



Cass Business School
CITY UNIVERSITY LONDON



Looking back on
our success and
acknowledging
your support

Reflecting on our achievement

Annual Fundraising Report 2011



Reflecting on our achievement



Right: Sir Malcolm Williamson
Chair of the Cass Strategy and Development Board



Thank you to all of our friends and supporters

Dear friend,

I am delighted to report on another exciting year at Sir John Cass Business School. Against a difficult backdrop in international markets, we have achieved one of our most successful years ever. Cass has gone up in all rankings for every programme and our academics have been featured in a number of prestigious lists worldwide. Our Ethics Programme was very successfully launched in 2011. The aim of the programme is to raise awareness of ethical issues amongst students and make them think about the ethical basis of their behaviours and actions. The programme is now being embedded in our courses and has proven very popular with both staff and students.

In the last financial year, the School has achieved the coveted triple accreditation; The European Quality Improvement System (EQUIS), Association of MBAs (AMBA) and Association to Advance Collegiate Schools of Business (AACSB). Only about 50 schools worldwide have achieved this and it means our aspiring students can be assured that the Cass mark of quality is recognised globally.

The Alumni World Forum took place last July and was an outstanding success, our active and engaged international alumni groups ran packed events in London and throughout the world.

All in all, it is a year I am extremely proud of and it is thanks to you, our donors and supporters, that many of these activities have been possible.

Kind regards,

Richard Gillingwater, CBE
Dean of Cass

Dear donors and supporters,

Thanks to your help and support we have had another outstanding year. 2010 saw the successful launch of the Haberman Campaign, for which we have received some very generous initial donations. We also welcomed Czarnikow, Ernst & Young and Threadneedle as corporate partners.

The Alumni Network continues to develop and strengthen, with almost 33,000 worldwide of which 10,000 are part of our online community. Our international groups are also expanding and we have launched two very successful new initiatives; the Ask Alumni website and the Masterclass events programme. I hope you are amongst the many people taking part.

Our governance initiative has been another great success; many of you now participate in boards and committees at Cass, ensuring we remain aligned to business and stay at the forefront of academic excellence.

Thanks to your donations and sponsorships, we received well over £200,000 in matching funds from the UK Government. This is a fabulous achievement and in this financial year, we are looking to almost treble that amount. Only gifts made before 31 July 2011 qualify for the Matched Funding scheme so please, if you are thinking of making a contribution, this is the time to do it.

Finally, as ever, I would like to thank all of you, donors, supporters and Cass staff who have made this success possible.

Kind regards,

Paola Barbarino
Director of Development and External Relations

Financial report

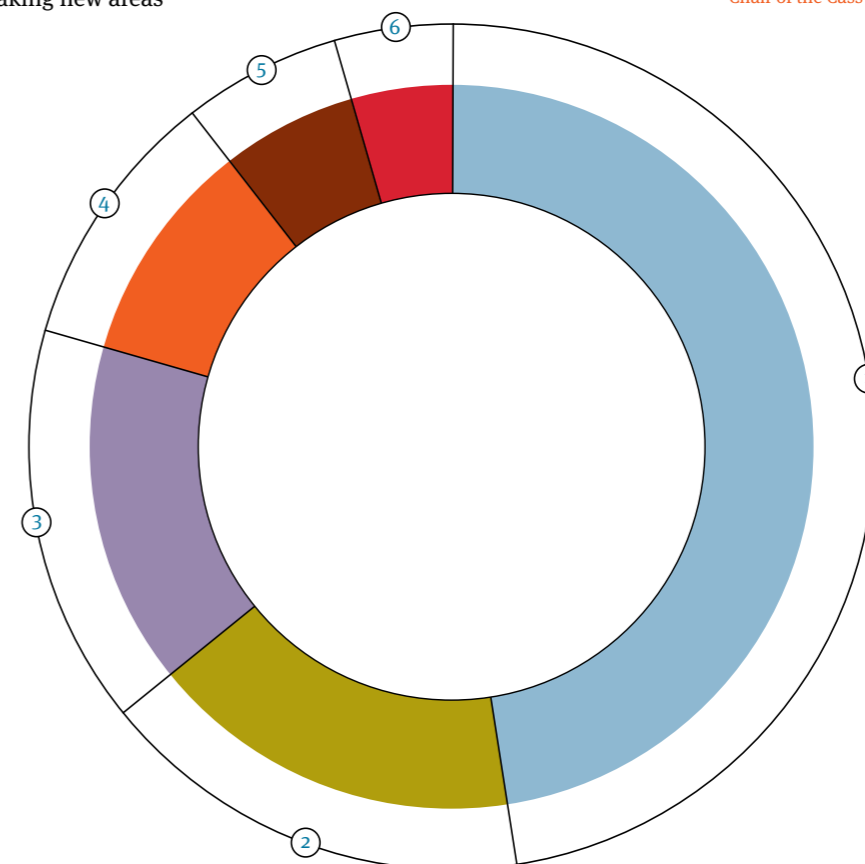
At Cass, we are dedicated to business education and research excellence. This is only made possible by the generous donations we receive from you. Your contributions have been even more significant in 2009/10, a year of great difficulty for educational institutions.

In 2009/10 fundraising contributed almost 6% to the total income received. This extra income has been crucial, allowing us to invest in groundbreaking new areas and services.

Note also how much of our income is dependent on tuition fees, paid by our international students, who are keen to take advantage of the breadth of our courses and our outstanding reputation.

“As the world went through an unprecedented amount of turmoil and change, Cass continued to grow both in reputation and in the quality of its academic offering. I am proud to be associated with such a dynamic, stimulating and entrepreneurial organisation. I am sure you, our donors and sponsors, feel the same. It is only through our combined contributions that Cass achieves its success.”

