

INSEAD

Alumni Association
United Kingdom

events

& BOOKING FORM

*Unmissable encounters with
the best brains in business*

Book your tickets directly through
iaauk.eventbrite.com



SUMMER

2014

Dear Alumnus/alumna,

I have just returned from a wonderful trip to the INSEAD Americas Forum in San Francisco. What a weekend! INSEAD provided the Dean and senior faculty speakers and the North American alumni association sourced dozens of prominent alumni to share their experiences and wisdom. And, of course, in true INSEAD fashion, the local alumni organised a rather splendid social scene including drink receptions, random dinners and a superb 20s themed party. I returned inspired about just how truly great INSEAD alumni are and what we can achieve when we work together with our school. To be honest, it was also nice to be a guest for once rather than an organiser. Well done to Julio, Dustin, Craig and their huge team of volunteers. These were created a few years ago as an initiative of the US Association and are now being copied across the world. If you get the chance to attend one, I strongly encourage you to do so. The next one will be in Portugal from 20-22 June and the one after that in Sydney during October. Wouldn't it be great to do one in London? Is anyone up for it?

Turning back to the UK, once again I am delighted to present a calendar packed with great events. They are all good, but I would like to highlight a few. On May 20, Pam McNeill, head of alumni careers, will join us to lay out the ways in which INSEAD can help alumni with their career development. Over the last years, Pam and her colleagues have been working hard to find ways to exploit digital channels to give you access to more and more career tools and information. Please join us for this evening – you might be surprised at how much is on offer.

Later in May, we will host our 4th Doriot speaker event with one of INSEAD's top 50 alumni; Julie Meyer, MBE, CEO of Ariadne Capital and member of the INSEAD board. And on June 2, we will pay tribute to Dean Antonio Borges, who passed away last year. Hosted by his family and former employer, Goldman Sachs, please join us to celebrate Antonio's life and his amazing contribution to our school. Profits from the event, along with any donations, will be directed to the Antonio Borges endowed scholarship.

And finally, I wanted to give advance warning of our second annual ball, to be held on 13 September at the magnificent Hurlingham club. This event will celebrate Global INSEAD Day, an initiative of the UK Alumni Association, which has been embraced by all of the other national associations. We will be joined by our new Dean, Ilian Mihov, who has kindly agreed to speak briefly about his vision for the school. We will be releasing tickets for this event in June and, as last year, will be looking to sell tables of 10, so please think now about getting a group together. Last year the event sold out within 48 hours and could have sold out twice over. This year, we have taken over the whole of the Hurlingham Club, including the magnificent Palm Court and Orangery, for an even bigger event.

Global INSEAD Day will be my last event as your President and will contain our annual AGM and the formal election of my successor.

I wish you all a prosperous spring and summer.

With my very best wishes,

Graham Hastie (MBA 95J)

President, INSEAD Alumni Association UK Ltd

graham@hastie.com

APRIL



Scottish Group

An evening at Greyfriars Kirk



Thursday 24 April

Greyfriars Kirk was the first church to be built in Edinburgh after the Reformation. It was used as a barracks in the 17th century and accidentally blown up by the town council in the 18th century. After being gutted by fire in 1845, the kirk became home to the first organ in a Presbyterian church in Scotland and the first post-reformation stained glass windows. The kirk is best known for the story of Greyfriars Bobby, the dog that pined for its dead master and refused to leave the church.

The evening will comprise of a tour of the kirk and kirk yard with its rich stories and an organ recital. Do bring your guests to meet up with other alumni.

| | |
|---------------------|--|
| VENUE | Greyfriars Kirk Greyfriars Place, Edinburgh EH1 2QQ |
| TIME | 19:30 |
| COST | Members and guests £15 |
| REFRESHMENTS | Drinks and nibbles |

MAY



First Thursday Monthly Drinks

Thursday 1 May

The Marylebone is a modern bar in the heart of Marylebone High Street, specialising in cocktails made with a unique twist of in-house infusions. That's not all it does - there are some pretty good wines and champagnes and a great selection of beer and cider. Private space is reserved for us in the back room.

| | |
|--------------|--|
| VENUE | The Marylebone 93 Marylebone High Street, London W1U 4RE Nearest tube: Baker Street |
| TIME | From 19:00 |
| COST | Free for INSEAD Alumni and guests |



Joint Telecoms, Internet and Technology and Media Groups



Does the battle for broadband hinge on owning content?

