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#Investmentwende

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“Mariana Bozesan is one of the very few investors I have encountered who is truly concerned with an integral approach to investing based on full-spectrum economics that goes beyond both profit-only and EGS criteria.”

—C. Arnsperger, Ph.D., Professor
Université de Lausanne

“I found Dr. Bozesan’s research amazing because it confirms my experience over the past 10 years. In nearly all of my presentations on Sustainable Investment and most recently on Sustainable Leadership to the financial sector, I had been referring to the issue of pain as a major drive to begin the transition for businesses and business leaders towards sustainability.

When I used to say this, people laughed and didn’t want to hear it. Nice to see that there is an academic basis. For me it was just a gut feeling and observation.”

—Robert Rubinstein, Founder & CEO,
Triple Bottom Line Investing (TBLI) Group

“I heartily recommend Dr. Bozesan as a global thought leader, keynote speaker and accomplished author to institutions and organizations that wish to understand how best to integrate real world business approaches and human-centered values”

—Burton Hoyt Lee, PhD, MBA, Professor
Stanford University School of Engineering

“Mariana Bozesan is an inspiration to others. To share her story is courageous—to use it to help others is admirable.”

—Anthony Robbins, bestselling author of
Unlimited Power

Mariana Bozesan’s work “... is a brilliant synthesis between scientific research and hands-on advice...”

—John Gray, Ph.D., bestselling author Men
are from Mars, Women are from Venus

Dr. Bozesan is best known as an integral investor implementing the UN SDGs within Planetary Boundaries through the launch of the Investment Turnaround. She is a serial entrepreneur, futurist, researcher, author, philanthropist, environmentalist, and human rights activist. She has earned an outstanding track record as an integral investor by de-risking early stage investments in high-tech and clean-tech using the Theta Model, which she developed based on Ken Wilber’s integral theory. Mariana was awarded full international membership in the Club of Rome and is a Fellow in the World Academy of Art and Science. She was named Europe’s Female Angel Investor of 2019 by BAND, the German business angel network and BAE, Business Angels Europe, and Entrepreneur of the Year 2017 by EBAN, the European Business Angel Network. She was National Advisory Board Member for the G8/G20 Social Impact Investment Task Force and serves as a strategic advisor on integral finance and sustainability to various funds, NGOs, social businesses, and governmental organizations (incl. Germany, The Netherlands, the USA, and China).

Moreover, she is a prominent keynote speaker and an inspiring lecturer on the future of investing, business, finance, and economics at prestigious organizations including Stanford, Oxford, and INSEAD as well as the United Nations, TEDx and RIO+20. The trained AI expert and computer scientist was a former Senior Research Fellow at the Humboldt-Viadrina School of Governance.

Dr. Bozesan is co-founder of AQAL AG, a multi-family office, AQAL Capital, a single-family office, as well as the AQAL Foundation. As the leading authority on integral investing, the most advanced paradigm on integral sustainability, she provides the means and metrics to implement the parity between people, planet, profit — with purpose, and passion. Her de-risking and development model, the Theta Model, integrates financial, ecological, social, cultural, behavioral, and human consciousness factors with beauty, and joy.

She is a Venture Capitalist turned Integral Investor since 1995 and was one of the initial investors in CyberNet AG, the first publicly traded Internet company in Germany, Penumbra, an Acute Ischemic Stroke (AIS) market leader, and SafeView. To her more

“Mariana Bozesan shows how ...you can... enjoy health and higher levels of vitality, and live a life of joy and fulfillment.”

—Deepak Chopra, M.D., bestselling author of *Grow Younger, Live Longer*

“Mariana Bozesan, entrepreneur, global activist, philanthropist, mystic, mother, goddess, intellectual, and sage, has written a seminal book for all people who wish to make a difference in this world and who wish to do that while living a healthy, vibrant life. ... She glows with thriving radiant health, she speaks with elegance and eloquence, and she has deeply researched what makes a healthy life and one that is conscious and committed.”

—Lynne Twist, author of *The Soul of Money*

“Listening to Mariana opens your heart. Her words bring joy and hope and the deep trust that everything is possible.”

