



Saïd Business School  
UNIVERSITY OF OXFORD

# ALUMNI ANNUAL FUND DONOR REPORT 2012-13

## EXECUTIVE SUMMARY

TOTAL RAISED: £42,743.79

NO. OF DONORS: 336

AVERAGE GIFT: £127.21



# THANK YOU!

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‘Your support plays a vital role in our success, and it is my pleasure to acknowledge and celebrate your contributions in our first alumni donor report. This year’s appeal may have been modest in its achievements, but I am thrilled to see that your donations are already benefiting key areas within the School – the establishment of a student hardship fund, the arrival of 5 scholarship recipients and the launch of the GOTO project. Thank you for your support! Thank you also to the class representatives who led this year’s fundraising efforts. The AAF is an example of what our community can achieve when we work together and I look forward to continue strengthening our network in the year ahead.’

**Prof. Peter Tufano,**  
**Peter Moores Dean, Saïd Business School**

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The AAF shows that our community has the potential to play a leading role in supporting the School. This year’s appeal saw a 200% increase in alumni donors. It is also the first year where alumni, faculty and the administration worked in partnership to create an alumni-led Annual Fund. This tremendous achievement is the result of the hard work of our fellow alumni and friends -representing more than half of all classes- who worked together for our common goals; making sure the business school continues to prosper and the alumni have a role and voice in achieving our collective success. Please join me in thanking our classmates for volunteering their time. In the coming year we will expand our efforts to ensure every class is represented in this alumni-led effort.

As we look to next year, our goal will remain the same: to work towards encouraging 100% of alumni to donate on a yearly basis. We still have a way to go towards realising this metric but the potential for achieving increased alumni participation is enormous.

On behalf of my colleagues on the Alumni Annual Fund Committee, I would like to thank everyone who made their first gift to the School in the past year and extend our gratitude to all previous donors whose spirit of support set an example for us all.

**Gregory Novak (EMBA 3),**  
**Alumni Representative and Chair of AAF Committee**



# AAF FUND ALLOCATION

## ENSURING YOUR SUPPORT HAS MAXIMUM IMPACT

Donors to the AAF are able to support one of three funding areas: scholarships, alumni activities or the Dean's Development fund. The AAF Committee is responsible for ensuring funds are allocated according to the donor's wishes. With both faculty and alumni representation, the AAF Committee is able to exercise both oversight and transparency in the administration of alumni donations.



## THE DEAN'S DEVELOPMENT FUND - UNRESTRICTED DONATIONS IN SUPPORT OF THE SCHOOL

The Dean's Development Fund allows us to quickly direct resources to new initiatives, whether to fund curricular innovations, to support timely new research or to attract the best faculty, staff and students. Given the relatively modest balance of this year's AAF accounts, the Dean's Development Fund will first be used to 'top-up' the Scholarships and Alumni Activities funds to enable them to fulfil their objectives.

In addition, the AAF will also be supporting the establishment of a **student hardship fund**. Providing a student hardship fund to benefit all students in times of genuine emergency is best practice amongst world leading business schools. Introducing this provision to the School will strengthen our student support offerings and we will be liaising with the Collegiate community to provide small grants to those who encounter financial hardship during their studies.

The School has many funding needs in the coming years, but first we must ensure the foundations are in place by placing people – students, faculty and alumni, at the heart of our mission.



# AAF FUND ALLOCATION CONTINUED

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## **SCHOLARSHIPS -** HELPING US TO ATTRACT AND RETAIN THE BEST STUDENTS

Attracting the brightest and best candidates has long defined the University of Oxford as a world-leading institution. Many leading Business Schools offer an average of 50+ scholarships to prospective students every year. To remain competitive we need to approach this, expanding the range of unrestricted scholarships and ensuring we can secure the very best candidates.

Alumni donations are supporting 5 current MBA students with bursaries of £5,000, and the Said Foundation has generously agreed to match the funds raised this year to ensure the AAF can provide £25,000 of MBA scholarships in 2013 and 2014.

