also furthering its liberal and internationalist principles, which I believe mirror my own, and ultimately hopefully supporting a student who can make the most of the wider world view LSE encourages.”

Hector Birchwood





Why I am leaving a legacy to LSE

Sir Charles Bean, Professor of Economics

While 75 per cent of Britons give regularly to charity in their lifetimes, only six per cent include a charity when writing a Will.



LSE, like many British charitable organisations, was formed thanks to a bequest – and legacy gifts from alumni and former staff have been an integral part of philanthropy at LSE ever since.

My association with LSE spans almost 50 years: as an occasional student in monetary economics in the 1970s; as a faculty member in the Department of Economics in the 80s and 90s; and then as a Governor in the 2000s while I was working at the Bank of England. Those links with the School, its staff and its students represent a singularly satisfying part of my professional life.

I have been a long-standing supporter of the School and its students through its Annual Fund. But since returning to LSE on a part-time basis in 2014, I have become even more conscious of the funding pressure on British universities in general and on the School in particular.

That's why I've decided to remember LSE in my Will. Leaving a part of my estate to LSE can help build its endowment and means that I can continue to play a valuable role in the School's mission 'to understand the causes of things' for many years into the future.

The *Legacy Futures Lunch* celebrates the impact of the Legacy Giving Programme, and will take place on 19 June 2018. Legacy Circle members will receive further detail in the new year.

Leaving a legacy to LSE

I loved the rigorous analytical discipline instilled by wonderful lecturers

LSE established my core values

BEAN

"The aim of argument, or of discussion, should not be victory but progress."
Karl Popper

WRIGHT'S BAR

"...doubt all received wisdom, wonder at all that is taken for granted, question all authority, and pose all those questions that otherwise no one else dares to ask."

Lord Dahrendorf, LSE Director 1974-84

LSE has made a lasting impression on many people. Help continue this tradition.

Please visit lse.ac.uk/legacygiving to find out how you can help secure a strong future for LSE with a gift in your Will and have a lasting impact to benefit generations to come.

Tel: +44 (0)20 7852 3654 Email: legacy@lse.ac.uk



Lecture theatres named in honour of new gifts

As reported in the last edition of *Impact*, the redevelopment of our Centre Buildings is set to transform life at LSE for students and faculty. Our state-of-the-art new building and public square, which will be completed in 2019 and located at the northern end of Houghton Street, herald the arrival of forward-looking, flexible and innovative spaces that will help the School to future proof its unique educational experience.

Lecture theatres in the building are an innovation in campus-based education, providing flexible ways for educators and students to interact and learn. Generous donors are already making landmark gifts in support of these spaces.

The **Sumeet Valrani Lecture Theatre** is named in recognition of a gift to LSE from alumnus Sumeet Valrani (BSc Economics 1989). Sumeet commented: "LSE does me a significant honour in attaching my name to this new theatre. I make my gift as an expression of my profound gratitude for the privilege of being a member of your alumni and I hope that much good may come from it."

We are also delighted to report that the School has received a gift towards the building from a group of alumni in China. The **Yangtze Lecture Theatre** will be named in their honour. Philanthropic pledges have been made by eight alumni, who represent a wide variety of age groups, geographical regions in China, and areas of academic study at LSE. Coming from Beijing, Shanghai, Shenzhen and Wuhan, the donors are listed in the boxed out section, right.

Zhao Chenning remarked: "The alumni group is honoured to name a lecture theatre at LSE, especially as it will be in this magnificent new building located on Houghton Street. The Yangtze Lecture Theatre represents the historic links between LSE and China. Its name symbolises the river of knowledge flowing through the heart of the School. We hope many more Chinese students, and others from all over the world, will be inspired by their time at LSE."

In other news, Dr Saqib Qureshi (BSc International Relations 1995, PhD 2002) has generously donated £50,000 to the new building, in support of his former department,

which will be housed on the 7th-10th floors. In recognition of this gift, the **Dr Saqib Qureshi Room** will be located on the 10th floor.

Donors to the Yangtze Lecture Theatre:

Mr Zhao Chenning (MSc Accounting and Finance 1997)

Dr Dong Ming (MSc International Relations 1987, PhD International Relations 1991)

Mr Cui Jianguo (General Course 1979)

Ms Xu Hefei (MSc International Employment Relations and Human Resource Management 2009)

Mr Deng Zhehang (MSc Health, Population and Society 2014)

Mr Huang Haidong (MSc Accounting and Finance 2002)

Mr Zi Lin (MSc Finance 2011) and

Ms Cherrie Lan (MSc Real Estate Economics and Finance 2013)

Alumni and friends of the School were invited to an Open House reception in October 2017, where they were able to enjoy guided viewings of the site of the Centre Buildings redevelopment, meet architects from Rogers Stirk Harbour + Partners, and talk to faculty members who will be moving into the new building.



