Celebrating ISB’s Impactful Journey.
Thank you for your continued support and belief.
CHAIRMAN’S MESSAGE

It is with great pleasure that I present the Giving Report of the Indian School of Business (ISB). For any institution to be successful, support from a wide array of constituents is critical, and so is the case with ISB.

The School has received unstinted support from individuals, institutions, business houses and the government. Liberal monetary contributions from a multitude of donors, chiefly the alumni, have propelled the School to the glorious heights it is at, today. Their magnanimity has helped the School add newer facilities, provide a great experience to its students and drive research excellence.

We have much more to achieve, and a many more peaks to conquer. As we celebrate our remarkable success and push forward towards achieving our vision to be among the top 10 global business schools in the near future, I look forward to your unflagging support.

On behalf of the entire Governing Board of the School, I thank you profusely for your contributions.

Harish Manwani,
Chairman of the Board, Indian School of Business

DEAN’S MESSAGE

My heartfelt thanks to all our donors. You have played a key role in our remarkable success. The School has strengthened its reputation as a global b-school with world-class academic programs, research centres and institutes and our strong alumni community has reached the 10,000 mark.

Achieving world-class quality and reputation requires continued support. Your generosity has helped deserving students pursue world-class education, supported our faculty and laid the foundation in our journey to become a top-ranked research driven business school. With your support, we are taking firm steps to enhance the brand and position ISB as a leading school in Asia-centric emerging markets.

The Giving Report 2019 shares some inspiring stories of support and examples of people who have been motivated to give back to the School. I look forward to your continuing support and greater involvement in our quest to conquer greater heights in the coming years.

Rajendra Srivastava
Dean, Indian School of Business
## ISB ACCOMPLISHMENTS

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The only Indian business school to figure in the prestigious University of Texas, Dallas top 100 research rankings.

Fastest ramp-up in PGP across leading global B-Schools - from 126 students in 2001 to 956+ students in the Class of 2019.

ISB faculty have served on board of corporate such as Life Insurance Corporation, Bandhan Bank, National Institute of Bank Management.

Published 260+ Indian cases, distributed through Harvard and Ivey.

Trained over 10,000 executives through 500+ programmes.

Case Collection. The cases are being taught in over 300 schools across 100 countries.

Trained over 1,800 3rd & 4th year students from 34 engineering colleges from Telangana and Andhra Pradesh through the Technology Entrepreneurship Programme.

Trained nearly 112 faculty from 55 institutions through the Master Teacher’s Programme for faculty.

FT Executive Education Ranking 2019
ISB is the only Indian B-School in the top 25 of the Financial Times Global MBA Rankings of 2019.

Trained 1,300+ women entrepreneurs through the Goldman Sachs 10K Women Programme.

Trained nearly 50 researchers, through research assistants programme, in research. They have gone on to secure PhD admissions at top universities such as Kellogg, Wharton, Berkeley, Duke, LBS, NYU, and the likes.

Times Higher Education Wall Street Journal MBA Rankings
ISB’s PGP ranked #2 globally among one-year programmes and #1 in India in Dec 2018.

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First institution from India to be part of the Coursera platform for MOOCs.

Dr. Krishnamurthy Subramanian, Professor of Finance at ISB, is appointed as the Chief Economic Adviser to the Government of India (CEA) in 2018.

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"ISB is a TRIBUTE TO THE POWER OF AN IDEA. IT IS A TESTIMONY TO THE WILL OF A SET OF INSPIRED PEOPLE WHO CAME TOGETHER AS ONE."
“IT HAS BEEN A JOURNEY OF LEADERSHIP, INNOVATION AND
COLLABORATION, DRIVEN BY SHEER PERSEVERANCE OF THE HUMAN SPIRIT
- A JOURNEY OF INSPIRATION THAT HAS ONLY JUST BEGUN.”

