2013 ANNUAL REPORT
ESCP Europe, among the best Business Schools in the world

ESCP Europe Foundation

- Objectives
- Governance
- Key figures

Projects financed in 2013

- Diversity and equal opportunities
- Research
- European identity and international visibility
- Pedagogical innovation

2013 Events

How to support the Foundation

- For individual donors
- For corporations

Our donors

- The Major Donors Club
- The Europe Club
- The 1819 Club
- All our donors

Financial Report

Our team
The year 2013 marks the first twelve-month accounting period of our Foundation as a registered charity.

This annual report presents the strategic orientation of funding by our Foundation and the action undertaken to support ESCP Europe projects.

We are proud of the results: the total amount collected was €1,875,773 plus pledges for contributions amounting to €4.1 million for the years 2014 to 2016.

In total, the Foundation has provided over €1,529,400 for the development of the School in 2013. This amount is an increase of nearly 70% compared to last year and mainly involves the funding of scholarships and research.

We thank both our individual and business donors for their trust and generosity.

However, in an increasingly competitive environment, we must amplify our efforts and undertake a more daring fund-raising campaign in France, Europe and all over the world to recruit new donors and expand the movement of solidarity and commitment to our School.

To help us achieve our goals, we have the pleasure of welcoming a new Executive Director who joined us on 1 January 2014. With the support of a stronger team, Brynhild Dumas should enable the Foundation to take new steps.

More than ever before, we must show our pride in belonging to the ESCP Europe community by helping to consolidate its leadership.

We are counting on your support!
ESCP Europe Foundation has participated in increasing the number of scholarships awarded, supporting the School’s research policy and developing partnerships with companies, especially via Chairs.

The Foundation, the School and its Alumni have jointly contributed to the building of a global future for the world’s first ever business school.

The arrival of a new management team in the Foundation to support its president, Patrick Gounelle, promotes synergies with the school to enable it to become, at the beginning of the next decade, a Smart Business School, offering innovative teaching methods with a digital sixth campus.

I would like to thank the Foundation and the ESCP Europe community for their commitment to us and their contributions which, with the support of the Chamber of Commerce and Industry of Paris Ile-de-France, help us to meet these great challenges.

To further accelerate its development and undertake as ambitious and innovative projects as the creation of a digital sixth campus, the ESCP Europe Foundation can count on the strength and involvement of the network of 45,000 ESCP Europe graduates and students as well as the incredible worldwide network of the ESCP Europe Alumni Association.

From our first steps in the School, whatever our nationality, whatever programme we followed or are currently discovering, each of us is proud to belong to ESCP Europe. By donating to the ESCP Europe Foundation, we can all support our community and our School, contribute to its international reputation and enable it to continue to be one of the best business schools in the world.

Thank you for your commitment!
ESCP EUROPE: ONE OF THE BEST BUSINESS SCHOOLS IN THE WORLD

The world’s first Business School (est. 1819)

5 ESCP Europe urban campuses

Over 130 research-active professors of 20 different nationalities across the 5 campuses

4,000 students in degree programmes representing 90 different nationalities

26 specialized management degree programmes

5,000 managers and executives in customised training

Over 100 academic alliances in Europe and around the world

45,000 active alumni in over 150 countries worldwide

Triple crown accreditation: EQUIS, AMBA, AACSB

ESCP Europe conserved its number one ranking in the 5 countries of its campuses and its 2nd place worldwide in 2013.

ESCP Europe is among the 1% of business schools worldwide to be triple-accredited

Financial Times ranking of Master in Management

Masters in Management
Ranking 2013

ESCP Europe conserved its number one ranking in the 5 countries of its campuses and its 2nd place worldwide in 2013.

The Master in Management has ranked in the top 3 for the last 6 years.
The ESCP Europe Foundation was launched by alumni in 2005 and has been a registered charity since 18 March 2012.

The Foundation supports ESCP Europe in its ambitions of academic excellence and leadership.

In 2013, it accelerated the development of the School in 5 strategic directions:
- **social diversity** and **equal opportunities**
- promotion of **high-level research**, and more generally, projects aiming to increase competitiveness and innovation in France and abroad.
- **implementation of innovative teaching methods**
- increasing **the attractiveness of the School** to students and high-level European professor-researchers.

To achieve its aims, the Foundation appeals to graduates and companies for donations.

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**ESCP Europe offers a unique and highly innovative school project based on Europe and digitalisation.** I am pleased to have recently joined the ESCP Europe Foundation, which through the generosity of the Alumni community and corporate partners, supports these exceptional developments that stand out in the global ultra-competitive landscape of Business Schools.

To achieve the ambitions of the School and significantly increase donations, we wish to implement a truly international fund-raising strategy and attractive recognition plan for donors. This is both to increase the number of donors committed to ESCP Europe (to date, 1050 of you have been generous) and to encourage very large donations for strategic projects of the School.

To gain visibility and legitimacy, this new direction includes a change in the identity of the Foundation, whose new logo you will discover in this report and the upcoming launch of a website to enable you to follow our activities and projects.

Thank you to all those who place their trust in us. Your commitment, both to the Association and the Foundation, is more than just necessary: it is vital. Become an ambassador of the Foundation!
The governing and executive bodies of the ESCP Europe Foundation guarantee rigorous and transparent management.