“It was really enjoyable to show alumni the site of our landmark new building. Guests asked many engaging questions about the redevelopment and the facilities that we are creating for students and staff, and I was inspired by how connected alumni of the School remain with life at LSE and our future plans.”

Phil Newsham, Principal Project Manager, LSE Estates



Visit lse.ac.uk/houghton-street to take your own fly-through tour of the new development. Highlights include a look at the new LSE Alumni Centre, the vast array of teaching and learning spaces, and the interconnected academic floors which will bring together our political sciences for the first time in our history.



A new **School of Public Policy** at LSE

Launching in September 2018 and later moving into the Centre Buildings, LSE's new School of Public Policy (SPP) will educate new generations in how to play a critical role in creating better governance and better functioning societies.

It will do this through sound public policy that tackles complex, and sometimes seemingly intractable, problems. The SPP's educational offering will draw on LSE's concentration of world-class expertise in the three pillars of effective public policy: economics, political science and empirical analysis, and will be complemented by extensive networks of real world policy-making practitioners. By 2020, it will be running five interdisciplinary graduate degree programmes, including the existing two-year Master of Public Administration.

From mid-2019 the SPP will be located in our new building on Houghton Street, placing it squarely at the centre of LSE's campus, alongside other departments and research institutes focused on the political sciences. Its new, well-designed accommodation will create a welcoming physical space where public policy educators, scholars and practitioners can convene and work together.

Marshall Building granted planning permission

During the summer LSE received the welcome news that Westminster City Council has granted planning permission for the redevelopment of 44 Lincoln's Inn Fields, enabling the School to embark upon the next step in its ambitious estates strategy.

The planning permission paved the way for the complete demolition of the existing building, formerly the home of Cancer Research UK, and the construction in its place of a bespoke 10-storey building designed by Dublin-based Grafton Architects. Demolition began in September and the new building, which will be known as the Marshall Building in recognition of donor Sir Paul Marshall, is expected to be completed in early 2021.

The redevelopment will create over 18,000m² of educational floor space, providing state-of-the-art teaching and learning facilities for students, and a new home for the Marshall Institute for Philanthropy and Social Entrepreneurship, and the Departments of Accounting, Finance and Management. Designs also incorporate high-spec sports and arts rehearsal facilities, including a Sport England standard multi-purpose sports hall.

Visit lse.ac.uk/44LincolnsInnFields for more information.



“In granting planning permission for the Marshall Building, Westminster City Council has recognised our aim to deliver a seminal university building that will vastly improve life on campus for our students and staff, and make a major contribution towards creating a world class university quarter that is fully integrated with the public realm.”

Julian Robinson, Director of Estates, LSE

LSE's endowment: an essential means for our long-term ambition

Endowed gifts are the only sustainable form of income that can put us in complete control of our own long-term financial destiny.

Since 1895, our founding purpose of acting for the betterment of society has continued to run through everything that we do. Throughout this time endowed gifts have made a meaningful and impactful contribution to our provision of education and research. In a fast evolving sector, improving the growth and position of our overall endowment is absolutely integral to ensuring that we can continue to engage with and address critical societal challenges.

The impact of an endowed gift is twofold. First, the gift is added to LSE's endowment. This means, because its capital value is held by the School, it helps to improve our overall financial health. Second, because the

gift can be accounted for separately, it has the ability to provide funding for a particular purpose through the return on investment that it generates. Usually this would be a scholarship, Chair, fellowship, research centre or research fund.

During the 2016/17 financial year, philanthropic gifts continued to help to drive up our total endowment, growing from £119.2 million at the start of the period to £132.7 million at the end. This level is fairly typical of many of our peers in the UK, but is dwarfed by some of our contemporaries, particularly some of those in the US.

Endowed gifts from alumni and friends are grouped into a specific pooled portfolio of around 120 individual funds that each have a defined purpose. These are invested collectively, along with select expendable gifts with longer-term horizons, through our Growth Portfolio with the aim of generating maximum total returns for an appropriate level of risk.

LSE's endowment is monitored and reviewed by the School's Finance Committee and the Investments Sub-Committee. The latter includes investment professionals who between them contribute decades of investment experience, and is responsible for regularly re-evaluating asset allocation targets and expected risks and returns.

An endowed gift is the best way to ensure that your philanthropy will have a lasting impact. There are a number of ways in which the return on investment from an endowed gift can be directed, from scholarships and academic posts to unrestricted purposes. If you would like to discuss how you could support LSE's people and ideas through an endowed gift, we would be delighted to explore the opportunities with you.

