Shanghai Advanced Institute of Finance
Shanghai Jiao Tong University
Master of Finance
Year 2014 Employment Report
About SAIF

SAIF’s mission is to be a world-class institution of research and advanced learning in finance and management. Shanghai Advanced Institute of Finance (SAIF) was established within Shanghai Jiao Tong University (SJTU) in April 2009, with strategic and financial support from the Shanghai Municipal Government. SAIF combines the best of Western and Chinese education systems along with exceptional resources and faculty to offer a world class education on the campus of one of China’s top universities. While the program has a strong global focus, it is unique in that it is also accepted domestically by the Ministry of Education as an officially acknowledged degree.

As a member of the world’s financial community, SAIF strives to contribute to the development of Shanghai as a global financial center. In working towards this goal, SAIF plays many different roles such as being a global talent and research center, a hub for interaction amongst academic, industry and government leaders, and a symbol of innovation with a positive impact widely recognized by the media and leading financial professionals globally.

About SAIF MF

The Master of Finance (MF) program has been the flagship program at SAIF since it first matriculated students in the fall of 2009. Our mission is to provide the best and brightest young individuals with the academic knowledge and professional skills needed to succeed in the global finance industry.
To achieve this mission, we provide students with a curriculum rooted in modern financial theory, that delivers sophisticated quantitative and analytical tools and imparts state-of-the-art practical knowledge and skills to meet the rigors of today’s finance profession. Furthermore, the MF program is committed to fostering exceptional leadership and communication skills, the highest levels of professionalism, and an exemplary sense of social responsibility.

**About SAIF CDC**

SAIF CDC is dedicated to providing specialized career development services for students. Based on the belief, 'Begin with the end', SAIF CDC not only aims to help students find a job, but also help them grasp how to design career visions and plan a suitable career path. Besides excellent professional education, SAIF CDC assists students in acquiring the professional qualities and skills required for successful career development, constructs a bridge between students and employers, provides more employment opportunities, offers better recruitment services for employers and establishes good cooperative relationships with them in order to enhance the comprehensive strength of its students in career competition.
Overview of the 2014 MF Graduates

There are a total of 44 MF graduates in 2014, including 4 international students. Apart from one student who went abroad for further study, the remaining 41 all found jobs and signed with their employers in early July. Every MF graduate has gained job opportunities in core positions at such financial institutions and real enterprises as international investment banks, domestically excellent funds companies and securities companies. Up to 2014, the employment rate of the first four years of SAIF MF graduates in Hong Kong, Singapore, America, Europe, etc. reached 12%, reflecting the internationalized professional talents feature of the SAIF MF program.

In the process of securing employment, the 2014 MF graduates showed their strong market competitiveness; their employers include Morgan Stanley, JPMorgan Chase, Bank of America Merrill Lynch, BNP Paribas, China Asset Management, Dachang Fund, GF Fund Management, China Universal, Bank of China Investment Management, BOCOM Schroders, CICC, CITIC Securities, Shenwan Hongyuan, Essence Securities, Head Office of China Merchants Bank, Head Office of the Bank of Shanghai, Ping An Asset Management and so on. They all hold core positions in top financial institutions at home and abroad, becoming a new force in financial development in Shanghai and even in China.

All the graduates who sought employment successfully entered into core positions in these excellent financial
institutions and real estate enterprises in the Asia-Pacific and European regions.

Main employment opportunities: 95% from SAIF CDC; 5% from students’ personal resources. The average annual salary of 2014 MF graduates (basic compensation only, excluding bonus and subsidies) is RMB 178,170, with a median value of RMB 150,000 and a highest salary of RMB 590,000. The median value is equal to that of 2013 and the overall employment situation embodies the good market recognition of SAIF MF.

All data analyzed in this report was collected in July 2014.