The Founding Committee provides support and advice to the Board of Directors of the Foundation. The Committee is composed of the Founders of the Registered Charity. Among its members are four appointed representatives of the Committee who sit in the Founders Board.

**The Founding Committee**
- Patricia Barbizet
- Patrick Gounelle
- Pierre Guénant
- Dominique Illien
- Jean-Marc Janodet
- François Kayat
- Francis-Charles Lang
- Thierry de La Tour d’Artaise
- Patrick Lucas
- Pascal Macioce
- Christophe De Margerie
- Xavier Marin
- Christian Mouillon
- Bernard Poussot
- Alexandre Pébereau
- Jean Rozwadowski
- Edouard Salustro

The Board of Directors sets the agenda of the Foundation; votes on the budget proposal of the Executive Board and its special committees and approves the annual accounts. The Board of Directors is composed of 12 members.

**The Board of Directors**
- 4 members from the Founding Committee (representatives of the Founders’ Committee):
  - Patrick Gounelle
  - François Kayat
  - Xavier Marin
  - Bernard Poussot
- 4 members from the Honorary Committee chosen for their competence in the field of activity of the Foundation
  - Pierre Guénant
  - Christophe de Margerie
  - Odile Quintin
  - Jean-Pierre Raffarin
- 4 members from the Institutional Partners Committee:
  - Pierre-Antoine Gailly, President, Chamber of Commerce and Industry of Paris Ile-de-France region
  - Edouard Husson, Dean, ESCP Europe
  - Anthony Travis, President, Charity-ESCP Europe Business School (London)
  - Arnaud de Puyfontaine, President ESCP Europe Alumni Association

The Rector of the Academy of Paris, François Weil, also sits on the Board of Directors in his capacity as Government Commissioner.

The Board of Directors meets at least twice a year.

The Executive Board executes the decisions taken by the Board of Directors.

**The Executive Board**
It is composed of the President of the Foundation, Patrick Gounelle, the Vice-President, Bernard Poussot, the Treasurer, François Kayat and the Executive Director of the Foundation, Brynhild Dumas.

The Board meets once a month.
The ESCP Europe Foundation has been able to rely on contributions from its loyal donors as well as from partner companies.

- **17 FOUNDERS**
- **€1.25 M OF ENDOWMENTS**
- **€10 M OF DONATIONS AND PLEDGES SINCE 2005**
- **1035 DONORS, 25 OF WHOM ARE MAJOR DONORS AND 60 MEMBERS OF THE EUROPE CLUB**
- **8 PARTNER COMPANIES, 5 OF WHICH FINANCE CHAIRS**

**2013 RESOURCES**

**€1,875,773 RECEIVED IN DONATIONS**
This sum is equivalent to 2012 which included donations from founders

**PLEDGES**

**€4.1 M OF PLEDGES RECEIVED** for 2014 to 2016

**INCREASE IN FUND-RAISING IN K€**

In 2013, 33.5 % of donations came from individuals and 66.5 % from companies
PROJECTS FINANCED IN 2013

FINANCING OF PROJECTS
€1,529,400 WAS ALLOCATED TO THE FINANCING OF SCHOOL PROJECTS (+70% compared to 2012)

2014 FORECAST
FINANCING ESTIMATED AT AROUND €1.9M OF WHICH:
- RESEARCH: 61%
- SCHOLARSHIPS AND DIVERSITY PROGRAMMES: 21%
- INNOVATION IN TEACHING: 18%
The ESCP Europe Foundation supports the School in its social diversity and equal opportunities programme.

50 SCHOLARSHIPS HAVE BEEN FINANCED BY THE FOUNDATION: €312,000

The Foundation and the School are committed to attracting the best talents and facilitating the access of students of merit to high-level education. Thanks to alumni donations, 50 students were awarded scholarships in 2013:

- 40 Master in Management students received a scholarship based on social criteria and were exempted from tuition fees for one year: €287,000
- For the first time, 5 Specialised Master students and 5 Master in European Business students received a scholarship from the Foundation based on excellence: €25,000

“Thanks to the Foundation scholarship, I was able to be exempted from my tuition fees and thus devote myself fully to my studies. I received this award as a mark of confidence from the ESCP Europe community. This gesture of solidarity has strengthened my determination to succeed and now gives me the desire to be an entrepreneur.”

SELVA DANASSEGARANE
Graduate, Year of 2014

EMERGENCY ASSISTANCE FUNDS: €5,600

In 2013, an emergency assistance fund was set up by the ESCP Europe Foundation and made available to the School to help students in difficulty. The aims of this fund are threefold:

- to provide a rapid response to emergency situations encountered by students
- to improve the lives of students with disabilities
- to decrease the risk of abandonment of studies caused by a change in the social or family situation of a student.

“With your help, my wheelchair did not stop me from spending an amazing year in Madrid. My daily life has been greatly facilitated by the transport that you financed. Now I realise how lucky I was to be able to go on such an adventure; recruiters can’t get over it and I got the internship of my dreams!”

FLORIANE DE LONGVILLIERS
Master in Management student, Year of 2015
“EQUAL OPPORTUNITIES” PROGRAMME: €50,000

The Foundation supports the “Double Ascension” programme in partnership with the Lycée Jean Renoir in Bondy and Paris XIII University, whose goal is to integrate young people from underprivileged socio-economic backgrounds into the School. With this innovative and experimental programme, ESCP Europe was the first business school to create a specific channel for BTS and DUT students in Seine Saint-Denis with technological or vocational baccalauréats and the best students from partner institutions.
With the support of the ESCP Europe Foundation, 15 students completed the Double Ascension programme in 2013.