Shona Aitken, Head of Major Gifts
+44 (0)20 7849 4683;
advancement@lse.ac.uk

Endowment in action

The Diane Lee Wong Pui Yue Scholarship was established through an endowed gift from an anonymous donor to provide scholarship support for postgraduate students from Hong Kong.



“My scholarship provides financial and emotional relief and freedom, and enables me to benefit from teaching based on the highest-quality empirical research at a world-leading university. I am honoured to be the first recipient of an endowed scholarship that will continue to benefit young people for many generations to come.”

Katy Lau (MSc Social Policy and Planning 2016),
the first recipient of the award



Donor Spotlight:

Stefan Guetter



Stefan Guetter (MSc 1995 Accounting and Finance, Executive Summer School 2010) is Managing Partner of both Aybrook Financial Partners and Akademia Residenz, a real estate company. Having attended LSE in the mid-1990s, Stefan has had a successful career in international finance, and has supported the School philanthropically since 2001, recently pledging a generous gift to the US Centre.

Why have you chosen to support the US Centre?

My gift is supporting the provision of internships for undergraduate students, enabling them to work with faculty on professional research programmes that emanate from the Centre. I thought it a very good idea as it provides a different academic challenge than would otherwise be undertaken in undergraduate study. Separately I thought it made a lot of sense to support something that is having a close look at US relations from a European perspective; obviously this is highly topical at the moment.

You've been an LSE donor since 2001. Why did you originally choose to support the Annual Fund?

I consider it the least I can do. I benefited tremendously from my time at LSE and I still do benefit through staying in touch and by taking advantage of the Public Lecture programme, and so this is one way of regularly giving back.

Also, an investment in education is never lost – it probably represents the highest return for society. From living and working in the US, I'm familiar with a lot of their financially independent universities, with endowments set up on the basis of donations. In Europe we have something to learn from that – although this culture is certainly growing, as public funding diminishes.

What is it about LSE's Public Lecture programme that sparks your interest?

It is second to none in Europe. Current and former heads of state, Nobel laureates, former central bankers, top academics, authors of books: they all come to speak at LSE. You hear the arguments of the day first hand, as shown by the fact that you can often read in the press the following morning what someone has said

in an LSE talk. I've seen Ben Bernanke, Janet Yellen, Robert J. Shiller, Mervyn King, Wolfgang Schäuble. Whenever I can fit them into my schedule, I attend – and I really feel whoever doesn't take advantage is missing out.

Looking back to 1994, why did you choose to come to LSE?

I came to London to work in banking and international finance and the School was the perfect stepping stone into this world. I don't think I would be who I am and where I am without LSE – my dreams came true, with my experience here playing a major role in that. When I look back at my education, it is LSE that stands out. It was just a one year master's degree but if I had the chance to do it all over again, I'd come here as an 18 year old too. Beyond my education, the international community I was able to become a part of was greatly beneficial, coming from a very regional country like Austria.

What are your abiding memories of your time studying at the School?

Bearing in mind that this was before the explosion of the internet, the idea of a global village was merely a vision that I thought didn't really exist. Except when I came from Austria to LSE I found the global village right here, with people from all continents and countries. I immediately felt a very strong sense of belonging. It's this internationality and global connection through meeting such an interesting range of people from the most varied walks of life that still resonates the most.

I also recall the quirkiness of our 'rinky-dink' campus. This has of course dissipated with significant investment in LSE's facilities – returning now I marvel at the Library, the New Academic Building, and the Student Centre.

I'm interested in how the Centre Buildings will impact on Houghton Street, too. These are fantastic facilities, although I must admit to still getting lost down the little roads of campus... that hasn't changed in over 20 years.

How important are institutions like LSE in the current political climate?

I believe we are seeing a lot of irrationality in collective decision making and a lot of polarisation in many democracies – and many undemocratic countries for that matter. I think excellent, well respected academic institutions like LSE have a special role to play, lending a voice of reason and rationality that will be heard – whether they are economic, social or scientific arguments. It is important for this voice to be heard by both the public at large and policymakers – of course the behaviour of the latter is often a consequence of the voting behaviour of the former.

Finally, you returned to campus last year to speak at our graduation ceremonies. Did you enjoy the occasion?

It was a great honour – and an opportunity for me to experience the occasion for the first time here, as I actually missed my own graduation ceremony! I'd love to do it again, to be honest – it was a wonderful experience.

