



Cass Business School
CITY UNIVERSITY LONDON

WELCOME TO THE CITY

Mapping our success

Annual Fundraising
Report 2010

Recognising another
brilliant year – and
thanking all those who
helped us to achieve it.





Left: Richard Gillingwater CBE, Dean, Cass Business School

Right: Paola Barbarino, Director of Development and External Relations



Thank you to all of our friends and supporters

Dear Friend,

I am very pleased to announce that we have had another highly successful year at Cass, continuing to build on our global reputation for cutting-edge business education with a number of exciting new projects.

With unprecedented turmoil in the international financial markets still reverberating across the world, these are challenging times for any institution. But these tumultuous events have equally made the role of schools like ours all the more crucial.

This crisis is also truly a time of great opportunity. Companies everywhere are striving to adapt to a volatile, dynamic business environment, and innovative research and original thinking have never been in greater demand. There is a desperate need for a new generation of ambitious talent eager to put their comprehensive theoretical knowledge into practice, and we are here to provide that vital resource.

Our state-of-the-art Mergers and Acquisitions research centre has been making excellent progress in this regard, with its first research paper turning heads in the industry, and more on the way. The new centre has also hosted a series of workshops featuring invaluable insights from industry leaders. This tireless pursuit of business education excellence is only possible with the help of our generous donors.

Kind regards

A handwritten signature in black ink, reading "R. Gillingwater".

Richard Gillingwater CBE
Dean, Cass Business School

Dear Donors and Supporters,

From the new Marketer's Scholarship award to the Peter Cullum Centre for Entrepreneurship, opened this year by Lord Mandelson, this year's fundraising support has continued to grow, giving more students, researchers and the Cass community as a whole the chance to fulfill its potential for success.

Our corporate supporters contributed over £1 million last year for the first time, and we continue to expand our network of former students, with alumni groups in 48 countries and 8,000 members of our growing online community adding to an enviable knowledge base. This year will see our first Alumni World Forum, which promises to be a truly groundbreaking event.

We've had another £130,000 contributed to the vital Cass Fund, helping students from around the world. The generous new Pettman Scholarship offers an ambitious New Zealander £20,000 towards their education, adding to our broad selection of scholarships for overseas students.

Last but certainly not least, I would like to offer my deep gratitude to everyone who has made this such a successful year. None of it would have been possible without the generosity of our donors and supporters and the hard work of our dedicated staff.

Kind regards

A handwritten signature in black ink, reading "Paola Barbarino".

Paola Barbarino
Director of Development
and External Relations

“Companies everywhere are striving to adapt to a volatile, dynamic business environment, and innovative research and original thinking have never been in greater demand.”

Richard Gillingwater CBE
Dean, Cass Business School



“Government funding represents only 10% of Cass’s total income. It is thanks to the quality reputation of our world-renowned courses, overall efficiency and the vital and generous contributions from our sponsors and donors that we are able to achieve our financial success.”

Sir Malcolm Williamson
Chair of the Cass Strategy and
Development Board

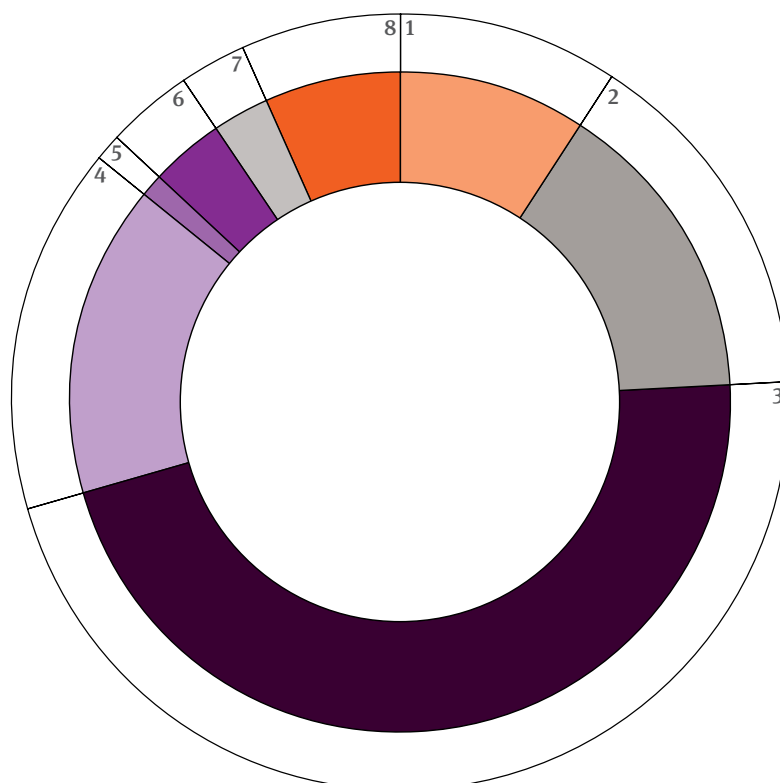
Financial report

Adding up to a great year

Here at Cass, we’re dedicated to business education excellence. This simply wouldn’t be possible without the many generous donations we receive from people like you.

