



Cass Business School
CITY UNIVERSITY LONDON

Sharing our success

Annual Fundraising Report 2013

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Thank you to all of our friends and supporters

Dear Friends,

This is an exciting time for Sir John Cass Business School as we implement our strategic plan for 2012-2016. This includes considerable investment in faculty, as we recruit over 30 new academics by 2014. In addition to expanding our faculty, we are also developing and upgrading our facilities.

In September we will open corporate-facing premises on Aldersgate Street, which will provide our Executive MBA students and Executive Education clients with a dedicated state-of-the-art space. Additionally, our undergraduate facilities at Northampton Square are being re-developed to ensure that we provide the amenities and equipment that will support our students through their studies.

This academic year we are celebrating our tenth anniversary as Cass – a decade since we opened our building on Bunhill Row and changed our name from City University Business School.

As part of the celebrations we are launching The Ten Year Anniversary Appeal, with donations supporting the renovation of the student PC study room, the extension of our career services and investment in student scholarships. We hope that alumni and friends of Cass donate and help us to prepare for another decade of success.

This year’s report reflects the impact of your generosity and I hope that it inspires you to continue to support us.

Kind regards

Professor Steve Haberman
Dean, Cass Business School

Dear Donors and Supporters,

I am delighted to have taken on the running of the Development and External Relations Office. I joined Cass in 2005 as the Corporate Development Manager and have been privileged to see the generous support from our alumni, corporate contacts and friends grow from £900,000 in our first year to nearly £32 million to date. This success was led by Paola Barbarino for the past eight years and we owe her our thanks.

With heavy hearts we want to acknowledge the passing of one of Cass’s dearest friends and generous donors, Roger Brooke. Roger was a great supporter of the School and will be greatly missed.

Long-time supporters like Roger have helped inspire others to give. 2012 was an incredibly successful year as we doubled the number of Cass supporters; this includes gifts from generous individuals, alongside new collaborations with corporations and foundations. I am delighted to announce a new partnership with The Coca-Cola Foundation supporting eight undergraduate scholars. This grant has been made possible by the support of the Friends of City University (London), Inc.

Our achievements are in large part thanks to our incredible alumni community. I look forward to working with you all to build and develop Cass’s bright future.

Best wishes

Mallory Robinson
Deputy Director, Development and External Relations

“Our alumni relations are at an all-time high and the future looks bright.”

Sir Malcolm Williamson
Chair, Cass Strategy and Development Board



Driving success

“Cass Business School is continuously evolving by developing new fields of research, building innovative courses of study and examining emerging challenges facing business.”

Our success is reflected in the expertise of our academics, the calibre of our students and the achievements of our alumni. In 2012, the Financial Times ranked Cass 4th in the UK and 16th in Europe in its business schools ranking.

Cass is always propelling forward, striving for excellence on all fronts. The ranking positions our programmes hold, in addition to our triple-crown accreditation recognise the School’s achievements. This means a better environment for our students. Our alumni relations are at an all-time high and the future looks bright.

I thank Richard Gillingwater for his highly productive years whilst he was Dean and am delighted we have had such a seamless transfer to our new Dean, Professor Steve Haberman.”

Sir Malcolm Williamson
Chair, Cass Strategy and Development Board

Income	(£’000)
44%	25,139 From Masters fees
19%	10,852 From Undergraduate fees
16%	9,526 From MBA fees
9%	5,472 From Gov’t HEFCE research and tuition grants
7%	3,839 From research grants and contracts, Cass Executive Education and PhD fees
5%	2,891 From donations given by alumni, corporations, trusts, foundations and friends
Total income	57,719



Bo Zhang, a PhD Finance student who benefited from a grant to support his research on *Understanding Volatility Risk Premiums*

Your generosity in action

It is thanks to the generous donations from Cass supporters and sponsors that we have sustained growth in 2011/2012. Your support is key to our success.

These donations enable us to continue to improve the School's facilities and academic infrastructure – which help Cass remain a top-ranked business school.

This table provides an overview of the allocation of your donations and the areas within the School that have benefited from your financial support.

How your donations help	(£'000)
47%	1,354 Towards improvements to student experience
21%	598 Towards academic research
20%	580 Towards student scholarships
12%	359 Towards campaigns (Shipping and Actuarial)
Total income	2,891

“It’s been a pleasure taking part in the most successful Cass Fund Telephone Campaign to date. I am so inspired by the generosity and willingness of alumni who want to give back.”

Mahima Agarwal
BSc in Actuarial Science



Dean, Professor Steve Haberman and Mahima Agarwal, best student caller 2012

The impact of collective giving

The Cass Fund

This is the pool of money donated to the School by alumni and friends, on a monthly or annual basis, to provide the resources needed to fund initiatives and projects which enhance learning opportunities for students. It also allows the School to respond to the needs of students who, through circumstances beyond their control, unexpectedly find themselves faced with difficulties.

The Cass Fund supports three areas:

The Dean’s Fund

This fund allows Cass the flexibility to support projects and initiatives, as advised by the Dean, which could not be funded through the School’s normal operational budget. By giving to this fund you are ensuring that the School can continue to invest in high-quality facilities and services, which in turn raise our profile.

Student Support

Investing in talent helps us to provide scholarships and financial assistance to the most committed and gifted students, allowing them to fulfil their potential regardless of their financial means.

Research and Library

By donating to this fund you help support innovation and development to improve our libraries and Research Centres. This enhances our international standing as a leading research institution – and allows us to continually improve the resources available to students, alumni and organisations.

The Cass Fund Telephone Campaign

This year’s Cass Fund Telephone Campaign was a great success thanks to the generosity of Cass alumni who donated more than £70,000, making it our most successful telephone campaign to date. We seek support for the Cass Fund each year from new and existing donors within our community of alumni and friends. Thank you for your generous and continued support.