20 MOBILITY GRANTS: €55,000

Donations in 2013 will enable 30 Master in Management students to obtain a mobility grant in 2014 so that they can spend a semester on an ESCP Europe campus of their choice in the best possible conditions.
The Entrepreneurship Chair (Chair EEA) was launched in 2007 with its partners, EY and ESCP Europe Foundation, and has been supported by BNP Paribas since 2013.

The Chair aims to train entrepreneurs whose ambition is to be at the forefront of the entrepreneurial process. It is intended for future creators, business buyers, the successors of family businesses and public managers or advisors.

Each year, nearly 800 students are trained in entrepreneurship, 150 projects are undertaken, a community of several thousand people meet in dozens of events, in addition to intense research and development (30 Master’s theses and the publishing of around twenty academic research papers).

Further information: www.chaireee.eu | Twitter @ChaireEEE
“FINANCIAL INNOVATION AND TRANSFORMATION”
BNP PARIBAS CIB CHAIR

Academic Director: Pr Franck Bancel

BNP Paribas Corporate & Investment Banking (CIB) and ESCP Europe, in partnership with the i7 Institute for Innovation and Competitiveness and ESCP Europe Foundation, created the “Financial Innovation and Transformation” International Teaching and Research Chair on 5 June 2013. The common goal of BNP Paribas CIB and ESCP Europe is to create a reference point for research in the field of responsible innovation and transformation in the financial sectors: managerial innovation, open innovation and responsible innovation will be at the heart of the work.

The “Financial Innovation and Transformation” Chair’s main objectives are to:
- organise reflection, research and training of international dimension in the banking and financial economies
- summarise the challenges and practices of the banking economy and make them accessible to practitioners and policy makers, through the publication of work, events, etc..
- create opportunities for joint research and training in the general public interest

"In the context of the current crisis, innovation is essential for companies such as BNP Paribas. The joint reflection we are holding with ESCP Europe through the "Financial Innovation and Transformation” Chair is a great opportunity for us to reinvent ourselves and rethink our business models."

NATHALIE HARTMANN
Head of Portfolio Management and Transversal Business Support
BNP Paribas CIB
"ORGANISATIONS, LEADERSHIP AND SOCIETY"  
SOCIÉTÉ GÉNÉRALE CHAIR  

Academic Director: Pr Jean-Philippe Bouilloud

At the end of 2011, Société Générale and ESCP Europe, in collaboration with the members of Pres Hésam, created the “Organisations, Leadership and Society” Chair. The management of complexity in large organisations, the question of responsible management and the evolution of labour relations in a rapidly changing environment are central issues for companies in the banking and financial sector.

The “Organisation, Leadership and Society” Chair is a place for exchange and mutual enrichment to pursue and expand research in this domain. It aims to take a step back to reflect on the changes that will affect the functioning of organisations.

The Chair’s activities are centered on research and teaching. It aims to sustain the initial and continuing training programmes of the School through research conducted within the framework of the Chair.

Research projects commenced in 2013 include the following themes:

- cultural diversity and professional success: the case of exceptional entrepreneurs
- measurement of work performance: cost, value and performance models
- responsibility of CVA: a procedural approach to corporate responsibility strategies
- managing by attention in a complex environment – the study of the attention that managers give their employees on a daily basis
- the construction and appropriation of the meaning of CSR in organisations
- money - for those who do not have any: social representations of money and the role of financial institutions in a context of extreme poverty
“PUBLIC SERVICE AND MANAGERIAL PERFORMANCE”
DELOITTE CHAIR

Academic Director: Pr Philippe Zarlowski

The international “Public service and managerial performance” Chair in teaching and research supported by Deloitte, ESCP Europe and the ESCP Europe Foundation in partnership with the School of ENA.

The Chair aims to:
- provide an academic reference point for research on managerial performance issues in public services.
- sustain initial and continuing education offered by ESCP Europe, as well as research training.
- be a place of exchange between academia (research professors and doctoral students), practitioners (consultants and managers of public service organisations) and political, economic and social leaders.

Achievements and activities of the Deloitte Chair in 2013:
- launch of several research projects on the management and performance of public organisations, particularly in the health sector.
- organisation of 2013 international symposium of the Policy and Public Management Review on the theme “Policies of figures”.
- supervision of 3 PhD theses on the role of management instruments in hospitals, the transformation of defence ministries in Europe and the coordination mechanisms of international aid for sectorial policies in health.
- support of publishing in the “Policy and Management” academic journal.
“GOVERNANCE, STRATEGY, RISKS & PERFORMANCE” KPMG CHAIR

Academic Director: Pr Frédéric Fréry

In 2007, KPMG joined the ESCP Europe Foundation to create the KPMG “Risk Strategy and Performance” Chair, which became the “Governance, Strategy, Risk and Performance” Chair in 2013.

It aims to help companies identify, understand and manage the risks they face. It conducts research - both theoretical and applied - on the integration of risk management and performance into corporate strategy.