Wednesday 7 May

This event is sponsored by Ernst & Young

BT and Talk Talk have invested heavily in content. BT has surprisingly picked up the rights to all Champions League football matches, and a substantial proportion of Premiership matches. The stakes go well beyond football bragging rights – this is about protecting and growing BT’s consumer telecoms business, after Sky made significant gains in recent years.

Will this strategy succeed? How important is owning content in differentiating between triple and quad play platforms? Will the growth of services such as Netflix and Amazon have a disruptive influence?

Our panel of experts:

Simon Brown is **Executive Director Strategy and Research** at **UKTV** where he is in charge of strategic direction and insight across the company’s portfolio of ten channel brands (including Dave, Gold and Watch). Simon has significant experience in broadcasting including roles at ITV, Discovery and MTV.

Mostyn Goodwin is a **Consumer Media Partner** at **OC&C Strategy Consultants** in London. Mostyn is interested in all areas of consumer media from content creation and rights, through broadcast and packaging to physical and online distribution.

Alex Green (MBA 92J) is **Director of TV** for **BT**. Responsible for the company’s TV products, strategy, content propositions and P&L, Alex is driving the development of BT Consumer as a triple play business. Alex also has extensive experience in the digital media industry.

Olivia Streatfeild is **Commercial Director, Consumer** at **Talk Talk** is responsible for TalkTalk’s P&L performance in TV, broadband, fibre and mobile, for product innovation and development, trading, marketing and customer relationship management. Olivia worked for five years at McKinsey with clients in consumer and retail sectors.

Moderator: **Jan Gooze-Zijl** (MBA 97J) **CFO, UKTV**

| | | |
|---------------------|---|---|
| VENUE | Ernst & Young Becket House, 1 Lambeth Palace Road, London, SE1 7EU Nearest tubes: Waterloo, Lambeth North, Westminster | |
| TIME | 18:30 for 19:00 start | |
| COST | Members £25 | Members’ guests (non INSEAD) £35 |
| REFRESHMENTS | Canapés and wine | |



Entrepreneurs’ Dinner

John Kent, founder of Traka



Thursday 15 May

John Kent founded **Traka** in 1995, having left school with one A-level. Traka was originally developed to help British Airways manage their ground support vehicles and evolved into a global business with excellent profitability, strong cash reserves and current revenues in excess of £15m. John sold the business in 2012 to ASSA ABLOY, the world leader in door opening solutions and remains with the business since the acquisition. Join us to hear John share his journey of success.



| | | |
|---------------------|--|---------------------|
| VENUE | Charing Cross Hotel The Strand, London WC2N 5HX Nearest tube: Charing Cross | |
| TIME | 19:00 for 19:30 | |
| COST | Members £60 | Members only |
| REFRESHMENTS | Dinner and wine | |



Kings, Commoners, Celebrity and Scandal at the National Portrait Gallery



Friday 16 May

The famous and infamous alike have been immortalised in paintings for centuries. We will hear the stories of a floozy, a royal, a scientist, collector, politician and a performer - and those who make us wonder ‘Why did anyone bother to paint your portrait?’

Nicole Stanbridge is an art historian with a particular interest in interpreting museum and gallery collections. She teaches at City Lit, is an official guide at the Victoria & Albert Museum, and is an accredited lecturer for the National Association of Fine and Decorative Arts.

The tour will be followed by drinks and nibbles. These events are always over-subscribed so do book early.

| | | |
|---------------------|--|---|
| VENUE | National Portrait Gallery St Martin's Place, London WC2H 0HE Nearest tubes: Charing Cross, Leicester Square | |
| TIME | 19:00 for 19:15 prompt tour – 21:30 | |
| COST | Members £30 | Members' guests (non INSEAD) £40 |
| REFRESHMENTS | Wine and canapés | |



Careers Group

Find out how INSEAD can help to boost your career



Tuesday 20 May

This event is supported by Adam Street Private Members' Club

Are you up to date with the new Career Development Centre resources available for INSEAD alumni? The INSEAD ‘CDC Career Roadmap’ offers an in-depth self-help programme as well as adding the recently launched CareerGlobe job board and CV bank to its many other career resources. Learn about how to boost your career using the latest systems!

Find out more about the latest career tools from **Pamela McNeill**, who has more than 25 years’ experience at **INSEAD**, is a qualified career coach and is behind the INSEAD Alumni Career Development innovations. Pamela will explain the influence of social media on your career and how to use it to your advantage.

