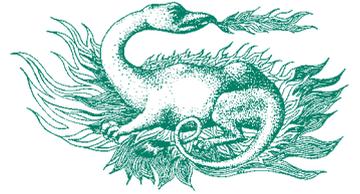


INSEAD

Alumni Association  
Germany



Global  
INSEAD  
Day Gala

ANNUAL CONFERENCE 2018  
14 – 16 SEPTEMBER  
**EDINBURGH**



DIGITIZATION IN THE FINANCE SECTOR



**» Friday, 14 September 2018**

14.30 – 16.30 EXPLORE THE CITY:  
HIGHLIGHTS I – FROM OLD TOWN & EDINBURGH CASTLE  
TO SCOTTISH TARTAN  
*Entrance to Edinburgh Castle, Castlehill, Edinburgh EH1 2NG*

18.00 – 24.00 WELCOME DINNER AT GILMERTON HOUSE  
*Athelstaneford, North Berwick, EH39 5LQ*  
bus transfer at 17.15 / 23.00, 24.00  
smart casual  
Welcome Speech by Professor Peter Mathieson, Principal and  
Vice Chancellor of the University of Edinburgh

**» Saturday, 15 September 2018**

9.30 – 14.00 ACADEMIC SESSION & PANEL:  
DIGITIZATION IN THE FINANCE SECTOR:  
FINTECH & ARTIFICIAL INTELLIGENCE  
*South Hall Campus, South Hall, 18 Holyrood Park Rd, Edinburgh EH16 5AY*  
bus transfer at 8.30 / 14.00, 14.30  
smart casual

14.30 – 17.00 EXPLORE THE CITY:  
ALUMNI CHALLENGE  
RALLYE THROUGH THE HEART OF THE CITY  
*Starting at South Hall, 18 Holyrood Park Rd, Edinburgh EH16 5AY*

19.00 GLOBAL INSEAD DAY GALA  
AT THE ROYAL COLLEGE OF PHYSICIANS  
*9 Queen St, Edinburgh EH2 1JQ*  
black tie / lounge suit

**» Sunday, 16 September 2018**

9.30 – 11.00 FAREWELL BREAKFAST  
AT THE CALTON SUITE OF THE GLASSHOUSE HOTEL  
*2 Greenside Place, Edinburgh EH1 3AA*

11.30 – 14.30 EXPLORE THE CITY:  
HIGHLIGHTS II: GUIDED TOURS – FROM NATIONAL  
GALLERIES TO OLD & NEW TOWN

*Agenda subject to change. The members assembly / Mitgliederversammlung (MV) 2018 will be conducted separately from our Annual Conference. Information regarding agenda and logistics of our MV will be shared in due course.*



**Dear Alumnae and Alumni,  
Dear Friends and Guests,**

It gives us great pleasure to invite you to a very special weekend in Edinburgh. As a premiere, we have chosen the capital of Scotland for our IAAG Annual Conference in Edinburgh on 14 – 16 September 2018. As the dates coincide, we want to celebrate the GLOBAL INSEAD DAY together with our alumni from Germany and the United Kingdom.

Like in the previous years, we set up a well-rounded program to provide you with countless opportunities to meet fellow INSEAD alumni and friends while enjoying the unique and rich culture of Scotland's capital:

We start the weekend by reviving the elegant and special atmosphere of the castle scenery back at our INSEAD days in Fontainebleau at the famous Scottish mansion "The Gilmerton House" with a Welcome Dinner highlighting the local cuisine accompanied by exquisite whisky tasting.

Embracing INSEAD's business and academic excellence we will dive into the world of digitization in the finance sector learning about Fintech and Artificial Intelligence. Expert speakers and professors will provide you with insights how Edinburgh has emerged as one of the vibrant hot spots for startups of the European Fintech sector and promising digital technologies.

On Saturday night, we are proud to have secured the exceptional venue of the Royal College of Physicians to celebrate the Global INSEAD Day with a glamorous gala dinner and ball in its impressive library and hall.

Amongst these highlights we also show you the best of Edinburgh with especially tailored culture tours to surprise even those who are already familiar with the Scottish capital. Finally, the farewell breakfast on Sunday will finish our weekend with style.

We look forward to sharing three wonderful days in Edinburgh with you!