The Chair in figures:
- support for research papers for Master 2 students. Since 2008, 59 research papers involving 78 students and 31 professors have received support
- research funding for 36 professors (over a third of the faculty of the 5 school campuses)
- development of new teaching modules for ESCP Europe programmes (both graduate degree and executive programmes)
- organisation of conferences and symposia
- contribution to publications and their presentation at international conferences

“We share with ESCP Europe such values as international opening, diversity, the search for talent, development, and merit-based equal opportunities. Our values are based on a respect for the individual, recognition of personal performance and development and support for fast track careers. Furthermore, we are keen to promote new ideas in our business through reflection and analysis of key economic and financial issues.”

PATRICK-HUBERT PETIT
Partner,
KPMG Audit France
I7 INSTITUTE FOR INNOVATION AND COMPETITIVENESS

i7, the Institute for Innovation and Competitiveness was created and is supported by ESCP Europe. It aims to promote a global vision of competitiveness and a broad view of innovation by stimulating work on the current practices and challenges faced by companies in these domains. With a strong academic base and close relations with companies, the i7 Institute contributes to enhancing the creation, dissemination and exchange of innovation expertise between three types of players - academics, companies and public policy makers - to stimulate the innovative capacity and competitiveness of European companies and economies:

- undertaking thematic work on topics to be defined with the project participants (for example: open innovation, co-creation, role of design and creativity, emergence of new business models, influence of patents and intellectual property...)
- courses and academic programmes on innovation on the five ESCP Europe campuses
- exchanges with public policy makers to analyse and influence public policies in terms of innovation at a national and European level
- organising meetings and exchanges to create an open space for producing and disseminating innovation and competitiveness expertise

RESEARCH SUPPORT FUND: € 178,500

The research support fund financed by the Foundation aims to stimulate the production of innovative high-level research at ESCP Europe.

In 2013, this fund financed:

- three inter-campus research projects to strengthen the synergy between research teams. Each year, the Office of the Research Dean organises a call for research projects open to all members of the tenured faculty. Each project application is assessed by two members of the European Research Committee
- doctoral contracts and the recruitment of research assistants for research centres with contracts and the Asia-Pacifique/ESCP Europe Centre
- the acquisition of databases and specialised software to provide researchers with access to the most relevant economic indicators and improve research conditions
- access to world-renowned interdisciplinary academic publications

- The Prize for best research thesis (Master in Management programme):
  The European Research Committee awards this prize annually to 3 student theses attaining a grade of 17/20 or above.
  To reward their work, the laureates receive the Foundation’s Prize for Innovation
  1st prize: €2,000 ■ 2nd prize: €1,500 ■ 3rd prize: €500
START@EUROPE: €100,000

The Foundation financed the Start@Europe three-day seminar at the European Parliament attended by all students entering the Master in Management in 2013:
- over 800 students of 35 different nationalities studying on the 5 campuses attended the 2013 seminar from 2-4 September in Strasbourg
- 2013 theme: banking union

Objectives:
- understand the methods of development and implementation of European decisions
- reflect on the major challenges and prospects of European integration regarding financial regulations and economic governance
- take part in a negotiation role-play that gives the students a deep insight into the European decision-making process and its challenges

ADVERTISING CAMPAIGN: €50,000

ESCP Europe advertises regularly in the general and specialised press in France and abroad, where it wishes to increase its visibility. The Foundation supports this initiative by funding an international advertising campaign in the year.

Advertising campaign in the British daily newspaper The Financial Times on the occasion of the publication of its 2013 “Master in Management” and “European Business School” rankings.
THE DIGITAL 6TH CAMPUS: €50,000

A NEW DEVELOPMENT AT ESCP EUROPE

To take into account educational developments caused by changes in mobility habits and technological change, ESCP Europe is creating a digital sixth campus to be deployed progressively until 2019. The Foundation supports this strategic project for the School.

This virtual campus has four main objectives:

- **to enrich online course offer** by developing MOOC (Massive Open Online Courses) and collaborative working methods enabling ESCP Europe to develop an innovative teaching approach adapted to technological changes

- **to strengthen cohesion between the five campuses**: by harmonising educational tools (Learning management system, Common Digital Working Environment ...), offering a common service interface to all of its users [students, interns, professors and employees], enabling more efficient coordination of multi-site programmes, or by promoting inter-campus research projects

- **to help strengthen links with alumni**: the 6th campus is a great opportunity to offer alumni classes or lectures, participate in school life and follow its evolution without the constraints of time and place

- **to reach new audiences and widen the network**: the design of 100% online courses and programmes will enable ESCP Europe teaching to reach a previously inaccessible public and disseminate it internationally. The 6th campus will also link the various partners of the School to the community

As a genuine laboratory for innovation, the 6th campus must enable ESCP Europe to enter its 3rd century of existence while conserving its pioneering character.
ESCP EUROPE CELEBRATES THE 40TH ANNIVERSARY OF ITS EUROPEAN MULTI-CAMPUS SCHOOL

40 years ago, ESCP Europe (the first business school in the world, founded in 1819), transformed the landscape of management education. For the first time, a school enabled its students to follow their programmes on campuses in various European countries. This major educational innovation, using unique transnational management training methods, is still a model for training the entreprenuring managers of the XXI century.

Many events were organised throughout 2013 in Paris, London, Berlin, Madrid and Turin on the theme “Building Europe over 40 years”.