Sir Malcolm Williamson
Chair of the Cass Strategy and Development Board



Income	£'000	%
1. Masters fees	24,904	47.63%
2. MBA fees	8,697	16.63%
3. Undergraduate fees	7,975	15.25%
4. Gov't HEFCE research and tuition grants	5,201	9.95%

	£'000	%
5. Fundraising	3,092	5.91%
6. Research grants and contracts, Cass		
Executive Education and PhD fees	2,417	4.62%
Total Income	52,286	

Your support counts

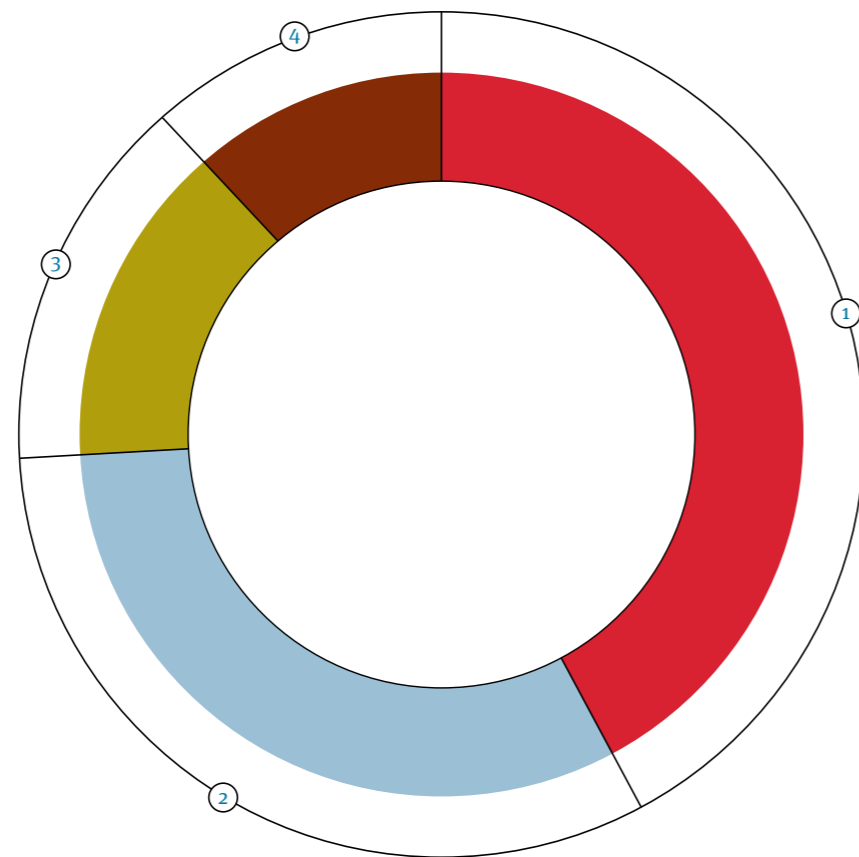


Here's how your donations have helped

Donations and support from individuals, corporations and institutions are instrumental to our success. They allow us to continually upgrade our physical and intellectual infrastructure, creating

an environment that attracts the best students and staff. This ensures that Cass students are highly sought after by leading companies, whilst reinforcing the quality and depth of our research.

The table and pie chart below give a snapshot of how Cass has benefited from your donations.



Your support	£'000	%
1. Research	1,291,767	41.77%
2. Improvement to student experience*	999,662	32.32%
3. Shipping Endowment	429,758	13.90%
4. Scholarships	371,420	12.01%
Total Income	3,092,607	

*This includes improvements to facilities such as the Careers area, café and the Executive Education suite

“Donations and support are instrumental to our success”



Scholar profile

Diana Oliveira Gomes
MSc Finance 2011

“Most people will agree that London is the world's most challenging and vibrant financial centre. It was the ambition to be part of this community that led me to leave my job in Portugal and enrol on the MSc in Finance at Cass Business School.

My choice was based not only on the prestige of the qualification but also that Cass is at the heart of London's financial district.

During my year at Cass, my knowledge of the international financial world has grown immeasurably. I've also gained valuable real-world experience as part of the Chartered Financial Analyst (CFA) Institute's Global Investment Research Challenge.

My time at Cass and the opportunity to become part of the London financial community of the future has only been possible thanks to the Santander scholarship – and for this I'm very grateful.”

Diana Oliveira Gomes

“During my year at Cass, my knowledge of the international financial world has grown immeasurably”

Campaigns

Haberman Campaign for Actuarial Science

The Haberman Campaign for Actuarial Science was launched in July 2010 to recognise the extraordinary contribution Professor Steven Haberman has made to the world of Actuarial Science.

His name has become synonymous with education and research in the field and during his 35 plus years at Cass Business School and City University, he has helped to ensure that the Faculty of Actuarial Science and Insurance at Cass has become one of the best in the world.

As a highly respected teacher and scholar, Professor Haberman has found the ideal balance between teaching and research, the two pillars supporting modern higher education. Through his passion to share knowledge and inspire learning, Professor Haberman has instilled a deeper understanding and appreciation of Actuarial Science both in established economies and, increasingly, in emerging economies. The community of alumni of the Faculty now number more than 2,000, located in more than 50 countries.

As Deputy Dean of Cass Business School, Professor Haberman continues to make an impact both in the Faculty of Actuarial Science and Insurance at Cass and in the wider world, where his knowledge and scholarship in the field of Actuarial Science is continuously sought.

The campaign aims to raise £1 million over two years to support scholarships, research and teaching at Cass and ensure it remains a global centre of excellence for the teaching and study of Actuarial Science. We have received several commitments already and look forward to the further support of the alumni and organisations that have benefited from an association with Professor Haberman.

Scholarships

It is essential that we create a strong and competitive scholarships programme and ensure that Cass continues to attract the highest calibre of students. We receive well over 600 applications across our courses, admitting about 170 students per year.

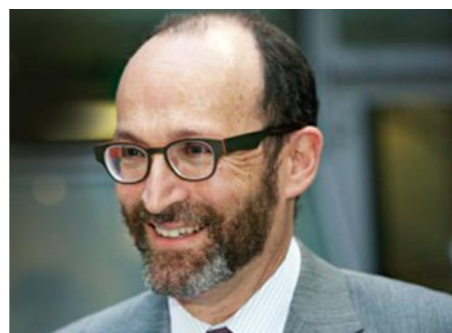
Research

The campaign will enable Cass to invite visiting scholars and academics for short-term resident teaching roles and collaborative research projects. It will strengthen our world-class research at doctoral and post-doctoral level and support knowledge and skills transfer with trainee actuarial professionals in countries where Actuarial Science disciplines are not so well developed. In addition, it will sponsor a series of one-day seminars on collaborative research and fund fellowships for PhD research students.

Teaching

Through the campaign, we can support our current academics in the faculty, attract additional first-class lecturers and train apprentice teachers. We can also support teacher training and skills training in developing countries.

“Cass is a global centre of excellence for Actuarial Science”



“I am both humbled and delighted that The Haberman Campaign For Actuarial Science has been launched in my honour. Cass is a global centre of excellence for Actuarial Science and we want this to continue. By supporting this campaign you will help to mark in a special way my own long service to Cass and City University whilst enabling the campaign to achieve its important objectives.”