With under a tenth of our budget coming from the government, the 6.5% made up by fundraising was crucial in making 09/10 another successful year.

A further £37m came from the tuition fees paid by our students from across the globe, keen to take advantage of the breadth of courses and outstanding reputation.



Income

	£000	%
Total income	48,821	
1 Government HEFCE tuition grants	4,549	9.31%
2 Undergraduate fees	7,313	14.9%
3 Masters fees	22,670	46.4%
4 MBA fees	7,496	15.35%
5 PhD fees	557	1.14%
6 Cass Executive Education	1,747	3.57%
7 Research grants and contracts	1,296	2.65%
8 Fundraising	3,193	6.54%

Left: Professor
Steve Haberman

Right: Professor
Costas Grammenos



Fundraising campaigns

Recognising true talent

At Cass we pride ourselves on the quality of our teaching which has such an enormous impact on the lives of our students who come from the four corners of the world.

Haberman Campaign for Actuarial Science

The Haberman Campaign for Actuarial Science is being launched to recognise the enormous contribution Professor Steve Haberman has made to the world of Actuarial Science over the last 35 years and to pay tribute to him as a dedicated teacher and scholar. The campaign will focus on investing in the people and the talent who study and teach Actuarial Science at Cass and who have contributed to making our Faculty of Actuarial Science and Insurance Debt a globally recognised Centre of Excellence.

By raising funds to support Scholarships, Teaching and Research, the Haberman Campaign for Actuarial Science will ensure that Cass Business School remains at the forefront in the teaching and study of Actuarial Science both in the established economies as well as the emerging economies. Your support will help to achieve these aims.

"Steve Haberman is a truly unique man. I still remember that spell-binding moment in my very first lecture with him 30 years ago. I was new to Actuarial Science and felt well and truly out of my depth. Steve's gentle confidence and reassurance, coupled with his unique gift of making the most complex simple, enabled me to find my feet and become an actuarial athlete. I will never forget the inspiration he found in me."

Martin Werth
BSc Actuarial Science 1982

The Campaign will be officially launched in Summer 2010.

Campaign to Endow the Grammenos International Centre for Shipping, Trade and Finance

Since its foundation by the inimitable Professor Costas Grammenos, this Centre has become world renowned in its field. To guarantee the continuation of its excellent work, we have set an endowment target of £8 million. This year we have had a host of new donors, including £500,000 from the Nikolas Tsakos Foundation and repeat gifts including Kaptanoglu Holdings and Desan Shipyard. We are delighted to say that with £5.5 million raised so far, the Campaign is well on its way to achieving its target.

However our work is not yet complete. We are appealing to our many alumni who have enjoyed and benefited from the Centre's teaching to help us reach our goal.

"A couple of years working for an international shipping company led to a deep desire for me to expand my knowledge of the industry. The Michael M Xylas Scholarship changed everything. I was able to direct all of my energy towards the learning and development that had drawn me to Cass in the first place. This scholarship has given wings to my dreams. One day, I will give back to Cass, and help another person like me reach their full potential."

Brijesh Mongia
MSc Shipping, Trade and Finance,
recipient of the Michael M Xylas Scholarship

Thank you to the Members of the Campaign to Endow the Grammenos International Centre for Shipping, Trade and Finance Executive Committee:

Ahmed Buhari
Epaminondas Embiricos
Sir Stelios Haji-Ioannou
Christian P Hinneberg
Richard Gillingwater
Sadan Kaptanoglu
Stathes Kulukundis
George Lassados
Paola Mattioli
David Moorhouse
Christian von Oldershausen
Basil Papachristidis
Spyros Polemis
Ole Slorer
Captain Gerald Seow
Martin Stopford
Nikolas Tsakos
Andreas Tsavlis
Lambros Varnavides

Get involved

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

Ruth Velenski
Campaigns and
Governance Manager

Telephone:
+44 (0)20 7040 5251

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



Corporate fundraising

Partnerships for the future

One of our greatest strengths comes from our superb links with some of the world's most respected and successful organisations.

Our partnerships with industry leaders like BNY Mellon, RSA and Santander offer our students the best possible boost to their careers and learning experience at Cass. By joining together and sharing expertise, we form a hugely effective relationship.

"We are extremely proud to work with each of our corporate partners and sponsors. Each of the relationships we have with corporates are tailored to fit their needs and objectives as well as bringing huge benefits to the School, our students and our alumni. The collaborations we enjoy with world-class organisations are key to providing our students with the best opportunities for the future and to giving our partners access to all of Cass's premier resources."