30 MAY 2013 – ANNUAL DINNER OF THE ESCP EUROPE FOUNDATION, PALAIS DU LUXEMBOURG

On the initiative of Patrick Gounelle, the President of the Foundation, fifty major donors and members of the Foundation Europe Club met on 30 May in the reception rooms of the Senate with Pierre Trouillet (Director General CCI Paris Ile de France) and Edouard Husson, Dean of the School. This event was held under the patronage of Jean-Pierre Raffarin, former Prime Minister and Vice-President of the Senate. Edouard Husson presented the strategic directions of ESCP Europe for the next 5 years.

4 JUNE 2013 – FOUNDATION SCHOLARSHIP AWARDS CEREMONY

50 students from the graduating year of the Master in Management received scholarships funded by Foundation donors at a ceremony co-chaired by François Kayat, Treasurer and Chairman of the Scholarships & Diversity Committee and Edouard Husson, Dean of the School.
17 OCTOBER 2013 – ANNUAL GENERAL MEETING OF THE ESCP EUROPE FOUNDATION, RECEPTION ROOM OF THE CCI PARIS ILE-DE-FRANCE

The third Annual General Meeting of the Foundation was attended by 150 participants, in the presence of Pierre-Antoine Gailly, (President of the CCI Paris Ile-de-France) and Edouard Husson (Dean of the School). At this event, Patrick Gounelle and François Kayat, respectively President and Treasurer of the Foundation, presented the flagship projects, the financial statement of 2013 and prospects for 2014.

7 JUNE 2013 – CREATION OF THE “FINANCIAL INNOVATION AND TRANSFORMATION” BNP PARIBAS CHAIR

BNP Paribas Corporate & Investment Banking (CIB) and ESCP Europe, in partnership with its i7 Institute for Innovation and Competitiveness and the ESCP Europe Foundation, announced the creation of an international teaching and research Chair in the field of responsible innovation and transformation in financial sectors.

15-20 APRIL 2013 – BIG PICTURE SEMINAR

L’ORÉAL

This original seminar aims to make the students of the ESCP Europe Master in Management Innovation option aware of the management of the creative process. In partnership with the IFM (French Fashion Institute) and with the support of L’Oréal, it aims to help them to understand the difficulties and challenges of interaction between Management and Creation through the study of the role of Artistic Management.
SUPPORT THE FOUNDATION
FOR INDIVIDUALS

IN THE PURSUIT OF ITS GOALS, THE FOUNDATION APPEALS FOR DONATIONS FROM INDIVIDUALS AND COMPANIES.

Each donation is important whatever its amount, as only collective action will achieve maximum impact.

If you wish to contribute to the Foundation and support ESCP Europe’s development projects, your donations will be tax-deductable for French tax residents.

- Income tax: 66% of the donation is tax-deductible (ceiling of 20% of taxable income)
- Wealth tax: 75% of the donation is tax-deductible (maximum sum of €50,000)

The ESCP Europe Foundation may also receive donations in the form of financial assets (shares, stock options...), bequests, as well as life-insurance policies.

Specific fiscal conditions apply to tax residents of other countries.

To receive a tax receipt as rapidly as possible, please complete the attached donation form and send it with your donation. You can also download this form from our website: www.escpeurope.eu/fondation

How to make a donation

By cheque
Made out to Foundation ESCP Europe
Sent to: Fondation ESCP Europe
79 avenue de la République, 75011 Paris [France]

On line
sur http://fondation.i-escpeurope.eu

By bank transfer
To the ESCP Europe Foundation account
Lazard Frères Banque
RIB: 30748 00001 00132902M01 22
IBAN: FR49 3074 8000 0100 1329 02M0 122
SWIFT or BIC: LAZPFRRP

For further information:

Marion Bonnaire
Donor Relations and Annual Fund Manager
Tel: +33 (0)1 49 23 26 21
mbonnaire@escpeurope.eu
Companies may enter into partnership with the ESCP Europe Foundation.

Such a partnership enables a company to develop a privileged link with the School and 45,000 working graduates in over 150 different countries, and high visibility with the students, executives and managers in continuing education.

There are various levels of participation and each offer is studied individually:
- Creation of a Chair: €250K per year, over several years
- Strategic partnership: renewable contribution of a minimum of €60K per year
- Funding of scholarships or doctoral grants...

How to join the ESCP Europe Foundation

By donating to the Foundation, your company becomes a patron of the Foundation and supports the global influence of ESCP Europe.

All donations bring significant tax benefits. The patronage tax system enables companies paying corporate tax to benefit from a reduction in tax of 60% of the amount of the donation up to a ceiling of 5% of their turnover (Art. 238a of C.G.I)

To study the possibilities of partnership with the Foundation

Brynhild Dumas  
Executive Director  
ESCP Europe Foundation  
Tel.: +33 (0)1 49 23 20 72  
bdumas@escpeurope.eu

Michèle Dain  
Dean of Corporate Relations and Partnerships  
ESCP Europe  
Tél.: +33 (0)1 49 23 24 68  
mdain@escpeurope.eu

The ESCP Europe Foundation thanks the company patrons who are committed to the School and support its development projects. It recognises their generosity by welcoming them to clubs.

Patrons Club
- EY
- BNP Paribas
- KPMG
- Société Générale
- Deloitte
- BNP Paribas CIB

Benefactors’ Club
- L’Oréal
- Société Générale
- HCL
- Weave Management
The Foundation thanks its most generous and loyal donors by welcoming them to clubs. Donors wishing to remain anonymous do not appear on the lists below.