Whether you are seeking promotion or facing a career crossroads you need to be firmly in control to get the best from whatever comes next. Pamela has just returned from a global executive search event in New York and will share inside knowledge about the latest global recruitment trends.

Headhunters and career coaches will also participate in the session and exchange ideas on the latest developments in recruitment.

Attendance is free for alumni who are members of the Association and between roles.

| | | |
|---------------------|--|---|
| VENUE | Adam Street Private Members' Club 9 Adam Street, Charing Cross, London WC2N 6AA Nearest tube: Charing Cross | |
| TIME | 18:30 for 19:00 | |
| COST | Members £25 | Members' guests (non INSEAD) £35 |
| REFRESHMENTS | Wine and canapés | |



The Georges Doriot Distinguished Speaker Series



Julie Meyer MBE CEO and Founder of Ariadne Capital

Thursday 22 May

Julie Meyer (MBA 97D) is a leading investor and entrepreneur in digital, high-growth, early stage businesses around the world. In 1998 Julie founded First Tuesday, the network of entrepreneurs which was sold in July 2000 for \$50m. In its heyday, 500,000 entrepreneurs were meeting each month in person and online. Julie then **founded Ariadne Capital** in August 2000 to create a new model for financing entrepreneurship in Europe and the UK. The “entrepreneurs backing entrepreneurs” model backed seven explosive growth companies in its first 13 years: Espotting, Skype, Monitise, SpinVox, Zopa, BeatThatQuote and SoundOut.

Julie has been awarded an MBE (Member of the British Empire) for Services to Entrepreneurship and has been named one of INSEAD’s Top 50 Alumni and Wall Street Journal’s 30 Most Influential Women in Europe. She sits on several boards of directors including INSEAD, Vestergaard Frandsen, (a for-profit humanitarian development firm) and Medikidz, a business which educates children about health problems through child-friendly media.

Join us to hear how Julie was inspired by her training at INSEAD to focus her career on uniting David and Goliath, promoting ‘Ecosystem Economics’TM and encouraging the disruptive digital hub in Palo Alto to go global.

VENUE

TBC

TIME

19:00 for 19:30

COST

Members £25

Members’ guests (non INSEAD) £35

REFRESHMENTS

Wine and canapés



PE & VC Group Evening Series

The co-investment mania: feedback from all perspectives



Tuesday 27 May

This event is sponsored by Evercore

In the last couple of years, many Limited Partnerships have been seeking co-investment opportunities with General Partners, though few have come to fruition. Research by INSEAD/HBS has yielded surprising results on performance in this area. You will hear from an active LP and a dedicated investment professional, as well as detailed research directly from INSEAD’s specialist. This session will give you the inside track on co-investment.

Lily Fang is an **Associate Professor of Finance** at INSEAD. She has a broad research interest relating to capital markets and financial intermediation. Lily is researching projects on private equity, banking, sell-side research and media. She teaches corporate finance, capital markets and valuation. Lily has won the Dean’s Commendation Award for Excellence in MBA Teaching. She has a PhD in Finance from Wharton and joined INSEAD in 2003.

Simon Moss, Head of Europe, is responsible for all **Hermes** GPE PE manager relationships in Europe and co-ordinating the sourcing, due diligence and monitoring of

European funds and co-investments. Simon was a management consultant at KPMG Consulting, specialising in private equity transactions and corporate strategy.

James D. C. Pitt (MBA 94D) is a **Partner** at **Lexington Partners**, dealing with the origination, evaluation and management of non-U.S. equity co-investments. He is former MD and head of AXA PE's London office. James was also MD of Whitney & Co. and a VP in Morgan Stanley's leveraged finance and M&A groups.

Moderator: **François Aguerre** (MBA 05D) is a **Partner** at **Coller Capital** where he has sourced or managed a number of the firm's investments, direct and LP transactions. François worked at UBS IB in London, as well as Gimar Finance and PAI Partners in Paris, and SG in New York.

| | | |
|---------------------|---|---|
| VENUE | Evercore 15 Stanhope Gate, London W1K 1LN Nearest tube: Hyde Park Corner | |
| TIME | 19:00 for 19:30 | |
| COST | Members £25 | Members' guests (non INSEAD) £35 |
| REFRESHMENTS | Wine and canapés | |



Telecoms, Internet and Technology Group Silicon Roundabout, Magic or Myth?