Professor Steven Haberman, Deputy Dean

The Board

Chairman

Christopher Daykin

Executive

Veekash Badal
Gary Boal
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Cass Business School Academic Advisors

Professor Steven Haberman
Dr Ben Rickayzen
Professor Richard Verrall

Planning for the future

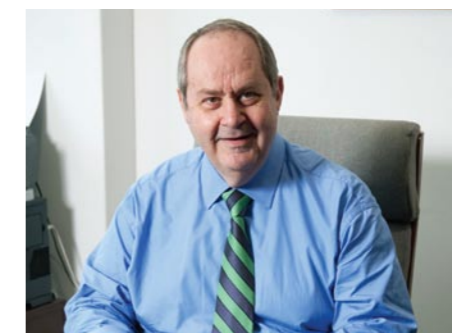
The Grammenos International Centre for Shipping, Trade and Finance

Founded over 25 years ago by Professor Costas Grammenos, The Grammenos International Centre for Shipping, Trade and Finance is now a world-renowned centre for the study, teaching and research of Marine Trade and Economics.

The Campaign to Endow the Grammenos International Centre for Shipping, Trade and Finance was launched in 2007 to raise an £8 million endowment fund to ensure that the Centre has a secure and independent future long after Professor Grammenos retires.

We are grateful to our donors from all over the world who continue to contribute so generously to the endowment of the Centre.

Amongst the many events run by the Centre this year was the world-renowned Biennial Meeting, which included illustrious speakers such as Dr Supachai Panitchpakdi, Secretary General of the United Nations Conference on Trade and Development (UNCTAD), The Hon Apurv Bagri, Managing Director of Metdist Ltd., and Sir Win Bischoff, Chairman, Lloyds Banking Group.



“It was always my dream to bind thinkers and doers together. To not only teach from a book, but to combine practical experience, research, teaching and business experience – to expose students to the commercial environment and its leaders, to build a bridge between theory and practice. This is the way to inspire students. You can give them academic and practical tools, a degree to wave about, but to show them how to use their minds, to think and to challenge and to collaborate – that is our objective.”

Professor Costas Grammenos, CBE

“It was always my dream to bind thinkers and doers together”

Get involved

If you would like to make a gift to the campaigns, please contact:

Ruth Velenski, Campaigns and Governance Manager

T: +44 (0)20 7040 5251

E: ruth.velenski.1@city.ac.uk



Peter Cullum Centre for Entrepreneurship

The Peter Cullum Centre for Entrepreneurship was launched in July 2009 to help budding and established entrepreneurs develop the skills and connections needed to make their businesses succeed. A high-profile Cass alumnus, Peter Cullum, CBE is the Founder and non-executive Deputy Chairman of insurance group Towergate.

Highlights this year include:

- The establishment of the Cass Entrepreneurship Fund – a £10 million commercially-driven investment fund, providing finance for start-up and early stage companies
- Incubation and support – the provision of incubation space, offering desks, meeting rooms and support to the most ambitious entrepreneurial companies and individuals at Cass
- New Venture Creation Programme – A programme designed to equip nascent entrepreneurs with the skills necessary to start a scalable business
- A partnership with Your Business Your Future – working with the UK's leading specialist in helping ambitious owner/managers to grow and develop their businesses, the Centre offers development programmes to help entrepreneurs to create the future they want for their organisations.

Rewarding partnerships

Corporate partnerships

At Cass, our commitment to students' careers is reflected in our partnerships with the world's most successful companies. By combining academic research with practical expertise, we stay ahead of the market and maintain our appeal as a world-class destination for talent.

Corporate Partnership Scheme

Our Corporate Partnership Scheme is key to our commitment. By building lasting relationships with the world's biggest businesses, we bring together industry leaders, academic experts and talented students who, together, enrich each other's thinking and shape future research, education and consultancy.

On behalf of Cass Business School, our Development Office, which works with alumni and organisations to sponsor our research and scholarships, we would like to thank all of our Corporate Partners for their support.

"We have had a hugely successful year welcoming a number of respected and successful organisations as partners and supporters of the School. It is through these collaborations with world-class companies that we are able to provide our students with the best opportunities for the future, whilst sharing expertise to form highly effective and long-term collaborations. We are extremely proud to work with each and every one of our corporate partners and supporters."

Mallory Robinson,
Head of Corporate Development



"Over the past three years we have built a strong and rewarding partnership with Cass"

Andy Haste, Group CEO, RSA

BNY Mellon

This renowned global financial services company was our first Corporate Partner and we are delighted that BNY Mellon continues to be fully engaged with the School. Our relationship continues to flourish, with BNY Mellon recruiting students and senior hires, collaborating with us on research, using Cass academics as keynote speakers and sponsoring a joint event in Corporate Governance.

Santander

We have been fortunate to have the global banking leader as a Founding Corporate Partner since 2007. Santander's generous support is wide-ranging and includes 11 scholarships for MBA, MSc and undergraduate students: an award for a student on the Centre for Entrepreneurship New Venture Creation Programme and its annual support for interns.

"We are proud to have developed a strong partnership with Cass, a world-class business school. Cass is part of the Santander Universities network and this has brought a wealth of benefits to both institutions."

Luis Juste, Director of Santander Universities, Santander

RSA

Our relationship with this Founding Corporate Partner, RSA, continues to thrive, with RSA supporting Cass students by offering internships, providing on-campus presentations and running a Technical Academy Prize for Actuarial Science and Insurance & Risk Management students.

"Over the past three years we have built a strong and rewarding partnership with Cass. We are continuing to build our brand on campus whilst further developing our relationship with the School and its students. We look forward to working with them in the future."

Andy Haste, Group CEO, RSA

New partnerships

Czarnikow

A Corporate Partner since May 2010, Czarnikow has been one of the world's leading specialist advisory and trading firms in agricultural commodity markets for over 150 years. Now a Corporate Partner of the School, Czarnikow generously supports Cass students through placements and internships and has recently offered a prize for students on the MSc Shipping, Trade & Finance programme.

"Our association with Cass Business School gives us access to high-quality graduates, specialists and alumni, providing academic input that will help us develop the business and its people to ensure the next 150 years are as successful as the last 150 years."

Nick Budd, HR Director, Czarnikow Group



Threadneedle

We are proud to welcome Threadneedle, an international investment manager with a strong track record of outperformance across asset classes, as a Corporate Partner. It actively manages £67.7bn of assets, investing on behalf of individuals, pension funds, insurers and corporations. Threadneedle's distinctive investment approach is based on creative thinking, the sharing of ideas and rigorous debate. This way of thinking is fundamental to its investment process and drives the belief that strong long-term performance can be achieved across all asset classes, whether the markets are up or down. Threadneedle's Corporate Partnership with Cass reflects its philosophy, 'out-think, outperform' and aims to support excellence in investment research and thinking.