I believe LSE has a fantastic alumni network which has not yet been leveraged to its maximum potential. Whether we are raising funds, supporting projects, finding jobs for graduates, creating business opportunities, or simply reminiscing about the old times, alumni can do so much – for the School and for each other. For example I make philanthropic donations, but I can also speak to other alumni and encourage them to do likewise. We need to strengthen the power of the network.

LSE Benefactors

The names below are listed on our Benefactors' Board, situated in the lobby entrance of the Old Building. This recognises those who have provided transformational gifts to LSE, and whose level of generosity has defined the tradition of philanthropy at the School.

Past, current and future generations of LSE students and staff are indebted to these individuals and organisations whose contributions have significantly shaped the School's development and progress.

Pre 1997

Sir Ratan Tata
BP
Society for the Promotion of Contemporary
Hellenic Studies Abroad
Rockefeller Family Foundations
Suntory Holdings Ltd
Toyota Motor Corporation
An anonymous donor

1997

Heritage Lottery Fund
Michael Peacock Charitable Foundation

1998

Leverhulme Trust
Wellcome Trust

1999

Victor Phillip Dahdaleh
Charitable Foundation
Deutsche Bank
An anonymous donor

2000

Standard Chartered Bank
Wolfson Foundation

2002

Davina Francescotti
Mario Francescotti
An anonymous donor

2003

Nuffield Foundation

2004

Alfred Herrhausen Gesellschaft, The
International Forum of Deutsche Bank

2005

Sir Stelios Haji-Ioannou

2006

Vincent Kin Yuen Cheng
Arif Naqvi and Fayeeza Naqvi
The Abraaj Group
Ford Foundation
Open Society Foundations
Reserve Bank of India
Joseph Rowntree Foundation
State Bank of India

2007

Dr Paul Woolley
Kuwait Foundation for the
Advancement of Sciences (KFAS)
An anonymous donor

2008

The Emirates Foundation for Philanthropy
The Grantham Foundation for the
Protection of the Environment

2009

The Professor Bob and Dilys Rawson Legacy
John Templeton Foundation

2010

Firoz Lalji and Najma Lalji
The Peter E.I. Lee Legacy
The Aman Trust
National Bank of Greece
Paulson Family Foundation

2011

Emmanuel Roman

2012

Bill Bottriel
Professor Saw Swee Hock

2013

Richard Karl Goeltz

2014

The Lees Charitable Foundation
Stiftung Mercator
The William Simpson Legacy

2015

Sir Paul Marshall
AXA Research Fund
Margot Lachmann, in memory
of Ludwig M Lachmann
Standard Bank Group

2016

The Atlantic Philanthropies
Santander Universities UK
YES BANK - Rana Kapoor
The Sutton Trust

2017

Bill & Melinda Gates Foundation



THE LONDON SCHOOL
OF ECONOMICS AND
POLITICAL SCIENCE ■

Supporter Roll 2016/17

An enduring tradition

LSE was founded through philanthropy. Henry Hunt Hutchinson's bequest in 1894 enabled a group of Fabian Society members to realise their vision a year later of creating "a London School of Economics and Political Science, a centre not only of lectures on special subjects, but an association of students who would be directed and supported in doing original work".

For more than 120 years since, generous gifts from alumni and friends have been integral to LSE's development into a world leading social sciences institution educating people and creating knowledge that can transform the world.

We are proud of and grateful to everyone in the School community who supports volunteering and philanthropy at LSE. In the pages that follow we celebrate the individual and collective impact of volunteers and donors whose generous philanthropic contributions of time, expertise and wealth in 2016/17 (between 1 August 2016-31 July 2017) are helping to widen participation, maintain diversity, promote innovative teaching and research, and enhance LSE.



Our volunteers

LSE is grateful to alumni and friends around the world whose generous commitments of time, energy and expertise during 2016/17 are helping to strengthen your School and the global alumni network.

From the members of Court and Council whose expertise informs School governance, to the global network of volunteers coordinating regional and special interest events and activities, your support is greatly appreciated. In addition to everyone listed, we express our sincere gratitude to all LSE volunteers.

Members of Court and Council

Lord Victor Adebawale
Professor Jason Alexander
Baroness Rosalind Altmann CBE
Bernard Asher
Elizabeth Astall
Dr John Avery Jones CBE
Dr Hugo Banziger
Stephen Barclay
Sir Anthony Battishill GCB
Presiley Baxendale QC
Virginia Beardshaw CBE
Dr Catherine Bell
Vivina Berla
Professor Julia Black
Jonathan Black
Suzy Black
The Rt Hon Lord Paul Boateng
Cherie Booth CBE
The Rt Hon Baroness
Virginia Bottomley PC
Tamara Box
Paulina Bozek
Sir Clive Callman
Angela Camber
Dr Christine Chow
Rosehanna Chowdhury
Professor William Cornish
Bronwyn Curtis OBE
Alastair Da Costa
Victor Dahdaleh
Roger Davies
Ian Hay Davison