—Margot Anand, bestselling author of *The Art of Every Day Ecstasy*

“A wise and inspirational leader, Mariana’s message is clear, straightforward, and void of any hidden agenda.

Added to her genuine, well-researched advice is a warm and generous personality that comes across in her presentations.”

—Eva Auchincloss, chair of Presidio World College

“Leadership training is not about intellectually understanding what to do but learning how to really LIVE IT every day.

Mariana took me to a level of heart-led Leadership that I have always wanted but never fully implemented.

Her inspirational and consciousness-driven leadership changed my life ... and that of other people around me!”

—Carol Sands, Venture Capitalist & Winner of the Influential Women in Business Award

recent investments belong NDC Data Centers (energy- and resource-efficient data centers), Entelios AG, the first German Demand Response aggregator, sold to EnerNOC, Surgitent and PhysioCUE, both medical device manufacturers, and the social impact movie *Jim Button and Luke the Engine Driver*. Mariana was also an early member of The Angels’ Forum in Palo Alto and the Munich Business Angel Network in Munich. She has invested in business angel and VC funds in Silicon Valley and Europe, including The Halo Fund in Palo Alto and EarlyBird Venture Capital in Munich. Mariana is also the founder of SageEra Institute LLC, Infobahn Romania SRL, and co-founder of Infobahn International GmbH. Prior to Infobahn, Dr. Bozesan held executive positions at Oracle Corporation, Digital Equipment Corporation (now Hewlett-Packard) and IntelliCorp, an artificial intelligence pioneer.

As a philanthropist, Mariana is Advisory Board Member to *Chi Impact Capital*, *Ethical Markets*, *Abury*, the *Sustainability Labs*, *MetaIntegral*, and the German Environmental Foundation (Deutsche Umweltstiftung). Mariana is BoD member of the *Conscious Leadership Guild* and former BoD member of *The International Museum of Women* in San Francisco, the *Spiritual Alliance to Stop Intimate Violence* (SAIV), CxCatalyst, and *The Halo Impact Fund* in Palo Alto. Since 1979, she has been the President and Founder of The Bozesan Foundation that supports more than 38 humanitarian organizations worldwide. Moreover, Dr. Bozesan is also the co-founder and President of the *AQAL Foundation*, a not for profit organization dedicated to making integral sustainability through investing and the Theta Model as a de-risking tool and development framework widely available.

As a researcher, Dr. Bozesan has authored and published numerous peer-reviewed papers, some of which are listed below, and is the successful author of several books including *The Making of a Consciousness Leader in Business* and the *Diet for a New Life* book series. She is, furthermore, co-author of the 50th year anniversary report to the Club of Rome *Come On! Capitalism, Short-termism, Population and the Destruction of the Planet*.

Educated at Stanford University and KIT (Karlsruhe Institute of Technology) in Germany, Dr. Bozesan holds a Master of Science (Dipl.-Inform.) degree in Artificial Intelligence and Computer Science from KIT. Mariana received her Ph.D. in Psychology from ITP (now Sofia University) in Palo Alto, California. Being of half German heritage, she was born and raised in Romania and is at home in the world. She is happily married to the love of her life and lives with her family in Germany.

Recent Publications (a selection)

Bozesan, M. (2018). Investmentwende: Nachhaltig investieren. In U. Guenther, & R. Kirchhoff, *Angel Investing at its Best: Leitfaden für Business Angels II* pp. (51-56). München: GoingPublic Media AG.

Co-Authored with von Weizsäcker, E. & Wijkman, A. (Eds.) et al. (2017) the large report to the Club of Rome “Come On! Capitalism, Short-termism, Population and the Destruction of the Planet” Springer. <http://www.springer.com/de/book/9781493974184#aboutBook> – available also in German, Chinese, Spanish, and Portuguese

Die Zukunft der Finanzbranche ist ethisch (13. Juli, 2017). *All About Italy*. (Deutsche Ausgabe) Interview, <https://www.pressreader.com/germany/all-about-italy-germany/20170713/282583083054009>

On Consciousness Leadership published in Kuenkel, P. (2016) *Fuehrung mit Sinn: Wie Manager verantwortlich Zukunft gestalten* (pp. 47-52). Potsdam, Deutschland: Springer Gabler. <http://www.springer.com/de/book/9783658105624>

Integral Sustainability or how Evolutionary Forces are Driving Investors' Trust and the Integration of People, Planet, and Profit. In O. Lehner (Ed.) *Routledge Handbook of Social and Sustainable Finance* (pp. 296-321), July 18, 2016. Oxford: Routledge.