Your donations helped the Cass Fund contribute:

- £34,000 to provide an additional 72 essential study spaces in Bunhill Row
- £20,000 to the Student Assistance Fund which gives vital support for students experiencing financial hardship
- £32,000 to fund scholarships for emerging entrepreneurs, and to help position Cass and the Peter Cullum Centre for Entrepreneurship as a leading player in this field.

The Student Assistance Fund

The Student Assistance Fund was established by Cass Business School to support students with a strong academic record who are in genuine financial difficulty. Tutors, Course Directors or the Finance Office can refer students who are in need of financial help. A student may have their sponsor pull out, lose their job, experience personal problems or suffer a family tragedy. The Fund provides students with financial assistance to complete their degrees when all other options have been exhausted. To date, all beneficiaries of the Fund have successfully completed their degrees and often graduate top of their class.

Case study

This year, a Masters student and his siblings received the devastating news that their father, the main income provider for the family, had fallen ill and needed immediate surgery. He was unable to return to work and required constant care. The student’s mother had to give up her part-time job to care for their father, which left the student in serious financial difficulty.

Through the support of the Student Assistance Fund his remaining tuition fees have been fully paid, along with some additional funding for travel costs. Alleviating some of the financial burden has helped relieve some of the stress, which has allowed this student to re-focus on his studies. He is expected to graduate with a Distinction.

Names and personal details of student withheld to protect their identity.



Peter Cullum, CBE, founder and Non-Executive Deputy Chairman, Towergate Partnership

Supporting the next generation of entrepreneurs

Peter Cullum, CBE, gained his MBA from Cass in 1976 and went on to found the Towergate Partnership, Europe’s largest independent insurance intermediary. Peter was voted ‘UK Entrepreneur of the Year’ in 2005 by Ernst & Young and *Management Today*’s ‘Entrepreneur of the Year’ in 2008. With a pledge of £10 million of risk capital, Peter founded the Cass Entrepreneurship Fund. This fund provides significant and tangible support to encourage and nurture the next generation of entrepreneurs at Cass.

Overview

The Peter Cullum Centre for Entrepreneurship is a focal hub for aspiring entrepreneurs and young businesses emerging from Cass Business School. With generous support from Peter Cullum, CBE, the Centre provides education, networking opportunities and commercial support for start-up and early-stage business ventures.

The £10 million Cass Entrepreneurship Fund provides growth equity to the start-up and early-stage companies of Cass alumni. The Fund has made several investments to date, many of which continue to demonstrate impressive growth and award-winning commercial progress. Accutrainee, a legal services provider, was shortlisted for the Association of MBAs ‘Entrepreneurial Venture’ award, while Cloud Business was recognised for its quality service with the global ‘Microsoft Cloud Partner of the Year’ award.

On the educational side, June 2012 marked the delivery of the third annual New Venture Creation Programme. The course is designed to equip nascent entrepreneurs with the skills needed to start and build a scalable business and attracted over 70 participants from across the Cass Business School community.

“The Centre provides vital backing to Cass’s entrepreneurs and has positioned Cass at the very epicentre of entrepreneurship. Starting a new business is not for the faint-hearted and Cass can help provide both financing and in-house expertise to nascent entrepreneurs. We are now building real companies from within Cass’s own walls.”

Jane Reoch, Investment Director, Cass Entrepreneurship Fund

Success from the outset

Since its inception in 2009, the Cass Entrepreneurship Fund has financed a number of businesses. Alongside its financial commitment, the Fund seeks to provide start-up and growing businesses with broader operational and strategic support, including provision of incubation facilities and ongoing advice from the Centre team. Focusing its resources on the practical needs of early-stage businesses, the Fund can provide all-encompassing help so entrepreneurs can realise their commercial ambitions.

“We formed a strong relationship with the Entrepreneurship team. The access to various aspects of business support proved invaluable, giving Bet Buddy a solid foundation for launching and growing the business.”
Simo Dragicevic, founder and CEO, Bet Buddy

Initial investments range in value from £50,000 to £500,000 depending on the stage of a company’s development, structure and funding requirement. The Cass Entrepreneurship Fund considers seed or start-up funding for businesses seeking to commercialise a concept or service, or provides development capital to support growth of more established companies.

Left to right James Butler, CEO and founder, Cloud Business; Susan Cooper, CEO and founder, Accutrainee



Growing real business

Case study

Cloud Business

In mid-2011 the Fund backed James Butler, founder of Cloud Business. A UK-based IT consultancy and software company specialising in cloud IT, the company has demonstrated over 100% growth rates year on year, and has been profitable from the outset.

The growth of Cloud Business is underpinned by a first-class management team in a very exciting industry space. The funding allocation demonstrates how growth capital can enable business potential, along with increased investment in both operations and software development.

How has the Fund supported you?

The Fund invested in the business in 2011 in line with our growth plan. In addition to the investment, we have the ability to call on an experienced team at the Fund and their own network of contacts.

How did you come up with the idea for your company and what has been the main challenge?

Having worked in IT for over ten years, I saw the potential in ‘cloud-based’ IT to transform how IT was purchased and run. I decided to get in early and formed the business in 2009 when we still had to explain the cloud.

What have been the main challenges?

As a fast growth business we rely heavily on getting the right people to deliver the best experience to our customers under pressure. Attracting and motivating people to do their best work is my biggest challenge, as the

business needs to stand on its own feet without me.

What have you enjoyed the most?

We have worked with some really interesting businesses over the years and I always get excited when we have helped transform their IT. Beyond that, seeing the change in our people over time as they learn and develop new skills has been very rewarding.

What advice would you give would-be entrepreneurs?