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## **ALUMNI ACTIVITIES -** BRIDGING THE GAP BETWEEN CURRENT STUDENTS AND ALUMNI

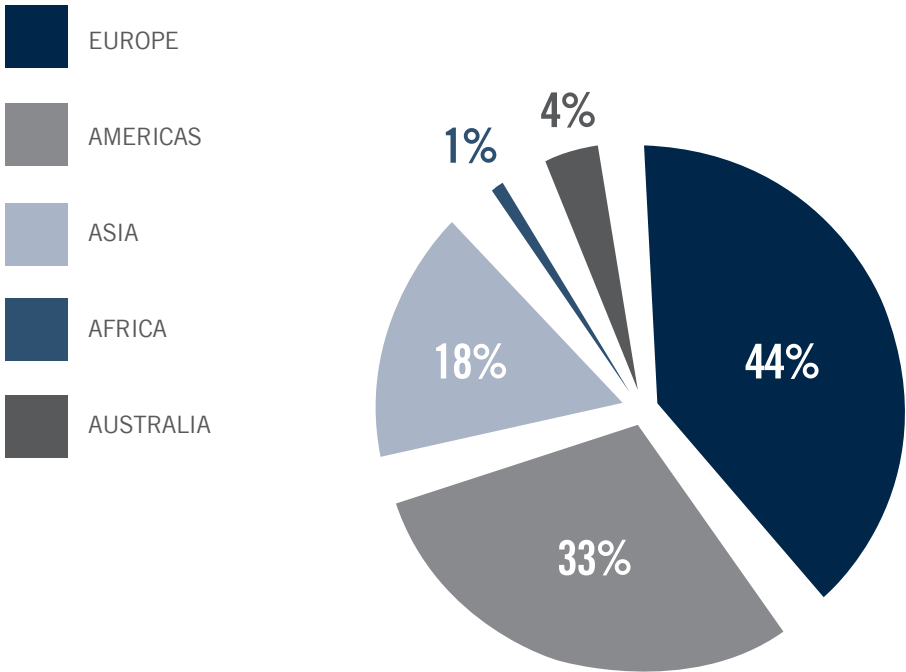
This year, we recognise that we need to help you continue to develop and learn, as part of an Oxford learning community. as part of one problem-solving community that identifies business opportunities related to the world's biggest challenges.

GOTO is designed so that alumni are an integral part of the GOTO community. The alumni experience is determined by two elements: (a) interaction with students, faculty, experts, and other alumni through the on-line platform, which will include the curated expert content, student-generated content, and discussion; and (b) live interaction at the regional Chapter level.

