# GLOBAL MIM VENTURES

## CHARTER

CEIBS-ESCP Global MiM Student Club

*Adopted on _____*

**Preamble.** This charter establishes Global MiM Ventures (GVC) as a student club of the CEIBS-ESCP Global MiM. It sets out what the Club does, how it is run, how money and partners are handled, and how it passes from one cohort to the next.

## Article 1. Name, purpose and mission

1.1 The club is called Global MiM Ventures ("GVC" or "the Club").

1.2 **Mission.** Give every Global MiM student a place to learn entrepreneurship by doing it: build ideas, meet the people who fund and run startups, and pitch in front of real investors.

1.3 **Purpose.** The Club exists to:

- **Learn:** weekly sessions on practical skills: business models, pitch decks, startup finance and fundraising, product building and go-to-market, with industry experts' insights.
- **Build:** venture teams, and skill guilds once the Club is large enough (Article 4.2), where members work on real ideas, alone or with external collaborators.
- **Connect:** a network of founders, VCs, funds, incubators, alumni, sponsors and partner universities across Shanghai, Paris, London and Zurich.
- **Pitch:** a Shark Tank-style pitch night in Zurich at the end of the programme, open to all members and, by invitation, to outside teams (Article 7.6), judged by investors, founders and alumni.
- **Last:** a starter package that lets each new cohort pick the Club up and run it.

## Article 2. Status and scope

2.1 The Club is a school-recognised student club of the CEIBS-ESCP Global MiM.

2.2 The Club follows the cohort through every campus of the programme: Shanghai, Paris, London and Zurich, and does not depend on any single campus association.

2.3 The Club follows CEIBS and ESCP rules for student clubs, events, finances, use of school names and logos, and use of facilities. Where this charter and a school rule differ, the school rule applies.

2.4 The Club works alongside, and does not replace, existing bodies such as the CEIBS MBA Entrepreneurship Club and ESCP's Blue Factory incubator.

2.5 **Academic director in charge.** At any time, one academic director oversees the Club: the CEIBS academic director while the cohort is in Shanghai or Zurich, and the ESCP academic director while it is in Paris or London. In this charter, "the academic director" means the academic director in charge at that time.

2.6 **Veto process.** Where this charter gives the academic director a veto, the Board sends the decision in writing to the academic director in charge. The decision stands unless the academic director vetoes it within five working days. With a veto, the academic director gives the reasons in writing, and the Board may submit a revised proposal at any time.

## Article 3. Membership

3.1 **Members.** Any student enrolled in the CEIBS-ESCP Global MiM can become a member by filling in the membership form and paying the membership fee (Article 3.8).

3.2 **Every member has a function.** Each member joins one area of the Club (Article 4) and, once guilds are running, one skill guild. Members may also join or start a venture team.

3.3 **Collaborators.** Students of other CEIBS or ESCP programmes, students of partner universities, alumni and outside professionals may join a venture team, a guild session or an event as collaborators. They take part in activities but do not vote, hold Board roles or pay the fee.

3.4 **Rights.** Members can attend all Club activities, propose sessions, panels and ventures, pitch at Club events, use Club resources and the shared workspace, vote in general meetings, and stand for any role.

3.5 **Duties.** Members take part in their area's work, keep the shared tracker up to date for their tasks, respect the confidentiality of other members' ideas (Article 10), and represent the Club and both schools well with partners.

3.6 **Attendance.** Heads record attendance at weekly sessions. A member who misses most sessions and tasks for a full term without notice may be declared inactive by the Board, after a conversation with them.

3.7 **Leaving.** Members may leave at any time by notifying a Co-President. To ensure the Club runs smoothly, advance notice is appreciated.

3.8 **Membership fee.** Members pay a one-time fee of RMB 200 when joining. It is held in the Club's account and covers small Club expenses. At graduation, an active member may have the fee refunded or donate it to the Club fund for the next cohort. The fee is not refunded to a member who leaves early or is declared inactive under Article 3.6.