Think big. Find smart people. Keep taking action. The fun begins when you stop being a ‘would-be’ entrepreneur.

www.cloudbusiness.com

Case study

Accutrainee

Susan Cooper, Cass EMBA 2010, founded Accutrainee in 2010. The business is the first non-law firm to win Solicitors Regulation Authority approval to supply trainee solicitors, taking the contractual and management burden away from individual firms.

Accutrainee has now placed its first trainees, and is receiving positive feedback from both clients and trainees alike. The company has been nominated for ‘Best Trainer – Small Firm’ from LawCareers.Net, a well-respected industry website. The business is a great example of taking a novel approach to solving commercial problems in an established industry.

How has the Fund supported you?

I have been offered advice and guidance every step of the way. The all-important financial investment certainly helped and also practical support in the form of office space.

How did you come up with the idea for your company?

The idea came out of research I did for my Business Mastery Project during my MBA. I continued my research after my degree and the model and idea for the business came from that.

What have been the main challenges?

The economic environment has remained challenging which has had an impact on many law firms’ levels of activity, trainee recruitment and needs.

What have you enjoyed the most?

Getting graduates secured in a training contract and on their way to qualification (which would not have happened without us).

What advice would you give would-be entrepreneurs?

Be prepared for some great highs and lows along the way. Starting a new business will always be a challenge, the key to making it work is remaining 110% committed.

www.accutrainee.com

Investing in students

Cass donors currently fund more than 60 scholarships and prizes across the undergraduate and postgraduate courses. With the continued support of our donors we hope to build upon this and offer even more students the chance of a first-class education. The following are just some of our newest scholarships.

Undergraduate scholarships

The Coca-Cola Scholars Programme

Cass Business School is pleased to announce new undergraduate scholarships aided by support from The Coca-Cola Foundation which have been made possible by a grant from the Friends of City University (London), Inc. The scholarships will offer eight fully-funded places across a variety of Cass’s undergraduate courses.

Full tuition fees for three years (subject to academic performance) plus a contribution to living costs will be awarded to applicants based on outstanding academic achievement, leadership quality and financial need.

UK, EU and international students who hold an unconditional or conditional offer from Cass are eligible to apply.

The Sir John Cass’s Foundation Scholarships

Sir John Cass’s Foundation will kindly support five undergraduate students wishing to study a BSc at Cass during the 2013/2014 academic year. Each scholarship will be worth £5,000 and will be awarded for a single year.

To be eligible for the scholarship candidates must be 25 years of age or under, a permanent resident in London and preferably a resident of inner London.

The Sandhu Charitable Foundation Scholarships

The Sandhu Charitable Foundation is supporting two first-year undergraduate students in financial need, with preference for one recipient to be a London resident. Each scholarship is worth £5,000 a year, for the duration of the three-year course.

Postgraduate scholarships

The Iain Allan Scholarship

This generous scholarship provides the full fees for a one-year MSc in Actuarial Science. The award is open to applicants who should ideally be permanent residents of Bosnia, Lebanon or Turkey. It is expected that the beneficiary will return to work in the country of their origin on completion of the course.

Threadneedle Investment Award

Leading global investment manager Threadneedle Investments has announced that it is running the Threadneedle Investment Award for the second time in partnership with Cass. The award – a £12,000 scholarship and internship, which includes time spent in the firm’s London and Singapore offices – is open to students currently enrolled on the School’s MSc in Investment Management and MSc in Finance. Three students will be chosen and invited to present their ideas to a panel of judges made up of Threadneedle executives and Cass academics before the successful applicant is announced.

Taiwan Alumni Scholarship Fund

A minimum award of £1,500 donated by a Cass alumni in Taiwan for a Taiwanese citizen studying a Masters course.

NMG Consulting Scholarship and Prize

NMG Consulting is a specialist, multinational consultancy focused on the insurance, reinsurance and wealth management sectors. The company has generously agreed to provide an £18,000 MSc in Actuarial Management scholarship. The scholarship will cover the full fees for one student or be equally divided between two successful applicants. Applicants must demonstrate outstanding academic achievement and strong communication skills with endeavours in non-academic pursuits. Experience in leadership or teamwork is essential and work experience within financial services is advantageous. The beneficiary may be invited to work for NMG after successful completion of the course.

NMG are also delighted to announce that prizes will be awarded to students on the MSc in Actuarial Management for the overall highest module marks in two parts of Actuarial Risk Management. The total value of the prizes awarded will be £2,000.

“The Sharp Start Scholarship has helped me in all aspects of my life. It feels great to have someone believe in me and help me take a step closer to success.”

Holly Asher, BSc in Business Studies, Sharp Start scholar

The Defne and Muhtar Kent Foundation, Inc. Prize in Entrepreneurship

This prize recognises an MBA student who has completed his or her MBA or EMBA with a focus on Entrepreneurship and will be awarded in the spring of each academic year. The selected student will receive a prize of £3,200 to use at their discretion.

The Haberman Fund for Actuarial Science

The Haberman Fund for Actuarial Science was set up to pay tribute to Professor Steve Haberman, Dean, who has been teaching and carrying out research in Actuarial Science at Cass for over 30 years.

The fund is supported by alumni and friends of the School and provides some of the much-needed funding, to support scholarship awards for talented individuals to study Actuarial Science at Cass. This year two £6,000 scholarships have been created to assist students studying on the full-time MSc in Actuarial Science course. The scholarships are open to two eligible applicants and will be awarded on the basis of academic merit coupled with demonstrable financial need.

The Cass REC Scholarship Fund

A new scholarship for the 2013 intake has been announced by the Cass Real Estate Club (REC). The Club raised £8,000 for the Cass REC Scholarship Fund from sponsors of its full-day conference on 24th May 2012. Funds will be granted to one prospective student to help cover a significant part of their tuition fees. Applicants should hold an offer to study on the MSc in Real Estate or MSc in Real Estate Investment at Cass for the 2013/2014 academic year.