Research centres

In challenging economic times, high-quality research can give organisations a competitive edge. Cass is ranked as one of Europe's top institutions for business, management and finance research and we have over a dozen active Research Centres. The work produced at our Centres by world-class academics and practitioners helps to position businesses as thought leaders in their field, delivering innovative products, ideas and services.

Procter & Gamble

Procter & Gamble sponsored a piece of research that focused on India. We are delighted that they are also sponsoring a post-doctoral research position through the City Collaborative Transport Hub and Cass.

Mergers and Acquisitions Research Centre (MARC)

MARC is the first centre of its kind at a major business school to pursue leading-edge research into the global mergers and acquisitions industry. It does so with the generous support of high-profile organisations including Credit Suisse, Ernst & Young (both senior sponsors), Mergermarket (sponsor) and Bureau van Dijk, who provide data to the Centre. MARC offers programmes for practitioners on how to conduct effective deals, provides advice and support to companies and M&A advisers, promotes debate about emerging issues in the industry and produces widely acclaimed white papers on hot topics in M&A.

Publications form an integral part of the Centre's output and are widely read and respected across the industry. This year's many publications have included; *What Should I Do Next?*, *CEO Succession*, *M&A Deal and Company Performance* and *The Cass MARC M&A Maturity Index*, which was developed into an interactive website www.mandamaturity.com by senior sponsor Ernst & Young.

MARC publications have featured in the *Financial Times*, *The Wall Street Journal*, *Management Today*, *Financial Times Deutschland* and *Finanzen Markt & Meinungen*.

Joint collaborations

Thomson Reuters

The relationship between Thomson Reuters and Cass continues to go from strength to strength with the formal opening of a new state-of-the-art facility at the School, equipped with the global information company's latest financial products.

Capital Club Dubai

This year we signed a new strategic partnership agreement with Capital Club Dubai. We look forward to working closely with Capital Club, the region's premier private business club and a member of the ENSHAA group of companies.

Event sponsorship

Our events present a unique opportunity for learning and networking.

The Actuarial Network at Cass (TANC)

TANC's Leadership in Professional Services Firms event was sponsored by Hymans Robertson and hosted by Professor Laura Empson.

"Hymans Robertson was delighted to sponsor this highly successful seminar, which was both entertaining and thought provoking. Professor Empson's insights into the particular leadership challenges faced by professional services firms gave some useful pointers as to the most effective approaches to take."

David Freedman, Partner, Hymans Robertson LLP

Cass Entrepreneurs Network (CEN)

CEN has hosted a number of themed events throughout the year, many of which have been sponsored. Sponsors have included: The Centre for Entrepreneurship, Fasken Martineau, Keystone Law, Mercer & Hole, Stephenson Harwood, Strategy Foresight Partnership LLP and The Zing Group.



Right: Bryn Rowlands, MBA, 1980, who pledged a legacy to Cass in 2010



Corporate partnerships

Scholarships

Our strong relationship with businesses allows us to offer life-changing scholarships to the brightest and most ambitious students and gives our sponsors access to top talent. Each scholarship is tailored to the companies and trusts offering them. This year we have had 16 scholarships and awards across our undergraduate, MBA and MSc programmes sponsored by world-class organisations.

The Small Business Consultancy CIC (TSBC)

TSBC has selected two BSc Business Studies undergraduates and is funding half their tuition fees for the next three years. The two scholars receive a company laptop, one-to-one mentoring and a seat on the TSBC strategic board. The scholars also give voluntary time as Associate Consultants to young people from marginalised backgrounds that have set up businesses through TSBC's programmes.

The Worshipful Company of International Bankers (WCIB)

WCIB, the 106th livery company of the City of London, offers a full scholarship to a Cass undergraduate studying BSc International Banking and Finance. The scholarship provides financial support for three years and invaluable support from a mentor appointed by the WCIB. In addition, the WCIB offers a prize to students on the full-time MBA programme at Cass.

The Marketors' Scholarship award

The Worshipful Company of Marketors is now providing funding for the second year running to a full-time MBA student taking a marketing discipline, who has worked within this sector and wants to pursue and continue to develop their career in marketing and communications. The scholarship also offers an excellent opportunity to become a member of the Worshipful Company of Marketors.

Santander

Supporting undergraduate scholarships for Cass students since 2007, Santander continues to nurture the next generation of business talent by expanding its partnership and awarding scholarships across all levels of study to UK and international students. The programme includes eleven scholarships across undergraduate, MSc and MBA programmes, plus five Ibero-American scholarships and entrepreneurial prizes.

September 11th Insurance Trust Scholarship

This annual £10,000 scholarship is awarded to one student studying the MSc in Insurance and Risk.

Threadneedle

International investment manager Threadneedle has launched a new MSc Investment Management scholarship. The Threadneedle Investment Award is a competition inviting students from Europe, the Middle East and Africa and Asia Pacific to write an essay addressing a specific economic question relevant to their region and to identify opportunities for the investment management industry. The winner will have their tuition fees for the one-year MSc course paid for, as well as being offered a highly sought-after internship at the company. The two runners-up will be awarded a significant prize each towards their tuition fees.

"We put great store in idea generation and what could be fresher than the ideas of bright people with an interest in investing at the very start of their careers? Our partnership with Cass brings together two organisations that are leaders in investment thinking."

Campbell Fleming, Head of Distribution, Threadneedle

Student prizes

Fidelity International

Last year, Cass students received a unique opportunity from one of the UK's largest Asset Managers. Fidelity International supported a student prize on our Investment Management programme. A number of students were given the chance to present to some of Fidelity's Investment professionals, followed by a challenging question and answer session. This provided the students with invaluable experience and exposure to leading industry professionals.

Czarnikow

Czarnikow, a Corporate Partner of the School, has offered a prize to the student who gains the highest marks for exam and coursework in the Shipping, Trade and Finance course in 2010-11, once again giving students the opportunity to meet some of the most respected names in the agricultural commodity markets.

Legacy and Class Gifts

Legacy giving

The Cass Legacy Giving Programme has been set up so that far-sighted donors can help us consolidate and grow our reputation as one of the world's leading business schools. When you pledge a legacy to Cass, you contribute to our long-term financial security. Gifts of any size make a big difference. Unrestricted gifts are particularly valuable, as they enable Cass to direct funds where they are most needed. There are a variety of options where your gift can have the most impact, including Student Support, Faculty and Research or Campus Facilities.