Wednesday 28 May

This event is sponsored by Skype

Media, corporations, and the government are watching the London Old Street area, also known as Silicon Roundabout or Tech City, which is seen as being a hotbed of innovation and job growth in London. From TechCity to TechHub, both public and private bodies are pouring millions of pounds into this area, battling to back the next Google or Facebook.

Is this kind of attention helping or hurting London start-ups? Are the resources offered really addressing the needs of investors and start-ups? Is the best possible ecosystem being built? Is Silicon Roundabout providing a magic hub for investors and start-ups or are the benefits just a myth?

Our speakers:

Janna Bastow is **co-founder** of **ProdPlan**, a bootstrapped start-up that provides tools for product management. She is active in the start-up community as a co-founder of the Mind the Product community (organisers of ProductCamp London and ProductTank) and a mentor at Seedcamp, an early stage investment fund.

Hussein Kanji is the **founding partner** of **Hoxton Ventures**, an early stage venture capital firm. He is also an advisor to Different Capital, a seed stage investment collective run by four former video game executives. Hussein advises the UK government on technology policy and appears on Bloomberg and CNN as a technology expert.

Inma Martinez is **CEO** of **Favr.tt**, a venture backed start-up in the social media affiliate retail space. Considered by FORTUNE and TIME one of the world's leading digital media strategists, Inma is a serial entrepreneur (selling companies to Nokia), investor (former partner at Opus Corporate Finance), and corporate advisor to HP, Samsung, and Nokia amongst others.

Lee Pruitt is **CEO and founder** of **Tizaro**, a venture-backed start-up that provides a web based platform for manufacturers and suppliers to facilitate sales of maintenance, repair and operations products internationally and domestically. Lee has 10 years sales experience working in the industrial distribution business, most recently working with Grainger on e-procurement systems.

Moderator: **Dave Chapman, UCL Deputy Head of the Department of Management Science and Innovation**, programme director for the MSc in Technology Entrepreneurship, and Vice Dean for the Faculty of Engineering.

VENUE Skype
2 Waterhouse Square, 140 Holborn, London EC1N 2ST
Nearest tube: Chancery Lane

TIME 18:30 for 19:00 start

COST Members £25 Members' guests (non INSEAD) £35

REFRESHMENTS Wine and canapés



Wine Tasting at the Proud Archivist

Thursday 29 May



This event is supported by **The Proud Archivist**

Join **Malcolm Gluck**, the former wine expert from the Guardian for an informal and entertaining evening. Throughout his career, Malcolm has only been interested in two things: taste and value for money. He will select the wines for our evening with these things in mind. Malcolm has been writing about wine for 25 years, including a 16-year tenure as the Guardian's wine correspondent. He has written 36 books about wine and has been credited with making the appreciation of wine more widely accessible and for speaking openly about misrepresentation in the industry.

This will be a friendly relaxed evening at The Proud Archivist, a delightful new art gallery and cafe/restaurant on the picturesque Regents Canal in Shoreditch.

VENUE The Proud Archivist
2-10 Hertford Road, London N1 5ET
Nearest station: Haggerston (London Overground)

TIME 18:30 for 19:00

COST Members £25 Members' guests (non INSEAD) £35

REFRESHMENTS Wine and nibbles

JUNE



A Tribute to former INSEAD Dean Antonio Borges (1949-2013)

Monday 2 June

This event is supported by **Goldman Sachs**



Join Dean Borges' family, INSEAD alumni and former colleagues at a memorial event on 2 June. This evening event with buffet dinner will honour a highly respected Dean, talented professor and highly-regarded business leader.

Dean Borges was head of INSEAD's MBA programme from 1986 to 1990 and served as Dean of INSEAD from 1995 to 2000 after sharing the post with Ludo Van der Heyden from 1993 to 1995. Prior to INSEAD, Antonio's career included a period as Vice Governor of the Banco de Portugal.

In 1999, Antonio was awarded the Légion d'Honneur. Upon leaving INSEAD in 2000, he took a position as Executive Vice Chairman and a Managing Director with Goldman Sachs. Afterwards, Antonio went on to hold key positions in the banking sector, serving as Director for Europe of the International Monetary Fund in 2010-2011. In 2012, Antonio accepted an invitation from Portugal's Prime Minister, Pedro Passos Coelho, to oversee the privatisation and renegotiation of public-private partnerships that Lisbon has undertaken as part of the €78bn bailout programme agreed with the EU and IMF. The prime minister praised Antonio for his "lucidity and determination".

