

Employment Report 2013

Overview

SAIF's mission is to become a world class institution of research and advanced learning in finance and management. We are committed to developing top talents and cutting-edge knowledge, with a focus on Chinese markets and their global connections.

Since its establishment 4 years ago, we have earned a solid reputation as one of the top business schools in China, transforming high-caliber MBA students to future leaders through rigorous academics and curriculum. This year despite the challenging hiring environment, we are proud to see our MBA graduates, eager to make a difference in the financial sector with their knowledge and skills, are still strongly sought after by recruiters.

About Career Development Center (CDC)

The CDC takes a personalized approach to help students define their career paths and equip them with the tools and knowledge to achieve their professional goals. Our team is devoted to supporting students to fulfill their career aspirations through coaching, career management program and resources. The CDC also works closely with recruiters to develop customized strategies to identify the right candidates from SAIF talent pool and to enhance company brand within SAIF student community.

Finance MBA

In the MBA 2013 class, 44 of 46 MBA graduates sought employment opportunities. 61% of them received first offer before the 4th term (before March 2013). 100% of them have successfully signed offers prior to graduation thesis presentation (before August 2013).

Class Profile at Matriculation:

Average age: 28.1

Age range: 24-36 (Median 27)

Average work experience (years): 5.3

Work experience range (years): 2-10 (Median 5)

Female : 36.2%

Married: 23.4%

Dual Degrees (or more): 17%

Average nationwide MBA exam score: 218

Nationwide MBA exam score range: 186-253 (Median 218)

GMAT/GRE taken: 23.4%

Average GMAT score: 691

Regional Background

Shanghai – 63.83%

Guangdong – 10.64%

Hubei – 6.38%

Beijing – 6.38%

Jiansu - 4.26%

Liaoning – 4.26%

Fujian – 4.26%

Pre-MBA Degree

College Diploma – 2.13%

Bachelor – 80.85%

Dual Degrees – 10.64%

Master – 6.38%

Pre-MBA Academic Background

Business and Management – 40.43%

Science and Engineering – 40.43%

Language and Arts – 19.15%

Pre-MBA Professional Sector

Manufacturing – 23.4%

Telecommunication/IT – 19.15%

Financial Services – 17.02%

Consulting Services – 14.89%

Media/Entertainment/Advertising – 6.38%

Consumer Products/Trading – 4.26%

Transportation/Logistics – 4.26%

Energy/Chemical – 4.26%

Research/Education – 2.13%

Biotechnology/Pharmaceutical/Healthcare – 2.135

Real Estate/Construction – 2.13%

Pre-MBA Professional Function

Research and Analysis – 23.4%

General Management – 14.89%

IT/Development – 10.64%

Finance/Accounting – 10.64%

Project Management – 6.38%

Investment/Trading – 2.13%

Procurement – 2.13%

Marketing/Sales – 29.79%

Pre-MBA Employer Type

Foreign Owned Enterprise (FOE) – 27.66%

Private Owned Enterprise (POE) – 19.16%

State Owned Enterprise (SOE) – 14.89%

Government/Public – 2.13%

Employment Profile

| Number of Graduates | Number of Graduates who sought employment | % of Graduates who entered Financial Sector | % of Graduates who entered Other Sectors |
|---------------------|---|---|--|
| 46 | 44 | 93.2% | 6.8% |

Employment by Location

Shanghai – 84.1%

Beijing – 6.8%

Hangzhou – 2.3%

Shenzhen – 2.3%

Wuhan – 2.3%

Xiamen – 2.3%

Employment by Sector

PE/VC – 27.3%

Securities – 13.6%

Trust – 13.6%

Asset Management – 11.4%

Brokerage – 6.8%

Corporate Finance – 6.8%

Banking – 6.8%

Financial Leasing – 6.8%

Law Firm – 2.3%

Rating Agency – 2.3%

Media – 2.3%

Employment by Function

Investment Research – 25%

Investment Banking – 13.6%

Trust Financing – 9.1%

Investment Management – 9.1%

Financial Leasing – 6.8%
 Wealth Management – 6.8%
 Financial Research – 4.5%
 Risk Management – 4.5%
 Product Design and Development – 4.5%
 Asset Management – 2.3%
 Operational Management – 2.3%
 Credit Rating – 2.3%
 Procurement – 2.3%
 Partner – 2.3%
 Industry Research – 2.3%
 Financial Reporting – 2.3%

Compensation Statistics

Annual compensation include pre-tax base salary, guaranteed allowance and bonus
 (currency: RMB)

| Average | Medium | Minimum | Maximum |
|---------|---------|---------|---------|
| 220,860 | 200,000 | 84,000 | 525,000 |

Range

< 100,000 – 7%
 100,001 – 200,000 – 41.9%
 200,001 – 300,000 – 30.2%
 300,001- 400,000 – 9.3%
 400,001 – 500,000 – 9.3%
 500,001 – 600,000 – 2.3%

Offer Acceptance Time

Nov. 2012 – 4.7%
 Dec. 2012 – 7%
 Jan. 2013 – 7%
 Feb. 2013 – 4.7%
 Mar. 2013 – 16.3%
 Apr. 2013 – 14%
 May 2013 – 16.3%
 Jun. 2013 – 18.6%
 Jul. 2013 – 4.7%
 Aug. 2013 – 9.3%

Employers (* employers hired two or more MBA graduates)

*Bohai International Trust
 *Hua Chuang Securities Asset Management
 * Shanghai Equity Exchange