"Providing a legacy to Cass Business School allows me to contribute, even in a small way, to a world-class British educational institution. I believe this will help maintain a peaceful and positive aspect of our country, from which both home and foreign students will benefit."

Bryn Rowlands, Alumnus, MBA, 1980

Class giving

Cass students and alumni have the opportunity to make a lasting contribution to the School through our Class Gift scheme.

Class Gift Champions lead their year group in raising funds for a project of choice from a selection of available options e.g. supporting a scholarship, library or facilities. This not only helps them demonstrate appreciation of their Cass experience, but also lays a foundation for future students.

The MBA 2008 Class has been leading the Class Giving initiative. Collectively, they are raising funds for a scholarship that will be awarded to an incoming MBA student. With 56% class participation, they are well on their way to reaching their target and have challenged other alumni classes to beat their goal.

The current MSc class of 2011 started their Class Giving Campaign in style this year with various fundraising activities.

"Participating in the Class Gift is another way for our classmates to stay connected with Cass and is an excellent way for us to give back to our community. Our class has decided to use the funds for a scholarship and in this way, we can encourage the creative and dedicated students we would like to see joining the Cass community."

Katherine Kern, Class Gift Champion, MBA, 2008

"I feel passionately that all individuals, no matter what their circumstances, should be offered an opportunity to develop themselves through academia and business, to create a more entrepreneurial society that will give back to local and national economies in the long term."

"Our scholarship is designed to promote social mobility through a peer-led approach and working in partnership with private sector organisations, the School and entrepreneur supporters."

Amar Lodhia, FRSA,
Founder and Managing Director, TSBC

"Both home and foreign students will benefit"

Get involved

To learn more about Legacy and Class Gifts, please contact:

Namita Sharma,
Planned Giving Assistant

T: +44 (0)20 7040 8674

E: namita.sharma.2@city.ac.uk

Right: Professor Basil Ph Papachristidis, BSc (McGill), PhD, MPhil, MBA (Columbia), Chairman, Hellenic Steamship Corp, Piraeus, Greece, with son and nephew

Donor profile

Professor Basil Ph Papachristidis

Basil Papachristidis has been a key player in the fundraising efforts for the Campaign to Endow The Grammenos International Centre for Shipping, Trade and Finance and is also a significant donor to the fund.

He was born in Montreal Canada, in 1944 and educated at McGill University (BCom) and Columbia University (MBA, MPhil, PhD).

On completing his studies, Basil joined Papachristidis Maritime Inc, the Montreal-based, Canadian-flag shipping company established by his father and became president in 1981.

As the company grew and diversified into a cross-trading open-flag carrier, Dr Papachristidis moved its headquarters to Piraeus, Greece under the name of Hellenic Steamship Corp. Today, the Group also has offices in Hamburg and Singapore, as well as a manning agency in the Philippines.



"I support Cass Business School because of the outstanding job done by Professor Costas Grammenos at the International Centre for Shipping, Trade & Finance. He has single-handedly established the programme for the study and research of shipping, trade and marine economics as the leading one of its

kind internationally and one held in high esteem the world over. Shipping needs to continue to attract bright, well-educated young people and Professor Grammenos has done wonders in this regard."

Basil Ph Papachristidis, Chairman, Hellenic Holdings

Dr Papachristidis retired as CEO of the Hellenic Group in 2007, but remains Chairman of Hellenic Holdings Ltd and is a Member of the Supervisory Board of Hellenic AG & Co KG. He is also a Council member of the American Bureau of Shipping (ABS) and a former Chairman and Honorary Member of the International Association of Independent Tanker Owners (INTERTANKO) and of the Hellenic Marine Environment Protection Association (HELMEPA).

Basil Ph Papachristidis is an Honorary Visiting Professor at Cass Business School, City University London and author of 'A Model of the Oil Company Shipowner-Charterer' – his doctoral dissertation.

"Our alumni and friends are one of the biggest assets that we have at Cass. They are vested in the brand and interested in giving back to ensure that Cass continues on a path of excellence as a global brand."

Angela Bowen, Head of Major Donors



Scholar profile

Mathias Dapilah

MSc Insurance and Risk Management 2011

"There's no more challenging global industry in today's uncertain world than risk management. To embrace its challenges and respond effectively, the right skills and knowledge are essential.

That's why I chose the MSc in Insurance and Risk Management. In my opinion, it's a vital qualification for any modern professional. I chose to study at Cass Business School after seeing its teaching facilities and programmes and its academic yet practical approach.

Considering the socio-economic background of my home in northern Ghana, accessing the calibre of education at Cass seemed a distant ambition for me. Thankfully, I was lucky enough to receive the Cullum/Towergate scholarship.

My experiences have exceeded my expectations – from the international mix of students and lecturers, to the range of academic, business, social and career programmes. It all reinforces in my mind that Cass is ahead of its peers in educating the business community of tomorrow.

I'm extremely grateful to Peter Cullum and the Towergate Partnership for enabling me to join this community and I'm looking forward to addressing tomorrow's challenges in risk management in my career."

Mathias Dapilah

"My experiences have exceeded my expectations"

Right: Kaka Singh, Singapore Alumni Committee Treasurer, MBA, 1978

Alumni fundraising

Reaching out

Singapore scholarship programme

Following the launch of the Singapore Alumni Scholarship in March 2010 and thanks to the generosity of alumni in Singapore, Cass is offering a bursary to a talented Singaporean student joining Cass this autumn.

“We benefited from attending Cass Business School. Without financial support, there may be some exceptional Singaporean students who are unable to enrol on a course at Cass and benefit from its first-class education as we did. Giving back to a great school like Cass by donating to the Singapore Scholarship programme makes us feel very proud.”

Kaka Singh, Singapore Alumni Committee Treasurer, MBA, 1978

USA scholarship programme

With the continued success of Cass and its improvement in world rankings, the School continues to receive an increased number of applications from students in the United States.

This year, the USA Alumni Scholarship was successfully launched with the aim of helping a talented student from the USA enrol at Cass. With the money raised so far, the School will be able to offer a bursary to a student joining Cass this autumn.

NASDAQ ceremony

As part of our ongoing relationship with the US, Richard Gillingwater led the NASDAQ Closing Bell ceremony in New York City on 24 November 2010 and was joined by Cass alumni Adam Quinton, Naryelle Brookman and Robert Grant. It was a huge honour for Cass Business School, as the ceremonial role is usually reserved for those heads of companies that trade on NASDAQ.