Personal tributes on the evening will be led by:

Claude Janssen – one of the founders of INSEAD, former Chairman and now Honorary Chairman of the INSEAD Board

Sir Andrew Large (MBA 70) – Chairman of the INSEAD Advisory Council and former Deputy Chairman of the Bank of England

Peter Sutherland – Former EU Commissioner and Head of the World Trade Organisation, now Chairman of Goldman Sachs International

Peter Zemsky – Deputy Dean of INSEAD and Dean for Strategic Initiatives and Innovation, Eli Lilly chaired Professor of Strategy and Innovation

We invite all participants to consider making a donation towards the Antonio Borges endowed scholarship at INSEAD. Further details will be available before the event.

| | |
|---------------------|---|
| VENUE | Goldman Sachs 133 Fleet Street, London EC4A 2BB Nearest tube: Blackfriars or Chancery Lane |
| TIME | 18:30 reception |
| COST | Members and guests £75 |
| REFRESHMENTS | Reception and buffet dinner |



First Thursday Monthly Drinks

Thursday 5 June



Summer truly starts here with the first of our high season after work drinks at Albannach bar, on the corner of Trafalgar Square. The extravagantly decorated bar consists of a series of vaults deep below the West End. Albannach's signature whisky cocktails include its own Mosquito and Albannach Renaissance. There is private space reserved for our evening.

| | |
|--------------|---|
| VENUE | Albannach 66 Trafalgar Square, London WC2N 5DS Nearest tubes: Charing Cross and Leicester Square |
| TIME | From 19:00 |
| COST | Free for INSEAD Alumni and guests |



Entrepreneurs' Group

Start-up Express – a speed-legal surgery for start-ups

Monday 9 June

This event is sponsored by **Pinsent Masons LLP**

Join us at our speed-legal surgery, where start-ups can gain free insight into legal aspects of their business from experienced start-up focused lawyers. Corporate, IP and employment lawyers from our host, Pinsent Mason's Bootlaw team will be available to answer your burning legal questions. Entrepreneurs will have five-minute slots with a friendly Pinsent Masons lawyer.

Please email Charlotte Mason (EMBA 07D) (Charlotte.Mason@me.com or 07979 608608) or Nadim Saad (MBA 02J) (Nadim@nadimsaad.com or 07900 100311) in advance if you need advice on a specialist topic, so we can staff the event accordingly.

Admission to Start-up Express is for ticket holders only. Tickets include free entry to the Business Angels event.

| | | |
|---------------------|---|------------------------|
| VENUE | Pinsent Masons LLP 30 Crown Place, Earl Street, London EC2A 4ES Nearest tube: Liverpool Street | |
| TIME | 18:00 to 19:00 | |
| COST | Members £25 | Non-members £40 |
| REFRESHMENTS | Wine and canapés | |



Entrepreneurs' Group

Business Angels

Monday 9 June

This event is sponsored by **Pinsent Masons LLP**

For the tenth event in the series, we are bringing together more business angels and start-ups. We will select between five and eight companies to present to people with the know-how to help or the cash to invest. This is your chance to play a crucial and fulfilling role if you're a business angel with resources, time to mentor or would like to be on our expert panel.

If you're part of a new venture set up by INSEAD alumni, you can't afford to miss this opportunity to find expert backing and support. Contact Charlotte Mason (EMBA 07D) (Charlotte.Mason@me.com or 07979 608608) or Nadim Saad (MBA 02J) (Nadim@nadimsaad.com or 07900 100311) before **16 May**.

This event always sells out, so early booking is essential.

| | | |
|---------------------|---|------------------------|
| VENUE | Pinsent Masons LLP 30 Crown Place, Earl Street, London EC2A 4ES Nearest tube: Liverpool Street | |
| TIME | 18:00 for 19:00 | |
| COST | Members £25 | Non-members £40 |
| REFRESHMENTS | Wine and canapés | |





Healthcare Group

Innovation and entrepreneurial success in the big pharma model – how ViiV became a growth engine

Thursday 12 June

This event is sponsored by **Bain & Company**

Dr Dominique Limet (AMP 94Jul), **ViiV CEO**, will share insights from many years in big pharma. Dominique is a physician by training, a charismatic leader with a real passion for business and keen to share his views of the industry, the corporate environment and his experiences as ViiV CEO.

Dr Dominique Limet has also worked for Glaxo Wellcome and GSK. Dominique holds a Doctorate in Medicine, a specialisation in occupational medicine, and INSEAD qualifications.

