Shaping Asia’s Financial Landscape

Finance MBA
Master of Finance

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The Shanghai Advanced Institute of Finance (SAIF) was established at Shanghai Jiao Tong University (SJTU) as a world-class educational institution in April 19th, 2009, against the backdrop of Shanghai’s continued growth as an international financial center, with the goal of contributing to the prosperity of Shanghai’s financial industry and that of the Greater China region. With the financial support of the Shanghai Municipal Government, SAIF’s mission is to cultivate the most talented young finance professionals in the region with an internationally renowned faculty and to provide an open-platform think tank for both academic and applied endeavors. It is positioned as an incubator for future financial leaders, a think tank for policy makers, and a platform for leading-edge research and cross-cultural communication.
FINANCE MBA

It is a two-year program for people who have at least three-year work experience by the date of entry. The program is designed for those who want to hone their management skills as well as learn financial knowledge. After two years of immersive study, you can build strong alumni network and a solid knowledge foundation which constitute the cornerstone for a brighter career future.

YEAR ONE

Compulsory courses
Teambuilding & Leadership
Presentation Skills
Quantitative Analysis Method
International Certificate in Financial English
Statistics, Decision-making & Risk Analysis
Managerial Economics
Principles of Accounting
Principles of Finance
Investments
Derivative Securities
Marketing Management
Organizational Behavior
Strategic Management
Macroeconomics
Chinese Economy
Financial Laws and Regulations
Ethics
Lecture Series by Financial Executives
Summer Intern / Consultanting Project

Electives
Understanding Wall Street - Lecture Series

YEAR TWO

Electives
Fixed Income Securities
Securities Analysis & Valuation
Quantitative Equity Portfolio Management
Financial Engineering
Financial Risk Management
Behavioral Finance
Real Estate Finance
Portfolio Management
Alternative Investments
Advanced Derivatives
Asset Management in Practice
Financial Reporting & Analysis
International Corporate Finance
Venture Capital & Private Equity
Commercial Banking
Managing Securities Firms in China
Private Equity in Practice
International Finance
Mergers and Acquisitions
Operations Management
Managerial Accounting & Control
Corporate Governance, Strategy & Enterprise Risk Management

Compulsory courses
SAIF LIVE Capstone
Application Research

(subject to change)
MASTER OF FINANCE

The Master of Finance (MF) program provides students with modern finance theories, sophisticated quantitative tools, high-level applied training, and practical industry knowledge of both Chinese and global markets over a two-year study period. Candidates for the MF program must have a strong analytical background. Coursework utilizes this preparation to provide students with the necessary skill sets of a financial professional in the fields of investment management, corporate finance, risk management and financial engineering.

YEAR ONE

Compulsory Courses
- Chinese Economy: Theory and Practice I
- Chinese Economy: Theory and Practice II
- Financial Mathematics
- Corporate Finance
- Foundation of Financial Economics
- Derivative Securities
- Principle of Accounting
- Financial Econometrics I & II
- Principle of Finance
- Investment Analysis
- Quantitative Analysis and Modeling
- Seminar
- Understanding Wall Street - Lecture Series
- Understanding Wall Street - Lecture Series

Restricted Electives
- Securities Analysis and Valuation
- Fixed Income Securities
- Risk Management
- Fixed Income Securities

Professional Skills
- Business Communication
- Business Writing

Summer Holiday Internship or Consulting Project

YEAR TWO

Electives
- Alternative Investment
- International Finance
- Asset Management in Practice
- Merger and Acquisition
- Behavioral Finance
- Practical Topics (TBA)
- Commercial Banking
- Quantitative Investment Management
- Financial Engineering
- Real Estate Finance
- Financial Reporting and analysis
- Risk Management in Practice
- International Corporate Finance
- Venture Capital and Private Equity

Compulsory
- SAIF LIVE
- Thesis

(subject to change)
STUDENT LIFE

SAIF Students Association (SSA)
The first committee of SAIF Students Association (SSA) was found in December 2011. SSA aims to serve SAIF students by means of self-organization, self-service as well as self-management. It is the platform of social events, recreational and even academic activities for all SAIF students.

Student Body
SAIF clubs are the spontaneous organizations initiated by SAIF students. All clubs are coordinated under the SSA.