<https://www.routledge.com/Routledge-Handbook-of-Social-and-Sustainable-Finance/Lehner/p/book/9781138777545>

Venture Capital 2.0: How the Integration of People, Planet, and Profit Could Lead to Sustainable Returns, Oxford Paper, double-blind, peer-reviewed research paper, presented at **Social and Sustainable Finance and Impact Investing Conference, ACRN SSFII**, Saïd Business School, Oxford, UK, April 23-24, 2015. <http://www.acrn.eu/resources/SSFII2015/Abstract-Proceedings-Draft.pdf>

De-Risking VC Investing for Outstanding ROI: An Interdisciplinary Approach toward the Integration of People, Planet and Profit, double-blind, peer-reviewed research paper presented at the 14th **FRAP** Finance, Risk and Accounting Management Perspectives Conference, **ACRN Academic Research Network Oxford**, Oxford, UK, Sept 22–24, 2014. Published in the *ACRN Oxford Journal of Finance and Risk Perspectives*, 2015 Vol. I Special Issue: Entrepreneurship Perspectives, ISSN 2305-7394. <http://www.acrn-journals.eu/resources/jofrp0401d.pdf>

G8/G20 Social Impact Investment: Financing Social Change paper co-author as **Member of the German National Advisory Board Member for Germany on the G8/G20 Social Impact Investment Task Force (OECD)**, 2013–14. Now GSG - Driving real impact, <http://gsgii.org/>. German report entitled *Wirkungsorientiertes Investieren: Neue Finanzierungsquellen zur Lösung gesellschaftlicher Herausforderungen. Abschlussbericht des National Advisory Board Deutschland 2014*, available here: <https://tinyurl.com/nkdb6lx>

Integral Venture Investing: An inclusive and sustainable model for investing in our future, award-winning (for “best paper”), peer-reviewed paper presented at the **ITC Integral Theory Conference 2013**, San Francisco, California, https://papers.ssrn.com/sol3/papers.cfm?abstract_id=2296348

Demystifying the Future of Investing: An Investor's Perspective, peer-reviewed research paper published in the **JITP Journal for Integral Theory and Practice**, San Francisco, California, July 2013, <https://foundation.metaintegral.org/products/volume-8-numbers-12>

Why some investors care about the parity of people, planet, and profit and others do not, peer-reviewed research paper published in the Special Issue of the German Publication on Economics and Psychology, **Wirtschaftspsychologie** 2012/3, [http://www.psychologie-aktuell.com/index.php?id=184&tx_ttnews\[tt_news\]=2489&tx_ttnews\[backPid\]=185&cHash=1c2b2989d0#marker9](http://www.psychologie-aktuell.com/index.php?id=184&tx_ttnews[tt_news]=2489&tx_ttnews[backPid]=185&cHash=1c2b2989d0#marker9)

The Future of Sustainable Business: An Integral View from an Investors Perspective, peer-reviewed, double-blind research paper held at the **IEBRC** International Economics & Business Research Conference, Dubai, 2011, <http://www.wbiconpro.com/206-Mariana.pdf>

Integral Impact Investing: Wo die Wissenschaft des Erfolgs auf die Kunst der Erfüllung trifft, article published in **FORUM Nachhaltig Wirtschaften**, 2001, the German translation can be found here <http://www.openmindjournal.com/2011/03/30/integral-impact-investing/>

The Power of One: How Influential Business Executives Transform and Lead into a Sustainable Future, peer-reviewed research paper, published in **Integral Leadership Review**, Volume 10 No 5, 10/2010, <http://archive-ilr.com/archives-2010/2010-10/2010-10-toc.php>

Die Investmentwende: Wie kann eine zukunftsorientierte Wirtschaft zügiger und nachhaltiger finanziert werden? 2013. Positioning paper submitted to Chancellor Dr. Angela Merkel on how to finance the Energiewende, the renewable energy era. Available upon request.