ViiV Healthcare is a global specialist in HIV treatments, established in 2009 by GlaxoSmithKline (GSK) and Pfizer. It has 11 HIV treatments and generated £1.4bn sales in 2013.

| | | |
|---------------------|--|---|
| VENUE | Bain & Company 40 Strand, London WC2N 5RW Nearest tube: Charing Cross | |
| TIME | 18:30 for 19:00 | |
| COST | Members £25 | Members' guests (non INSEAD) £35 |
| REFRESHMENTS | Wine and canapés | |



Media Group

Mike Darcey, CEO of News UK

Monday 16 June

This event is supported by **London Business School**

News UK, part of News Corp, runs three of Britain's most important newspapers (The Times, The Sun and The Sunday Times) as well as several online businesses. Mike has kindly agreed to share his perspectives on running News UK, how it's different from BSkyB where he worked for many years, its strategy regarding content online and what he sees as its future challenges and opportunities.

Mike Darcey took up the position of Chief Executive Officer of News UK in January 2013 following 15 years with BSkyB where he was Chief Operating Officer since 2006. Mike grew up in New Zealand but has been living in the UK for the last 23 years. He is also a Non-Executive Director of the Home Retail Group (Argos and Homebase).

This is a joint event with LBS alumni.

| | | |
|---------------------|---|---|
| VENUE | London Business School Regents Park, London NW1 4SA Nearest tube: Baker Street | |
| TIME | 18:30 for 19:00 start | |
| COST | Members £25 | Members' guests (non INSEAD) £35 |
| REFRESHMENTS | Wine and canapés | |





PE & VC Evening Series

From Private to Public Equity



Wednesday 18 June

Up to December 2013, companies backed by private equity firms completed 181 IPOs (Initial Public Offerings) worth US\$57 billion, the second-highest amount ever recorded. The strength of the IPO, or flotation, market is good news for PE firms and their investors, who hold many companies bought in 2006 and 2007. In the last few years, the IPO window has been extremely volatile, only opening for short periods but closing rapidly over a failed deal or macroeconomic challenge. The market appears to have a new resilience as a result of increasing growth in the US and increased stability in Europe, that should lead to a sustained period of IPOs.

Our panel includes:

Nicolas Gheysens joined **KKR** as **Director of Private Equity** in 2004. He took part in investments in Groupe SMCP, Pets at Home, TDC, Toys 'R' Us and Maxeda, formerly Vendex KBB. He has also worked for the French private equity firm Sagard, and the Mergers and Acquisitions Department of Goldman Sachs in London and Paris.

Mark Danzey joined **KKR** as **Capital Markets Director** in early 2009. He has worked on a number of financings for KKR portfolio companies, including: Alliance Boots, Ambea, ATU, BMG, Kion, Northgate, Pets at Home, Visma and Van Gansewinkel. He was a Vice President at J.P. Morgan's Leveraged Finance Capital Markets desk and also worked for J.P. Morgan's Leveraged Finance Origination team. He began his career with a year at Deutsche Bank.

| | | |
|---------------------|--|---|
| VENUE | Charing Cross Hotel The Strand, London WC2N 5HX Nearest tube: Charing Cross | |
| TIME | 19:00 for 19:30 | |
| COST | Members £25 | Members' guests (non INSEAD) £35 |
| REFRESHMENTS | Wine and canapés | |

JULY



First Thursday Monthly Drinks

Thursday 3 July

This month we're meeting at Jamies Too, a private room next door to Jamies Fleet Place. There's an extensive wine list, including offers until 20:00 and 2-4-1 cocktails. There's a shared terrace where you can enjoy a warm summer evening.

| | | |
|--------------|---|--|
| VENUE | Jamies Too (next door to Jamies Fleet Place) 1 Fleet Place, Holborn Viaduct, London EC4M 7RA Nearest tubes: St Paul's, Chancery Lane | |
| TIME | From 19:00 | |
| COST | Free for INSEAD Alumni and guests | |



Retail innovation from around the world: combining the best of online and offline



Thursday 3 July

This event is sponsored by PwC

Kate Ancketill is CEO and founder of GDR Creative Intelligence, the retail foresight company, will explore convergence in retail: how the convenience and choice of online is manifesting in physical stores, and how experiential service standards are being met online.