Shen Jibing
Head of SAIF CDC
### Undergraduate Major Distribution of 2014 MF Graduates

- **Statistics**: 37%
- **Naval Architecture and Ocean Engineering**: 2%
- **Physics**: 4%
- **Materials Science & Engineering**: 4%
- **Accounting**: 9%
- **Automation**: 7%
- **Management**: 7%
- **Mathematics**: 7%
- **Electrical Engineering**: 7%
- **Computer Science**: 7%
- **Electronic Information**: 13%
- **Economics**: 2%
- **Finance**: 2%
Regional Distribution of Employment

Timeline of 2014 MF Graduates Receiving Final Employment Opportunities
Employment Overview of 2014 MF Graduates

Sub-industries

- Financial trading & clearing institutions: 24%
- Accounting firms: 12%
- Policy banks: 5%
- Finance position in tangible industry: 7%
- Venture capital and private equity: 5%
- Commercial banks: 5%
- Investment banks: 7%
- Asset management companies: 10%
- Securities companies: 12%
- Funds companies: 2%

Employment function distribution

- Product design and development: 37%
- Risk management: 7%
- Clearing business: 5%
- Marketing: 7%
- Interbank business: 10%
- Consulting: 15%
- Investment & financial analysis: 2%
- Corporate business: 2%
- Securities analysis/financial research: 2%
- Trading: 2%
- Management trainee: 2%
- Investment banking: 2%
- Investment research: 2%
## Initial Salary of 2014 MF Graduates

### Initial salary situations (unit: RMB)

<table>
<thead>
<tr>
<th>Statistical dimension</th>
<th>Mean value</th>
<th>Median</th>
<th>Minimum value</th>
<th>Maximum value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Numerical value</td>
<td>178,170</td>
<td>150,000</td>
<td>70,000</td>
<td>590,000</td>
</tr>
</tbody>
</table>

(Note: the data only represents basic compensation excluding bonuses and various subsidies.)

### Initial salary distribution (unit: RMB)

- 55% <100,000
- 24% 100,001-200,000
- 12% 200,001-300,000
- 5% 300,001-400,000
- 2% 400,001-500,000
- 2% 500,001-600,000
- 2% 0-100,000
**Employers of 2014 MF Graduates**

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>BNP Paribas</td>
<td>China Universal Asset Management Co., Ltd.</td>
</tr>
<tr>
<td>Bank of America Merrill Lynch</td>
<td>BOCOM-Schroders Fund Management Co., Ltd.</td>
</tr>
<tr>
<td>Cargill (China) Limited Company*</td>
<td>Ping An Securities Co., Ltd.</td>
</tr>
<tr>
<td>Hang Seng Bank Limited</td>
<td>Ping An Assets Management Co., Ltd.*</td>
</tr>
<tr>
<td>JP Morgan</td>
<td>Ivy Capital Shanghai</td>
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<td>Morgan Stanley</td>
<td>Bank of Shanghai Co., Ltd.</td>
</tr>
<tr>
<td>PricewaterhouseCoopers</td>
<td>Shanghai Chongyang Investment Co., Ltd*</td>
</tr>
<tr>
<td>ZAIS Solution</td>
<td>Shenwan Hongyuan Securities</td>
</tr>
<tr>
<td>Essence Securities Co., Ltd.*</td>
<td>China Merchants Bank Shanghai Branch</td>
</tr>
<tr>
<td>Dachang FMC</td>
<td>Head Office of China Merchants Bank</td>
</tr>
<tr>
<td>Everbright Securities Limited Company*</td>
<td>Zhong De Securities</td>
</tr>
<tr>
<td>GF Fund Management Co., Ltd.</td>
<td>CICC</td>
</tr>
<tr>
<td>GF Asset Management (Guangdong) Co., Ltd.</td>
<td>EIBC (The Export-Import Bank of China) Shanghai Branch</td>
</tr>
<tr>
<td>China Development Bank Corp. Shanghai Branch</td>
<td>China Securities Depository and Clearing Co., Ltd. Shanghai Branch</td>
</tr>
<tr>
<td>GTJA Allianz Funds</td>
<td>Zhonghai Fund</td>
</tr>
<tr>
<td>China Asset Management Co., Ltd.*</td>
<td>CITIC Securities</td>
</tr>
<tr>
<td>China Universal Funds Management Co., Ltd.</td>
<td>Bank of China Investment Management*</td>
</tr>
<tr>
<td>University Paris-Dauphine</td>
<td></td>
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</tbody>
</table>

Note: * indicates that two or more MF graduates are employed by this unit.