The Escola Nacional de Seguros Scholarship Award

This leading Brazilian insurance research and education centre is offering full tuition fee scholarships for students wishing to study for an MSc in either Actuarial Science or Actuarial Management. It is open to Brazilian nationals who are living in, or who have recently lived in, Brazil and intend to return there after completing their studies. In addition to the tuition fees, the scholarship also provides £1,000 per month living allowance and one return air fare to Brazil.





Collaborations that deliver results

Cass continues to develop its links with the business community through its long-term partnerships with some of the world’s most successful organisations.

Together with our partners, we have developed thought leadership pieces, provided student prizes, internships and scholarships, delivered CSR programmes, in addition to offering continued opportunities for professional development.

Cass Corporate Partners

BNY Mellon
“We have had a strong partnership with Cass Business School for the past six years. During this period we have developed a dynamic relationship that continues to grow in strength and reach. We have joined forces on a number of initiatives that relate to the fundamentals of our business at BNY Mellon and have benefited from the world-leading academic and practitioner expertise that Cass has to offer.

Amongst our many successes has been our collaboration on research, and a number of thought leadership papers such as Outcome orientated investing in DC pension provision, published in 2012. BNY Mellon’s community programme has also been enhanced by working with the Cass team to deliver a number of insightful initiatives, such as supporting events in our Diversity and Inclusion speaker series and helping to deliver a continuing programme for one of our charity partners, Generating Genius. In recognition of this partnership, we have been keen to enhance the learning experience of students at the School and have contributed a number of prizes for academic achievement for both the MSc and MBA programmes.

BNY Mellon’s collaboration with Cass has been of great benefit to both our organisation and our employees. We look forward to continuing our work together and to developing further initiatives that have real impact and value to both BNY Mellon and Cass.”
Jamie Brookes, Managing Director, International Head of Marketing & Corporate Affairs, BNY Mellon

Czarnikow
“Here at Czarnikow, we are committed to providing a stimulating and rewarding place of work for our employees. The tangible benefits delivered through our Corporate Partnership with Cass Business School enables us to create this environment and plays a major role in our corporate responsibility programme. In particular, the partnership assists in attracting, retaining and developing talent, providing access to learning through topical and exclusive events, and access to know-how through academic research and expertise. Importantly, all of the above contribute to our business development objectives. Our relationship with Cass is something that we are extremely proud of and we look forward to continuing.”
Robin Cave, CEO, Czarnikow

Santander
Santander is a huge supporter of Cass, providing opportunities to undergraduate and postgraduate students, entrepreneurs and even staff. Santander’s scope of support is vast and represents their forward-thinking commitment to the sector. This has included scholarships, internships, banking facilities, entrepreneurship awards and exchange programmes with Santander-partnered universities.

Threadneedle
The Threadneedle Investment Award was launched earlier this year, including a scholarship and internship prize. The Award seeks to encourage talented young people at the beginning of their career. The 2012 scholarship recipient, Caroline Duong, successfully completed her internship and has since been offered a job with the firm.



2012/2013 Santander Scholarship award winners



Threadneedle Investment Award winner Caroline Duong (centre) with finalists Yi-Hua Chen and Ingrid Morante, former Dean Richard Gillingwater (left) and Threadneedle CIO Mark Burgess (right)

“MARC would not have reached its fifth anniversary without the loyal support of its sponsors, who have been instrumental in identifying the topical ‘hot issues’ in the ever-changing M&A market.”



Professor Scott Moeller
Director, M&A Research Centre and Professor in the Practice of Finance

Celebrating MARC’s fifth anniversary

Since it was founded in 2008, Cass’s M&A Research Centre (MARC) has produced a series of ground-breaking insights into global deal-making and won critical acclaim for its published research.

Over the past five years, the Centre has presented 19 papers at conferences, published three academic papers and produced ten reports which can be downloaded from its website.

Currently the only M&A research centre at a UK business school, MARC has realised the potential of combining academic excellence and industry expertise. This has resulted in over 1,000 individuals from all industries and parts of the world using its report downloading facility. This innovative research has been possible thanks to the £1 million income received through the support and sponsorship of our donors.

As the Centre celebrates five years at the forefront of M&A research, here are a few of the many achievements that it has accomplished.

www.cass.city.ac.uk/marc

2008

M&A Research Centre founded with four sponsors: **Allen & Overy, Credit Suisse, Deloitte and the FT Group/ Mergermarket**, with Susan Kilsby, then Chairman of European M&A at Credit Suisse, as Chairman of the Advisory Board and Dr Maria Carapeto as Deputy Director

First Advisory Board meeting held with the sponsors.

2009

First event held: “Wottakar’s”: Lessons learned from HMV’s acquisition of Ottakar’s’ (**Alan Giles, Chairman of Fat Face and former Chief Executive of HMV Group**)

Gift-in-kind secured from **Bureau van Dijk** for use of M&A databases

Director of MARC, Scott Moeller, appointed Professor in the Practice of Finance by Cass Business School

1st

piece of research published: *The Good, the Bad and the Ugly: A guide to M&A in distressed times*, which received coverage in the *Financial Times*, Reuters, *The Daily Telegraph* and *L’Agefi*.

2010

The first Cass MARC M&A Maturity Index published, receiving coverage from *L’Agefi Hebdo*, *Saudi Gazette* and *Finanza & Diritto*, and with a dedicated website hosted by **Ernst & Young**

Second event held: ‘Was the merger of The Bank of New York and Mellon Financial the best financial services transaction ever?’ (Dr Robert Kelly, then Chairman and Chief Executive Officer, The Bank of New York Mellon Corporation and Cass alumnus)

Third event held: ‘Hostile Bids – the Cadbury Experience and its impact on the Takeover Code’ (Roger Carr, Chairman of Centrica plc and ex-Chairman of Cadbury)

Ernst & Young welcomed to MARC as a Senior Sponsor.