The presentation will address the fundamentally important question: What will 'wearable technology' mean for retail? Kate will consider:

- How 6 million Brazilian consumers a month benefit from Fiat giving its store staff wearable technology
- How online glasses retailer BonLook has created 2,000 custom YouTube videos giving expert product suggestions to individual customers
- How Nordstrom in the USA is tying its inventory to its Pinterest followers' favourites and highlighting popular items in store
- How Castorama in France is experimenting with digital price tags that lower prices when a loyalty card holder stands in front of them

Kate speaks at conferences round the world, encouraging big brands and retailers to be as excited about innovation as she is. GDR Creative Intelligence's clients include Marks & Spencer, P&G, Hilton, LVMH, Diageo, McDonald's, Nokia, Orange, Capital One and Macy's.

| | | |
|---------------------|---|----------------------------------|
| VENUE | PwC 1 Embankment Place, London WC2N 6RH Nearest tubes: Embankment and Charing Cross | |
| TIME | 18:30 for 19:00 | |
| COST | Members £25 | Members' guests (non INSEAD) £35 |
| REFRESHMENTS | Canapés and wine | |

AUGUST



First Thursday Monthly Drinks

Thursday 7 August

We're back at Jamies Too, next door to Jamies Fleet Place, for an evening of networking in a relaxed atmosphere. The private room has a shared terrace for our final high summer gathering.

| | | |
|--------------|--|--|
| VENUE | Jamies Too (next door to Jamies Fleet Place) 1 Fleet Place, Holborn Viaduct, London EC4M 7RA Nearest tubes: St Paul's, Chancery Lane | |
| TIME | From 19:00 | |
| COST | Free for INSEAD Alumni and guests | |

SAVE THE DATE

AGM

Saturday 13 September

The Annual General Meeting of the INSEAD Alumni Association (UK) Ltd will be held at the Hurlingham Club, Fulham, London on Saturday 13 September.

Agenda

1. President's Report
2. Presentation of the Accounts for the year ended 31 December 2013
3. Election of the next President
4. Any other business

London Summer Ball

Saturday 13 September

The summer ball will bring the second Global INSEAD Day to a celebratory end at the glorious Hurlingham Club in Fulham, the perfect UK alternative to a chateau in France!

This will be an unforgettable evening where all members of the INSEAD community and their guests can celebrate the school and business for a better world.

Our speaker will be INSEAD Dean, Ilian Mihov.

The evening will begin with an outdoor drinks reception overlooking the 42 acres of grounds, followed by a three course dinner in the stunning Palm Court and Orangery with dancing until the early hours. Cash bar for the night owls!

Bookings will open in June. In the meantime, get your guest lists together and be ready to book your tables - the inaugural ball of 2013 sold out within 48 hours.

CONTACTS

| | |
|-------------------|--|
| President: | Graham HASTIE (MBA 95J) graham@hastie.com Tel. +44 7770 500925 |
| Manager: | Liz McCARTEN (Wednesdays and Thursdays only) uk.manager@insead.edu Tel. +44 20 3206 1151 |
| Events: | Katie ARQUATI INSEAD Alumni Association UK Ltd Longcroft House Business Centre 2/8 Victoria Avenue London EC2M 4NS uk.events@insead.edu Tel. +44 20 3206 1151 |

MANAGEMENT COMMITTEE

Rebecca HANLEY (MBA 09J) VP, Finance
uk.treasurer@insead.edu
Wissam ANASTAS (MBA 06J) VP, Sponsorship
Kashif ASLAM (MBA 05J) VP, Membership
Andrew BROWN (MBA 95D) VP, Annual Events
Marwan EL-HAKIM (MBA 06J) VP, Technology
Charlotte MASON (EMBA 07D) VP, Clubs and Sectors
Ranjit MENE (MBA 07D) VP, Communication
Peter WOOLSEY (MBA 63) VP, Speaker Series

Committee members can be contacted via **uk.manager@insead.edu**

Industry and Sector Groups

More information on the industry sectors and groups can be found at
www.insead.edu/uk

GROUPS AND SECTORS

The UK groups and sectors bring together alumni who share a common interest in various industries and activities. Do you have time to join our extremely committed volunteers to work together on up to three events per year – engaging high calibre speakers and finding sponsorship for the events? Or do you look at the list and see the need for a new group which covers your sector or area of interest? Do contact uk.manager@insead.edu to find out how you can get involved or to propose a new group.

Careers

Entrepreneurs

Healthcare

Media

Non-Executive Directors

Private Equity & Venture Capital

Retail

Social

Telecom, Internet & Technology

Energy

Financial Services

Leadership

Midlands

Philanthropy

Real Estate

Scottish Group

Social Sustainable Business

Women's Network

Membership benefits

Carry out detailed searches on INSEAD Connect (the INSEAD alumni directory) if you are a member of your National Alumni Association.