10TH ANNIVERSARY
Her Excellency Smt Pratibha Devisingh Patil, Hon’ble President of India, at ISB’s 10th anniversary celebrations

MOHALI CAMPUS INAUGURATION
Shri P Chidambaram, Hon’ble Minister of Finance, Government of India, inaugurates the Mohali campus

ISB TEAM WINS HULT PRIZE
Students from ISB bag the prestigious HULT Prize presented by Bill Clinton, former President of USA

MOST RESEARCH PRODUCTIVE SCHOOL
Ranked as the most research productive management school in India by the Financial Times, London, and ranked 62 globally, in 2015-16

15TH ANNIVERSARY
Shri Pranab Mukherjee, Hon’ble President of India at ISB’s 15th anniversary celebrations

FT TOP 50 MBAS FOR WOMEN RANKING 2018
Ranks #26 in the inaugural FT Ranking for Women and the only Indian business school to be featured in this ranking
A BRIEF UPDATE

Dean Prof. Rajendra Srivastava addressed Alumni at Solstice 2018 - ISB alumni reunion event.

ISB organised Artha 2018, its annual financial conference.

ISB in partnership with SMU, organised the fifth edition of the Singapore India Business Dialogue 2018, at the ISB campus.

ISB in partnership with Ministry of External Affairs, organised the maiden edition of Deccan Dialogue.

ISB organised the success of its ranking in Financial Times London ‘Top 50 Global MBAs for Finance’ by ‘Ringing the Bell’ at the Bombay Stock Exchange.

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Dr. William H Janeway, Sr. Advisor and MD of Warbug Pinuscs, an American venture capitalist and economist, spoke at the Dean’s Speaker Series.

ISB organised a daylong Policy Conclave on the theme “Road to 2019: Dialogue for Progress”.


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A BRIEF UPDATE

ILS 2018 hosted a political panel “The Journey to 2019’ with speakers from the national and regional parties.

ISB organised a familiarisation Programme for the foreign diplomats who are from various Embassies in New Delhi.

Harinder Sidhu, Australian High Commissioner to India, visited ISB’s Hyderabad Campus and interacted with the faculty, students and staff.

ISB organised the 2018 Hyderabad edition of ‘Young Thinkers’ conference in partnership with British Deputy High Commission, Hyd.

ISB hosted the third edition of Strategic Management Society’s India Special Conference.

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CREATING IMPACT THROUGH EDUCATION

EDUCATION PROGRAMMES

• Post Graduate Programme in Management (PGP)
• Post Graduate Programme in Management for Senior Executives (PGPMAX)
• Post Graduate Programme in Management for Family Business (PGPMFAB)
• Fellow Programme in Management (FPM)
• Post Graduate Programme in Management for Working Professionals (PGPpro)
• Executive Fellow Programme in Management (EFPM)

EXECUTIVE EDUCATION

• Open enrollment Executive Education Programmes
• Custom designed programmes for businesses
• Advanced Management Programme in Business Analytics (AMPBA)
• Advanced Management Programme in Healthcare (AMPH)
• Advanced Management Programme for Infrastructure (AMPI)
• Advanced Management Programme in Public Policy (AMPPP)
• Advanced Management Programme for Manufacturing and Operations (AMPMO)

Funded programmes for capacity building in key segments
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CREATING IMPACT THROUGH EDUCATION

ADVANCED MANAGEMENT PROGRAMMES

India Inside
CREATING IMPACT THROUGH RESEARCH
FACULTY AND RESEARCH

- ~65 permanent faculty
- ~245 visiting faculty

RESEARCH CENTRES AND INSTITUTES

- Bharti Institute of Public Policy
- Centre for Analytical Finance
- Centre for Business Markets
- Centre for Learning and Management Practice
- Centre for Innovation and Entrepreneurship
- Max Institute of Healthcare Management
- Munjal Institute for Global Manufacturing
- Punj Lloyd Institute of Infrastructure Management
- Srini Raju Centre for Information Technology and the Networked Economy
- Thomas Schmidheiny Centre for Family Enterprise

INITIATIVES/RESOURCES

- ISB Institute of Data Science
- Behavioural Lab
- Digital Identity Research Initiative
- Forest Governance
- Learning Resource Centre
- Technology Entrepreneurship Programme
- Human Capital and Leadership Initiative
- Initiative for Emerging Market Studies
- Women’s Excellence Initiative
Srini Raju Centre for IT and the Networked Economy (SRITNE) is a multi-disciplinary research centre aimed at fostering rigorous and relevant research, education and outreach that advances our understanding of how Information and Communication Technologies (ICT) create value for business and society.