Bozesan, M. & von Papstein, P. (2008). Wir wurden suechtig nach Sicherheit... GDI Impuls 76/2008, p. 92-100. http://blog.xeit.ch/wp-content/uploads/2008/10/Hyperlocality_M-Celko.pdf

Referenced in (a selection)

Kitzler, J.-C. (10/11/2018). Der kritische Blick auf das Wachstum. Deutschlandfunk Audio-Interview on the occasion of the 50th anniversary of the Club of Rome. https://www.deutschlandfunk.de/50-jahre-club-of-rome-der-kritische-blick-auf-das-wachstum.769.de.html?dram:article_id=430812

Saini D. (2018). A New Perspective towards Leadership Paradigm. In Chin, J.L. & Trimble J.E. & Garcia J.E. (Eds) *Global and Culturally Diverse Leaders and Leadership: New dimensions and challenges for business, education and society*, pp. 253-277. UK: Emerald Publishing. Viewed April 2019 at <https://tinyurl.com/y6gvycon>

Pustoshkin, E., (2017). «Журнал интегральной теории и практики»: библиография статей, опубликованных в форпосте интегральной мысли Евгений Пустопкин1, p. 29.

Robledo, M.A., (2016). *3D-Management: An Integral Business Theory*. Award winning paper at Integral European Conference 2016

Interview on Consciousness Leadership published in Kuenkel, P. (2016) *Fuehrung mit Sinn: Wie Manager verantwortlich Zukunft gestalten* (pp. 47-52). Potsdam, Deutschland: Springer Gabler. <http://www.springer.com/de/book/9783658105624>

Hayes, S. M., (2015) *A Mixed Methods Perspective: How Integral Leaders Can Contribute to the Growth of Emerging Leaders*, p. 39, p.44, p. 82, p. 83. Dissertations & Theses. 232. <http://aura.antioch.edu/etds/232>

Glaenzel, G. & Scheuerle, T. (2015). *Social Impact Investing in Germany: Current Impediments from Investors' and Social Entrepreneurs' Perspective*. In Voluntas: International of Voluntary and Nonprofit Organizations, pp 1-31. July 21, 2015, Springer.

Zaki, S. (2014). *Impact Investment: The invisible heart of markets. Harnessing the power of entrepreneurship, innovation and capital for public good*. p.48. Social Impact Investment Taskforce Report G8.

Narayanan, U. & Dev V, A. & Vijayalakshmi. V. (2013). Integral leadership Development: Applying an Integral framework for inner development of leaders, pp. 112-122. Hughes B. & Avery G.C. (Eds) In Proceedings of the 8th International Symposium on Sustainable Leadership, 2013. Nice, June 4-7. Retrieved April 24, 2019 at <https://tinyurl.com/y6t4k3sn>

Wirkungsorientiertes Investieren: Neue Finanzierungsquellen zur Lösung gesellschaftlicher Herausforderungen.

Bertelsmann Stiftung, September 15, 2014. https://www.bertelsmann-stiftung.de/fileadmin//user_upload/Studie_Wirkungsorientiertes_Investieren.pdf

Horst, D. (2014). *Nachhaltige Geldanlage als Problembegriff*. In Faust, M. & Scholz, S. (Eds.) *Nachhaltige Geldanlagen: Produkte, Strategien und Beratungskonzepte*. (pp. 151-166). Frankfurt: Frankfurt School.

Spinkart, K.P., & Gottwald, F.-T., (2013). *FairFinance: Das Kapital der Zukunft; Auswege aus dem Raubtierkapitalismus*. (p. 162). München: Herbig.