Mallory Robinson
Head of Corporate Development

RSA

We are very pleased that our relationship with RSA continues to go from strength to strength. This partnership at a founding level has offered the School and its students the invaluable support of a global insurance leader whilst giving them access to the finest up-and-coming student talent. RSA has made its commitment to a bright and prosperous future for Cass very clear.

"Our corporate partnership with Cass has allowed us to identify top talent to fill our graduate opportunities. We hope to continue to build our brand on campus while developing our relationship with the school and its students and look forward to an ongoing successful partnership."

RSA

Santander Universities

2010 marks the third year since this dynamic banking giant became one of our Founding Corporate Partners. Their generous support includes five annual Iberoamerican scholarships to nurture the next generation of fine business talent.

"Cass was one of the first institutions in the UK to believe in our commitment to higher education. This shows the innovative spirit present in this business school. At Santander Universities, we are proud to support students and staff at an institution with such high-quality standards in education."

Luis Juste
Director of Santander Universities UK
Santander

BNY Mellon

This year, the global financial services company and America's oldest bank has continued to offer us their unmatched experience and resources, helping us to cultivate new talent and create a bright outlook for the future of finance. Their fourth year as Senior Corporate Partners has seen this successful relationship strengthen and diversify further, including invaluable contributions to some of our most important projects. In January 2010, we had the pleasure of BNY Mellon CEO Bob Kelly generously sharing his wisdom with our students in an eye-opening guest lecture.

David Aldrich
Managing Director, BNY Mellon

"Our relationship with Cass has been of high value to the company, and we have benefited greatly since its inception, enabling us to identify and reach out to some of the country's top emerging talent. We also have unparalleled access to the resources that have made Cass such a success, from top-class academic experience through to some of the world's leading professors, to high-profile events and networking opportunities."

We are very much looking forward to maximising the ongoing positive impact and further leveraging the potential opportunities with Cass in the future."

A man with glasses, wearing a dark blue suit, white shirt, and a patterned tie, is seated on a light-colored, modern sofa. He is looking off to the side with a thoughtful expression. Behind him is a large floor-to-ceiling window that offers a view of a rugged, mountainous landscape under a clear sky. The foreground shows the back of the sofa he is sitting on, which is out of focus.

**“We are
undoubtedly
benefiting
enormously from
our alignment
with a top tier
business school.”**

David Aldrich
Managing Director, BNY Mellon

ALLEN & OVERY



CREDIT SUISSE

Deloitte.

ETHOS
PRIVATE EQUITYFT
FINANCIAL
TIMES
GROUP

P&G

RSA

Santander
UNIVERSITIES

THOMSON REUTERS

TOWERS
PERRINWORSHIPFUL
COMPANY OF
MARKETORS**Scott Addison**

Full-time MBA 2010

Recipient of the Worshipful
Company of Marketors Scholarship

"Cass was the perfect MBA programme for me. Working with ambitious colleagues and internationally renowned faculty, as well as exploring new areas of marketing, builds upon my decade of experience in communications in New York City.

I was very enthusiastic when I first learned about the dedicated scholarship from the Worshipful Company of Marketors for full-time MBA students, particularly as I would be self-funding. To receive this from one of the most respected professional bodies in the industry has been truly humbling, and it represents a significant contribution towards my fees at Cass. The opportunity to explore issues of interest to me professionally, and produce a high-quality piece of research material, is truly exciting"

Scholarships

We offer a selection of life-changing scholarships to students, harnessing our strong relationships with leading businesses, and enabling us to attract some of the brightest academic talent.

Spotlight on: The Worshipful Company of Marketors "The Marketors' Scholarship"

The Worshipful Company of Marketors is one of 108 City of London livery companies. Livery companies began as guilds, responsible for the regulation of their trades. Today most are charitable organisations, with a long history of cultural patronage.

Though the company was formed in 1975, as a modern livery company, the Worshipful Company of Marketors aims include the promotion of marketing as a force for economic and public benefit and the encouragement of excellence in education and practice.

The WCM now offer The Marketors' Scholarship for a Full-Time MBA student with a focus on Marketing.

**Ethos Private Equity
Santander**

Please refer to Page 21 for further details on scholarships.

Event Sponsorship

Our worldwide connections present many great prospects. From business and industry learning to networking opportunities, our international reach and strong London links allow us to promote and enterprise for individuals and businesses alike.

CEN Cass Entrepreneurs Network

CEN's "Social Enterprise – Truth, Myths & No Tree Hugging Allowed" evening event was sponsored by **The Small Business Consultancy**, founded by Cass alumnus Amar Lodhia.

"The CEN Committee and the network itself promote entrepreneurship and enterprise amazingly well. It was a privilege for us to support and really be a part of this superb social enterprise event."