2011

1st

‘Outlook for M&A’ event took place with Susan Kilsby in the chair and on the panel: Lucinda Guthrie (dealReporter Europe), Robin Jowitt (Ernst & Young), Scott Moeller (MARC), Lina Saigol (*Financial Times*) and Stuart Upcraft (Credit Suisse)

Largest student-led M&A conference in Europe took place with the Cass M&A Society

The Economic Impact of M&A: Implications for UK firms – a consultation for the Department of Business, Innovation and Skills – published, receiving coverage from the *Financial Times*, FT Adviser, CFO.com and *CFO Magazine*, and mentioned by the Secretary of State for Business in Parliament.

2012

AXA Private Equity welcomed to MARC as a Senior Sponsor

AXA Private Equity awarded the first MSc in Corporate Finance scholarship

Towers Watson joined MARC as a Sponsor

MARC co-hosted the Behavioural Finance and Cross-Border Acquisitions conference.

2013

MARC held its third annual ‘Outlook for M&A’ event in February

MARC is working on a variety of academic papers and sponsor projects and will be presenting them at a number of leading conferences this year

MARC will celebrate its fifth anniversary on 30th October with a lecture given by Sir Dominic Cadbury.

Major Donors and Sponsors

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Bim and Pardeep Sandhu, The Sandhu Charitable Foundation

“Pardeep and I come from a working-class background and our immigrant parents instilled in us the fundamental value of education and the importance of hard work in helping change not only our lives, but also those around us. This is why we have decided to support two students through their business education at Cass.”

Bim Sandhu
EMBA 1992

Inspiring transformational change

The word philanthropy is early 17th century: via late Latin from Greek *philanthrōpia*, from *philanthrōpos* and means ‘man-loving’. It eloquently expresses exactly what philanthropists do: care for their fellow man to benefit, shape and enhance the world. Cass has a number of such individuals continually supporting the work of the School and our students.

Major donors are individuals who are keen to use their wealth to inspire transformational change. Our major donors change lives by funding scholarships for bright and deserving students. Their investment in Cass helps build our reputation. These donations improve our facilities and enrich the School’s offering to create an environment that attracts the best students and staff.

Donor profile

Bim and Pardeep Sandhu The Sandhu Charitable Foundation

Cass alumnus and entrepreneur Bim Sandhu, EMBA 1992, is the CEO of the Santon Group, one of the UK’s largest property developers. Earlier in his career Bim was a founder and former CEO of Raven Mount plc and co-founder of Raven Russia Limited, which he helped list on AIM for over £450 million. He served as Chairman and a co-founder of an assisted living business, Audley, which specialised in retirement villages, and has also held an MD role for the UK Operations for Hudson Conway, a publicly listed Australian developer.

Bim has been giving regularly to charity since 1988. Having just passed his Institute of Chartered Accountants exam he was in the mood to celebrate. When a street fundraiser approached him about sponsoring a child in Malawi, Bim decided to share his good fortune and agreed to a monthly sponsorship.

Now, 25 years later charitable giving is very much at the heart of Bim’s work and future retirement plans. In 2006 Bim and his wife Pardeep established the Sandhu Charitable Foundation. His vision was to establish a charity on a small scale and build it over his working life.

With the aim to build up the capital of the Foundation to a £10 million fund, Bim contributes 100% of his salary to the Foundation. Currently the Sandhu Charitable Foundation gives £250,000 a year to projects that support children and young people, with a focus on education.

Bim and Pardeep enjoy seeing the change that their support brings about. In addition to making an impact, they hope to inspire the people and the organisations they support onto greater efforts. Both firmly believe that non-profit workers are at the forefront of helping people, and these organisations could not function without their dedication and commitment.

This year the Sandhu Charitable Foundation has generously committed to help two undergraduate students through their three years of studies at Cass Business School. When reflecting on his own education Bim shared,

“I have nothing but fond memories of my two years at Cass, or CUBS as we knew it then. My MBA helped provide a more rounded education and I had the privilege of being taught by some excellent teachers. In many cases, there was just as much to learn, theoretically and practically, from my fellow students, a number of whom have become lifelong friends.”



Celebrating ten years as Cass Business School



Professor Steve Haberman, Dean, Cass Business School



Professor Costas Grammenos, CBE, LRET Chair in Shipping, Trade and Finance

Supporting academic excellence

The Ten Year Anniversary Appeal

This year will see the launch of a new fundraising initiative – The Ten Year Anniversary Appeal – through which we hope to raise much-needed funding to enhance and transform the student experience.

The funds raised will support the renovation and expansion of the student PC study room into a state-of-the-art, advanced learning space; the extension of our career services so that our students are well prepared and equipped for a competitive job market; and an investment in scholarships to enable more talented students to undertake their undergraduate or postgraduate studies at Cass.

This appeal will be launched this summer and we look forward to the financial support from alumni, friends and corporate contacts to help us as we build the bridge to excellence in the next decade.

The Haberman Campaign for Actuarial Science

This campaign has provided an excellent platform for Cass and the Dean, Professor Steve Haberman, to re-engage with a wide range of alumni from the Faculty of Actuarial Science and Insurance.

The campaign has generated much-needed scholarship funding to support undergraduate and postgraduate students from the UK and overseas as well as having endorsed the Faculty of Actuarial Science and Insurance at Cass for its reputation of excellence in teaching and research. The fundraising activity has also opened the opportunity for knowledge sharing and learning within the profession, on an international level.