Gillian Day
Sir Evelyn de Rothschild
Mark Denning
Leslie Dighton
Dr Christine Downton
Alan Elias (Acting Chair 2016)
Jude Chisom Erundu
Tina Fahm
Christopher Fairley
Lord Daniel Finkelstein OBE
Mario Francescotti
Timothy Frost
Neil Gaskell
Sir Patrick Gillam
Richard Goeltz
Lord David Gold
Jeffrey Golden
David Goldstone CBE
James Goudie QC
The Rt Hon Lord Anthony
Grabiner QC
Dr Loyd Grossman CBE
Ron Grushka
Sir Stelios Haji-Ioannou
Lee Henry
Dick Hibberd
Baroness Elspeth Howe CBE
John Hughes
Nigel Hugill
Shamayal Hussain
Johannes Huth
William Hutton
Margaret Hyde OBE
Professor Simona Iammarino

Professor Emily Jackson
Professor The Rt Hon
Sir Robin Jacob QC
Jagdeep Jagpal
Margot James MP
Kalika Jayasekera
Professor Kate Jenkins
Peter Jones CBE
Lord Frank Judd
Musonda Kapotwe
Gauri Kasbekar-Shah
Professor Paul Kelly
Mustafa Khanbhai
Wol Kolade
Dr Ruth Kosmin
Anne Lapping CBE
Dr Spyridon Latsis
Martin Lewis OBE
Dr Susan Liautaud (Vice chair)
Sir Michael Lickiss
Professor Christian List
Keith Mackrell
Rishi Madhani
Waleed Malik
Patrick Mears
Ashley Mitchell
Mark Molyneux
Dr Wendi Momen MBE
Roger Mountford
Dr Daleep Mukarji
Lord Paul Myners
Professor Eric Neumayer
Ali Nikpay (Vice chair)
Professor Michael Otsuka
Anne Page
Mahatir Pasha
Gita Patel
Michael Peacock OBE
Dame Shirley Pearce (Chair)
Naomi Perlman
Professor Michael Power
Dr Katherine Rake OBE
Alison Rankin Frost
Professor Terhi Rantanen
Ali Rashidian
Edward Richards CBE
Karina Robinson
Emmanuel Roman
Lord Maurice Saatchi
Bryan Sanderson CBE
Helen Sasson
Dame Minouche Shafik
Barry Sheerman MP
Sir Richard Shepherd
Michael Sheren
Lutfey Siddiqi

James Slater
Brian Smith
Dr Angela Spatharou
Harriet Spicer
Henrietta Stephen MBE
Elisabeth Stheeman
Cato Stonex
Michael Thomas CMG QC
Baroness Glenys Thornton
Lady Elizabeth Vallance
Dr Sushil Wadhvani CBE
Professor David Webb
Sir Mark Weinberg
Wendy Weinberg
Richard Wildman
Professor Sir Robert Worcester

Alumni Association Executive Committee 2015-17

Noemi Blasutta
Thomas Kern (Vice chair)
Dr Andrea Kreideweiss
Patrick Mears (Chair)
Phuong Thao Phung (Vice chair)
Thane Ryland
Dr Pablo Trevisan
Pia Wagner
George Wetz

Our dedicated alumni volunteers 2016/17 Listed by decade of first graduation

1950-59

John Charman
Elizabeth Crompton
George Grosz
Professor Walter McMahon
Sander Rubin
George Soros
Dr David Spurrell
David Stieber
Paul Volcker
Dr Robert Weinberg
Robert Williams

1960-69

Aziz Abbas
Thomas Allen
Dr Anthony Cook
Les Corless
Dr Peter Davis

The Late Leon Desbrow
 Terry Dillingham
 Pierre Dinan
 Dr Christine Downton
 Conrad Foa
 Jeffrey Forrest
 Richard Goeltz
 Michael Goh
 Stephen Goudge
 Margaret Griffiths
 Malcolm Hamilton
 David Heleniak
 Dr Ann Imlah Schneider
 Swadesh Kalsi
 Dr Malcolm Knight
 Firozali Lalji
 Alan MacDonald
 Rick Michaels Jr
 Ian Morrison
 James Nicholson
 Uba Okonkwo
 Hilary Onukogu
 Robert Rubin
 Michalis Sarris