Amar Lodhia
BSc Business Studies, Managing Director,
The Small Business Consultancy

**Corporate Governance Event
sponsored by BNY Mellon**

BNY Mellon and Cass's Centre for Corporate Governance collaborated in 2009 to host a conference discussing "Can corporate Governance make a difference at financial institutions?"

Expert conference speakers included Prof Igor Filatotchev, Dr Thomas Huertas, Director, Banking Sector FSA, Sir Ron Sandler, Chairman, Northern Rock and Brian Rogan, Chief Risk Officer, BNY Mellon.



Research Centres

Having the edge over competition is never more critical than in uncertain economic times. High-quality research and insights, therefore, have the potential to hold the key and have an even greater significance.

MARC

Our Mergers and Acquisitions Research Centre has been producing cutting-edge work at the forefront of the field since October 2008. With two Research Assistants delving into the big questions facing the industry, from distressed acquisitions to the impact of CEO turnover, the sponsorship of prestigious companies like **Allen & Overy**, **Credit Suisse**, **Deloitte** and **The FT Group** has been crucial to the unit's success.

MARC's first research report, 'The Good, the Bad and the Ugly: A guide to M&A in distressed times', was well received in the business media, and is soon to be joined by two highly anticipated follow-ups. The centre also runs a series of workshops and seminars to showcase the latest findings and views from leading industry figures.

"We were honoured to host the second in the MARC CEO Seminar Series on 28 January 2010 at which Bob Kelly, Chairman and CEO of BNY Mellon, and Cass alumnus spoke and answered questions from current Cass students. The event was a huge success and further topical and thought-provoking seminars are in the pipeline for later this year."

Scott Moeller
Director of M&A Research Centre and Honorary
Visiting Professor in the Faculty of Finance

The Peter Cullum Centre for Entrepreneurship

The Peter Cullum Centre for Entrepreneurship was formally launched by Lord Mandelson in July 2009. It now supports the next generation of Cass entrepreneurs with free incubation space, pro bono advice, invaluable non-executive director contacts, technology support, and much more.

There are also a number of funding propositions in progress. These investments are designed to provide expansion capital, supporting business growth and new employment, and giving Cass-led businesses a distinct advantage in an exceptionally challenging funding environment.

The inaugural New Venture Capital Programme in partnership with The Financial Times, forms an integral part of the Peter Cullum Centre for Entrepreneurship connecting people, investors and networks who know what it takes to turn a great idea into a great success.

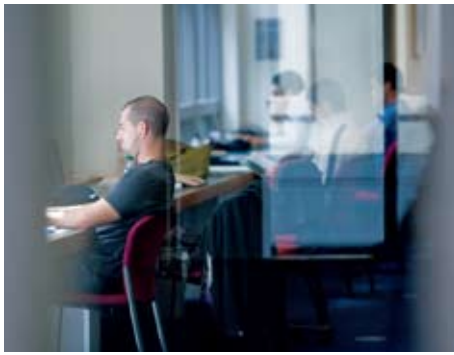
Dealing Rooms

Many Cass students leave for careers in City trading houses. Our exclusive **Bloomberg** and **Thomson Reuters** sponsored dealing rooms give them hands-on preparation.

As close to the real thing as you can get, they perfectly complement the theory taught at Cass with hands-on exposure to simulated dealing environments.

"As a Founding Sponsor of the M&A Research Centre at Cass, Credit Suisse has enjoyed a closer relationship to the School across a number of areas, from the work conducted in exciting areas of cutting-edge thinking, exposure to high-quality students, through to high-profile networking events."

Susan Kilsby
Chairman of M&A
Credit Suisse



Alumni fundraising activities – Cass Fund

Preparing for greatness

This year we have reached a fantastic total of £95,000, thanks to your ongoing generosity. We have also received a further £90,000 in ongoing scholarship pledges. For this, please accept our deepest gratitude.

Your kind gifts give us the freedom to focus our resources where they can make the biggest difference, empowering the next generation of first rate business minds.

Whether it's running a world class resource centre or making sure that a stroke of bad luck doesn't get in the way of a bright future, the Cass Fund really makes a difference. And without our Friends and Alumni, this vital lifeline wouldn't exist.

Cass Fund Special Projects

This year, we have funded special projects through the Cass Fund: the Hardship and Emergency Fund, the Careers Service, the Learning Resource Centre and IT.

Hardship and Emergency Fund

Whether it's a serious illness, family bereavement or a natural disaster back home, unexpected traumas can blight any of our lives. No matter how much determination and drive our students have, studies can be a real challenge in this kind of situation. The Cass Hardship and Emergency Fund is there to help aid such financial issues, removing an extra source of stress in times of need. It provides students with a chance to focus on something positive, finish the course and follow their ambitions.