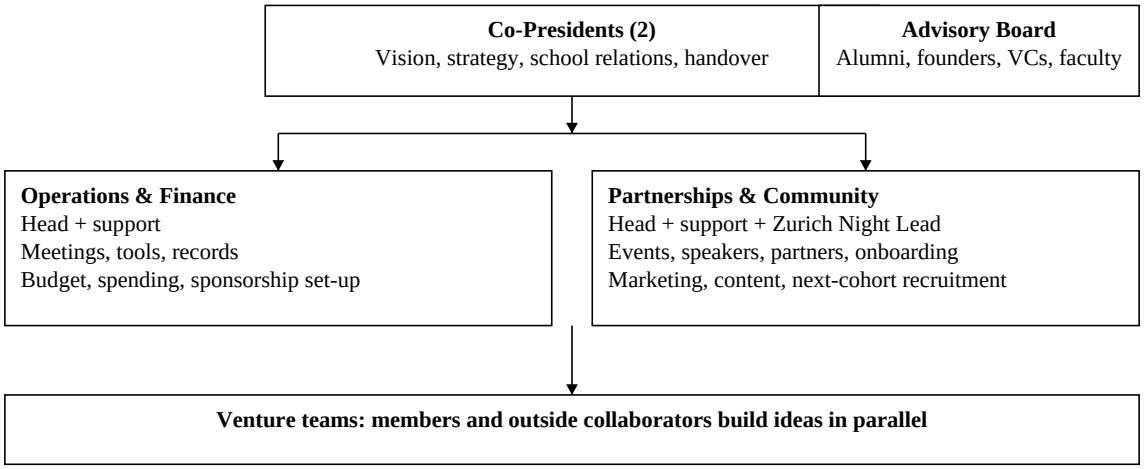
## Article 4. Organisation

4.1 The Club is led by two Co-Presidents, advised by an Advisory Board (Article 10.1) that sits beside them, not above the Club.

4.2 **Structure follows size.** The number of Heads and areas is set to fit the size of the Club. A small Club may run with two Heads (Operations & Finance, and Partnerships & Community), as shown below. A larger Club may split these into more areas, such as Community & Marketing or Partnerships & Programme, and add skill guilds (Finance, Product, Growth).

4.3 **Changing the structure.** The Board proposes the areas and Heads for the year, and the general meeting approves them by simple majority. Changing the structure in this way does not require amending this charter.

**Example: a small Club with two Co-Presidents, two Heads and venture teams**




The Advisory Board sits beside the Co-Presidents, not above the Club. A larger structure follows the same pattern.

## Article 5. Roles and responsibilities

5.1 Each role has an internal side (running the Club) and an external side (working with people outside it). The table below shows the roles for a small Club; when the structure changes under Article 4.3, roles may be split, merged, added or removed.

| Role | Internal | External |
|---|---|---|
| **Co-Presidents**<br>2 roles | Vision and strategy; chair Board and general meetings; final say on priorities; support any team that needs extra hands | School relations (academic directors, campus directors); Advisory Board; handover to the next cohort |
| **Operations & Finance**<br>Head + support | Weekly meeting logistics; records and bookkeeping; shared workspace and tools; budget; logistics for sessions | Logistics and budget for events; spending approval (Article 9.3); sponsorship set-up with the schools |
| **Partnerships & Community**<br>Head + support | Events calendar; onboarding; member engagement; Club marketing and content (photo, video) | Founders; VCs, funds and incubators; alumni; sponsors; universities; guest speakers; recruitment of the next cohort |
| **Zurich Night Lead**<br>within Partnerships | Planning and running the Zurich pitch night | Jury, venue and sponsors for the pitch night, with the Zurich campus |
| **Guild leads**<br>once guilds run | Run skill sessions and peer reviews; support venture teams on their skill | Bring in experts and resources for their skill |
| **Venture team leads** | Run their team; report progress in the shared tracker | Recruit collaborators; meet mentors and investors through Partnerships |

5.2 Every Head records attendance for their area, oversees its work in the shared tracker, and mentors its support members.

5.3 The Board is the Co-Presidents plus the Heads of the areas approved for the year under Article 4.3.

5.4 Where this charter names a specific Head (for example the Head of Operations & Finance), it means the Head whose area covers that work in the structure approved for the year.

## Article 6. Start of each year

6.1 **Onboarding.** Within the first month after handover, the Board runs a member survey, onboards new members and places each member in an area (and a guild, once guilds run), balancing numbers and skills.

6.2 **Target lists.** Each area owns its list of partners, speakers and sponsors in the shared tracker, so no one is contacted twice. Heads give a short update at each weekly session.

6.3 **Annual plan.** The Board presents the annual plan and the first term budget at the first general meeting of the year.

## Article 7. Activities

7.1 **Weekly session:** one hour each week during term. Each session has a member spotlight (a startup, a tool, a hackathon or an event, presented by one member) and a main slot: a guest speaker, a workshop or a mini Shark Tank.

7.2 **Guest lectures and workshops:** professors, founders and investors on topics such as startup business models, pitch decks, startup finance and seed rounds, how VCs work, and building products with AI and no-code tools.

7.3 **Guilds:** once running, Finance, Product and Growth guilds where members build one skill together and help venture teams with it.

7.4 **Venture teams:** members (and outside collaborators) build an idea alongside their Club function. A team that wants to go all in can hand its Club functions to others.

7.5 **Panels, visits and micro-events:** panels proposed by members, company visits (for example Blue Factory and alumni ventures), and low-cost mini pitch competitions.