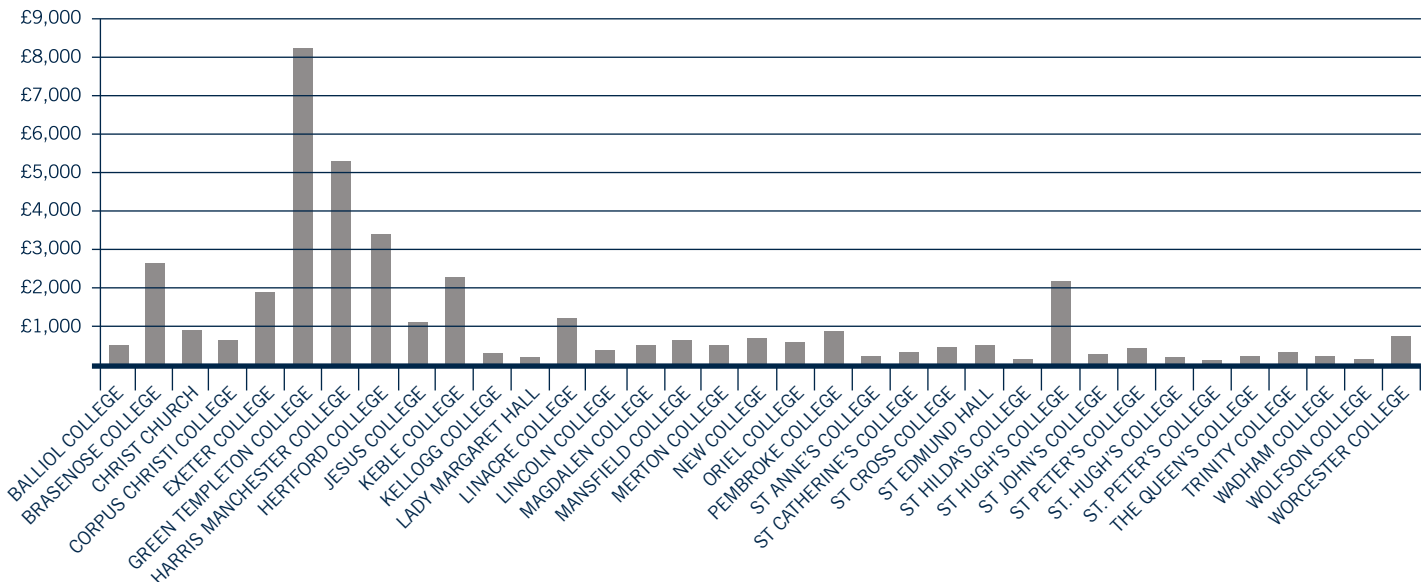


# FACTS AND FIGURES

NO. OF DONORS  
PER REGION



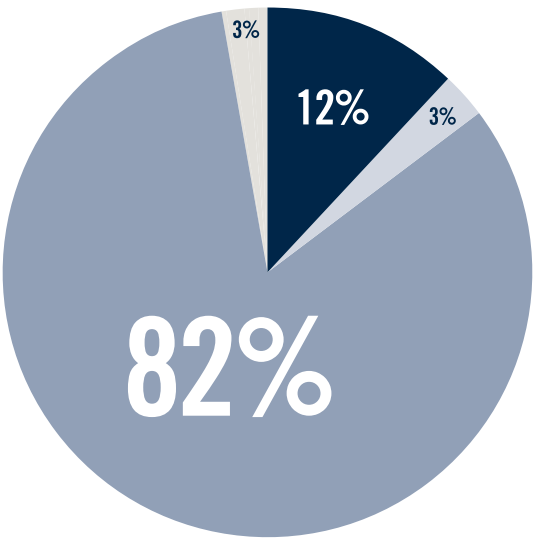
AMOUNT RAISED BY COLLEGE



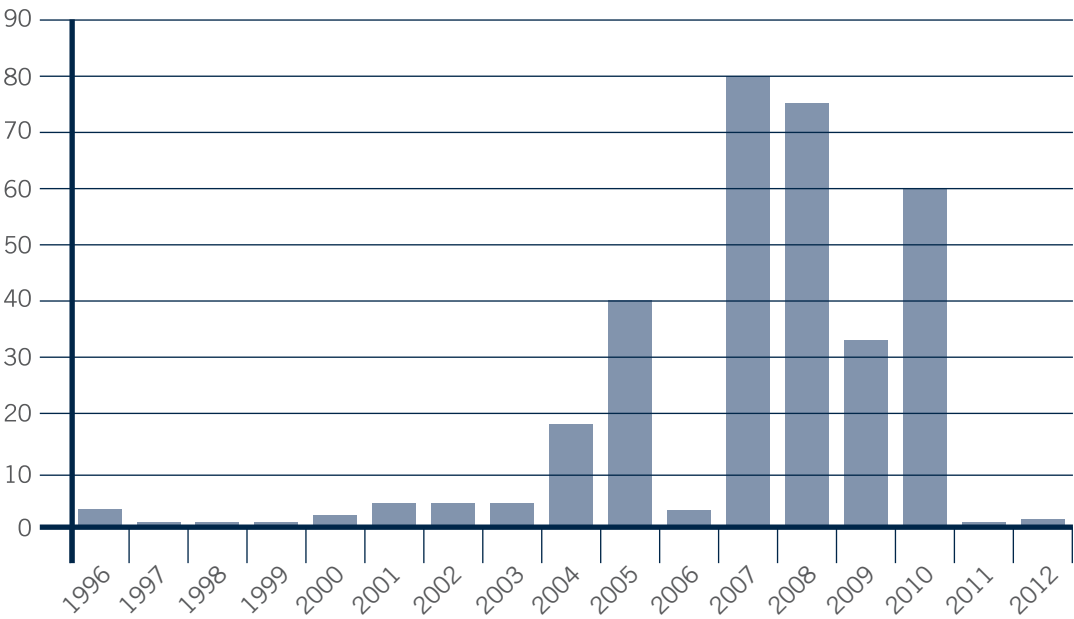


# FACTS AND FIGURES (CONT)

DONATIONS BY COURSE



NO. OF DONORS BY MATRICULATION YEAR





# 2011/12 DONOR LIST

(ordered alphabetically by year of matriculation)