1. Football Club 12. Real estate Club
4. Outdoor Club 15. Badminton Club
5. Wine Tasting Club 16. Basketball Club
7. Investment Banking Club 18. Billiards Club
8. PE / VC Club 19. Travel Club
10. Learning Club 21. Trading club
11. Industry Marketing Club 22. SAIF chorus

Coffee Hour
Coffee hour offers an opportunity for students and faculty to interact in a relaxed, out-of-classroom environment, cultivating an atmosphere of mutual trust, engagement, and belonging. Students are also encouraged to use these opportunities to learn more about faculty research and resources available at SAIF.

Free Mandarin Class for International Students
In order to help foreign students better fit in the life in China, Chinese language and culture classes are provided free of charge to all the international students at SAIF, including full-time and exchange students.

Business Etiquette Series
The Business Etiquette Series is specifically designed to help students polish their social skills and improve their professional image. Dining, interpersonal communication, business social etiquette, meeting etiquette and more, it prepares SAIF students for a successful career life.

A lot More!
Birthday celebrations every month (MF); MBA Sunshine Cup Sports Game; MBA Dragon Boat Race; Various university-wide sports games; Holiday celebrations; .... AND a lot more for you to find out!
APPLICATION CHECKLIST

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Finance MBA</th>
<th>Master of Finance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Work Experience</td>
<td>At least 3 years by the date of enrolment</td>
<td>None</td>
</tr>
<tr>
<td>Quantitative Skills</td>
<td>Basic</td>
<td>College calculus, level I</td>
</tr>
<tr>
<td>Language Proficiency*</td>
<td>TOEFL (iBT: 90) IELTS: 6.0</td>
<td>TOEFL (iBT: 90) IELTS: 6.0</td>
</tr>
<tr>
<td>GMAT (min: 550)</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Essays (Application Form)</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Interview (by phone or in person)</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Recommendation Letters (x 2)</td>
<td>At least one letter from current employer</td>
<td>From associate professors and above, with at least one letter highlighting your quantitative skills.</td>
</tr>
</tbody>
</table>

* Language test can be waived if the applicant has received the secondary or tertiary education in an English speaking country or demonstrated a high level of English proficiency during the interview.
Global Impact Scholarship
In an effort to promote diversity on campus and encourage more overseas applicants and applicants from Hong Kong, Macau and Taiwan to apply to the MBA/Master of Finance program, SAIF has set up the Global Impact Scholarship (GIS) which is a merit-based award in the form of tuition waiver.

* Full coverage of tuition fee
  1 MBA student
  1 MF student

* Half coverage of tuition fee
  2 MBA students
  4 MF students

MBA Continuing Scholarship
The scholarship is granted in the second academic year for MBA students who have distinguished themselves in academic performance and/or contribution to the class and SAIF in the first academic year.

* Academic Performance Scholarship
  RMB 10,000

* Student Service Fellowship
  RMB 10,000

MBA High GMAT Score Scholarship
The RMB 10,000 worth scholarship is provided to MBA candidates, including part-time MBA candidates, who achieve high scores in GMAT. The high score will be decided each year due to varied candidate pools.

Government / University Scholarships
A wide range of scholarship are also offered by the Chinese Government and Shanghai Jiao Tong University(SJTU) to international students who pursue their studies at SJTU.

Tuition (Year 2012 intake)
Finance MBA : RMB 238,000
Master of Finance : USD 20,000
(Subject to change each year)
GRADUATES 2012 EMPLOYMENT REPORT

Finance MBA

Overview

<table>
<thead>
<tr>
<th>Graduates</th>
<th>Employment Rate</th>
<th>Finance Industry</th>
<th>Corporate Industry</th>
<th>Start Own Business</th>
</tr>
</thead>
<tbody>
<tr>
<td>46</td>
<td>100%</td>
<td>91.30%</td>
<td>4.34%</td>
<td>4.34%</td>
</tr>
</tbody>
</table>

Finance Sub-industries

- 2.17% Accounting Firm
- 2.17% Financial Service
- 2.17% Fund
- 2.17% Joint Venture Securities
- 4.35% Financial Research
- 10.87% Asset Management
- 13.04% Trust
- 17.39% Venture Capital & Private Equity
- 34.78% Domestic Securities

Job Function

- 2.17% Risk Control
- 2.17% Wealth Management
- 2.17% Management Trainee
- 4.34% Strategic Development
- 4.34% Industry Research
- 6.52% Partner
- 6.52% Sales
- 6.52% Investment Portfolio
- 6.52% Financial Research
- 17.39% Investment Banking
- 41.30% Investment Analysis

Salary Distribution (RMB)

- 45.65% Y 247,196
- 10.87% Y 225,000
- 6.52% Y 91,000
- 10.87% Y 520,000
- 10.87% Y 500,001-600,000
- 4.34% Y 400,001-500,000
- 2.17% Y 300,001-400,000
- 2.17% Y 200,001-300,000
- 2.17% Y 100,001-200,000
- 2.17% < Y 100,000

Starting Annual Salary (RMB)

Note: The statistics includes guaranteed allowance and bonus.