7.6 **Zurich pitch night:** the Club’s flagship event at the end of the programme. All members may pitch, alone or in teams, to a jury of investors, founders and alumni. Teams from outside the Club, including collaborators from other schools, pitch by invitation of the Board.

7.7 **Guest speakers.** Any member may propose a speaker to the Head of Partnerships & Community. The Head checks fit and dates and the Board approves. Before a speaker is invited under a school’s name or on its premises, the Co-Presidents inform the academic director, who may veto (Article 2.6). Speakers are logged in the shared workspace and thanked in writing after the event.

## Article 8. Governance and decision-making

8.1 **Majorities.** A simple majority means more than half of the votes cast. A qualified majority means at least two thirds of the votes cast. Abstentions do not count as votes cast.

8.2 **General meeting.** All members, at least once per term, in person or online. It approves the annual plan, elects or confirms the Board, and votes on charter changes. Elections and the annual plan need a simple majority; charter changes and removals need a

qualified majority. Quorum is one third of members.

8.3 **Board.** The Co-Presidents and Heads meet at least every two weeks (online if needed). The Board sets priorities, assigns tasks and approves events and partnerships. It decides by consensus, or by simple majority if needed; on a tie, the Co-Presidents decide together.

8.4 **Day-to-day work.** Each Head runs their area's work day to day and reports in the shared tracker, so the Board reads one place to see all work.

8.5 **Appointments.** Co-Presidents and Heads are elected by members (Article 11.2). If a role falls vacant, the Board may appoint an interim holder until the next general meeting confirms or replaces them.

8.6 **Transparency.** Minutes of Board decisions, the budget, the ledger and the partner contact log are kept in the shared workspace and are open to all members.

8.7 **Removal of a Board member.** A Board member may be removed for serious or repeated neglect of their role, misuse of Club funds, or conduct that harms the Club or either school. Any three members or any two Board members raise the issue in writing with the Co-Presidents (or, if it concerns a Co-President, with the other Co-President). The person concerned is told the reasons and has at least seven days to respond. The general meeting then votes; removal needs a qualified majority. The academic director is informed, and the Board appoints an interim replacement until the next general meeting. Suspected misuse of funds is reported to the academic director immediately.

8.8 **Academic oversight.** The Co-Presidents report to the academic director each term and before any event that uses a school's name, premises or contacts.

## Article 9. Finance

9.1 **Sources.** The Club runs on membership fees (Article 3.8), school support, sponsorship, donations made through the schools (Articles 9.6 and 9.7) and in-kind help (rooms, speakers, prizes). School support covers base costs; sponsors fund additional activities.

9.2 **Budget.** At the start of each term, the Head of Operations & Finance drafts a term budget covering planned events, expected income and a small reserve. The Board approves it within two weeks and sends it to the academic director, who may veto it (Article 2.6). If the budget is vetoed, the Head revises it with the Board to address the academic director's reasons and resubmits it within two weeks; this repeats until a budget is accepted. Until then, the Club spends only on essentials, within the single-approval limit of Article 9.3. The Head keeps a ledger of every income and expense in the shared workspace and reports actual against budget at each general meeting.

9.3 **Spending approval.** Spending within the approved budget is approved as follows. Expenses may not be split to stay under a threshold.

| Amount per expense | Approval needed |
|---|---|
| Up to RMB 500 | Any one Head or Co-President |
| RMB 500 to RMB 10,000 | Head of Operations & Finance and one Co-President |

| | |
|---|---|
| Above RMB 10,000 (for example the Zurich pitch night), or outside the budget | Both Co-Presidents, with a veto for the academic director (Article 2.6) |

9.4 **CEIBS and ESCP resources.** Each school decides its own support. The ledger records what each school contributed and how it was used, so the schools' funds are never mixed in the records. Money from one school may be used on another campus or for joint events, such as the Zurich pitch night, where that school's academic director agrees; each such use is recorded in a transfer note filed with the ledger. Because time and resources in Zurich are limited, the Board agrees the Zurich pitch night budget with the academic director and the Zurich campus before the cohort arrives there.

9.5 **Where the money sits.** In China, CEIBS pays approved Club expenses directly from its budget for the Club, or reimburses members who advance small costs. In Europe, the Club holds its own funds (membership fees, sponsorship and European school support) in an account in the name of a French association created for the Club, used for payments in euros, pounds and Swiss francs. No Club money is held in a member's personal account. The Head of Operations & Finance and one Co-President are the authorised signatories of the Club's account.

> **To be confirmed with CEIBS and ESCP before approval.** (1) Whether CEIBS can pay Club expenses directly in China, and also in Zurich. (2) Whether CEIBS and ESCP support can be used across campuses and for joint events. (3) Whether the schools can pay support into a French association account, and whether that account can pay in pounds and Swiss francs. If CEIBS cannot pay directly in Zurich, Zurich costs are paid from the association account.