1970-79

Barton Alexander
 Raph Appadoo
 Phyllis Barrantes
 David Beecken
 Mark Berenblut
 Sheree Dodd
 Robert Douglas
 Kent Ennis
 John Evans
 Jamshyd Fararooy
 Stewart Feldman
 Howell Ferguson
 Hon Stuart Friedman
 Jo Genereux
 Jeffrey Goldstein
 Pablo Halpern Montecino
 Kevin Hannon
 Jane Ittogi
 Paul Jarah
 Gurubachan Johal
 Christopher Kalla-Bishop
 Dr Andrew Kane OBE
 Paul Kaplan
 Jack Kerr Jr
 Professor Dan Korn
 Dato' Lee Hau Hian
 Ken McNeil
 Brian Mitchell
 Michael Morris
 Eugene Ooi
 Mario Palma Rojo
 Gary Perlin
 Dr Gordon Peterson
 Michael Phelps
 David Sahr
 Hans-Maurits Schaapveld
 L.E. Simmons
 Dr Patricia Stockton
 Richard Swomley

Ann Tan
 Takis Taoushanis
 Jenny Tooth OBE
 Maureen White
 Nigel Williams

1980-89

Shariq Abdullah
 Arjun Aggarwal
 Mohammed Alkali
 Praxoulla Antoniadou Kyriacou
 Sinan Arslaner
 Paul Ashkar
 Richard Banta
 Jason Barnett
 David Bizer
 Elizabeth Botsford
 Andrew Coyne
 Alexander Crawford
 Andrew Crowell
 Andrew Dekany
 Alexander Doty
 Bill Duhamel
 Simon Glover
 Edward Greenspon
 Dr Rony Hamaui
 Ruth Harte
 Steven Hercher
 Sir Jeremy Heywood CB
 David Hudson
 Young-Key Hwang
 Sadiq Jafar
 Guðbjörg Andrea Jónsdóttir
 Altamash Kabir
 Dr Thomas Kaiser-Stockmann
 Kathleen Kelley
 Maria Klerides
 Dr Theo Kralt
 Sally Laight
 Ambassador Catriona Laing CB
 Philippe Lam Shin Saw
 Dr Biodun Layonu
 Deborah Lehr
 Michelle Liem
 Desmond Lim
 William Lo
 Emily Looney
 Check Low
 Nancy Nana Mak
 Nancy Manning
 Michael Miller
 Clara Montanez
 Dr Gerd Mueller-Brockhausen
 Jeongho Nam
 Richard Nesbitt
 Charles Ng Cheng Hin
 Dr Jorge Nowalski
 Dr Nayantara Palchoudhuri
 Pedro Pfeffer
 John Phelan
 Breck Platner
 Ravi Prasad
 Fernando Quiroz Robles
 Bernardo Rodriguez-Ossa
 Mont Rogers

Kenneth Rotman
 David Rudnick
 Blair Nelson Sanford
 Eleonore Schlaich Charrez
 Ashwajit Singh
 Bedi Singh
 Erich Spangenberg
 Rich Stein
 Mark Stone
 Suee Chieh Tan
 Kay Tay
 Chandresh Thakrar
 James Thomas
 Hilary Till
 Barbara Trebbi
 Nancy Troxler
 Milton Vega Bernal
 Guia Villavicencio
 David Wah
 Dr Lesley Whitehead
 Dr David Woodward
 Margitta Wuelker-Mirbach
 Siew Wah Yap
 Patricia Yeo Wei Ping

1990-99

Amr Abdel Ghany
 Hisham Abdul Rahim
 Kim Aiomanu
 Abdul Al-Halabi
 Augi Anagnostou-Paleokrassas
 Dr Alexander Appel
 Eleni Argyrou
 Feriel Aumeerally
 Adam Austerfield
 Julia Babkina
 Axel Baeumler
 Priscilla Balgobin
 Christine Bartsch
 Gustavo Bello Martinez
 Mohammed Bircharef
 Jonathan Black
 Christopher Bodell
 Bennet Burkemper
 Hernán Cadavid
 Marcos Carrillo Perera
 Dr Richard Caruso
 John Casey
 Karen Chapman
 Michael Chen
 Eun Chung
 John Chung Chung Wai
 Douglas Cleary
 Stelios Colocassides
 Elena Constantinou
 Sean Culhane
 Dr José P. Dapena
 Gianni De Robertis
 Enrique Diaz-Infante
 Michael Dimopoulos
 Helena Donohoe
 Attila Emam
 Peter Enti
 Desiree Fixler
 Demetris Georgiades