Unlimited access to INSEAD's Lifelong Learning – an information resource with full on-line access to over 1,500 business publications including *The Economist*, *Fortune* & *Datamonitor* company reports.

Access to CareerGlobe – the INSEAD alumni jobs database.

Access to the subscription alumni career services from HBS, Stanford and Kellogg.

A printed copy of the INSEAD Alumni Address Book.

Discounted membership of the Institute of Directors, The Lansdowne Club and Adam Street Private Members' Club.

Discounted tickets for UK Alumni Association events.

BOOKING FORM: Summer 2014

Book online for our events: iaauk.eventbrite.com to pay by credit/debit card.

Please indicate in the boxes below, the number of places you would like for each event and return this section of the form, together with a cheque made payable to **INSEAD Alumni Association UK Ltd**, to our address below.

Scottish Group: An evening at Greyfriars Kirk Thursday 24 April

Members £15

☐

Non-members £15

☐

First Thursday Monthly Drinks

Thursday 1 May

Free for members and guests - registration required

☐

Does the battle for broadband hinge on owning content? Wednesday 7 May

Members £25

☐

Members' guests (non INSEAD) £35

☐

Entrepreneurs' Dinner with John Kent

Thursday 15 May

Members £60

☐

Members only

National Portrait Gallery Tour

Friday 16 May

Members £30

☐

Members' guests (non INSEAD) £40

☐

How INSEAD can help to boost your career Tuesday 20 May

Members £25

☐

Free to job seekers

Members' guests (non INSEAD) £35

☐

The Georges Doriot Series: Julie Meyer

Thursday 22 May

Members £25

☐

Members' guests (non INSEAD) £35

☐

The Co-investment mania

Tuesday 27 May

Members £25

☐

Members' guests (non INSEAD) £35

☐

Silicon Roundabout, Magic or Myth?

Wednesday 28 May

Members £25

☐

Members' guests (non INSEAD) £35

☐

Wine Tasting at the Proud Archivist

Thursday 29 May

Members £25

☐

Members' guests (non INSEAD) £35

☐

A Tribute to former INSEAD Dean Antonio Borges Monday 2 June

Members and guests £75

☐

First Thursday Monthly Drinks

Thursday 5 June

Free for members and guests - registration required

☐

Start-up Express – a speed-legal surgery for start-ups Monday 9 June

Members £25

☐

Non-members £40

☐

| | |
|--|---|
| Entrepreneurs' Group: Business Angels Members £25 <input type="checkbox"/> | Monday 9 June Non-members £40 <input type="checkbox"/> |
| Success in the big pharma model Members £25 <input type="checkbox"/> | Thursday 12 June Members' guests (non INSEAD) £35 <input type="checkbox"/> |
| Media Group: Mike Darcey, CEO of News UK Members £25 <input type="checkbox"/> | Monday 16 June Members' guests (non INSEAD) £35 <input type="checkbox"/> |
| Private to Public Equity Members £25 <input type="checkbox"/> | Wednesday 18 June Members' guests (non INSEAD) £35 <input type="checkbox"/> |
| First Thursday Monthly Drinks Free for members and guests - registration required <input type="checkbox"/> | Thursday 3 July <input type="checkbox"/> |
| Retail innovation from around the world Members £25 <input type="checkbox"/> | Thursday 3 July Members' guests (non INSEAD) £35 <input type="checkbox"/> |
| First Thursday Monthly Drinks Free for members and guests - registration required <input type="checkbox"/> | Thursday 7 August <input type="checkbox"/> |

Booking Policy: Please book as early as possible as events do sell out. **We can only admit you if you have booked and pre-paid for an event.** To qualify for a **credit to use towards a future event, or full refund**, cancellations must be received at least **six working days before the event**. We do not send tickets unless security demands it. We will contact you if the event is full and we cannot accept your booking.

Names (guests) and events:

*Please enclose a cheque made payable to **INSEAD Alumni Association (UK) Ltd** for £_____ along with the completed booking form.*

Please return your completed form and payment to:
INSEAD Alumni Association UK
Longcroft House Business Centre
2/8 Victoria Avenue, London EC2M 4NS
Telephone +44 20 3206 1151
Email: uk.events@insead.edu



Smartphone users scan
here to book tickets

INSEAD

Alumni Association
United Kingdom