\*Denotes members of the Alumni Representative Council

## 1996

Markus Golser\*  
Nicholai Oersted  
Masaki Takayanagi

## 1997

Jose Fernandez-Calvo

## 1998

Juan Garin

## 1999

Joseph Lau

## 2000

Blake Samuels

## 2001

Oliver Thomas  
Clare Jones  
Simon Miall\*  
Zhuohui Yan  
Marco Yi

## 2002

Jack Edmondson  
Francois Gervaz  
David Griffiths\*  
Richard Howard

## 2003

Lyle Deitch  
Javier Guerrero-Chercoles  
Colin Lim  
Matthew McGowan

## 2004

Firdaus Abdullah  
Thierry Beja  
Arthur Qiang Bi  
Richard Brenner\*  
Barbara Christiansen  
Barbara Finn-Morrison  
Christopher Fitch  
Jason Flickinger  
Vladi Gorelik  
Basak Gorelik  
Helen Gough  
Ian Howlett  
Chi Wai Li  
David Rosenheim  
Keely Stevenson  
Sarah Walker  
Sam Wood  
Hopewell Wood

## 2005

Yazeed Al-Rubaian  
Chad Bettac  
Mario Caballero  
Christina Clayton

Homayoun Dayani-Fard

Samantha Haladner

Marty Hoffman

Lijun Jiang

Paul Kohler

Michael Kowalski

Nina Kriklewicz

Michael Lee

Xiang Li

Whitney Maxwell

Michael McFadden

Nabil Meralli

Wallace Mitchell

Robert Mittelman

Thomas Montgomery

Igor Moreno

Devyani Narvekar

Dapo Olagunju

Kate Patterson

Alix Patterson

Joseph Rice\*

Paul Rode

Grace Samodal

Kristin Sander Urhammer

Ali Shaikley

Thomas Smyth

Rebecca Tekula

Jayne Thorpe

Matthew Urhammer

Kevin Wang

Gertrude Wong

Martin Zdravkov

## 2006

Tawei Chong

Robin Connelley\*

Stephanie Lung

Jean Murray

Jaesan Subramanian

Gayathri Sudhakaran

## 2007

Whitney Ackerman

Naa Aku Addo

Johannes Alberts

Mousa Ayoubi

Joby Babu

Marguerite Baker

Andrew Batley

Darrell Beery

Nilanjana Bhattacharyya

Michael Chang

Wei Lay Chew

Carlos Clavijo Tovar

Chris Coleman

William de Laszlo\*

Harsh Dhand

Tarun Dhillon

Steven Doll

Brian Draggoo

Melvin D'Souza

Thomas Evan





# 2011/12 DONOR LIST CONT

(ordered alphabetically by year of matriculation)

Ruthe Farmer	Cesar Ortega-Domene	<b>2008</b>	Siddharth Khandekar
Brady Flamm	Manoj Palki	Aries Aquitania	Rohit Khetan
Pranav Garga	Marina Petkova	Sumeet Bakshi	Kent Killough*
Christie George*	Michael Quinn	Projjol Banerjea	Julianne Kissack
Michelle Gervais	Taralyn Riordan	Nuno Barreto	Sharad Kohli
Alyson Goodner	Adam Rubin	Terry Beech	Gerhard Kreitl
Stephen Gotz	Nicholas Russell*	Abhilekh Bhardwaj	Ante Kusurin
Edward Harner	Felipe Saavedra	Alok Bhushan	Peter Langdon
Mariah Hartman	Antonio Scotti di Uccio	Jon Blue	Edward Lee
Savina Hicke	Daniel Seiderer	Bruce Braude	Ville Lehtonen
Tanya Jarvis	Varun Seksaria	George Bridgewater	Benjamin Leslie
Abdullah Jefri	Noor Shabib	Clifford Brown*	Craig Leslie
Rashid Kamis	Abhijit Shaha	Jerold Cederlund	Lucasz Litwiniuk
Lawrence Kao	Tetsuya Shinohara	Abhishek Charnalia	Ryan Macaskill
Kartikkeya Kejriwal	Mukul Shrivastava	Arthur Davidyan	Dominic Maffei
Nathan Koren	Oliver Staple	Ehab El-Zorba	Kristina Maria Manalo*
Dhruv Lakra	Sebastian Stoddart	Scott Frisby	John Masvongo
Young-Kwon Lee	Jitu Tahiliani	Simon Gage	John McEachern
Pawel Madon	Pranjal Taneja	Nigar Gahramanova	Edward Meinert Jr
Dwayne Martin	Geetha Tharmaratnam	Razvan Giuca	Prachi Misra
James McAlister*	Anne Throdahl	Sevla Gonca	Nikola Mitrovic
Anthony McGill	Paul Tribble	Ajeet Gorkhali	Prashant Mittal
Glen Mehn	David Turbay	Sagar Gubbi	Candice Motran
Sven Meier	Gareth Turner	David Harris	Heather Oh
Manish Menda	Luk Verdonck	Alex Hearne	Ihab Osman
Gonzalo Mendiguren	Arvind Vinjimoore	Katharine Hill	Apoorva Parikh
Richard Metzner	Sebastian Wilde	Andrew Hunt	Abhishek Pathak
Lindsay Miller	Verona Wong	Sudeep Jain	Ravishankar Ramachandran
Sean Murphy	Sirena Wong	Mitchell Johns	Emiliano Russo
Bradley Mytton		Patrick Kamm	Cornelia Schmidt
Ashwin Nair		Rahul Kapoor	Chloe Seo