Right: Leading the NASDAQ Closing Bell ceremony
Below: Richard Gillingwater, CBE, Dean of Cass outside NASDAQ

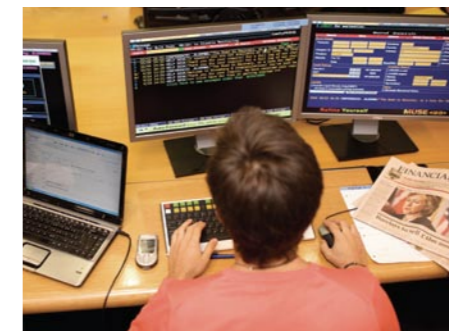
“We look forward to more US accents being heard at Bunhill Row”



“Increasing visibility for Cass in the US goes hand-in-hand with raising the number of US-based students attending the School. I, along with other alumni living in the US, felt that creating and funding a USA Alumni Scholarship was a great way to support both of those objectives. We look forward to more US accents being heard at Bunhill Row and greater recognition of the unique strengths of Cass on this side of the pond!”

Adam Quinton, MBA, 1989

Scholarships



Support where it's needed most

Not all students have the means to fully finance their study at Cass. We are, therefore, constantly looking at ways to strengthen our extensive scholarship programmes to ensure the brightest students have the opportunity to fulfil their true potential.

Through the generosity of our corporate sponsors and our global network of alumni, we can offer a range of scholarships and prizes tailored to the focus of the donors, trusts and companies offering them.

We would like to thank all of our donors for their continued support of student scholarships.

New scholarships and prizes

In addition to the scholarships mentioned in the Corporate Partnerships section, Cass now offers the following new scholarships:

Fidelity International Prize

Fidelity International supported a student prize on the 2010/2011 MSc Investment Management programme.

The Iain Allan Scholarship award

This scholarship award is generously funded by Professor Iain Allan, who is an Actuary and a Visiting Professor at Cass. It is open to applicants who are Iranian nationals currently living in Iran or who have recently lived in Iran. The award will cover the full fees for a one-year MSc programme in Actuarial Science. The expectation is that the successful beneficiary will return to work in Iran on completion of the course.

Leon and Aspasia Lemos Foundation Scholarship

The foundation is generously funding a scholarship worth £20,500 for the 2011/2012 academic year, in order to support a Greek student on the MSc Shipping, Trade and Finance course for one year.

Middle East Scholarship

This is a new scholarship fund that supports students on the Dubai EMBA programme.

MSc Actuarial Science Scholarship

This full fee scholarship from a newly established Cyprus and Greece-based General Insurance company is for a student to undertake an MSc in Actuarial Science. The company will also consider supporting the successful applicant through the professional actuarial examination process, as well as offering an internship leading to a full-time permanent role where appropriate.

The scholarship is open to Cypriot and Greek students with a first-class undergraduate education in Actuarial Science or in a mathematical, statistical or similar discipline.

Santander Prizes

In addition to the existing postgraduate scholarships, Santander has also provided new undergraduate prizes worth nearly £3,500 each and one new postgraduate prize worth £5,000.

The Small Business Consultancy CIC Scholarship

Two half scholarships are open to students on the BSc Business Studies course based on academic merit, interest in social enterprise and financial need.

The Threadneedle Investment Award

The winner will receive full tuition fees for the MSc in Investment Management course, along with a highly sought-after internship and tailored support throughout the academic year. Two runners-up will receive £5,000 towards their fees for the same course.

USA Alumni Scholarship

An award donated by Cass alumni in the USA, for a US national studying a Masters programme.

Current scholarships and prizes

Chinese Alumni Scholarships

An award donated by Cass alumni in China, for a Chinese national studying a Masters programme.

Cullum/Towergate Scholarships

Four awards worth £10,000 each are available to outstanding MBA or MSc students focusing on Risk and Insurance.

The Dean's Scholarship, provided by The Curtain Foundation and supported by Mr and Mrs S N Roditi

One award worth £25,000 is open to all MSc students (with the exception of charity courses).

Fondazione Pietro Barbaro

This £10,000 annual scholarship is awarded to an Italian national studying the MSc in Shipping, Trade & Finance.

Hong Kong Alumni Scholarships

An award donated by Cass alumni in Hong Kong, for a Hong Kong national studying a Masters programme.

The Michael M Xylas Scholarship

This scholarship awards £20,000 annually either as one award of £20,000 to an outstanding applicant or as two awards of £10,000. It is open to students of academic excellence from anywhere in the world and contributes towards the tuition fees of an MSc in any of the following subjects: Shipping, Trade and Finance, Supply Chain, Trade and Finance and Energy, Trade and Finance.

Pettman Scholarship

Barrie and Maureen Pettman have generously donated a £20,000 scholarship for postgraduate study at Cass per year for five years. Students from the University of Canterbury-Christchurch receive priority, but applications from other New Zealand nationals or residents are also very welcome.

Santander Scholarships

Santander has generously donated £55,000 of scholarships, giving five Latin American students the opportunity for postgraduate study at Cass.

Sareen Foundation Scholarships

Six scholarships are offered per year. Three scholarships worth £10,000 are open to EU students undertaking an MSc in Finance, MBA, or a finance-related discipline.

Three scholarships worth £10,000 each are offered specifically to Indian students undertaking an MSc in Finance, MBA or a finance-related discipline.

Alternatively, in the case of an exceptional candidate, a single scholarship of £20,000 will be considered.

September 11th Insurance Trust

An annual award of £10,000 for a student studying for an MSc in Insurance and Risk Management.

Singapore Alumni Scholarship

An award donated by Cass alumni in Singapore for a Singaporean national studying a Masters programme.

Stelios Scholarships

Ten £10,000 scholarships, generously donated by Sir Stelios Haji-Ioannou, are open to all EU citizens. Two are for students wishing to follow in Stelios's footsteps by studying an MSc in Shipping, Trade and Finance. One is for study of an MSc in Energy, Trade and Finance or Logistics, Trade and Finance and another is for a full-time MBA student. The remaining scholarships are open to those looking to study any finance-related MSc degree.

The Vicco Von Bulow Scholarship

This £10,000 scholarship was set up in memory of Vicco by his wife Anne Katrine Dolven. It was awarded to a student on the 2010/11 Full Time MBA course.

The Worshipful Company of International Bankers Scholarship and Prize

The scholarship award of £3,290 per annum for three years goes to an undergraduate in BSc Banking and International Finance.

The prize is awarded to a full-time MBA student who produces a business research project that makes a contribution to understanding the operational effectiveness of financial management and markets. The winner of this prize is also entered into the larger competition for the Lombard prize and offered an honorary membership into the Company.