The Campaign to Endow the Costas Grammenos Centre for Shipping Trade and Finance

Founded in 1983 by Professor Costas Grammenos, the Centre for Shipping, Trade and Finance has created a new academic discipline as well as helped shape the industry through its applied research and teaching.

Next year Cass will be celebrating 30 years since the Centre was established and will be launching a fundraising initiative to support the Costas Grammenos Endowment Fund. We hope that the many alumni and friends of the Centre will help mark this anniversary by making a donation to the Endowment Fund and, by so doing, ensure that the Costas Grammenos Centre for Shipping, Trade and Finance will be sustained long into the future.



“It was a marvellous evening reminiscing about our days as MBA students.”

Robert Legget
MBA 1974

Cass alumni reunion,
MBA 1973-75

Creating a lasting impact

The Class Gift is a unique opportunity for your class to embrace your community and create a lasting impact at Cass. It is a donation raised by students and alumni classes who recognise the need for investment in education. Class Gifts encourage alumni to reconnect with classmates and strengthen their bond with Cass. This year many alumni have done just that.

MBA 1973-75

Our MBA alumni from the years 1973-75 were happy to be reconnected for a 40-year reunion and were most impressed to see the School’s world class facilities. Robert Legget, the keynote speaker and alumnus, gave an inspirational speech asking his classmates to give back collectively to form a scholarship.

“Becoming a Class Gift Champion inspired me to host a 40-year reunion to reconnect with old friends. It was a marvellous evening reminiscing about our days as MBA students and an opportunity for us to collectively give back through a scholarship in honour of the MBA 1973-75 classes.”

**Robert Legget, MBA 1974,
Class Gift Champion for 1973-75**

MSc 2013

As in previous years, this year’s students have been busy raising funds for a student scholarship. From bake sales to a London 10k run they have – and will be – hosting a series of events at Cass to raise money to provide next year’s students with much-needed scholarships.

Find out more:
www.justgiving.com/CassMSc2013

“When I applied to the Cass Class Gift scholarship, I started my essay with Nora Roberts’ quote: ‘If you don’t ask, the answer is always no.’ But I did ask, and the answer was ‘yes’! I am grateful to all the seniors who have chosen me as a recipient of this scholarship. It is not only about financial aid, but foremost about inspiration and belief in yourself.”

**Larisa Solomatina, MSc in Management
2013, Class Gift scholar**

MBA 2008 and MBA 2013

The Class of MBA 2008 awarded scholarships to three MBA students this year after having actively raised funds through a wine tasting, reunions and sponsored runs. The three scholars have now actively taken up the challenge to establish a Class Gift of their own. Andreas Pabst, one of the scholars, recently took part in a cross country 10k run to raise funds for student support. This marked the beginning of the MBA 2013 Class Gift.

Find out more:
www.justgiving.com/class-gift-2013

If you would like to get involved, please visit:
www.cass.city.ac.uk/classgift

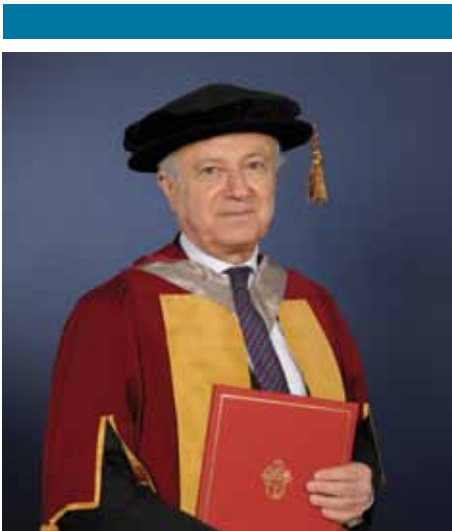
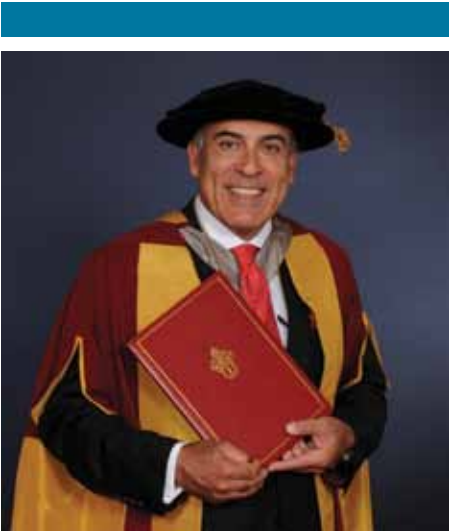


From left to right, MBA 2008 Class Gift scholars – Andreas Pabst, Chusana Prasertkul and Ante Patrk



MSc 2013 Champions raising funds through the Valentine’s Day bake sale

Left to right Dr Muhtar Kent;
Dr Basil Phrixos Papachristidis



Awarding inspiration

Every year City University London recognises a number of distinguished individuals and high-profile leaders through the award of an honorary degree.

Honorary degrees recognise the outstanding contribution made by individuals who have achieved international academic distinction or held major leadership roles, nationally or globally, in the areas of business and the professions that City University London serves. In addition, honorary fellowships are awarded to candidates who have contributed to the University by benefaction, achievement or service. Individuals awarded with honorary degrees are considered to be excellent role models for our students.

This year Muhtar Kent, Basil Phrixos Papachristidis and His Highness Sheikh Ahmed Bin Saeed Al Maktoum were among those awarded an honorary degree.

Dr Muhtar Kent

Dr Muhtar Kent has been given an award of Doctor of Science *honoris causa* by City University London in recognition of his work in the field of international business.

After becoming one of the first MBA graduates in 1977 from the then City University Business School, Dr Kent began a 30-year association with The Coca-Cola Company, leading to his appointment as Chairman and Chief Executive of the firm in July 2008.