Beth Halpern
 Kristin Kamoy
 Unnar Hermannsson
 Robert Holzbach
 Azim Hussain
 Dr Joaquin Ibanez
 David Ingham
 Dr Michael Ivens
 David Jacks
 Bill Jarrett Jr
 Anita Jennings
 Sanjeev Kalachand
 Gauri Kasbekar-Shah
 Martha Kavanaugh
 Patrick Kennedy
 Dr Borhan Khan
 Oz Khan
 Rishi Khosla
 Yong Kim
 Caroline Knudsen
 Magnus Kovacec
 Kenneth Lai
 Dr Terry LaPier
 Richard Lax
 Wilson Leung
 David T Lin
 Tommy Lin
 Fiona MacDonald
 Hilary Macdonald Carter
 Nivine Maktabi
 Jeevajothy Murugiah
 Aruna Narain
 Wei Ng
 Nathan Ostertag
 Anthony O'Sullivan
 Michael Peterson
 Dr Ivan Pliego-Moreno
 Sri Rahayu
 Raza Rahman
 Shuba Rao
 Adam Raphael
 Neil Reeder
 Christopher Ricciardi
 Christoph Roescher
 Annadis Rudolfsdottir
 Audrey Sacco
 Anshuman Saikia
 Shilpen Savani
 Professor Roger Schoenman
 Azman Shah
 Emily Sharko
 Arun Shenai
 Yunib Siddiqui
 Anthony Simcic
 Srdjan Stojanovic
 Toi Chia Tan
 Joon Leng Teoh
 Rüdiger Trost
 Collin Tseng-Liu
 Bruce Tuchman
 Nick Turton
 Robert M Van Schaik
 Peter C E Van Strijthem
 Raymond Chin Yoon Siong
 Claudio Zucca

2000-2009

Martín Abadi
 Yahya Abdulla
 Katia Adamo
 James Afedo
 Rahul Agrawal
 Olufemi Agunbiade
 Stanley Agwuh
 Ciarán Ahern
 Chingiz Aliyev
 Rafael Alves De Almeida
 Dr Stefan Altorfer
 Dr Alicia Altorfer-Ong
 Aliko Anagnostopoulou
 Fernanda Andalaft
 Paige Andrews
 Pierre Antheaume
 Armando Armas Cuartin
 Ruslan Aubakirov
 Thiago Auzier
 Ubong Awah
 Adel Baba-Aissa
 Andrea Barone
 Eduardo Boccardo
 Damian Bradfield
 Lieven Brouwers
 Lucas Carbonaro
 Maria Chiara Cattaneo
 Susana Cazorla Espinosa
 Alberto Cervantes Rodriguez
 Igor Cesarec
 Amish Chadha
 Driss Charrier Rachidi
 Vikas Chawla
 Zhen Chen
 Jonathan Cheng
 Derek Choi
 Rosehanna Chowdhury
 Moira Conway
 Andrea Cruz
 Dr Zoltan Csedo
 Benjamin Dachis
 Rabie Dagher
 Mark Daou
 Daniel De Castro Gomez
 Mohammed Degia
 Lukacs Dörfner
 Saloni Doshi
 Calvin D'Souza
 Santiago Durán Hareau
 Sandra Eismann
 Aziz El Am
 José Escudero
 Zsófia Farkas
 Jose Ignacio Figueroa
 Fabio Finazzer
 Jeff Fischer
 Agustin Flah
 Henry Forelius
 Bence Gabor
 Connor Galvin
 Suparna Ghose
 Catherine Godin
 Abhay Gohel
 Sefa Gohoho-Boatin

Eduardo Gorab Olivares
 Giordana Grego Levy
 Arushi Gupta
 Sangwook Han
 Ernest Hanson
 Ari Helgason
 Dr Bing Ho
 Yumi Inada
 Ayla Iqbal
 Jamil Jaffer
 Dr Levan Jugeli
 Salma Kabbaj
 Radhika Kak
 Madhav Kanchan
 Marc Karam
 Petar Karanakov
 Robin Ketrot
 Dr George Khechinashvili
 Christine Kilfoil
 Michelle Kim
 Meelis Kitsing
 Angel Ko
 Martine Konfortion
 Nazia Kosar
 Anastasia Kossov
 Renate Kouwenhoven
 Jack Kuo
 Alon Kuperman
 Ece Kuzulu Kanaslan
 Min-oh Kwon
 Asha Lad
 Diana Laipniece
 Nina Lange
 Victoria Lebed
 Pamela Lee
 Sean Lee
 Shaun Lee
 Garich Lim Shington
 Cho-Li Lin
 Antonio Llaya
 Louis Loizou
 Diego López
 Rhona Luthi
 Saqeb Mahbub
 Tuuli Makela
 Alexandre Margot-Duclot
 Olivier Marty
 Sarah McCue
 Dr Bruce McDonald
 Diana Mendes
 Jose Merino
 Fongtien Miao
 Loreto Molina
 Ignacio Morande
 Normand Morneau
 Constanza Movsichoff
 Karnvir Mundrey
 Dorlin Muresan
 Andrés Musalem
 Christoffer Mylde
 Vasyl Myroshnychenko
 Moh'D Nabulsi
 Gayashini Nanayakkara
 Ratnayake
 Dr Diego Navarra
 Andrew Naylor