The Worshipful Company of Marketors Scholarship

An annual award of £10,000 for an exceptional MBA Marketing student.

The Worshipful Company of Marketors Prize

This prize of £1,000 is open to all MSc students studying a Marketing discipline.

Scholar profile

Ozkan Koyun

MSc Investment Management 2011

"After specialising in economics and international business at university, I was keen to build my practical experience straight away. The challenges faced by financial leaders every day fascinated me and I wanted to get started on my career."

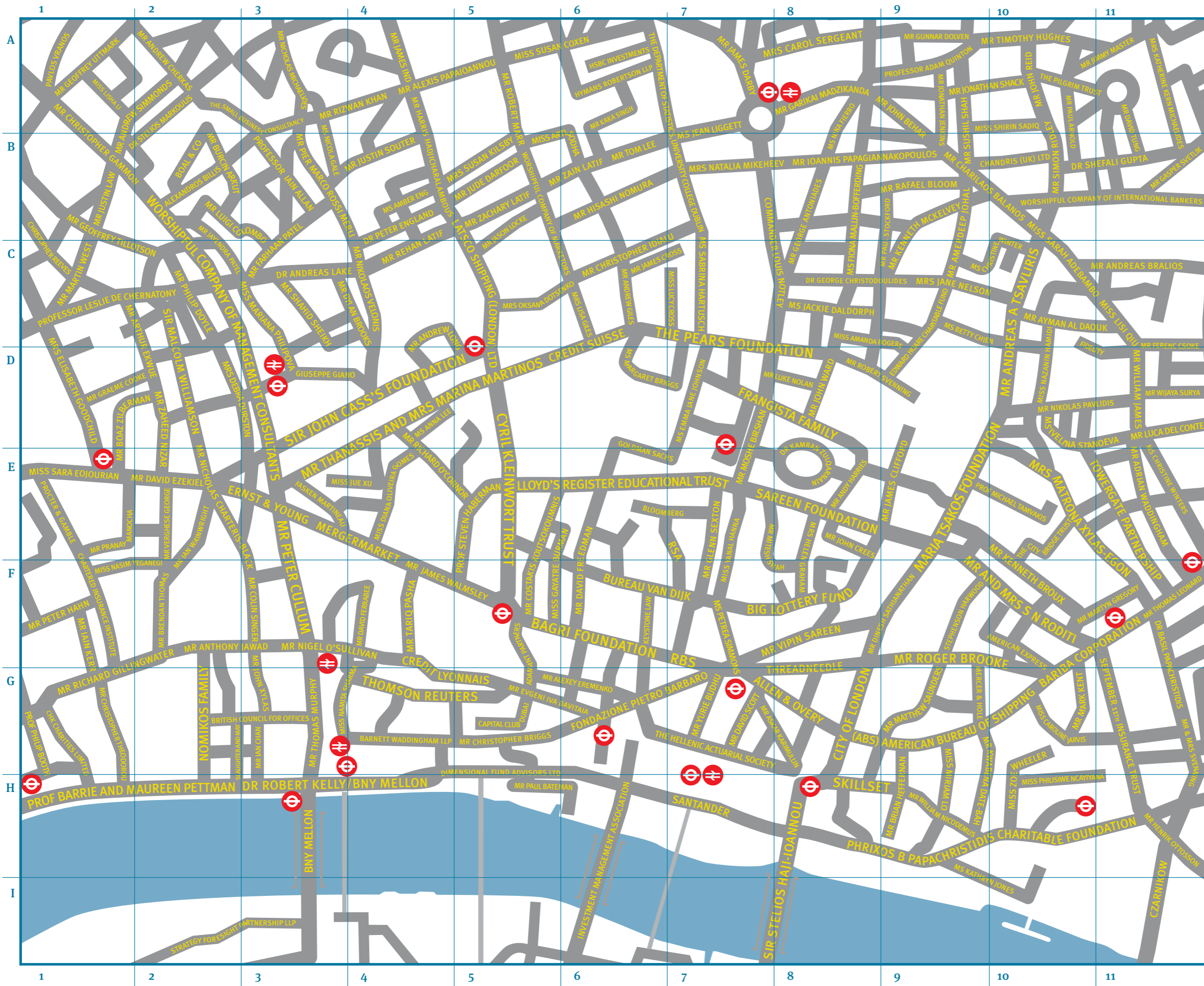
"After I accompanied a friend to a Cass Business School information session, I quickly saw the advantages of taking my own learning to Masters level – and soon after I applied for a place on the MSc Investment Management course."

"My year so far at Cass has made it clear that my decision was the right one. The lecturers are excellent, I've made great friends, an invaluable network of contacts and have taken part in a wealth of extracurricular activities that will set me in good stead for the future."

"My place at Cass wouldn't have been possible without the scholarship I received from the Stelios Philanthropic Foundation. It's given me greater insight into the financial world – past, present and future. I'm now confident of what my future will bring and would like to thank Sir Stelios Haji-Ioannou for giving me this opportunity."

Ozkan Koyun

"It's given me greater insight into the financial world – past, present and future"



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Alumni network

A global community

Cass is a lifelong experience for many of our students as they continue to share their knowledge and skills wherever they are in the world. With approximately 33,000 alumni globally, this represents a significant network with huge potential. We have an online community of almost 10,000 members, with access to guest speaker lectures and events, alumni directories, databases (such as Factiva), Cass Careers Online, Ask Alumni, regular e-bulletins and a range of other benefits and services. The alumni LinkedIn group now has over 2,500 members.

Ask Alumni

This online mentoring tool (formerly known as Careers Network Online) is an invaluable resource for both alumni and current students. Ask Alumni enables users to contact over 1,000 alumni volunteers for advice on a range of topics, including careers and industry insight, or to establish new business contacts.

International alumni groups

Our ever-expanding global Cass alumni groups work to cultivate our network overseas. They help alumni to network and welcome recent alumni returning to their countries or travelling or working abroad. They also help us with recruitment for our programmes and employment opportunities, promoting Cass overseas.

We now have an established network of International Volunteers in more than 50 countries who organise networking events and activities for local alumni. Some of the most active groups last year were Italy, Hong Kong and Colombia.

Events

In the last year Cass Alumni relations hosted 58 events worldwide. Some of our international events have been in collaboration with the Lord Mayor in his capacity as Chancellor of City University and are attended by alumni, as well as the Lord Mayor's Delegation, increasing our links with the City of London.

The Lord Mayor also attended our inaugural Alumni World Forum, which was a celebration of Cass alumni all over the world.