Partial List of Employers:

- CITIC Securities Co., Ltd
- China International Capital Corporation Limited
- Dow Chemical (China) Investment Company Limited
- Everbright Securities Co., Ltd
- New China Trust Co., Ltd
- Shanghai Securities Co., Ltd
- China Academy of Financial Research, Shanghai
- Jiao Tong University
- Rising Securities Co., Ltd
- DT Capital Partners
- Ping An Russell Investment (Shanghai) Co., Ltd
- Zhongrong International Trust Co., Ltd
- Zhonghui Certified Public Accountants Co. Ltd
- Eagle Fund Management Co., Ltd
- Orient Securities Co., Ltd
- Shenyin & Wanguo Securities
GRADUATES 2012 EMPLOYMENT REPORT

Master of Finance

Overview

<table>
<thead>
<tr>
<th>Graduates</th>
<th>Higher Education</th>
<th>Job Market</th>
<th>Employment Rate</th>
<th>Finance Industry/Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>27</td>
<td>3</td>
<td>24</td>
<td>100%</td>
<td>100%</td>
</tr>
</tbody>
</table>

Geographic Distribution of Workplaces

- Shanghai
- Beijing
- United States
- Hangzhou
- Hongkong
- Singapore
- Shenzhen

Finance Sub-industries

- Public Fund: 8.3%
- Securities: 12.5%
- Commercial Banking: 4.2%
- Investment Banking: 4.2%
- Finance Position in Corporate: 4.2%
- Venture Capital & Private Equity: 4.2%
- Asset Management: 4.2%
- Brokerage: 4.2%

Job Function

- Investment Analysis: 29.2%
- Investment Banking: 25.0%
- Research: 16.7%
- Investment and Financing: 8.3%
- Management Trainee: 8.3%
- Trading: 8.3%
- Risk Control: 8.3%
- Product Design: 8.3%
Starting Annual Salary (RMB)

<table>
<thead>
<tr>
<th></th>
<th>Average</th>
<th>Medium</th>
<th>Minimum</th>
<th>Maximum</th>
</tr>
</thead>
<tbody>
<tr>
<td>Range</td>
<td>¥ 207,597</td>
<td>¥ 150,000</td>
<td>¥ 80,000</td>
<td>¥ 669,000</td>
</tr>
</tbody>
</table>

Note: The statistics does NOT include allowance and bonus.

Salary Distribution (RMB)

- < ¥ 100,000: 4.2%
- ¥ 100,001-200,000: 4.2%
- ¥ 200,001-300,000: 4.2%
- ¥ 300,001-400,000: 4.2%
- ¥ 400,001-500,000: 4.2%
- ¥ 500,001-600,000: 4.2%
- ¥ 600,001-700,000: 16.7%

Partial List of Employers
- BP
- Ebay PayPal
- Goldman Sachs
- HSBC Holdings
- Morgan Stanley Asia Limited
- Temasek Holdings
- The Carlyle Group
- Thomson Reuters
- China Construction Bank
- China Financial Futures Exchange
- Shanghai Pudong Development Bank

TESTIMONY

“SAIF has been like a second family to me. The professors have been welcoming and helpful throughout, and my classmates were really supportive and open in sharing their backgrounds, knowledge and experience.

In addition, the staff tried their best in making sure international students fit in and helping us find internships and experiences. Thanks to their lead, I had a wonderful internship experience at Morgan Creek Capital Management, as well as a full time offer from Thomson Reuters.

Although the courses and some of the live projects were challenging, they really helped me grow both professionally and personally. All in all, it’s been a great two years and I wouldn’t mind doing it again!”

George Jiang (USA)
Master of Finance 2010

“The Finance MBA at SAIF is an important stepping stone for me to advance my career in the world of international finance. I am surrounded by classmates that have valuable experience in the field of business and finance in China.

The school has a broad range of activities and clubs that enable valuable networking opportunities. Other resources range from internationally known guest speakers to a state of the art Financial Trading Lab.

I would highly recommend SAIF’s programs to anybody who is looking to establish an international career.”

Vincent Kott (Canada)
Finance MBA 2012