Popescu, L. (2010). *Stil de viață sănătos : Un Ghid de Educație pentru Sănătate*. Constanța: Editura Munteni

Lectures and Public Appearances (a selection)

Keynote delivered at United Nations Headquarters in New York on the 4th anniversary of the International Day of Women and Girls in Science February 11, 2019 <https://aqlgroup.com/dr-bozesan-gives-keynote-at-un/>

Keynote delivered at the 50th anniversary of the Club o Rome on Oct. 17th - 18th, 2018 at the Vatican, during the panel debate on “What Economics Does a Full World Need”, <https://www.youtube.com/watch?v=kS89zbR0svA>

Keynote at Springtij 2018 On the Future of Investing, <https://en.springtij.nu/springtij-forum-2018/>

Keynote launching the *Investmentwende* (investment turnaround) at *Press Conference and Investors in Dialogue with the Club of Rome* Gala Dinner on October, 16th, 2017 at the Bayerischer Hof in Munich, Germany.

Keynote “*Women in the Know: Chances in Transition*” at **Frankfurt Book Fair** on October 14th, 2017 <https://digitalmediawomen.de/2017/09/bookfair-special-auf-der-frankfurter-buchmesse/> & https://www.vdu.de/fileadmin/user_upload/News/Publikationen/VdU_UNTERNEHMERIN_Sommer_2018_20MB.pdf

Keynote on *Exponential Tech Investing* at BAND (Business Angel Network Deutschland) Community Summit in Berlin, August 24th, 2017 <https://storytile.azurewebsites.net/v3-amp/share.php?e=12457&c=4185&t=UR5NCR67DZWV5kY7X6nxzd9QKYBYUpEe&f=public>

TEDx Marrakesh February 2015: Speech *Confessions of an Investor*
<http://www.tedxmarakesh.net/archive/2015/speakers/86-dr-mariana-bozezan>

On the Future of Investing. Lecture at the **INSEAD** Big Ideas Club Event, December 2014

On Consciousness Leadership. Radio interview by the leading Austrian Radio/TV network, **ORF1**, Jan 15th 2014

Speaker on *Triple Bottom Line Investing and Venture Capital* at **TBLI** Conference Zurich, Nov. 15th 2013, http://www.tbllgroup.com/pdf/past_programs/tbli-conference-europe-2013.pdf

Opened the **Frankfurt Stock Exchange** together with Top Women Executives lead by Irene Natividad, founder of the **Global Summit of Women**, Sept 2013, <http://www.henkeldiversity.com/2013/10/01/german-women-leaders-open-frankfurt-stock-exchange/>

DVFA Asset Management Forum 2013, Speaker and panelist on *Green Economy Investing*, Frankfurt, Sept 24, 2013, <http://www.dvfa.de/konferenzen-foren/veranstaltungen/asset-management-forum/>

Impact Investing: From Idea to Implementation. Speaker and panelist at **Berenberg Bank** Impact Investing Conference, Hamburg, Sept, 3, 2013, <http://www.berenberg.de/en/impact-investing-conference.html>

Panelist on *Integral Sustainability* at the Global Launch of the **BMW** i-series. BMW Welt Munich, June 26th, 2013.

Advisor to the **German Government (BMU)** on Integral Investing, panelist and speaker at the conference *Sustainable Investing: On Financing Sustainability*, with the Federal Minister for the Environment, Peter Altmaier. Contributor to the **German Guidelines of UN PRI**, launched in Berlin, May 14th, 2013. **Nachhaltig und verantwortlich investieren—ein Leitfad. Die UN Principles for Responsible Investment (PRI)**. https://www.bvi.de/fileadmin/user_upload/Regulierung/UNPRI.pdf

Re:publica 2013. Panelist on *Impact Investing – a New Era of Good-Cause Investors?* Presentation on Integral Investing, May 7, 2013. <http://re-publica.de/sessions/impact-investing-new-era-good-cause-investors>

As a **women right activist**, she is a sponsor of Business Professional of Women Germany (BPW), advocates more women on boards (<http://www.henkeldiversity.com/2013/10/01/german-women-leaders-open-frankfurt-stock-exchange/>), a regular speaker at **Global Summit of Women**, i.e. June 2013, Kuala Lumpur, on Economic Empowerment of Women: *Pitching to Investors-Financing Your Business for Growth* <http://www.globewomen.org/summit/2013/2013presentations.html>, and promotes equal pay for equal work.