Careers Service

We treat the success of our students after they leave Cass as seriously as we take their learning experience while they are here. Our network of industry contacts and focus on alumni connections make up a vital part of the package. But making sure our students and alumni get the most out of these resources is not always easy. To put forward the best possible candidates in an ever more competitive market, we are constantly investing in careers services. Current donations are helping us to provide national and international networking initiatives, a dedicated careers centre and website, ongoing alumni support and more.

IT

Syndicate Room Collaboration Tools: One of our syndicate meeting rooms has been kitted out with state-of-the-art collaboration tools. The scheme promotes the sharing of innovation and insight among our students. A great deal of early interest has led to plans to expand this technology to other areas of the School.

Wireless Coverage: Our wireless coverage has been expanded to include all areas of the Bunhill Row and Drysdale buildings. Students can now connect to shared resources, wherever they are in the School.

Virtual Desktop Infrastructure: This powerful system gives students access to School IT resources over the wireless network. After a pilot success, a full-scale project is currently in development.

Learning Resource Centre

Cass Business School

Access to the ideas, facts and figures that matter is the foundation of any seat of learning, and we pride ourselves on the depth and breadth of our library and facilities. We already offer a vast array of journals, papers, past dissertations and specialist databases, as well as around 30,000 books.

But knowledge never stands still. To maintain a world class information resource, there is always a need for extra investment. With the help of our donors, we plan to invest and expand our collection of key texts, add a state-of-the-art journal database for students and alumni alike and refurbish the Centre to keep it right at the leading edge of business thought.

Irma Raza

MSc Management 2010

"The Cyril Kleinwort Learning Resource Centre at Cass Business School is always in demand. I've used the facility nearly every day. The books, journals, access to online databases and e-journals, along with the many other resources on offer, have all really enriched my project work. The study environment is varied and offers everything you need, and has truly been an invaluable tool for us."



“The Cyril Kleinwort Learning Resource Centre at Cass is one of the most in-demand locations at the business School for students.”

Irma Raza
MSc Management 2010

“Inspired to discover the truth and make up my own mind, a Masters at Cass Business School beckoned.”

Zoe Cong
Recipient of China Scholarship

Zoe Cong

Recipient of China Scholarship
MSc Investment Management 2010

“As we know all too well, the summer of 2008 brought financial turbulence not seen for decades, swelling into a global storm that dominates the world we live in today. With a wide range of rival explanations and theories competing to get to the bottom of this crisis and find a path forward, what more pertinent time to graduate?

Inspired to discover the truth and make up my own mind, a Masters at Cass Business School beckoned. The experience has more than lived up to my expectations. A combination of first rate teaching and the chance to network with current and future City leaders made it an ideal proving ground. I really got to grips with what is happening out there in the investment world.

I couldn't be more grateful for the opportunities this scholarship gave me.”



Left: Singapore
Alumni Event 2010
Right: Cass Fund
student representative



Alumni fundraising activities Scholarships and Gifts

Together we are stronger

Our Alumni Development team has had another great year, with their hard work raising funds for various campaigns and events leading to richer experiences for both our current students and our alumni. None of this could have happened without the support of our generous alumni donors.

China and Hong Kong Scholarship Programme

This campaign has an ongoing target of £10,000 for each scholarship. The funds we have raised so far, have provided an essential bursary for two gifted students. Our longer term aim is to use the scholarship scheme to strengthen our student links with Asia-Pacific alumni.

Singapore Alumni Scholarship

We are delighted to announce the launch of the Singapore Alumni Scholarship. Alumni in Singapore are currently fundraising to offer a scholarship to a Singaporean national to study on a postgraduate course at Cass Business School from October 2010.

Other international alumni activities

Nowhere is our diverse community of students past and present better demonstrated than the support we have received for the Cass Fund. Alumni from across Europe, including Italy, Spain, Germany and Greece, have all given us their backing this year, with the help of our International Representatives, whose overseas events and activities have proven crucial.

MBA Class Gift, 2008

The Class of 2008 recently got together to celebrate funds already raised and work out how to build on this success. Daunting running and climbing challenges were among the plans discussed to help hit the £10,000 target. Visit www.justgiving.com/cass10k to see how they're getting on.

Telephone Campaign activities

Our hard-working Cass Fund Student Representatives deserve real credit for their recent telephone campaigns. Between November 2009 and April 2010, they made contact with 7,500 alumni, leading 92 generous donors to make pledges to the Cass Fund.

“My role as a Cass Fund Representative for the Telephone Campaign, and as a joint Team Leader, has been a distinctive experience I can add to my range of work experience. The positive responses from alumni have been very inspiring. In essence, I feel that our team has renewed and built stronger relationships between the School and graduates, increasing participation levels and forming valuable connections.”