Raphaela Balzer  
On behalf of the board of the IAAG

**FINTECH**

Digitization in the finance sector – Fintech & Artificial Intelligence



Gilmerton House,  
College of Physicians, Library



» Friday, 14 September 2018



Edinburgh Castle

EXPLORE THE CITY

*Entrance to Edinburgh Castle, Castlehill, Edinburgh EH1 2NG*

You have three options: first, join us for a visit of Kinloch Anderson to hear about their 150 year old family business and learn about Scottish dress code. Or meet us for a guided tour of Edinburgh Castle. The castle is one of the most exciting historic sites in Western Europe. Set in the heart of Scotland's dynamic capital city it is sure to capture your imagination and tell you a lot about Scottish history while delivering a breathtaking view of the city from various sights within the castle. Or join us for a guided tour to explore the highlights of the historic Old Town.



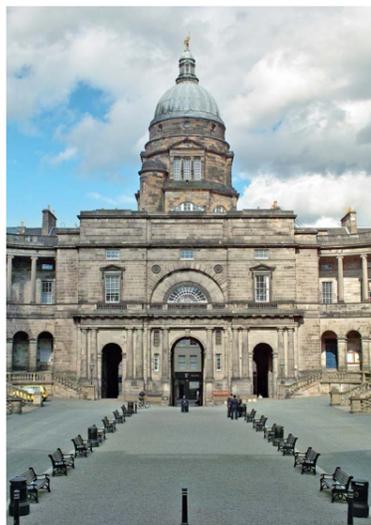
Gilmerton House

WELCOME DINNER AT GILMERTON HOUSE

*Athelstaneford, North Berwick, EH39 5LQ*

The handsome Grade A-listed Georgian mansion sits amid 100 acres of woodland in East Lothian, just 20 miles from Edinburgh. Gilmerton House has been a family home since Francis Kinloch acquired it in 1655. Sir David Kinloch, the 13th baronet of Gilmerton and owner has turned the house into a perfect week-end retreat. With its English Rococo-style design, carved from lime-wood columns and scrolled red marble slips, specially built for the house in 1740 it offers a unique experience. The beautiful gardens surrounding the house round up a breathtaking setting. A warm hall fire welcomes the guests at Gilmerton House and makes you feel at home immediately.

» Saturday, 15 September 2018



The University of Edinburgh

ACADEMIC SESSION & PANEL:  
DIGITIZATION IN THE FINANCE SECTOR:  
FINTECH & ARTIFICIAL INTELLIGENCE

*South Hall Campus, South Hall, 18 Holyrood Park Rd, Edinburgh EH16 5AY*

At this year's Annual Conference, we will dive into the world of finance and its digitization dynamics including the vibrant Scottish Fintech scene. Expert speakers and business insiders as well as professors representing the academic excellence of the conference will accompany you on this weekend.

GLOBAL INSEAD DAY GALA  
AT THE ROYAL COLLEGE OF PHYSICIANS

*9 Queen St, Edinburgh EH2 1JQ*

The College's Queen Street home is a collection of distinctive buildings which span almost 250 years of architectural style. The purpose-built hall, which dates from the Victorian era, contains a grand staircase leading to a room of impressive columns and historic portraits and sculptures of notable figures from the history of medicine, including Galen, Hippocrates and Sophocles.



The Royal College of Physicians

The College received its Royal Charter in 1681, as a result of decades of dedicated hard work by a number of Edinburgh physicians. Its aims were to regulate the profession to keep out quacks and charlatans, to provide free medical treatment for the poor and to support doctors in their work.

Enjoy your glass of champagne in the atmospheric library and dance through the night in the unique ball room with your fellow INSEAD alumns.

» Sunday, 16 September 2018

FAREWELL BREAKFAST – CALTON SUITE  
AT THE GLASSHOUSE HOTEL

*2 Greenside Place, Edinburgh EH1 3AA*

The Calton Suite is situated on top of the hotel's two-acre roof-top garden. It is dominated by windows offering views over the lawn, as well as Edinburgh's famous Calton Hill and the Firth of Forth. Hopefully we can also enjoy the many areas of the hotel's roof top garden for our last get-together of this year's conference. Keep your fingers crossed for a warm September sunshine day!