# 2011/12 DONOR LIST CONT

(ordered alphabetically by year of matriculation)

Frederic Serpoul  
Molly Sheinberg  
Jack Shulman  
Gottfried Steiner  
Kien Tee  
Siret Unsal  
Wouter-Jan Van Der Wurff  
Nancy Vega  
Christopher Ward

## 2009

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Santiago Alvarez Patron  
Shariq Ashraf  
Nadeen Ayyashi  
Parker Carney  
Martha Carruthers  
Abrar Chaudhury  
David Curran  
Indranil Datta  
Tarek Domiaty  
Annika Dubrall  
Kotaro Funato  
Mehmet Gulsever  
Juliet Hall\*  
Hiroyuki Hasei  
Ameena Hassam  
Henning Hinz  
Julia Huang  
Jennifer Jones  
Hamed Khodabakhsh  
Jesse Kirkey

Nicholas Meadows  
Bo Meng\*  
Jeffrey Piercy  
Mary Roach  
Michael Rodgers  
Christopher Rohrich  
Eli Schwartzberg  
Mariya Sklyar  
Alvar Soosaar  
Carl Johan Wahlund  
Bradley Woodcox

## 2010

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Anurag Abinashi  
Taylor Ahlgren  
Muthumakrishnan  
Ananthanarayanan  
Jacob Anderson  
Farshad Bahmed  
Jason Bell  
Anjali Bharthuar  
Navoneil Bhattacharyya  
Ellen Bracquine  
Alison Buckley  
Ricardo Andres Celaya Martinez  
Prashant Chandrasekaran  
Robert Cook III  
Jonathan Craven  
Joanna Dove  
Ali Ehsan  
Stephanie Engels

Christina Fast\*  
Orlando Fernandes  
Alistair Mark Fernsby  
Chi Shing Fung  
Robert Garey  
Abigail Gray  
Gergely Andras Hamvas  
Christopher Harris  
Wen-Chun Ho  
Scott Jenkins  
Saeed Kalafchi  
Johannes Kamler  
Scott Lockhart  
Kent Lui  
Erica Mackey  
Hamish Magoffin  
Peter McCosker  
Allison Donna McCrea  
Nikhil Neelakantan  
Kate O'Brien  
Samir Pandey  
Marian Pavlus  
Collin Poage  
Abdulmajeed Ramadan  
Adam Rivers  
Meghan Roach\*  
Christopher Roe  
Tajinder Sandhu  
Juliette Schwartz-Vartikar  
Rahul Shah  
James Simpson

Dmitry Sokolov  
Gregg Spivey  
William Thomson  
Nigel Tunnacliffe  
Hari Venkataraman  
Brendan Vercoe  
Matthew Weintraub  
Joshua Weissburg  
William Yea

## 2011

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Daren Pietsch

## 2012

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Sherif Wissa Agaiby

## FACULTY

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Timothy Jenkinson

## CORPORATE

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BHP Billiton PLC

## TRUSTS AND FOUNDATIONS

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Allen Morgan and Patricia  
McClung Fund, The



# FAQ

**BY VICTORIA BARTHAM,**  
ANNUAL GIVING OFFICER

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## **When is the best time to donate to the AAF?**

The AAF fiscal year runs from 1st August-31st July each year. Donations can be received (and are encouraged!) at anytime, but will only be allocated at the end of the fiscal year.

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## **Which donations are counted in this report?**

This report covers all donations received by the AAF between 1st August 2011 and 31st July 2012. Donations received after this time will be included in the 2012-13 report.

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## **How can I give tax-efficiently?**

If you are taxpayer in the UK, EU, USA or Canada, it is possible to make your gift tax-efficient. Please visit [http://www.campaign.ox.ac.uk/contribute/tax\\_efficient\\_giving/index.html](http://www.campaign.ox.ac.uk/contribute/tax_efficient_giving/index.html) for full details.