Elizabeth Chan
Cass Fund Representative
(Team Leader)



Left: TANC event 2010

Right: Chinese Alumni UK Annual Celebration 2010

Alumni relations and events

Global network, local knowledge

The Cass experience doesn't end once our students have received their degree. With 31,000 alumni out there, there is a vast pool of knowledge and skills to be shared, and with 48 international alumni groups, a whole world of experience to tap into.

Our e-newsletter, online community, alumni events and Careers Network Online ensures we provide our alumni with a lifelong link to the School.

Special Interest Groups

Special Interest Groups are industry or topic-specific clubs, formed by students and alumni for themselves. Often working closely with a member of Faculty, these clubs are an excellent forum for industry networking, updating on industry topics and exploring new ideas.

Spotlight on: TANC

Since its foundation in 2007, the Actuarial Network at Cass (TANC) has been forging a dynamic community, fostering ongoing links with alumni and external contacts, encouraging continual support of the school.

To achieve this, TANC organises a range of hugely popular events. A key secret of their success is the focus on distinctive experiences and insights, providing attendees with a chance to broaden their professional horizons.

The group is now preparing to become a Member Interest Group of the Actuarial Profession. This will increase awareness and improve the network's effectiveness, which looks to be going from strength to strength with many fascinating events to come.

International Alumni Groups

Cass alumni groups are a great way to keep in touch with alumni, network and share ideas. Groups participate in discussion forums, network with other members and organise and attend events.

Spotlight on: France Alumni Group

Founded in November 2008, with the aim of promoting an active network for Cass Alumni in France and provide its members with the opportunity to network through cultural and social events.

The association organises events where guest speakers address specific business issues. Speakers come from varied backgrounds, providing alumni with the opportunity to meet business leaders.

Alumni Events

In the last year, Cass Alumni Relations have held over 50 events worldwide. Six out of our 19 international events have been in collaboration with the Lord Mayor in his capacity as Chancellor of City University, London, in Istanbul, Moscow, Almaty, Delhi, Mumbai and Dubai. These events were well attended by alumni and further increased our links with the City of London.

Further to this, in November 2009 we hosted our first Undergraduate reunion. Some travelled from as far as the USA, France and Spain to attend the evening. Furthermore in February 2010 we held our second Chinese Alumni UK Annual Celebration just before the start of Chinese New Year.



Cass Events

Alumni World Forum

The inaugural Cass Alumni World Forum, to be held on 16 July 2010, is a celebration of Cass alumni all over the world.

The Forum will be an excellent opportunity to network with fellow professionals at every level, and to learn, discuss and debate with our distinguished panel of speakers and academics, as well as further professional development through master class sessions.

The flagship event will be a one-day event in London, bringing world leaders in business along with Cass's world-class faculty alumni and corporate partners, to engage in thought provoking debate and reflect on major issues of the day. Cass will host breakfast and lunch panel discussions, followed by an evening reception with a guest speaker.

Our international alumni volunteers will hold events within their countries, and our panel discussions can be viewed online, ensuring that all our alumni, no matter where they're based, can take part in the celebration. It promises to be a day to remember for everyone involved.

<http://www.cass.city.ac.uk/awf>

Left: Professor The Baron Pettman of Bombie and his wife Lady Maureen

Right: Mr Nikolas Tsakos



Donor profiles

Making dreams a reality

Staying at the cutting-edge of international business education is only made possible through our relationships with our major donors.

Our expert team enables us to maintain strong connections with Alumni – ensuring prospective involvement is an enriching and rewarding experience.

Barrie and Maureen Pettman

Author, publisher, philanthropist and self-made millionaire, Professor Barrie Pettman is the living embodiment of our ethos of achievement and ambition. This should perhaps come as no surprise, as he studied here at Cass in our very first class, before going on to become a successful businessman and lecturer in his own right.

Amongst his other charitable concerns, Barrie is a shining example of our fine tradition of alumni giving, his contributions making possible our first scholarship specifically for New Zealand students.

Barrie and his wife Maureen Pettman have generously donated one £20,000 scholarship for students coming from New Zealand for post-graduate study at Cass Business School per year for the next five years (£100,000 total).

“My wife and I have wanted to be involved in supporting management education for some time. When I read stories about the original ‘gang of 10’, during the recent 40th anniversary celebrations, we decided Cass should be the conduit for this involvement, especially given how much I value my time there. We’ve lived in New Zealand over winter for the last 18 years and we thought that it would be sensible to give back the benefits that we have derived to New Zealand youngsters.”

Professor Barrie Pettman

Maria Tsakos Foundation

A giant £500,000 donation from the Maria Tsakos Foundation has driven our campaign for the Endowment of the Grammenos International Centre for Shipping Trade and Finance.