9.6 **Sponsorship and donations.** Students cannot sign agreements on behalf of a school. An agreement that involves a school's name, money or premises is signed by that school, and donations to a school go through its development or alumni office. An agreement with the Club alone is signed by the Club's association, through both Co-Presidents. Sponsors aim to at least match the support provided by the schools. They get visibility at events but no say in which teams win or what the Club teaches.

9.7 **Sponsor notice and veto.** Before committing to a sponsor, the Board notifies the academic director in charge. If the sponsorship covers more than one campus (for example a full year), the Board notifies both academic directors. Each may veto it within five working days if it conflicts with the school's rules, code of conduct, ethics or existing partners; otherwise it goes ahead. After a veto, the Board may amend the terms or the sponsor's visibility and resubmit (Article 2.6).

9.8 **Reimbursement.** Reimbursements follow the rules of whoever funds the expense: the school, or the Club's association account. Claims need original receipts or invoices (a fapiao in China), must be submitted within 30 days, and are paid only for spending approved under Article 9.3.

9.9 **Ownership.** Club funds and assets belong to the Club, not to any member.

9.10 **Carryover.** Any balance of funds the Club holds itself (membership fees, sponsor money held for the Club) passes to the next Board at handover. School-allocated budgets follow each school's fiscal-year rules and may lapse at year-end.

## Article 10. Partners, advisory board, ventures and IP

10.1 **Advisory Board.** The Co-Presidents invite alumni, founders, investors and faculty to an Advisory Board. It advises on strategy, mentors members, opens doors and helps judge the Zurich pitch night. It has no vote on Club decisions.

10.2 **Partners.** The Club seeks partnerships with the CEIBS MBA Entrepreneurship Club, Blue Factory and other ESCP entrepreneurship bodies, CEIBS and ESCP alumni networks, VCs, funds and incubators, and academic institutions. Every contact with a partner is logged in the shared workspace so no one is contacted twice.

10.3 **Ideas belong to the people who have them.** A venture idea belongs to its founders, not to the Club. The Club claims no equity, revenue or IP from any venture.

10.4 **Venture funding.** The Club does not invest in ventures or hold equity. It supports venture teams only through prizes at Club competitions, funded by sponsors rather than school support; small no-equity grants of up to RMB 2,000 per team per term for costs such as prototypes, software or event fees, paid from sponsor money or Club-held funds and approved under Article 9.3; and introductions to outside investors, incubators and mentors. Any investment a team raises is a matter between the team and the investor; neither the Club nor the schools are a party to it.

10.5 **Confidentiality.** Members do not share or reuse another member's idea, deck or data outside the Club without their permission.

10.6 **Use of names.** The Club uses the CEIBS and ESCP names and logos only as the schools allow, and does not speak for either school.

## Article 11. Continuity and handover

11.1 The Global MiM runs for 14 months, so each Board serves one cohort. Each Board hands the Club over when the next cohort starts in Shanghai, usually while the outgoing cohort is in Zurich.

11.2 **Election of the next Board.** About two months before handover, the outgoing Board presents the Club to the incoming cohort (online if needed) and opens nominations. Incoming members elect their Co-Presidents and Heads online by simple majority. The outgoing Board runs the vote and the CEIBS academic director confirms the result. If fewer than two candidates stand for Co-President, the academic director may appoint interim Co-Presidents until an election is held.

11.3 **Shadowing.** The new Board shadows the outgoing Board for at least four weeks, online where the cohorts are on different campuses.

11.4 **Asset handover.** Before stepping down, the outgoing Board completes a handover checklist, signed by the outgoing and incoming Co-Presidents and shared with the academic director: account access and a final ledger with the remaining balance; shared workspace, tracker, social media and email credentials; the partner, sponsor and speaker contact log with active agreements; physical items (banners, equipment, prizes); and the starter package (this charter, the org chart, role guides, session materials, brand identity, event playbooks including the Zurich pitch night, budget records and lessons learned).

11.5 **Alumni members.** Every member becomes an alumni member automatically and free of charge at graduation. Alumni members are invited to stay on as mentors, speakers or

Advisory Board members. They do not vote in general meetings.

## Article 12. Amendments and approval

12.1 The Board may propose changes to this charter. Changes take effect once approved by a qualified majority of the general meeting, unless the academic director vetoes them (Article 2.6).

12.2 This charter takes effect on approval by the CEIBS and ESCP academic directors.

## Signatures

| Role and name | Signature | Date |
|---|---|---|
| Co-founder and Co-President<br>Erwan Patas Dilliers | | |
| Co-founder and Co-President<br>Carlo Cimini | | |
| Academic director, CEIBS | | |
| Academic director, ESCP | | |