Through their valuable support for the future of the School, Major Donors have established a special relationship with the Foundation and ESCP Europe. We thank them for their generosity. Among them are the Founders of the Foundation which is a registered charity by decree in the Official Journal since 18 March 2012.

<table>
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<tr>
<th>Major Donors Club</th>
<th>Total donations or pledges over 5 years</th>
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<tr>
<td>Diamond</td>
<td>over €1 M</td>
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<td>Platinum</td>
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<td>Gold</td>
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<td>Silver</td>
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<td>Bronze</td>
<td>over €50 K</td>
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**Gold Major Donors**
- Christophe DE MARGERIE 1974
- Patrick GOUNELLE 1972
- Jean-Marc JANODET † 1957
- Francis Charles LANG 1954
- Bernard POUSSOT 1975

**Silver Major Donors**
- Patricia BARBIZET 1976
- Thierry DE LA TOUR D’ARTAISE 1976
- Pierre GUENANT 1972
- Dominique ILLIEN 1976
- François KAYAT 1986
- Patrick LUCAS 1963
- Pascal MACIOCE 1978
- Xavier MARIN 1979
- Christian MOUILLON 1977
- Alexandre PEBEREAU 1987
- Jean ROZWADOWSKI 1969
- Edouard SALUSTRO † 1951

**Bronze Major Donors**
- René ASSELIN 1971
- Gilles BARISSAT 1972
- Bruno BOUSQUIE 1984
- Jean-Paul BRAYER 1969
- Hervé DESCOTTES 1969
- Philippe HUGUET 1972
- Vincent LECOMTE 1985
- Anne MARION BOUCHACOURT 1981
- Antoine PESKINE 1972
Europe Club recognises donors who have supported the Foundation with over €5,000.

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<th>Honorary Members</th>
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<td>Didier GEIG 1987</td>
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<th>Ambassadors</th>
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<td>Pierre BERTIN 1953</td>
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<td>Michel CAMOUS 1976</td>
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<td>Véronique DE LA BACHELERIE 1982</td>
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<td>Olivier JACOB 1994</td>
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<td>Gérard LALOI 1969</td>
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<td>Olivier PIANI 1977</td>
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<td>Antoine VANHEUVERSWYN 1989</td>
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<th>Friends</th>
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<td>Sebastien ESSIOUX 1988</td>
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<td>Philippe FERBUS 1981</td>
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<td>Michel GAYET 1966</td>
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<td>Patrick IWEINS 1978</td>
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<td>Yohan RUSO 2001</td>
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<tr>
<td>Alain VINCENT 1970</td>
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<td>Eric WYTTYNCK 2007</td>
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</table>

Donations made between 1 January and 31 December 2013.
**The 1819 Club**, so named in reference to the date of creation of ESCP Europe, recognises the loyalty of all donors to the Foundation, regardless of the amount of their donation. Donors in this club support us, each year, for a minimum of four years (excluding Major Donors and members of the Europe Club).

They are listed by academic year and alphabetical order.

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Jean GROB 1945
Maurice VERNET 1945
Maurice GIRARD 1946
Jean LE FOUEST 1946
François VALVERDE 1946
Pierre CHOLLEY 1947
Pierre LETRILLIART 1947
Louis PERRIN 1950
Georges DARREAU 1951
Henry MARCAIS 1951
Rémy RABILLON 1951
Guy AUBINEAU 1952
Roland BROUSSARD 1952
Marc PIROT 1952
Bernard DE NOINVILLE 1953
Gabriel MAGGI 1953
Jean-Jacques POLLYN 1954
Alain BOCCARD 1955
Roger DREYFUS 1955
Claude FANON 1956
Claude GENDRET 1956
Jean-Pierre GRENIER 1956
André BINON 1957
Roger CUKIERMAN 1957
Bernard LEMAINQUE 1957
Yves MACRON 1957
Jean-Louis RAIMON 1958
François MARTEAU 1959
Michel AMADO 1960
Yves LAJOUS 1960
Olivier HELLE 1961
Daniel DECUP 1962
Hubert MANCEAU 1963
Patrick PICARD DE LUZAN 1963
Yves PIGNOT 1963
Jacques-Robert LUNDGREN 1965
Jean-Marie PICHARD 1965
Jean-Claude CATELAIN 1967
Jacques DEGUIGNET 1967
Eric DE BOISE DE COURCENAY 1968
Thierry HENAUT 1968
François Bernard Pascal ROUGIER 1968
Gérard ROUZADE 1968
Franc PIGET 1969
Robert BENARROSH 1970
Michel SAVIOZ 1970
Patrick SENICOURT 1970
Francois RAMET 1971
Guy BLANCHARD 1972
Bernard DALPHINET 1972
André LEFAIX 1972
Pascal LEROUX 1972
Eric GERNER 1973
Christian MARQUET 1973
Jean-Jacques DEDOUIT 1974
Dominique BACQUET 1975
Catherine CATHELAIN 1976
Jacques RIGO 1977
Louis LABADENS 1978
François GAUTIER 1979
Bertrand LESPINE 1981
Vincent BARBIER 1982
Catherine LESPINE 1982
Brigitte ROESER-HERLIN 1982
Pierre SIVAC 1982
Rémy ARTHUS 1983
Nicolas GANGLOFF 1983
Christophe MOULIN 1983
David GOBERT 1984
Laure HAUSEUX 1984
Philippe PERSONNE 1984

Anne PFISTER 1985
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Fabienne VINOUZE 1986
Xavier-François DECROOCQ 1987
Bertrand JOUANNEAU 1987
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Xavier DUMENIL 1989
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Amaury DE BUCHET 1993
Baudouin HUON 1995
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Arnaud NEN 2001
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Didier BENOIT
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They are listed by academic year and alphabetical order.