The Calton Suite

EXPLORE THE CITY

Edinburgh is a city of outstanding museums with thrilling exhibitions, world famous collections and architectural highlights. To get a glimpse of the incredible variety you have a choice of various guided tours.



Scottish National Gallery

### SCOTTISH NATIONAL GALLERY

*The Mound, Edinburgh EH2 2EL*

Situated in the heart of Edinburgh, the Scottish National Gallery is home to one of the best collections of fine art in the world. The most comprehensive part of the collection covers the history of Scottish painting, which we will explore along the Scottish highlights of the collection on our guided tour. Allow some time to visit the special exhibition Rembrandt – Britains discovery of the master.

### SCOTTISH NATIONAL PORTRAIT GALLERY

*1 Queen Street, Edinburgh EH2 1JD*

The Scottish National Portrait Gallery is one of Edinburgh's most remarkable buildings with its fantastic displays in beautifully refurbished spaces, from the suite of grand top-lit galleries to smaller intimate rooms. Discover the history of Scotland in portraits as well as the Photography Gallery, and the atmospheric Victorian Library.



View of the city

### THE SCOTTISH NATIONAL GALLERY OF MODERN ART

*75 Belford Road, Edinburgh EH4 3DR*

The Scottish National Gallery of Modern Art is a must-see venue for modern and contemporary art. On our tour we will discover the museum's highlights.

### EDINBURGH CASTLE

*Castlehill, Edinburgh EH1 2NG*

Standing on its great rock, Edinburgh castle dominates Scotland's capital. To control the castle was to hold the keys to the kingdom. It has witnessed Scottish history for many centuries. An audio guided tour will guide you along these historic lines.

### NEW AND OLD TOWN OF EDINBURGH

Edinburgh has two distinct areas: the Old Town, dominated by a medieval fortress; and the neoclassical New Town, whose development from the 18th century onwards had a far-reaching influence on European urban planning. The harmonious juxtaposition of these two contrasting historic areas, each with many important buildings, is what gives Edinburgh its unique character. Our tours will introduce you to the two faces of the Scottish capital.

### KINLOCH ANDERSON

*4 Dock Street, Leith, Edinburgh EH6 6EY, www.kinlochanderson.com*

For 150 years Kinloch Anderson has been instrumental in maintaining the status of tartan and Highland Dress. The Company has a long, unbroken tradition as Tailors and Kiltmakers to The Royal Family since 1903.

To commemorate Kinloch Anderson's 150th Anniversary, a magnificent Sundial, originally donated in 1890 to Inverleith Park, Edinburgh by Councillor W Joseph Kinloch Anderson, has been meticulously restored and given back



Kilt making

to the City of Edinburgh where the Company has always been based. The 150th Anniversary Sundial tartan personifies the value placed on the Company's profile in clothing and textiles, as a global lifestyle brand with a strong Scottish emphasis. A visit to Kinloch Anderson's Shop in Leith includes a unique Heritage Room Museum which reveals a fascinating story.

### SCOTTISH TRADITION

In 2016, a small group of Scottish alumni seized the opportunity of INSEAD's 'No. 1 Financial Times' ranking to celebrate the school with the most iconic gift Scotland could offer – an INSEAD tartan. Graham Hastie MBA'95J, Associate Dean of Degree Programmes at INSEAD, who led the tartan project along with Gillian Watson MBA'94D and Paul Skipworth MBA'95J, president of the UK Alumni Association, commissioned the design of a tartan.

However, this is no small undertaking. There are only about 7,000 tartans that exist in the world today – each with its own exclusive, one-of-a-kind design – and creating a new tartan involves a methodical process that must be led by an official tartan designer.

Once the team had completed a fundraising phase, it selected Kinloch Anderson, founded in 1868, tailor to the Royal Family since 1903 and the foremost expert in tartan and Highland Dress, to design and supply the INSEAD tartan. "Tartan is a design with a meaning, a personal significance, a sense of belonging and a special relevance," as Kinloch Anderson's Deirdre Kinloch Anderson explained, noting that the earliest written mention of tartan dates back to 1538.

To develop the design, Deirdre met with Graham, Gillian and Paul to gain an understanding of INSEAD's historic background and establish links between the school and Scotland. Based on that information, she and the Kinloch Anderson team developed several options for patterns and colours that were rooted in symbolic meaning.