Muhtar is also co-chair of The Consumer Goods Forum, a fellow of the Foreign Policy Association, a member of the Business Roundtable, a past Chairman of the US-China Business Council and Chairman Emeritus of the US ASEAN Business Council.

Dr Basil Phrixos Papachristidis

Dr Basil Phrixos Papachristidis, Chairman of Hellenic Marine Services Ltd and Director of Hellenic Marine Services Ltd, was awarded an honorary DSc degree. He has been recognised by the University for his significant contributions to international shipping, his support for the industry and as an educator. Dr Papachristidis is a Visiting Professor at Cass Business School and has spoken twice a year to the School’s MSc in Shipping, Trade & Finance students since 1984.

He was educated at McGill University (BCom) and Columbia University (MBA, MPhil, PhD). On completing his studies, he joined Papachristidis Maritime Inc and later became President of this company.

Legacy Giving allows visionary donors to help Cass Business School continue to deliver business excellence in all fields.

Your legacy – our future

A legacy gift is a planned donation included in an individual’s will. It allows you to invest in a cause you care about.

Leaving a legacy is an opportunity to empower change and make a difference to the future. A legacy gift is a gift you can give freely and costs nothing to the donor immediately; however it could be the most significant and far-reaching donation one could give in a lifetime. When you pledge a legacy to Cass you contribute to our long-term financial security and help us to continue to deliver business excellence across all fronts.

From the provision of essential accommodation and equipment to much-needed assistance for students, the contributions – both large and small – made by alumni choosing to remember Cass in their will enable us to plan for the future.

Unrestricted gifts are particularly valuable, as they allow Cass to direct funds where they are most needed.

Bequests left to the School support a number of development needs and ensure that Cass continues to provide education to the best and brightest of minds from all over the world and encourage the growth of leaders in society.

If you would like to find out more, please email the Development Office at cass-development@city.ac.uk



“My reasons for making a legacy gift to Cass are both personal and professional. For instruction that combines ethics and expertise, Cass has no rivals. My time at Cass enabled me to obtain both the management knowledge and principled approach I needed to transition from a diplomatic career to one in business. A legacy gift is the most effective option graduates have to ensure Cass continues to set the standard of excellence for other business schools to follow.”
Robert Grant, MSc in Internal Auditing & Management 1994

Many thanks to our alumni who have pledged support to Cass through a legacy gift.

Mr Michael Crowe, MBA 1989
Mr Robert Grant, MSc in Internal Auditing & Management 1994
Dr Joseph McCaig and Mrs Susan McCaig, EMBA 1990
Mr Bryn Rowlands, MBA 1980



Left to right Professor Liu Mingkang, former Chairman, China Banking Regulatory Commission; Thomas Stopler, Chief Currency Strategist, Goldman Sachs; Maya Bhandari, Director of Global Macro Strategy, Citigroup; Simon Derrick, Chief Currency Strategist, BNY Mellon; Professor Lucio Sarno, Deputy Dean and Head of Faculty of Finance, Cass Business School

A worldwide network

The Cass network continues to grow with over 36,000 alumni worldwide. Over 80 alumni events took place from 2011 to 2012, including the Second Annual Alumni Event in Monaco, which was hosted by easyJet founder and Cass alumnus Sir Stelios Haji-Ioannou, MSc in Shipping, Trade & Finance 1988. The event attracted 130 guests travelling from as far as the US and Australia with speakers including Lee Robinson, founder, Director and Portfolio Manager of Altana Distressed Assets Funds, Dr Nick Motson from Cass’s Faculty of Finance, and Cass EMBA 2011 alumna, Natalie Westerbarkey, Director of Citi Securities and Fund Services.

Also this year Cass alumni joined the Lord Mayor of the City of London, Alderman David Wootton, at an alumni reception in Hong Kong with with keynote speaker Ronnie Chan, Chairman of Hang Lung Properties. Mr Chan, whose company is one of the largest Hong Kong real estate developers, discussed the global financial crisis and shared his tips on starting a new business.

Alumni World Forum 2013
Following the success of our inaugural Alumni World Forum (AWF), Cass Alumni Relations hosted its second Alumni World Forum on 2nd May 2013.

The flagship one-day event in London consisted of two panel discussions on ‘Renmimbi and World Power’ and ‘Leadership: Premises and Prospects’ featuring high-profile business leaders sharing their knowledge and expertise, masterclasses from Cass academics and careers workshops. Attendees to the morning panel discussion heard a keynote speech by Professor Liu Mingkang, EMBA 1987 and former Chairman of the China Banking

Regulatory Commission. Other speakers included Greg Clarke, Chairman of the Football League and Cass MBA 1983 alumnus, along with senior representatives from firms such as Citigroup, BNY Mellon and Goldman Sachs.

The panel discussions were streamed live online and watched by alumni around the world, who contributed to the discussions via Twitter feeds and other social media. Satellite events were held in 35 countries as our international alumni hosted regional Alumni World Forum celebrations.

The London event concluded with a champagne evening reception at the magnificent Fishmongers’ Hall, where alumni, corporate and external guests were welcomed by the Dean, Professor Steve Haberman.

Continued support

Cass Alumni Online allows our alumni to look up old friends, register to attend events and utilise the powerful alumni network to build and maintain business contacts. The community has now over 12,000 members and the official Cass Business School LinkedIn page offers additional opportunities to network with 6,000 alumni and students.

Our alumni also have Cass’s continued support at our campuses with access to the Bunhill Row building and facilities since we introduced the new alumni swipe card. Guest wi-fi is also available to encourage alumni to interact and create strong business relationships with each other and the School.