Panelist: 13th **EBAN European Business Angel Network** Annual Congress, Vienna, May 13th, 2013. <http://www.eban2013.com>

Special German envoy and speaker: **Rio+20 Conference** participation and presentation given on *Innovative Collaborations Driving Inclusive Sustainable Growth*, at RioCentro June 27th, 2012. <http://www.bpwbrasil.org/principal/575.html>

Speaker and panelist on *Financing for a Sustainable Future*. Presentation held at the “Davos for Women”, The **Global Summit for Women** in Istanbul, 2011. <http://www.globewomen.org/summit/2011/2011%20Presentations.htm>, <http://www.globewomen.org/summit/2011/ppt%20-%20bozesan.pdf>

Keynote speaker and panelist: Warsaw Stock Exchange, *On Economic Empowerment: How Do We Come out of the Crisis?* Presentation given at the **3rd Congress of Women**, Warsaw, 2011.

The Future of Investing and Entrepreneurship. Presentation given at the **TBLI** conference in London, 2010.

CNBC Interview on Integral Investing, Istanbul, Turkey, May 2012. <http://youtu.be/B-DI71YuedA>

Rio+20 Conference participation and interview on Integral Investing at Rio de Janeiro, June 2012. <http://youtu.be/4eo7Km-eL6A>

Honors & Awards

The Golden Aurora – Best European Female Angel Investor of the Year 2019, awarded in June 2019 by BAND and BAE, the German and European Business Angel Networks

Best European Early Stage Investor Award 2017, awarded in June 2017 by EBAN, the European Business Angel Network

G8/G20 Social Impact Investment Task Force: Appointed member of the German National Advisory Board, 2014, <http://socialimpactinvestment.org/about.php>

Club of Rome: International full member, accepted the appointment in 2012, <http://www.clubofrome.org/?p=5539>

Women Speaker Foundation. Interview, February 2013. <http://blog.women-speaker-foundation.de/wsf-rednerin-dr-bozesan-in-den-club-of-rome-berufen/>

Hillary Clinton's Global Impact Economic Forum at the State Department, Washington, DC, April 26-27, 2012. Special guest and advisor by invitation only.

Special Advisor to The Dutch Government's Business and Industry Consultation **RIO+20** and speaker: *Realizing Inclusive and Green Growth*, The Hague, April 11-12, 2012.

UNECE special advisor, envoy to, and speaker at The Golda Meir Center, MASHAV-Israel's Agency for International Development Cooperation, Haifa, Israel, May 2–7th, 2012. Lectured on *Financial Empowerment of Women Entrepreneurs*.

Appointed member of the Economic Advisory Council of the German Environmental Foundation (**Wirtschaftsrat der Deutschen Umweltstiftung**), July 2013. http://www.deutscheumweltstiftung.de/index.php?option=com_content&view=article&id=382%3Amariana-bozesan-muenchen&catid=62%3Apersoenliche-mitglieder-des-wirtschaftsrates&Itemid=330

AQAL Investing (now AQAL Capital) became the first family office world-wide to sign the **UN PRI** (United Nations Principles of Responsible Investing), Oct. 2012. http://www.unpri.org/signatories/signatories/#asset_owners

Advisory member of the Investor Network, **IIRC**, the International Integrated Reporting Council initiated by HRH Prince of Wales, <http://www.theiirc.org/companies-and-investors/pilot-programme-investor-network/>

Advisory Council member to the **German Ministry for the Environment** (Deutsches Umweltministerium) for establishing the guidelines for the adoption of UN PRI in Germany, May 2013. http://www.bvi.de/fileadmin/user_upload/UNPRI.pdf

Special Advisor and Envoy to the Chinese government and **All China Women Federation**: Speaker on *Green Economy and Corporate Social Responsibility*, Beijing, China, presentation held at the International Forum on Women and Sustainable Development, November 2011; <http://www.womenofchina.cn/html/report/135198-1.htm?reportpos=7>

Dissertation *The Making of a Consciousness Leader in Business: An Integral Approach*, 2009 is available for download at ProQuest <https://pqdtopen.proquest.com/doc/305093282.html?FMT=ABS>