AGENDA

- Ratification of new Members
- EFMD Global Network financial reporting
- EFMD Global Network activity reporting
AGENDA

Ratification of new Members

EFMD Global Network financial reporting

EFMD Global Network activity reporting
Full Members - Academic

- Aalborg University Business School, Faculty of Social Sciences and Humanities at Aalborg University, Denmark
- Beijing Foreign Studies University, International Business School, China
- Brno University of Technology, Faculty of Business and Management, Czech Republic
- Catholic University of the West (UCO), Faculty of Law, Economics and Management, France
- Catholic University of Uruguay, UCU Business School, Uruguay
- ESCI-UPF School of International Business, University Pompeu Fabra, Spain
- Groupe ESPI (Ecole Supérieure des Professions Immobilières), France
- International Management Institute (IMI), New Delhi, Business School, India
- Jiangxi University of Finance and Economics, School of Business Administration, China
- Kyiv School of Economics, KSE Graduate Business School, Ukraine
- Letterkenny Institute of Technology, Faculty of Business, Ireland
Full Members - Academic

• Metropolitan College, Faculty of Business and Economics, Greece
• SRH Fernhochschule - The Mobile University, Germany
• University of Bologna, Department of Management (DiSA), Italy
• University of Dundee, School of Business, United Kingdom
• University of Klagenfurt, Faculty of Management and Economics, Austria
• University of New York in Prague (UNYP), School of Business, Czech Republic
• University of Nicosia, School of Business, Cyprus

Full Members - Corporate

• Daimler Truck AG, Germany
Affiliated Members - Academic

- Beijing Technology and Business University, Business School, China
- CETYS University, CETYS Graduate School of Business, Mexico
- Claremont Graduate University, Drucker School of Management, United States
- Global Risk Management Institute (GRMI), India
- International Management Institute (IMI), Kolkata, India
- Mahidol University, College of Management, Thailand
- SCMS Cochin School of Business, SCMS Group, India
- University of Lampung, Faculty of Economics and Business, Indonesia
- University of Tampa, Sykes College of Business, United States

Affiliated Members - Corporate

- Leadership Pipeline Institute, United States
Associate Members - Academic

- American School of Management, Guatemala
- Indian Institute of Management Jammu, India

Transition from Affiliated to Full Membership

- University of Richmond, Robins School of Business, United States
Prof. Anne S. Tsui

• Motorola Professor of International Management Emerita, Arizona State University & Adjunct Distinguished Professor of Management, University of Notre Dame, United States;
• Distinguished Visiting Professor, Peking University and Fudan University, China;
• Co-Founder of the Responsible Research in Business & Management (RRBM);
• Former President of the Academy of Management (AOM);
• Founding President of the International Association for Chinese Management Research (IACMR).
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Financial overview 01/04/2021 – 31/03/2022

- **Operating income** increased by 8.75% and amounts to CHF 2,614,711.
- **Operating expenses** decreased by 2.94% and amounts to CHF 293,767.
- **Margin on direct cost** increased by 10.56% and amounts to CHF 1,500,704.
- **Personnel costs** decreased by 5.48%, and amounts to CHF 856,253.
- **Support to other EFMD entities**: CHF 820,239, an increase of 10% in comparison with previous year mainly to support the activity and growth of the team in Prague.
- **Overheads** increased to a level of CHF 431,536 (mainly caused by EUR-CHF exchange rate variation that caused a loss of CHF 162,142).
- **Surplus** decreased by 19.88%, and amounts to CHF 212,915 being impacted by the exchange rate loss.
The majority of EFMD Global Network transactions are carried out in EUR, generating an important variation in the EUR-CHF conversion at the end of the year, and leading to apparent exchange losses when the results are expressed in CHF. Starting from April 2022, the EFMD GN office will be conducting the accounts and deliver its annual report in EUR instead of CHF.

- **Operating income** is forecast to be EUR 2,388,513 showing a decrease of 5.43% (approx. CHF 2,473,000 if converted) compared to the previous Swiss fiscal year. This is caused by a conservative forecast for conferences and the discontinuation of cooperation with AHRMIO.

- **Margin on direct costs** is forecast to be EUR 1,379,228 (approx. CHF 1,428,000), showing a decrease of 4.85% compared to the previous fiscal period.

- **Overheads** are forecast to decrease by 20.59%, amounting to EUR 331,000 (approx. CHF 343,000) – consequence of reducing the financial costs.

- **Surplus** is forecast to be EUR 256,228 (approx. CHF 265,000), showing an increase of 24.59%.

- **Cash flow** is expected to increase by 26.10%, amounting to EUR 301,250 (approx. CHF 312,000).
# Overview of results 2021 - 2022 and forecast 2022 - 2023