**MAIN THEMES**

1. Technological Innovation and Entrepreneurship
2. Digital Media and Business Analytics
3. IT Products, Services and the IT Industry
4. Digital Transformations for Business and Society

SRITNE has been active in conducting various studies in partnership with industry and government. Following are some exemplar research projects:

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CORE ACTIVITIES

- a. Research that addresses questions in policy and practice which relate to the effective selection, adoption & exploitation of ICT
- b. Education that trains future leaders to leverage ICT for competitive success
- c. Outreach with industry, government and academic communities

Workshop on Digital Transformation conducted by SRITNI in 2018

Mr. Srini Raju’s, Chairman of iLabs Group, gift to ISB helped us establish the Srini Raju Centre for Information Technology and the Networked Economy
DIGITAL IDENTITY RESEARCH INITIATIVE

Omidyar Networks supported the establishment of the Digital Identity Research Initiative (DIRI). It is a targeted and multidisciplinary research initiative to explore key questions around digital identity systems with a focus on Aadhaar.

ILLUSTRATIVE RESEARCH PROJECTS

- Impact of Aadhaar-Enabled Services on the Performance of Banking Correspondence in India
- Pastoralists and Aadhaar: Case Studies to understand Aadhaar use among Nomadic Pastoralists
- Quantifying the Impact of Digital Transformation of the Public Distribution System in India on Beneficiaries and Fai Price Shops

"ISB is a natural choice for us to partner with on this initiative. It has the independence and credibility to undertake such an endeavor and consistently displays strong commitment to policy-oriented research in India. ISB’s network and ability to draw from researchers on this topic, both within India and abroad, was a crucial reason why we decided to partner with them."

Omidyar Network

ISB has provided me with an opportunity to learn more by connecting with some of the best minds in the world. At the same time, I have been able to contribute in a “mindshare” way to the School, which is quite satisfying. Furthermore, this is a unique way for the School to interact with its alumni. The flexibility of the faculty and senior leadership of ISB is the key driver for such opportunities.

Padmanabhan Balasubramanian (PGP Co2005), is the first Executive in-Residence (EIR) at ISB. He was instrumental in establishing DIRI during his tenure as EIR.
The ISB launched the DIRI on 5th July 2017, in partnership with Omidyar Networks.
Sarang Deo, Executive Director of the Max Institute of Healthcare Management and Associate Professor of Operations Management at the ISB was a part of the team that recently won a research award from Bill and Melinda Gates Foundation under the Grand Challenges Explorations - an initiative fostering innovation that can make an impact in solving key global health and development problems. Along with Sarang, the winning team comprised Jonas Jonasson, faculty at MIT Sloan School of Management, Kara Palamountain from Kellogg School of Management and an international NGO called Riders for Health based in Malawi.

**Bill & Melinda Gates Foundation**

**Management of Healthcare Systems**
- Focus on complete healthcare delivery value chain
- Includes operational issues related to care delivery, organizational design and leadership issues, marketing and corporate strategy issues

**Innovation and Entrepreneurship**
- Includes product as well as business model innovation
- Digital transformation/Online platforms of healthcare delivery

**Healthcare Financing/Public Policy/Public-Private Partnership**
- Government funded insurance schemes
- Issues pertaining to public procurement of private services
- Healthcare policy and regulation issues

**Patient Centricity/Consumer Behavior**
- Elements of consumer behaviour and decision making as it pertains to buying healthcare as well as adopting wellness behaviour
- Management of Health Systems
Mr. Analjit Singh’s, Founder Chairman Emeritus of Max group, gift to ISB helped us establish the Max Institute of Healthcare Management

The MIHM institute provides insights to help design effective healthcare policy and program interventions.