The final design selected by the Scottish alumni and already added to The Scottish Register of Tartans, features two shades of green yarn to reflect the INSEAD brand and the forests of Fontainebleau. It also integrates gold yarn to represent INSEAD's academic excellence. The design pattern incorporates elements from the Clan Farquharson tartan because Major-General William Farquhar was the first British resident and commandant of Singapore, and thus has ties to INSEAD's Singapore campus. To acknowledge a link between Scotland and France, the pattern also took inspiration from the Royal Stewart tartan, as Mary Queen of Scots reigned as Queen Consort of France from 1559-1560.



INSEAD Dean, Ilian Mihov and Associate Dean, Graham Hastie with one of INSEAD's Founders, Claude Janssen



Corporate Style: The INSEAD Tartan



» Peter Mathieson



Prof. Peter Mathieson,  
Principal  
and Vice Chancellor,  
University of Edinburgh

Professor Peter Mathieson was born and educated in the United Kingdom. He read Medicine at the London Hospital Medical College and qualified with First Class Honours from the University of London in 1983. He was awarded a PhD by the University of Cambridge in 1992. He became Director of Studies for Clinical Medicine at Christ's College, Cambridge following his PhD. He moved to Bristol in 1995 as the foundation Professor of Renal Medicine at the University of Bristol and Honorary Consultant Nephrologist, North Bristol NHS Trust.

In 2007, Peter became Head of the University Department of Clinical Science at North Bristol, was appointed as Director of Research & Development for the North Bristol NHS Trust, elected President of the Renal Association.

In 2014, Peter assumed office as President and Vice Chancellor of the University of Hong Kong.

Since February 2018 he is Principal and Vice Chancellor of the University of Edinburgh.

Amongst numerous external boards and committees, Professor Peter Mathieson is a Honorary President of Coimbra Group, a Trustee of the Carnegie Trust for the Universities of Scotland and on the Advisory Panel of Cyberport in Hong Kong.



» Kent Mackenzie



Kent Mackenzie,  
Global head of Fintech,  
Partner, Deloitte

Kent Mackenzie is a Partner in the Edinburgh office of Deloitte and has spent over 12 years in a range of financial services roles. As a Global Head of Fintech and regulatory compliance, he has a passion for Fintech, data and advanced analytics. Kent Mackenzie leads Deloitte's Risk Analytics practice in Scotland and has worked with a number of local, national and international clients to develop tech and data solutions to manage financial crime, regulatory compliance, credit risk, and collections & recoveries. After graduating from Heriot-Watt University in Business Management, Kent has advanced his career at prestigious financial institutions such as Morgan Stanley, Royal Bank of Scotland and Lloyds Banking Group.

» Roshan Rohatgi



Roshan Rohatgi,  
Senior Innovations &  
Professional Execution  
Royal Bank of Scotland  
MBA'09D

As an experienced entrepreneur with an international background in creative media and financial services, Roshan Rohatgi has the current role of a Senior Innovations & Execution Professional at Royal Bank of Scotland.

In his role as a Group Chair for Artificial Intelligence Design Group, Roshan Rohatgi follows his passion about digital and convergent technologies in the field on innovative finance. Due to his entrepreneurial track record and expertise, he accelerates growing businesses with lean and agile methodologies as well as design thinking. Roshan Rohatgi holds an INSEAD MBA '09 and has studied accountancy at the University of Glasgow.





The Glasshouse Hotel

### THE GLASSHOUSE HOTEL, AUTOGRAPH COLLECTION

2 Greenside Place, Edinburgh EH1 3AA, phone +44 (0)131 525 8331,  
<https://glasshouse-edinburgh.hotel-rn.com>

The Glasshouse Hotel is a luxurious hotel that combines behind the historic facade of the 172 year old Lady Glenorchy Church a modern design with a wide range of facilities to ensure that your stay is both comfortable and chic. The rooms are elegantly decorated and floor to ceiling windows fill every room with natural light. Some of the rooms have a view on the beautiful hotel garden.

Hotel amenities at The Glasshouse Hotel, Autograph Collection include amongst others a 24-hour reception, a patio and picnic area and concierge.