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## **I want my gift to support Scholarships and Alumni Activities. May I split my gift?**

In previous years, all alumni gifts have been split between the various funds. However, the costs involved in tracking this process far outweighed the benefits, especially for many small amounts. If you have no strong preference towards one of the funding areas, you should consider donating to the Dean's Development Fund. Gifts to this area are unrestricted and give the School the discretion to spend donations according to the area of greatest need. Donors wishing to split their gift between 2 or more areas should contact the School directly to arrange this.

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## **How does the University's Oxford Thinking Campaign relate to the AAF?**

Any gift made to a College, Department or wider University since May 2004 counts towards the Oxford Thinking Campaign total. This means that the ongoing support of the Saïd Foundation, Class Pledges and the Alumni Annual Fund have all contributed towards Oxford Thinking in their own ways – enabling the School to raise £67.8million since the launch of the Campaign. Despite reaching its initial target, the Oxford Thinking Campaign is ongoing, ensuring that the School, the University and its Colleges can continue to grow and develop.

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## **What role do the Colleges play in the AAF?**

Our alumni have many relationships with Oxford – the University in general, their College and the Business School. We work closely with the Collegiate University so we can support one another's development goals by co-ordinating appeals. This ensures that our alumni are given the opportunity to support various constituencies without being over-solicited.

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## **What are the goals for next year's AAF?**

The ultimate goal of the AAF will always be to encourage 100% of our community to donate on an annual basis. We have a long way to go to reach this goal, and the strategy for next year will focus on two key areas: encouraging this year's donors to extend and renew their support, and focussing on gaining new support from groups with low participation rates. You can expect to hear more about the AAF throughout the year, including regular progress reports from scholarship recipients and the GOTO initiative. In addition, 2013 will also see the launch of an online giving platform on the OBA website.

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## **Why is participation so important? How can my gift of £100 make a difference?**

By itself it is difficult to see how £100 could make a difference to the School. Yet if all of our alumni were to donate £100, next year's AAF would raise over £400,000. In addition, demonstrating a high percentage of alumni participation is often a key factor in securing major gift support from charitable trusts, corporations and other individuals.

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## **What is the relationship between the AAF and the Class Pledge initiative?**

The Class Pledge/Gift is an initiative that encourages the graduating class to give back to the School. Previous class pledges have been allocated to the AAF funds, but others have funded separate initiatives, as decided by the class. The 2008/09, 2009/10 and 2010/11 Class Pledges all chose to support the AAF funds and many of the donations in this report are a result of the fulfilment of Class Pledges.

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## **What are the School's broader development priorities?**

The AAF is aligned with the School's emerging development strategy – namely the support of students, faculty and new initiatives. In the coming years, major and principal gift support will be solicited for GOTO, the West Wing Executive Education Centre, MBA 1+1 Scholarships, Entrepreneurship and the endowment of faculty chairs. For more information on any of these projects, please contact [development.office@sbs.ox.ac.uk](mailto:development.office@sbs.ox.ac.uk)

**More questions? Please contact Victoria directly at [victoria.barthram@sbs.ox.ac.uk](mailto:victoria.barthram@sbs.ox.ac.uk) to provide small grants to those who encounter financial hardship during their studies.**



# 3 WAYS TO MAKE YOUR GIFT COUNT!

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## **GIVE ONLINE!**

Donating online is not only the quickest and most convenient method, it reduces administration costs for the School.

## **CORPORATE MATCHED GIVING**

Perhaps one of the best kept secrets in the corporate world, is the fact that many companies will match gifts donated by their employees. In most cases, the company will match your donation pound for pound up to a specific level; a handful of organisations even double-match. Contact your Human Resources department to make a matching gift.

## **MAKE A REGULAR GIFT**

Setting up a direct debit or regular credit card payment on a monthly, quarterly or annual basis provides a reliable source of funding for the AAF, and allows the School to plan for the future.

## **CLAIM GIFT AID (UK TAXPAYERS ONLY)**

By allowing us to claim gift aid on your donations, you can add 25% to the value of your gift with no extra cost to yourself. Higher-rate taxpayers can also obtain a tax-deduction on their gifts.

## **ENCOURAGE YOUR PEERS TO GIVE**

The ethos of the AAF is based on each alumnus giving at a level they are comfortable with. Individual gifts will not build the fund by themselves, but cumulatively, they will help us to achieve our goals.

For further information about ways to give, please contact  
**development.office@sbs.ox.ac.uk** or telephone **+44(1865) 288826**