The story of this very generous contribution starts with Cass alumnus Nikolas Tsakos. As CEO of Tsakos Energy Navigation, he was keen to invest in the future of the shipping industry through promising young talent. With this in mind, he set up the Maria Tsakos Foundation, named after his grandmother. With Professor Costas Grammenos leading the field, and his Centre here at Cass earning an enviable reputation as the epicentre of academic achievement and research in marine trade and economics, a contribution from the Foundation was a perfect fit.

“It is a pleasure for the School to be in partnership with such a prestigious and effective foundation as the Maria Tsakos Foundation. Their generous gift ensures that we can continue to attract the brightest and best students who wish to pursue academic or professional careers in shipping.”

Professor Costas Grammenos CBE

“The Maria Tsakos Foundation considers this new pledge to be a continuation of the standing commitment of Capt P N Tsakos to support the young generation to undertake a maritime career in a most professional way.”

Maria Tsakos Foundation



Major Donors/ Sponsors

Eminent Benefactor

Mr Peter Cullum E4

Founding Benefactor

Sir John Cass's Foundation D3

Major Benefactors

American Bureau of Shipping G9
Sir Stelios Haji-Ioannou I8
Lloyd's Register Educational Trust E6
Skillset H8
Big Lottery Fund F7

Major Donors

Bagri Foundation F5
Professor Barrie & Maureen Pettman H1
Christopher Reeves E8
Cyril Kleinwort Trust D5
Dr Robert Kelly/BNY Mellon H3
Frangista Family D7
Latsco Shipping (London) Ltd C5
Maria Tsakos Foundation F9
Mr Andreas A Tsavlis D10
Mrs Matrona Xylas-Egon E10
Phrixos B Papachristidis Charitable Foundation H8
RBS F7
Mr Roger Brooke F9
Mr and Mrs S N Roditi F9
Nomikos Family E3
Sareen Foundation H6
Mr Thanassis and Mrs Marina Martinos E3
The Pears Foundation C7
Towergate Partnership E10
Worshipful Company of Management Consultants B2

Major Sponsors

Bloomberg L P E6
Bureau van Dijk F6
City of London G8
Thomson Reuters G4

Sponsors

Allen & Overy G7
Bariba Corporation F10
BNY Mellon H3
Credit Lyonnais G5
Credit Suisse D6
Deloitte G3
Ethos Private Equity E3
FT Group G8
Santander I6



Donors from 1 April 2009 to 15 April 2010

Corporate Partnership Members

Founding Corporate Partners

Santander	I6
RSA	G7

Senior Corporate Partners

BNY Mellon	H3
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Cass Business School Fund

Dean’s Circle (over £10,000 per annum)

Fondazione Pietro Barbaro	G6
Professor Barrie & Maureen Pettman	H1
Mr Peter Cullum	F4
Sir Stelios Haji-Ioannou	I8
Dr Robert Kelly	H3
Mr and Mrs S N Roditi	F9
Mr Vipin Sareen	F8
Sir Malcolm Williamson	G5

Patrons (£1,000 to £9,999 per annum)

Mr Erkin Damitov	C9
Mr Richard Gillingwater	G1
Professor Steven Haberman	E5
Mr Matthew Hubbard	D2
Mr Anthony Jawad	F3
Mr Alistair Johnston	B7
Mr Nigel O’Sullivan	F4
Mr Michael Llewelyn-Jones	E2
Mr Jason Locke	H9
Mr Adam Quinton	A8
Mr Michael Roberts	E11
Mrs Carol Sergeant	G5
Mr Glenn Sexton	E7
Mr Stavros Taki	D7
Mr Brendan Thomas	F2

Donors (up to £999 per annum)

Mr Mark Addison	G3
Mr Ayman Al Daouk	G2
Mr Ali Alazzawi	D6
Mr Nasir Barakzai	E3
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Donor Relations Co-ordinator

Telephone:
+44 (0)20 7040 5164

Email:
cass-development@city.ac.uk

“I feel extremely fortunate to be chosen as the recipient of the Dean’s Scholarship this year, as it’s enabled me to take a huge step towards my future ambitions.”

Tim Armitage
Dean’s Scholar

Tim Armitage

Recipient of the Dean’s Scholarship,
supported by Mr and Mrs S N Roditi

MSc Investment Management 2010

“My year so far at Cass Business School has been intense and challenging, yet extremely rewarding. I chose to study the MSc Investment Management because I knew that as well as being academically rigorous, it was also a very practical course, and would provide many of the skills I will need in my future career in asset management. The teaching has been excellent, and the international makeup of the class adds another dimension. At Cass you really get the sense that you are at the heart of the City, and being able to attend lectures by the likes of Adair Turner and George Osborne helps to corroborate that view.

Throughout my undergraduate degree I supported myself by working as a guitar teacher, and was well aware it would have been pretty much impossible for me to afford the fees and living costs of a year at business school. I therefore feel extremely fortunate to be chosen as the recipient of the Dean’s Scholarship this year, as it’s enabled me to take a huge step towards my future ambitions. I am hugely grateful to Nick and Pamela Roditi for the faith they have placed in me, and am looking forward to the time when I’ll be in a position to pay-forward my good fortune!”