The Major Donors are shown by ● members of the Europe Club by ♦

Despite careful checking, some data may be incorrect. Please accept our apologies.

Donors wishing to remain anonymous do not appear on the lists below.

■ 1938
Léon CLIGMAN

■ 1945
Jean GROB
Maurice VERNET

■ 1946
Maurice GIRARD
Jean LE FOUEST
François VALVERDE

■ 1947
Marc BELLOY ♦
Pierre CHOLLEY
Pierre LETRILLIART

■ 1949
Pierre GAUDIN

■ 1950
Louis PERRIN

■ 1951
Georges DARREAU
Pierre MANSIAT
Henry MARCHAIS

Rémy RABILLON
Michel CHALUMEAU ♦
Edouard SALUSTRO ♦

■ 1952
Guy AUBINEAU
Roland BROUSSARD
Pierre DE SEYNES
Jean MALISSARD
Marc PIROT

■ 1953
Pierre BERTIN ♦
Bernard DE NOINVILLE
Gabriel MAGGI
Jean-Pierre NITHART

■ 1954
Guy DEPOILLY
Francis Charles LANG ♦
François PASQUET
Jean-Jacques POLLYN
1955
Jean BREGEAULT ♦
Alain BOCCARD
Roger DREYFUS
Serge NOMMIK
Bernard WYSEUR
1956
Jean-Claude BOUCQ
Claude FANON
Claude GENDRET
Jean-Pierre GRENIER
Joseph PINONDEL
1957
André BINON
Jean-Louis CHANTIER ♦
Jean-Marc JANODET ♦
Bernard LEMAINQUE
Yves MACRON
André VERGNE ♦
1958
Jean-Louis RAIMON
1959
Claude DEVEY
François MARTEAU
Pierre SCHMIT
1960
Michel AMADO
Michel GOUGUILLON
Yves LAJOUS
Gérard LASNET ♦
1961
Olivier HELLE
Jacques GORNET ♦
Gérard VILLEMER
1962
Daniel DECUP
Michel HARAN
Gérard WEIL
1963
Hugues DU ROURET ♦
Patrick LUCAS ♦
Hubert MANCEAU
Patrick PICARD DE LUZAN
Yves PIGNOT
Philippe SAMUEL ♦
1964
Michel BOMPARD
Alain GUILLERMIN
1965
Michel FORGE
Jacques-Robert LUNDGREN
Jean-Marie PICHARD
Jean-Louis PIERRET
Michel RAYNAUD
François WILLETTE
1966
Christian BELLIER ♦
Michel GAYET ♦
Christian LAUMONIER
Didier MARC-ANDRE
1967
Jean-Claude CATELAIN
Jacques DEGUIGNET
Marc DELESALLE
1968
Eric DE BOISE DE COURCENAY
Thierry HENAULT
Patrice PANNETIER
François Bernard Pascal ROUGIER
Gérard ROUZADE
THANKS TO ALL OUR DONORS

1969
Gilles BRAGARD
Jean-Paul BRAYER ●
Patrice COQUARD
Martial DE BIENASSIS
Henri DE CHILLAZ
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Bernard HELAIN ◆
Gérard LALOI ◆
Franc PIGET
Thierry PIMENTA DE MIRANDA
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Philippe TAUPIN ◆

1970
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Michel SAVIOZ
Patrick SENICOURT
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1971
Didier BALME ◆
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1972
Gilles BARISSAT ●
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Pierre GUENANT ●
Philippe HUGUET ●
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Bruno-Alain MARTIN
Antoine PESKINE ●
Jean-Pierre RAFFARIN ◆

1973
Pierre GAUTIER FALRET
Eric GERNER
Gérard GIL ◆
Christian MARGUET

1974
Christophe DE MARGERIE ●
Jean-Jacques DEDOUIT
Bernard RASCLE

1975
Dominique BACQUET
Laurent COURQUIN ◆
François GUISOLPHE ◆
Bernard POUSSOT ●
Pierre SOUSSAND ◆

1976
Patricia BARBIZET ●
François BERTREAU ◆
Michel CAMOUS ◆
Catherine CATHELAIN
Thierry DE LA TOUR D’ARTAISE ●
Dominique ILLIEN ●
Xavier JUBERT