It develops education & Pedagogical Tools that prepare students to be exceptional contributors to healthcare industry.
Vision
To create high quality leadership and management capacity for the infrastructure sector and also create an understanding of the sustainability dimensions impacting the sector, by delivering quality education, contextual research and continuous outreach.

Illustrative research projects
- Research on ‘how India can become an international hub for manufacturing of high-end cars’: MoU in place and research in progress
- Smart city index
- Private Public Partnership in Infrastructure

Mission
- Create top-quality educational and training programs
- Facilitate learning through online programs
- Undertake research that is contextual to the Indian and developing country context
- Develop tools and decision support systems to support the infrastructure practice
- Undertake continuous outreach to support the sector
- Serve as a “Go to” place for the infrastructure sector in India and abroad
Mr. Atul Punj's, Chairman Of Punj Llyod Group, gift to ISB helped establish the Punj Llyod Institute of Infrastructure Management.
The Centre for Entrepreneurship Development at the ISB was established in 2001 supported by a philanthropic contribution by Wadhwani Foundation for a period of 10 years. The Centre expanded its scope to include innovation and is known as Centre for Innovation and Entrepreneurship (CIE). Over the years, the Centre has undertaken various Research, Education, Outreach and Impact initiatives towards innovation and entrepreneurship in the context of emerging markets.

Areas of Research:
- Business Model Innovation
- Growth & Acceleration
- Innovation & Performance
- Technology Innovation & Entrepreneurship
- Social Innovation & Entrepreneurship
- Technology Commercialization

CIE PRACTICE INITIATIVES

Centre for Innovation and Entrepreneurship

Applicant Pool
Aspiring Entrepreneurs
Early Stage Entrepreneurs
Growth Stage Entrepreneurs
Investors
Mentors
Industry

VERTICALS
- Atal Innovation Incubator (AIC)
- DLABS-DST Accelerator
- Shakti-ISB Clean Energy Lab
- Funding Initiatives
- Other Initiatives

Funding and Strategic Partners
- Government
- Foundations
- Corporates
- ISB Research Centres (RCIs)

RESEARCH | EDUCATION | OUTREACH
CENTRE FOR ANALYTICAL FINANCE

The Centre for Analytical Finance (CAF) was set up at the ISB in 2004. It aims to fulfill one of the school’s key principles, that cutting-edge research in finance is crucial to high-quality management education. Its mandate is to drive research in the field of finance not just by publishing high quality research papers, but also by creating research databases, training analysts and researchers, and organising workshops and conferences.

Few of the donors that have come forward to support CAF

- The National Stock Exchange established the NSE ISB Trading Lab
- The NSE Best Paper Award at the CAF Annual Summer Research Conference.
- Citi Foundation in 2012 provided a grant of 12 million specifically targeted to improve access to finance
- Motilal Oswal Financial Services Limited provided a grant to study Dividend Policy in India.
The ISB celebrated the success of its ranking in Financial Times London ‘Top 50 Global MBAs for Finance’ by ‘Ringing the Bell’ at the Bombay Stock Exchange.
MUNJAL INSTITUTE FOR GLOBAL MANUFACTURING

Vision
The Munjal Institute for Global Manufacturing at ISB is the premiere independent academic institution for operational excellence and innovation in the manufacturing ecosystem in India and beyond.

Mission
To engender synergistic engagement between industry, academia and the government in India and beyond through:
- Thought leadership
- Facilitating knowledge sharing
- Informed government policy
- Grooming future leaders

Illustrative research projects
- Enhancing Women’s contribution to GDP
- Impact of Industry 4.0 on employment & demand for new skilling
- Implementation of blockchain for government & private Sector
- Moving industry from informal to formal sector

Outreach
Professor Chandan Chowdhury, Associate Dean and Executive Director at MIGM addressed several conferences and seminars on promoting innovation in manufacturing and operations management. Some of these events include:

- A talk on “Smart Manufacturing” at CII’s Summit on World Class Manufacturing, September 06, 2017, New Delhi
- Participated at the round table on ‘Cyber Security Citizen of 2030’ on September 09, 2017, New Delhi
- Key note at the “CII Robotics Summit, November 13, 2017.”
- Talk on “Adoption of Industry 4.0 in India- Opportunities & Challenges” at the 3rd Smart Manufacturing Summit 2017, November 15, 2017, New Delhi
- “Evolving role of Manufacturing Heads in the context of Manufacturing 4.0” on November 16, 2017 at the Global Manufacturing Summit, Indore
- Participation in Doordarshan’s panel discussions, November 26, 2017 on the occasion of Global Entrepreneurship Summit, Hyderabad November 28 - 30, 2017
- Key note on “Blockchain and Indian Companies: Mapping the Future” at the ISB Workshop: Blockchain and Manufacturing Ecosystem, January 18, 2018, Gurgaon
Vision
The Munjal Institute for Global Manufacturing at ISB is the premiere independent academic institution for operational excellence and innovation in the manufacturing ecosystem in India and beyond.

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• "Industrial Innovation Summit 2017: Future Business driven by Innovation, October 24 - 25, 2017."
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Mr. Sunil Kant Munjal’s, Chairman of Hero Enterprise, gift to ISB helped establish the Munjal Institute for Global Manufacturing.
The Bharti Institute currently focuses on different research projects in the defined focus areas:

- Agriculture
- Governance
- Food Policy
- Environment
- Financial Policy
- Education

Partnerships and collaborations

- Government of Punjab
- Gates Foundation for India Data Portal.
- Tenure Facility for Forest Governance in India.
- LBSNAA for Partnership for LBSNAA-ISB Case Series in Public Policy
- Digital Identity Research Initiative
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**BHARTI INSTITUTE OF PUBLIC POLICY**

Mr. Rakesh Bharti Mittal’s, Co-Vice-Chairman and Managing Director, and Mr. Sunil Bharati Mittal’s, Founder and Chairman of Bharti Enterprise, gift to ISB helped establish the Bharti Institute of Public Policy.

Sunil Bharti Mittal, Founder & Chairman, Bharti Enterprises

Rakesh Bharti Mittal, Co-Vice-Chairman and Managing Director, Bharti Enterprises
CENTRE FOR LEARNING AND MANAGEMENT PRACTICE

The Centre for Learning and Management Practice (CLMP), with its mandate to facilitate deeper and more meaningful collaboration among the corporate sector, government organisations and academia, is focused on enabling excellence in the business classroom through student-centered learning, and relevant content that includes both the academic and corporate perspectives.

- The Centre’s repository of field-based India focused cases grew to 220+.
- This collection of high-quality case studies is being used in over 300 B-schools across 100 countries through our distribution partners, Harvard Publishing, Ivey Publishing and The Case Centre, Europe.
- The highly successful annual ISB-Ivey Global Case Competition, organized in partnership with Ivey Business School, Canada, continued to attract high quality case submissions from Indian and International B-school faculty.

The Centre continued its efforts in facilitating excellence in case writing and teaching. The workshop is an intensive course on case writing. Participants learnt the theory behind developing a good case study and the guiding principles to write case studies. The workshop saw participants from both industry and academia.
GLOBAL FOOTPRINT INCLUDES TOP BUSINESS SCHOOLS

SALES DATA

- **220+** Cases in the ISB Repository
- **50,000+** copies sold until 2017
- **300+** Case sales reach B-schools across **100** countries
- **220+** Cases in the ISB repository
- **60+** ISB affiliated faculty were provided support in developing and publishing cases
- **49%** of case sales are to Global Audiences across

*For 2017-18*
Support from individual, industry and government has helped ISB achieve its vision to be a leading business school in the world. The support has helped the school generate impactful research outcomes and provide education/training to people with varied background and experiences.