Dr Wilhelm Nehring
 In-Leng Ng
 Hieu Nguyen
 Mathilde Nikkhou-O'Brien
 Brett Noble
 Professor Masato Noda
 Levente Nyitrai
 Haneen Odeh
 Gayatri Oleti
 Jonathan Orr
 Philipp Otdelnov
 Reeta Paakkinen
 Sunandini Pande
 Shriya Pant
 Susan Pape
 Genevieve Parke
 Mallika Paulraj
 Sarah Pechan
 Scott Pedowitz
 Michael-John Pierce
 Laurent Potel
 David Powell
 Edward Price
 Abhilash Puljal
 Sarah Quincy
 Mary Rahman
 Hanmol Randhawa
 Maha Rehman
 Margo Rocklin
 Annabelle Rolland
 Yannick Roux
 Amanda Russo
 Polina Sakalian
 Raúl Eduardo Sánchez Sánchez
 Mauricio Santana
 Eliana Santanatoglia
 Ana Santos De Almeida Silva
 James Savage
 Niels Schindler
 Denis Shafranik
 Mansi Shah
 Parisa Shakur
 Usman Sheikh
 Jaehoon Shin
 Elena Sisti
 Natalie Skacelova
 Waan Snidvongs
 Ali Sohail
 Natalia Sturba Cabrera
 Guillermo Suarez
 Rubayat Tanvir
 Hamza Tber
 Vassie Tchifilionova
 Shirin Tejani
 Ingrid Tharasook
 Christian Thiel
 Dr Till Tömmel
 Chris Toy
 Manasi Tripathi
 Dmytro Tupchiienko
 Jyoti Upadhyay
 Sallie Van Tassel
 Veronica Vargas Soto
 Hasan Velentanlic
 Manja Vidic
 Adrian Villanueva-Delgado

Maria Rita Villela
 Eric Wan Kee Cheung
 Markus Wegelius
 Anne Wingate
 Roxana Wring
 Vivienne Xiameng Xu
 Turhan Yardimci
 Boris Yaryshevskiy
 Arezou Yavarianfar
 Dr Andrew Zammit
 Tarek Zebian
 Yihan Zhu
 Zhu Zhu
 Guillermo Zuniga

2010-present

Veridiana Abdo Nakad
 Priscilla Abishegam
 Kamel Abu-Eisheh
 Aneesh Acharya
 Mohammad Adeli
 Waqas Adenwala
 Kailasnath Adhikari
 Sarah Afridi
 Rodrigo Aguilar
 Jasmine Ahn
 Abdellatif Ait Boumhaout
 Victor Alexiev
 Caitlin Allan
 Nana Amankwah
 Dayu Amurwanti
 Ioannis Andreadis
 Diarmuid Angland
 Albert Arcarons
 Suhani Arora
 Kurandeep Aujla
 Elena Balbekova
 David Bass
 Vusal Behbudov
 Enrico Bellini
 Salim Benhachmi
 Håvard Berge
 Amrita Bhatia Bubber
 Eric Biguyi
 Aisling Bolger
 Shan-Yi Bong
 Nataliya Borodchuk
 Myriam Bouchentouf
 Lisa Brandt
 Mary Brosnihan
 Pattraporn Burawattana
 Bernard Butare
 Christina Cail
 Cristóbal Caorsi
 James Carson
 Carmen Chan
 Yu Chang
 Shakira Chanrai
 Laetitia Chatain
 Kalai Choi
 Chor Ming Chong
 Neha Choudhary
 Ahnaf Chowdhury
 Alina Cirstescu
 Tatiana Cordoba

Rayna Coulson
 Arjun Dasgupta
 Fannie Delavelle
 Paul Diegel
 Charlie Dixon
 Jayson Dong
 Roxana Dumitrache
 Ebad Ebadi
 Ayoub Eddaira
 Loris Eichenberger
 Robert Eisenberg
 Turan Eldarova
 Yolanthika Ellepola
 Natalia Escobar Cadena
 Ann Marie Eu
 Lorraine Eyison
 Fatemeh Fannizadeh
 Dr Gabriel Farfan-Mares
 Yewei Feng
 Maurice Fermont
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LSE is indebted to alumni and friends who have followed in the footsteps of Henry Hunt Hutchinson and taken the necessary steps to include a charitable gift in their Will.

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