* New China Trust
* Industrial Bank
Shanghai AJ Securities
Essence Securities
宝力融资租赁
Guandao Law Firm
Daton Securities
Donghai Securities Asset Management
Sinolink Securities
Guosen H&S Investment
Guosen Securities Asset Management
海通新能源股权投资基金
UniTrust Finance and Leasing
China Lianhe Credit Rating
Harmonia Capital Asset Management
Sage Automotive Interiors
Xiamen Ing & Share Investment
Caohejing High Tech Park
上海诚鼎环境产业股权投资基金有限公司
上海鼎锋资产管理有限公司
上海海牙湾贸易有限公司
上海领庆创业投资管理有限公司
Shanghai Real Power Capital
上海五牛股权投资基金管理有限公司
Bank of Shanghai
Shanghai Bank
Shanghai Industrial Financial Leasing
思富宁投资咨询公司
Wensli
Industrial Securities
Alltrust Insurance
Great Wall Securities
China International Capital Corporation Limited (CICC)
China Financial Futures Exchange
China Securities Journal

Master of Finance

In the MF 2013 class, 52 of 55 MF graduates sought employment opportunities, 3 graduates pursued further education abroad. By July 2013, 100% of the 52 graduates have successfully signed offers. As the first class since SAIF MF enrollment expansion, the total number of graduates seeking employment is 2.2 times more than the previous class. Other details are as follows:

- All of 52 graduates are hired by core units of Chinese or Asian-pacific financial firms.
- 72% of graduates who sought employment received first offer by end of 2013. The time line of final offer signing spanned from August 2012 to July 2013. On average, each graduate obtained 2.3 offers.
- The top sub-industries are commercial banking, PE/VC and fund companies

Class Profile at Matriculation:

Pre-MF Academic Background

Finance – 36.4%

Management – 18.2%

Economics – 12.7%

Computer Science – 7.3%

Physics – 7.3%

Mathematics – 3.6%

Mechanical Engineering – 3.6%

IT – 3.6%

Automation Engineering – 3.6%

Statistics – 3.6%

Energy – 1.8%

Geophysics – 1.8%

Employment Profile

Employment by Sector

Commercial Banking – 19.6%

PE/VC – 15.7%

Funds – 13.7%

Corporate Finance – 7.8%

Trust – 7.8%

Securities – 7.8%

Asset Management – 7.8%

Investment Banking – 5.9%

Consulting – 3.9%

Accounting – 2.0%
Brokerage – 2.0%
Financial Supervisory – 2.0%
Insurance – 2.0%
Policy Banking – 2.0%

Employment by Function

Investment Research – 23.5%
Management Trainee – 23.5%
Financial Research – 4.5%
Investment Banking – 13.6%
Securities Research – 7.8%
Product Design and Development – 5.9%
Consulting – 3.9%
Wealth Management – 2.0%
Trading – 2.0%
Auditing – 2.0%

Employment by Company Type

State Owned Enterprise (SOE) – 45.1%
Foreign Owned Enterprise (FOE) – 25.5%
Private Owned Enterprise (POE) – 19.6%
HK/Macau/Taiwan Owned Enterprise – 3.9%
China – Foreign Joint Venture – 3.9%
Government/Public – 2.0%

Employment by Location

Shanghai – 64.7%
Beijing – 11.8%
Shenzhen – 7.8%
Guangzhou – 5.9%
Hong Kong – 3.9%
Singapore – 2.0%
Chengdu – 2.0%
Changsha – 2.0%

Offer Acceptance Time

Aug. 2012 – 3.9%
Sept. 2012 – 15.7%
Oct. 2012 – 0%
Nov. 2012 – 0%

Dec. 2012 – 17.6%
 Jan. 2013 – 17.6%
 Feb. 2013 – 11.8%
 Mar. 2013 – 2.0%
 Apr. 2013 – 13.7%
 May 2013 – 13.7%
 Jun. 2013 – 0%
 Jul. 2013 – 3.9%

Compensation Statistics

Annual compensation excluded guaranteed allowance and bonus

(currency: RMB)

| Average | Medium | Minimum | Maximum |
|---------|---------|---------|---------|
| 185,289 | 150,000 | 100,000 | 630,000 |

Range

< 100,000 – 5.9%
 100,001 – 200,000 – 72.5%
 200,001 – 300,000 – 15.7%
 >500,000 – 5.9%

Employers (* employers hired two or more MBA graduates)

Bain & Company
 BEA
 Cargill
 Deloitte Consulting
 Deutsche Bank China
 Ernst & Young
 Fidelity
 Fortune CLSA Securities
 Goldman Sachs
 J.P. Morgan
 Leonteq Securities
 Macquarie
 Sequoia Capital
 Boseru Funds
 Ivy Capital Holding
 Prima Vera Capital
 ICBC AXA Life
 *GF Fund Management
 China Guang Fa Bank
 GF Securities

China Development Bank Shenzhen Branch
Guotai Junan Securities
*China AMC
Sino First Bank
Hui Tong Financial Holding
*Bank of Communications
*New Alliance Capital
Bank of Ningbo
Ping An Securities
Ping An Bank
ASE Group
Shanghai Trust
上海或然投资管理
Bank of Shanghai
SAIC Capital
China Stone Capital
Industrial Trust
*Industrial Securities Asset Management Shanghai Branch
China Merchants Bank
China Banking Regulatory Commission Hunan Branch
China Securities Depository and Clearing Corp. Ltd. Shanghai Branch
Sinochem Finance
CITIC Securities

Further Education:

Columbia University
University of Maryland
University of Zurich