Alumni World Forum

A celebration of Cass alumni

The Alumni World Forum was designed to bring together our alumni, spread across 130 countries, providing a platform to share ideas, network and hear from world-leading business thinkers. The event was a huge success, with over 400 people attending the London event and hundreds of attendees at other events around the world.

The London event brought together alumni and business figures through panel discussions and master classes, followed by an evening reception and dinner at the Museum of London. The London panel sessions were also streamed live via Cass's website, allowing alumni across the globe to follow the proceedings.

In total, 14 satellite events were held across five continents, hosted by our academics, international alumni volunteers and senior business figures. International events ranged from informal drinks receptions to lectures and included a talk from BNY Mellon CEO and Cass alumnus Robert Kelly at BNY Mellon's New York headquarters, One Wall Street.



Above left: Jim O'Neill, Chairman of Goldman Sachs Asset Management, speaking at the Alumni World Forum as part of a panel which included Tim Harford, Financial Times, H.E Sheikha, Aisha bint Faleh bin Nasser Al-Thani, member of Qatar Supreme Education Council, Sir David Brewer CMG JP, Her Majesty's Lord-Lieutenant of Greater London, Courtney Fingar, Editor, fDi (Foreign Direct Investment) magazine



Above right: Rene Carayol, MBE, Alderman Nick Anstee, Lord Mayor of the City of London, Peter Cullum, CBE, Founder and non-executive Deputy Chairman of insurance group Towergate, Lisa Sanders, Founder, Gioia, Zain Latif, Principal, TLG Capital



"The Cass alumni network continues to grow and flourish every year. Alumni are our most precious ambassadors and wherever their careers and lives take them, we are proud of their achievements. Their success is our success."

Krista Slinn, Head of Alumni Relations

"Cass is proud of our world-class alumni across the globe and we want to continue to strengthen our ties with them. The reputation and momentum of business schools is built on the engagement and enthusiasm of alumni and we are truly grateful for the support we receive at all levels. The Alumni World Forum has been a significant undertaking for staff and our alumni volunteers, who have put together a formidable event both in London and in other regions too."

Richard Gillingwater, CBE, Dean of Cass

Cass governance and advisory boards

Utilising our expertise

Active since 2008, the Alumni and Strategy and Development Boards were complemented in 2010 by eight new advisory boards. The new boards focus on a number of different areas of the School's operations and were founded to engage and more effectively utilise the expertise within our communities.

Each board comprises a mix of alumni and non-alumni from a diverse range of industries, experience and background, bringing with them a wealth of experience and insight. Meeting on a regular basis throughout the year, their recommendations and feedback will assist Cass staff in maintaining the School's relevance to practitioners around the world.

Advisory boards

Cass Strategy & Development
Cass Alumni
Cass MBA
The Centre for Asset Management Research
Cass Finance MSc
Cass MSc in Management
Cass Actuarial Science
Cass Undergraduate Business Studies & Management
Cass Undergraduate Finance
Cass Dubai

"The Strategy and Development Board and the Alumni Board have now been active for two years and their contribution has been extremely helpful. In the last year since the new Boards have had their first and in some instances, second meetings, there is already a new buzz in the air here at Cass. The input and participation from these boards is already making a tangible impact."

Paola Barbarino,
Director of Development and External Relations



Far left: Ruth Velenski, Ahmed Buhari and Professor Costas Grammenos
Left: Sir Malcolm Williamson with an alumna at the Singapore alumni event
Right: Advisory Board reception 2010

"There is already a new buzz in the air here at Cass"

Paola Barbarino,
Director of Development and External Relations



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Alex Fraser
Richard Gillingwater
Steven Haberman
Ehsan Razavizadeh

Right: Krista Slinn and the Singapore Alumni Committee

Far right: Mallory Robinson, Angela Bowen and Paola Barbarino

Getting involved

You can make a difference today

If you are thinking of getting involved, there are many ways in which you can interact, from making a pledge to organising events.

Our dedicated team are on hand to answer any questions and tailor your experience to fit your needs. They'll tell you all about our current priorities and ensure your involvement is as enjoyable as it is effective.

Matched Funding scheme

Now your gift can go even further thanks to the government's £200 million Matched Funding scheme.

The majority of gifts will qualify for this excellent opportunity. If yours does, for every £3 you donate to us before 31 July 2011, we will receive another pound from the government, helping us to make vital services and projects a reality. Yet another good reason to make a donation. This year Cass received over £200,000 in Matched Funding.

To discuss making a donation, please contact any of the Development team

E: cass-development@city.ac.uk

You can also find out more at

www.cass.city.ac.uk/development

Alumni opportunities and events

Making a difference is not just about making a donation. You can help us in a number of ways.

Cass Online Community

Make the most of our numerous events and reunions, career development opportunities, alumni directories and many other benefits when you join our vibrant community on the web.

www.cass.city.ac.uk/alumni



Contact us

General Development enquiries

E: cass-development@city.ac.uk
T: +44 (0)20 7040 5205

Alumni Relations enquiries

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T: +44 (0)20 7040 8373

Postal address:

Cass Business School
106 Bunhill Row
London
EC1Y 8TZ

Office location address:

Cass Business School
24 Chiswell Street
London
EC1Y 4TY

www.cass.city.ac.uk/development

www.cass.city.ac.uk/alumni

Development and External Relations team

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Director of Development and External Relations

Angela Bowen
Head of Major Donors

Naeem Gamrai
Alumni Database Coordinator

Samantha Greenwood
Corporate Development Executive

Ciara Howard
Alumni Database Assistant

Kelly Kent
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Alumni Network and Events Manager

Paul Mburu
Alumni Development Officer

Mallory Robinson
Head of Corporate Development

Kelly Rush
PA to Director of Development and External Relations

Khatra Safi
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Namita Sharma
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Krista Slinn
Head of Alumni Relations

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Jesal Vaja
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Ruth Velenski
Campaign and Governance Manager

Kelvin Ward
Alumni Relations Officer

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Head of Cass Representative Office, Dubai
E: ehsan.razavizadeh.1@city.ac.uk

Martin Zhu
Head of Cass Representative Office, China
E: martin.zhu.1@city.ac.uk

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Parvinder Matharu
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Cass Business School

In 2002, City University's Business School was renamed Sir John Cass Business School following a generous donation towards the development of its new building in Bunhill Row. The School's name is usually abbreviated to Cass Business School.

Sir John Cass's Foundation

Sir John Cass's Foundation has supported education in London since the 18th century and takes its name from its founder, Sir John Cass, who established a school in Aldgate in 1710. Born in the City of London in 1661, Sir John served as an MP for the City and was knighted in 1713.