Scholarships

A head start for tomorrow's talent

We believe that we can't afford to miss out on the brightest, most ambitious students just because they lack the means to study.

That's why we pride ourselves on our extensive scholarship programmes, and without your support these students wouldn't have the chance to fulfil their potential. Our relationships with leading institutions and the generosity of our alumni have let us offer a wide range of scholarships and prizes, tailored to the focus of the donors, trusts and companies offering them.

We offer our utmost thanks to the following donors who continue to offer student Scholarships.

New Scholarships

Pettman Scholarship

Barrie and Maureen Pettman have generously donated one £20,000 scholarship for post-graduate 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.

Singapore Alumni Scholarship

Alumni in Singapore are hoping to offer a scholarship to a Singaporean citizen.

The Worshipful Company of International Bankers Scholarship

This award of £3,000 per annum for three years goes to an undergraduate in BSc Banking and International Finance.

The Vicco Von Bulow Scholarship

This £10,000 scholarship was set up in memory of Vicco by his wife. The scholarship is open to all those wanting to study an MBA.

Current scholarships

Santander Scholarships

Santander has generously donated £50,000 of scholarships, giving five Latin American students the opportunity for postgraduate study at Cass.

Cass China Scholarships

One award of £1,500, 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

With the generous support of Mr and Mrs S N Roditi, one award worth £20,000 is open to all MSc students (with the exception of the charity courses).

Ethos South Africa MBA Scholarship

The Ethos South Africa MBA Scholarship not only covers full course fees for the full-time MBA programme (£29,000), but also includes a contribution towards living expenses (£10,000).

Fondazione Pietro Barbaro

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

Jennifer D'Abo Memorial Scholarship

Through the generosity of Jennifer's friends and family, a scholarship of £10,000 will be awarded each year to an ambitious entrepreneurial British woman on an MBA course.

Cass Hong Kong Scholarships

One award of £1,500, donated by Cass alumni in Hong Kong, for a Hong Kong national studying a Masters programme.

The John A Hadjipateras Scholarship

This scholarship is open to any candidates in the Shipping, Trade and Finance programme that have achieved a first-class honours degree or equivalent in arts or sciences.

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 contributes towards the tuition fees of an MSc in a certain subject.

QS International Scholarship

In partnership with QS, the organisers of the World MBA Tour, four half-fee scholarships are available, for two male and two female high achievers who can demonstrate leadership potential in a global business environment.

Sareen Foundation

The Foundation is offering European nationals two scholarships worth £10,000 each and an exceptional Indian national a single scholarship worth £20,000 or two scholarships worth £10,000 each.

Chartered Institute of Securities and Investment Institute

Open to a student on the MSc in Finance, Investment Management or Banking & International Finance, this £9,000 scholarship is awarded based on a competitive essay. This award is not exclusive to Cass.

September 11th Insurance Trust

This £10,000 scholarship will be awarded to one student studying the MSc in Insurance and Risk each year.

Stelios Scholarships

Ten £10,000 scholarships are open to all EU citizens. Two have been earmarked 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 Worshipful Company of Marketers Prize

This prize of £1,000 is open to all MBA Marketing students.

The Worshipful Company of Marketers Scholarship

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



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.

Leaving a bright future for Cass

As of this year, we have introduced our new personal legacy programme. Now you can leave a permanent contribution to the future of business education. You decide exactly where your legacy goes, whether it be a favoured scholarship, research centre or chair endowment, giving you the chance to make a mark on areas that have touched you during your life.

To discuss leaving a legacy, please contact Angela Bowen angela.bowen.1@city.ac.uk, +44 (0)20 7040 5221

Set up a Class Gift

Make a joint gift to Cass with your old classmates through the Class Gift Programme.

Matched Funding Scheme

Now your giving 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 in the next three years, 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, just contact any of the Development team listed opposite or email cass-development@city.ac.uk now. 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 achieve greatness by helping 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

Careers Network Online (CNO)

Students and alumni alike can take advantage of a whole world of inside knowledge, with detailed searches of our alumni by sector, company and location.

Alumni memberships & services

Our alumni can take advantage of our business databases, alumni office space, Bloomberg room and a range of bespoke offers and discounts.

Alumni social media

Network and keep up to date through our online media groups on LinkedIn, Facebook and Twitter.

Recruitment

Secure your business the talent it deserves by advertising that crucial position or searching our Graduate CVs. Boost your research project with the help of our students.

Executive Education

Our bespoke Executive Education courses ensure that whatever your industry, our consultants, expert advisors and researchers can help you move forward.

Contact us

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www.cass.city.ac.uk/development
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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.