Sir Stelios Haji-Ioannou with alumnus Zaheed Nizar, BSc in Banking & International Finance 1999 (far right) and friends



Left to right Jo Silvester, Professor of Organisational Psychology, Cass Business School; Robert Phillips, former CEO, Edelman, Visiting Professor in the Practice of PR, Cass Business School; Dr Amanda Goodall, Senior Lecturer in Management, Cass Business School; Greg Clarke, Chairman, The Football League; Professor Cliff Oswick, Deputy Dean and Head of Faculty of Management, Cass Business School

Thank you to all our international volunteers



“With international volunteers in 60 countries, the ever-expanding alumni network is becoming bigger and stronger. Thanks to our volunteers, Cass Business School’s global presence is growing as we see more and more alumni being in touch with their alma mater.”

Krista Slinn, Head of Alumni Relations, Cass Business School



Luca Crenna and Alan Leaman



Michael Birks, William Allen and Rosemary Hilary

Our advisors

Governance

The annual reception for the Advisory Boards took place in February at the National Portrait Gallery. The newly appointed Dean, Professor Steve Haberman, hosted a wonderful evening of drinks, canapés and sociability in the Tudor room, surrounded by portraits of Tudor kings, queens and noblemen.

Advisory Boards

Now in their third year, the Advisory Board members have broadened their involvement with the School by providing guidance and giving presentations to Cass students on careers and career opportunities. Members have also provided specific advice and consultation on academic programmes, and potential new modules and electives. Many have become donors to the School, as well as becoming guest lecturers, ensuring we continue to bring business practice into the classroom.

Thank you to all of the members of the Advisory Boards for their time and commitment to the School.

US Alumni Committee

Chairman
Dr Robert Kelly

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Naryelle D Brookman
John E Crees
Darius G Grant
Adam D Quinton
Kimberley Stedman
Christine Winters
Marc Zenner

Cass Members

Nikki Kolyvani
Mallory Robinson

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Lieutenant Andrew Graham
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Damian McKinney
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Sir Malcolm Williamson

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David Hogben
Alistair Johnston
Robert Legget

Dr Roy Leighton
Hunada Nouss
Nicholas Roditi
Carol Sergeant
Ruth Storm
Jeremy White

Cass Members

Alex Fraser
Professor Costas Grammenos
Dean, Professor Steve Haberman
Mallory Robinson

Cass Alumni Board

Chairman

Dean, Professor Steve Haberman

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Dr Farshid Sadr-Hashemi, EMBA 1992; Marca Wosoba, MBA 2007 and Antonis Ntatzopoulos, MSc in Investment Management 2005

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Dr Barbara Casu Lukac

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Michael Birks
Professor Forrest Capie
Professor Phillip Hamill
Jens Larsen
Dr Colin Lawrence
Dr Barbara Casu Lukac
Richhild Moessner
Alberto Pozzolo
Paulette Rowe



Cass Business School at Bunhill Row

Be part of the Cass community

There are a number of ways you can support Cass. Our team is on hand to tell you about our current priorities to match you up with an opportunity that suits your interests. We want to make your involvement as enjoyable as it is effective.

Donations

Please support us by making a donation to the School:
www.cass.city.ac.uk/donatenow

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

Ask Alumni

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 and 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 social media groups.

Recruitment

Register as an employer with Cass Careers in order to advertise jobs, internships and research projects to students and Cass alumni.

Alumni ambassadors

To become an alumni ambassador, contact the Alumni Relations team.

Special Interest Groups

We currently run two Special Interest Groups:

Cass Entrepreneurs Network

CEN@city.ac.uk

Chairman

Leo Castellanos

Deputy Chairman

Bruce Garvey

Committee Members

Parveen Dhanda
Ross Moran
Rav Roberts
Dr Iasonas Triantis

The Actuarial Network at Cass

TANC@city.ac.uk

Co-Chair

Ketan Mulchand Chandaria
Jean Eu

Deputy Chair

Angel Kansagra

Publicity Officer

Zhixin Lim

Communications Officer

Vathani Waran

Executive Advisors

David Freedman
Parvinder Matharu
Professor Ben Rickayzen
Dr Douglas Wright

Committee Members

Agam Jain
Amrita Patni
Anandi Shah

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twitter.com/cassinthenews



youtube.com/cassprogrammes

Back row, left to right Nikki Kolyvani, Jesal Vaja, Paola Barbarino, Ruth Velenski, Carl Tams, Chrissa Amuah, Mallory Robinson, Kelly Rush, Krista Slinn, Sadia Hamidu, Kelvin Ward, Kelly Kent
Front row, left to right Ruth Mantle, Namita Sharma, Angelina Mahendra, Khatra Safi, Marina Inigo, Samantha Blake



Our team

Development and External Relations team

Chrissa Amuah

Acting Head of Corporate Development

Samantha Blake

Corporate Development Executive

Naeem Gamrai

Alumni Database Manager

Sadia Hamidu

Alumni Relations Assistant

Baqar Hussain

Database Entry Assistant

Marina Inigo

Alumni Project Manager

Kelly Kent

Head of Individual Giving

Nikki Kolyvani

Acting Head of Alumni Relations

Angelina Mahendra

Development Assistant

Ruth Mantle

Trust and Foundation Manager

Paul Mburu

Annual Fund Manager

Mallory Robinson

Deputy Director of Development and External Relations

Kelly Rush

PA to Deputy Director of Development and External Relations

Khatra Safi

Fundraising Researcher

Namita Sharma

Development Officer

Krista Slinn

Head of Alumni Relations (maternity leave)

Carl Tams

Senior Corporate Development Executive

Jesal Vaja

Donor Relations Officer

Ruth Velenski

Campaigns and Governance Manager

Kelvin Ward

Alumni Relations Officer

International representative

Ehsan Razavizadeh

Regional Director MENA and Head of Dubai Centre
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www.cass.city.ac.uk/development
www.cass.city.ac.uk/alumni

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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.