This wholesome impact has been made possible by many of our supporters who have maintained their faith in the school over the years and have helped ISB expand its horizons.

| Initiatives started or continued | 1 |
| Established Chaired Professors or Research Fellowships | 1 |
| Scholarships provided to students | 14+ |

WITH SUPPORT FROM DONORS IN 2019
INDIVIDUAL AND CORPORATE GIVING

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WITH SUPPORT FROM DONORS IN 2019

13+
Initiatives started or continued

12
Established Chaired Professors or Research Fellowships

14+
Scholarships provided to students
IMPACT OF GIVING
BUILDING CAPABILITIES IN INDUSTRIES/COMMUNITIES THROUGH EDUCATION OR TRAINING PROGRAMMES

LAURUS LABS

Dr. Chava feels that the PGPMAX programme has made a profound change in which he ran his business. Having experienced the impact of the programme on their business, Dr. Chava and Mr. Cherredi believed in the education that ISB has provided and have supported the same through the CSR initiative of their company, Laurus Labs. They started to give to ISB in 2013 to support the ‘Technology Commercialisation Programme’ for scientists. The Programme trained nearly 30 scientists and faculty across agriculture, pharma, IT, BT and manufacturing sectors. Later, they enhanced their contribution to improve the quality of teaching in PGP by supporting visiting faculty.

After the PGPMAX Programme there is a subtle change. People used to call me a good human being, now they call me a good CEO. The order has changed, I like to be a good CEO and then a good human being too, that’s the difference the programme has brought in my life. The biggest advantage that I gained here is that I got insights into the financial aspects of the business and developed good network across industries. Strategy and people management added value for me as a CEO of the company.

As part of CSR we focus on health and education. We feel that country and society is lagging a lot in both. ROI is very high if you invest in these two. We are supporting various initiatives across the entire length of the education system.

The main reason to support these initiatives is to make sure the society and country are benefited at large. We are using ISB as a vehicle to propagate our ideas and vision towards making manufacturing as a core sector to the country. We are supporting two programmes – Operational Management and Manufacturing Excellence. Country needs these programmes to be strengthened to become self-sufficient in the many manufacturing sector.

Satya Chava
CEO, Laurus Labs (PGPMAX Co 2011)

Chandrakanth Cherredi
Executive Director & Head,
Laurus Labs Limited (PGP Co 2009)
JUMPSTART SOCIAL ENTERPRISE PROGRAMME WITH SAP LABS

SAP Labs India and the ISB launched the 2nd cohort of Jumpstart Social Enterprise Accelerator Program in June 2017 after the successful graduation of the 1st cohort of entrepreneurs. The program was conceptualized and designed by the Centre for Innovation and Entrepreneurship (CIE) department and the associated faculty members from the ISB. JSE targeted and supported startups developing disruptive technologies focusing on creating large scale impact across diverse sectors in India (for instance, in sectors such as education, healthcare, water and sanitation, energy and environment, agriculture, financial technology, infrastructure, livelihoods and many others). The goal was to support the teams through customized series of interventions in order to scale up their technology solutions and maximize impact creation.

- 300+ applications received, 75 shortlisted applicants, 25 Pre-accelerated Bootcamp Finalists, 10 Final Cohort Fellows
- 6 months mentor driven program with three immersion sessions
- The program accelerated 10 early stage startups and 5 growth stage startups

Names for 10 early stage startups
- Eve Labs - Healthcare
- I Love 9 Months - Healthcare
- Kaarz - Environment
- Krish Works - Education
- Manure It - Agritech
- Marketyard Agrisolutions - Agritech
- Organic Thali – Food & Wellness
- RBS Clean Energy - Energy
- ScrapTap – Waste Management

Names for 5 growth stage startups
- IxamBee – Education
- Colks – Centre of Learning, Knowledge & Services – Livelihood & Wellness
- Healthsutra – Food & Wellness
- ReHeal clinics – Healthcare
- Leanspoon – Food & Wellness

Our objective is to create investible and growth oriented social enterprises that would address unmet social needs and create significant employment opportunities. We will provide mentorship and connects to technology experts to speed up the growth of the social enterprises.