Motel One

### MOTEL ONE EDINBURGH-PRINCES

10-15 Princes Street, Edinburgh EH2 2AN, phone +44 (0)131 5509220,  
e-mail: [edinburgh-princes@motel-one.com](mailto:edinburgh-princes@motel-one.com)

At Motel One Edinburgh-Princes, the royal elements of Scotland are captured with a design combination of antique chandeliers and opulent velvet armchairs. The second-floor bar niches offer majestic views of famous Princes Street and historic Edinburgh. This design hotel in Motel One style is located just off Waverley Station and just a few hundred yards away are the National Gallery of Scotland, Carlton Hill and Edinburgh Castle. The airport is within easy reach of the hotel by public transport. The entrance to the hotel is on Register Street close to the corner to Princes Street.

We have made reservations at the hotels for you. Prices range from 99,00 GBP (single) and 114 GBP (double room) plus breakfast at 9,50 GBP at the MotelOne to 255 GBP (single/double) and 280 GBP (single/double) plus breakfast at 12,50 GBP at the Glasshouse Hotel.

### TRANSFER FROM THE AIRPORT

<https://www.edinburghairport.com/transport-links/travel-into-edinburgh>

Access by public transport from Edinburgh Airport to the hotels is quick and easy by bus or tram at approx. 6 GBP to Prince Str/Waverly Station. From there it is a short walk to Motel One across the street and to the Glasshouse Hotel down Leith Str (8 min). Taxi hire is possible e.g. via black cab +44 (0)131 656 0830. For more information please see the link above.

### » Registration

Please register by completing the registration form and sending it to the IAAG Office via e-mail, fax or mail. As the number of rooms we have reserved at the hotels is limited, we make reservations on a first come first serve basis.

### RSVP BY AUGUST 10, 2018.

Upon receipt of the registration form, your registration will be confirmed by e-mail. Prior to the conference you will receive an information package including the program, the tickets for your guided tours and their meeting points as well as information on the city of Edinburgh.

### PARTICIPATION FEES AND HOTEL RATES

Hotel rates are quoted per night excluding breakfast. Please note that expenses for minibar, telephone, internet access or parking are not included and have to be settled by the guest upon check out.

It is not possible to book only part or parts of the program. The price of the package includes the following services:

- » Transfer by bus as mentioned in the agenda from and to Motel One Princes Str and the Glasshouse Hotel
- » Lectures, panel discussion with lunch
- » Welcome Dinner, Global INSEAD Day Gala and Farewell Breakfast
- » Explore the City: 2 guided tours and Alumni Challenge

### CANCELLATION AND CANCELLATION FEES

50% until September 1, thereafter 100%. Replacement by another participant is generally possible.

### TRAVELLING TO EDINBURGH

We suggest to book flights and trains early in order to profit from better rates.

### LIMITED CAPACITY

Please note for some of the events there is only a limited capacity. Bookings will be made on a first come first serve basis. If one of the events is fully booked we will inform you accordingly.

If you have any questions regarding the Annual Conference, please contact Verena von Guionneau or Antje Kirchert-Hornung, Buchenweg 25, D-82319 Starnberg, [info@insead.de](mailto:info@insead.de), Tel.: +49 (0) 8151 444 658, Fax.: +49 (0) 8151 448 262.

# INSEAD

Alumni Association  
Germany



We would like to thank all involved in the organization for their dedicated, enthusiastic and generous support. Special thanks go to the IAA UK, who has supported the organization of our Annual Conference with multiple ideas and their UK network as well as Kinloch Anderson!



**Kinloch Anderson**  
SCOTLAND

Foremost experts in tartan,  
Scottish clothing and textiles since 1868

**CELEBRATING**  
**150 Years**

Bildrechte: Titel\_ ©pixarno/fotolia, ©SakhanPhotography/fotolia, istockphoto©jamesteohart, S3. istockphoto©jamesteohart, S.4/6\_(Edinburgh Castle/University of Edinburgh), (Museum/View)©Marketing Edinburgh, S.8\_©SakhanPhotography/fotolia.

**INSEAD Alumni Association Germany e.V.,**

Office: Buchenweg 25 | 82319 Starnberg | Germany | Tel. +49 (0)8151 444658 | Fax. + 49 (0)8151 448262  
info@insead.de