<table>
<thead>
<tr>
<th></th>
<th>Actual 01/04/2021 - 31/03/2022</th>
<th>Forecast 01/04/2022 - 31/03/2023</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>CHF</td>
<td>EUR</td>
</tr>
<tr>
<td>OPERATING INCOME (1)</td>
<td>2.614.711</td>
<td>2.388.513</td>
</tr>
<tr>
<td>Membership fees</td>
<td>1.069.744</td>
<td>1.018.500</td>
</tr>
<tr>
<td>Sponsoring &amp; donations</td>
<td>682.210</td>
<td>619.933</td>
</tr>
<tr>
<td>Conferences /Professional Development / Virtual Fairs</td>
<td>255.808</td>
<td>252.930</td>
</tr>
<tr>
<td>EDAF</td>
<td>18.320</td>
<td>63.150</td>
</tr>
<tr>
<td>BSIS</td>
<td>163.233</td>
<td>173.500</td>
</tr>
<tr>
<td>EOCCS</td>
<td>82.615</td>
<td>110.700</td>
</tr>
<tr>
<td>AHRMIO &amp; others</td>
<td>342.780</td>
<td>149.800</td>
</tr>
<tr>
<td>OPERATING CHARGES</td>
<td>2.401.795</td>
<td>2.132.285</td>
</tr>
<tr>
<td>Direct costs (2)</td>
<td>293.767</td>
<td>300.338</td>
</tr>
<tr>
<td>Support to Asia, Americas &amp; CEE (3)</td>
<td>820.239</td>
<td>708.948</td>
</tr>
<tr>
<td>Personnel (incl. Regular consultants)</td>
<td>856.253</td>
<td>792.000</td>
</tr>
<tr>
<td>Overheads</td>
<td>431.536</td>
<td>331.000</td>
</tr>
<tr>
<td>NET SURPLUS</td>
<td>212.915</td>
<td>256.228</td>
</tr>
<tr>
<td>CASH FLOW</td>
<td>247.321</td>
<td>301.228</td>
</tr>
<tr>
<td>MARGIN / DIRECT COSTS &amp; SUPPORT (1-2-3)</td>
<td>1.500.704</td>
<td>1.379.228</td>
</tr>
</tbody>
</table>
Operating income

Financial overview 2021/2022

Overview results & forecast 2022/2023

Operating income

EUR 2,388,513

CHF 3,000,000

04/2019 - 03/2020: CHF 2,384,873
04/2020 - 03/2021: CHF 2,404,441
04/2021 - 03/2022: CHF 2,614,711
04/2022 - 03/2023 (Forecast): CHF 2,473,000

Financial forecast 2022/2023

Overview results & forecast
Financial overview 2021/2022

Overview results & forecast

Operating income

Net surplus

Financial forecast 2022/2023

Overview results & forecast

Operating income

Net surplus

Financial forecast 2022/2023

Overview results & forecast

Operating income

Net surplus

Net surplus

CHF 300,000

04/2019 - 03/2020
190,058

04/2020 - 03/2021
265,758

04/2021 - 03/2022
212,915

04/2022 - 03/2023 (Forecast)
265,000

EUR 256,228
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EFMD Global Network Highlights 2021

- **EFMD Global Fairs by Highered**
  - Connecting talent and recruiters globally

- **EOCCS Symposium**
  - Innovative format with three virtual co-hosts

- **EDAFAF**
  - Bursary opportunities

- **BSIS Impact series**
  - Success stories from BSIS labelled schools
Learning and Networking

Professional development of business school leadership, faculty and staff

- Quality assurance
- Leadership & innovation
- Teaching in the digital age
- Career and alumni professionals

NEW

- EFMD Faculty Management Programme
- Mainstreaming the SDGs in Business Education
Business School Impact System - BSIS

- The ‘Impact of the COVID-19 Crisis on Business Schools’ report
- BSIS webinars
  - Demonstrating Impact: exploring how business schools can demonstrate their impact on the world around them
  - Adding Impact to your Accreditation Journey

Labelled schools of 2021

57 Schools
Certifications and Assessments

EDAF first online peer advisory visits
  - IMED Business School, Brazil
  - BRAC Business School, Bangladesh

EDAF second online all-mentor meeting

EOCCS Community Webinars
  - Bringing the real world into the (virtual) classroom, developing a screen presence and relationships online, and simulations and games.

Online Learning Community
New EOCCS Certification Board Members

Mr Nick Barniville
Director, EdTech Lab (and former Associate Dean, Degree Programs)
ESMT Berlin, Germany

Prof. Federico Frattini
Dean, POLIMI Graduate School of Management, Italy

Prof. Casilda Guell
Dean, OBS Business School, Spain

Prof. Catherine Pereira Villa
Associate Professor and Dean
International School of Economic and Administrative Sciences
Universidad de La Sabana, Colombia

Prof. PD Jose
Chairperson, Strategy Professor In-Charge
New Campus, IIM Bangalore, India
Highered Upskill

Bridging the skills gap digitally

Partnership between Highered, EFMD Global and Coursera

8,000+ courses and Guided Projects, including unlimited certifications
Upcoming Events

May
- 2022 BSIS SYMPOSIUM
  - TUE 17
  - WED 18
  - MAY 19
- EOCCS COMMUNITY WEBINAR
  - TUE 17
  - MAY 18
- 2022 EFMD GN WEBINAR
  - Making of a global school: let’s hear from the experts
  - WED 18
  - MAY 19

June
- ONLINE TEACHING ACADEMY
  - MON 23
  - WED 26
  - JUN 29
- SMART DATA MANAGEMENT
  - MON 13
  - FRI 17
  - JUN 18

September
- EOCCS LEARNING COMMUNITY SYMPOSIUM
  - THU 22
  - FRI 23
  - SEP 24

October
- 2022 EFMD GLOBAL FAIRS POWERED BY HIGHERED
  - TUE 18
  - THU 20
  - OCT 19

November
- 2022 EFMD GLOBAL AMERICAS ANNUAL CONFERENCE
  - WED 9
  - FRI 11
  - NOV 10
Thank You

www.efmdglobal.org