1977
Laurent DUMAREST
Philippe LE BOT ◆
Philippe LOMBARD ◆
Christian MOUILLON ●
Philippe PERRINEAU
Olivier PIANI ◆
Jacques RIGO
■ 1978
Roger GUBANSKI ♦
Bernard ISSAUTIER
Patrick IWEINS ♦
Louis LABADENS
Pascal MACIOCE ♦
Yves NICOLAS
Olivier VEYRIER
■ 1979
Marc BEAULIER
Armelle CABILLIC
François GAUTIER
Christian HINDRE
Xavier MARIN ♦
Frédérique PONS
■ 1980
Denis BOUTELIER
Christian NARDIN
■ 1981
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Bernard BOSSU
Philippe FERBUS ♦
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Chantal LAI
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Dominique PEPIN
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Véronique DE LA BACHELERIE ♦
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Brigitte ROESER-HERLIN
Pierre SIVAC
■ 1983
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Olivier LECOCQ ♦
■ 1984
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Philippe PERSONNE
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■ 1985
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Fabienne VINOUZE
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  Philippe BUI ◆
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  Xavier-François DECROOCQ
  Didier GEIG ◆
  Bertrand JOUANNEAU
  Nicolas PAVESI
  Alexandre PEBEREAU ◆
  Frédéric PLAS ◆
  Sophie TCHILINGUIRIAN

- **1988**
  Jean CASAMAYOU
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  Valérie DUCLOS-LELIEUR
  Jean-Pierre DUMONT
  Sebastien ESSIOUT ◆
  Gildas LUNVEN
  Fabrizio TERZAGO
  Valérie VUILLEMOT-UCARME

- **1989**
  Marc BERETTA ◆
  Karine CONTE
  Xavier DUMENIL
  Laurent GAULTIER ◆
  Antoine VANHEUVERSVYNY ◆

- **1990**
  Marc RAYNAUD

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  Emmanuelle BONNEAU-PETELLE ◆
  Agnès MORET DE ROCHEPRISE
  Patrick PARENT ◆
  Elisabeth USSELKMIANN-VIOLANTE

- **1992**
  Ayméric GENTY
  Caroline KRAEUTLER

- **1993**
  Amaury DE BUCHET
  Thorsten HUBSCHMANN ◆
  Franck TARENA

- **1994**
  Gautier BEURNIER
  Charles DUQUESNE
  Emmanuel GOLAB
  Olivier JACOB ◆
  Raphaëlle ROUVROY

- **1995**
  Baudouin HUON

- **1996**
  Nam-Son NGUYEN

- **1997**
  Laurent BIAOU

- **1998**
  Jean-Charles HENRY

- **1999**
  Claire PERRIN

- **2000**
  Nicolas ACHARD
  François BUISSON
  Emmanuel CHEF
  Sven HAGEMANN

- **2001**
  Samuel BENHAMOU
  Delphine COMOLET
  Alexandre CRAZOVER ◆
  Philippe DO NGOC
  Arnaud NEN
  Yohan RUSO ◆
We thank all our volunteers and ambassadors for their goodwill in supporting the Foundation throughout 2013!
### Financial statement (in €)

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<th>REAL 2013</th>
<th>REAL 2012</th>
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<td>Donations in the year</td>
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<td>Natural persons</td>
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<td>1 244 500</td>
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<td>Financial results and exceptional items</td>
<td>8 175</td>
<td>15 625</td>
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<td>INCOME FOR THE YEAR</td>
<td>1 883 948</td>
<td>1 892 463</td>
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<td>Variation of dedicated funds and others</td>
<td>1 500</td>
<td>- 69 500</td>
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<td>Reversals in provisions and other products</td>
<td>766</td>
<td>15 000</td>
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<td>RESOURCES AVAILABLE FOR THE YEAR</td>
<td>1 886 214</td>
<td>1 837 963</td>
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<td>Funding of projects</td>
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<td>Diversity and aid to students (70 scholarships awarded)</td>
<td>331 100</td>
<td>203 500</td>
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<td>Research</td>
<td>178 500</td>
<td>116 500</td>
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<td>Chairs and research support</td>
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<td>414 000</td>
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<td>European identity/international communications</td>
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<td>150 000</td>
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<td>Innovation in teaching (digital campus)</td>
<td>50 000</td>
<td>18 500</td>
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<td>Direct costs including operating and fundraising costs</td>
<td>330 394</td>
<td>272 999</td>
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<td>EXPENSES FOR THE YEAR</td>
<td>1 859 794</td>
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<td>FINANCIAL STATEMENT FOR THE YEAR</td>
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### Balance sheet on 31.12.2013 (in €)

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<td>Investment securities, savings and liquid assets</td>
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<td>Other assets</td>
<td>Dedicated funds 68 000</td>
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<td>Total assets</td>
<td>Debts and other liabilities 3 335 069</td>
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<tr>
<td></td>
<td>Total liabilities 6 708 649</td>
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</tbody>
</table>
If ESCP Europe’s future is not digital, then it will cease to exist. Help the school through the Foundation to fund the creation of a sixth campus, a digital campus, to increase its influence and disseminate its teaching worldwide.

ERIC DE MONTGOLFIER (ESCP 88)

For us, the Foundation is a concrete sign of our gratitude for what our school has given us, both personally and professionally. We both work in the world of higher education today and so are particularly attentive to its development and its challenges.

CATHERINE (ESCP 82) AND BERTRAND (ESCP 81) LESPINE

As an ESCP student, I am not only blessed with the possibility of meeting truly amazing people and future leaders, but also with a world class education in three different countries which makes my academic experience one of the most unique of its kind.

LONG TRAN THANH
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The ESCP Europe Foundation team is at your disposal.
Do not hesitate to contact us!

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Annual Donation Fund
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79, avenue de la République - 75011 Paris

www.escpeurope.eu/fondation

Public Charity registered on 18 March, 2012