Dilipkumar Khandelwal
MD, SAP Labs India and EVP, Enterprise Cloud Services, SAP SE.
We wanted to do something very different to what is taught in colleges. We wanted to bring in entrepreneurial orientation amongst at least 5% of students and who better than ISB could have done this. TEP is a flagship programme for TASK. Students’ reviews show that simple things like the Design Thinking Workshop or the Bootcamp, gives them a very different flavor to approach entrepreneurship. Every year we are constantly slightly increasing the number of intakes. The programme has helped to reach out to areas beyond Hyderabad with an increasing number of districts that get included into the programme each year. The programme goes a notch beyond employability, with the graduates acting as job creators rather than job seekers.

I would like to acknowledge ISB’s flexibility and patience in running this programme. It’s not very easy to go down to a district and mandal level and create awareness. ISB and TASK teams have worked closely with dedication and together we have been able to generate curiosity and interest to a larger set of audience.

Sujiv Nair, CEO
Telangana Academy for Skill and Knowledge (TASK)
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Sujiv Nair, CEO
Telangana Academy for Skill and Knowledge (TASK)

Hon. Minister K T Rama Rao, Minister for Information Technology, Government of Telangana on the launch of the programme

Social entrepreneurs, in addition to being engines of growth, are agents of change. They are driven by a commitment to being socially responsible and putting mission before profit. The U.S. Consulate General Hyderabad is proud to partner with an exceptional business school like the Indian School of Business and to support the ISB Envision. ISB Envision is a true example of the shared values between the U.S. and India, as we strive for positive social impact in whatever we do.

Consul General Katherine B. Hadda,
U.S. Consulate General

U.S. DEPARTMENT OF STATE
Partnership to support a nation-wide Accelerator Programme - ISB Envision - to identify promising start-ups on Innovation and Excellence.

• Five social ventures supported through a 12-week accelerator programme.
• Priority areas – climate change, education, smart cities and women entrepreneurship.

GOVERNMENT OF TELANGANA AND ANDHRA PRADESH Partnership for the Technology Entrepreneurship Programme (TEP) to encourage entrepreneurial skillsets in engineering college students.

• Tailored to motivate and generate interest in entrepreneurship among 3rd and 4th year engineering students.
• Partnership with 34 colleges from the States of Andhra and Telangana.
• Trained more than 2000 engineering students under the programme

BIOCON FOUNDATION
Partnership for talent development in Business Analytics through the Biocon Certificate Programme in Business Analytics

• Long duration certificate programme to help hone analytical skills, expand knowledge of business performance.
• 12 month programme; 2 cohorts of nearly 100 students admitted each year
• Over 600 executives trained through the programme since 2012

BENEFICIARY SPEAK
Complete Diet that provides all the nutrition required for a healthy Data Scientist, prescribed by the most eminent instructors and practitioners in the field of analytics

Arun Prakash A
Statistical Analyst/Data Scientist, Visual IQA

Garima Jena
Vice President G3 Group

A beautifully crafted programme that balances regular and online coursework to fit in with our work schedules and enhanced by opportunities to engage with leading faculty and outstanding peers.
FURTHERING RESEARCH EXCELLENCE

THOMAS SCHMIDHEINY CENTRE FOR FAMILY ENTERPRISE

Thomas Schmidheiny established the Thomas Schmidheiny Centre for Family Enterprise at ISB to advance real-world and academic knowledge of family business.

Thomas Schmidheiny established the first Chair in the area of Family Business and Wealth Management in the year 2007. In 2015, he expanded his support to establish the largest endowment in the School to set up the Thomas Schmidheiny Centre for Family Enterprise at the Indian School of Business.

- A research article (paper) was published in Global Strategy Journal, and another research article (paper) is under review with Cross Cultural Strategic Management Journal
- Seven research papers presented at various international conferences (2017-18) and Nine papers have been sent to international conferences for the year 2018-19
- Three case studies have been published with Harvard, Ivey and SAGE and 6 cases are under blind review.
- One whitepaper has been published and 2 whitepapers are under review
- Database Creation – The Centre has created a unique database of listed family businesses in India that is being extensively used by the faculty and the research team of the Centre
- The Centre publishes bi-monthly e-newsletter and a weekly blog on family business
- The Centre contributes articles to Management Briefs and Case Spotlight of Centre for Learning, Management and Practice
- The Centre contributes research precis to Family Firm Institute, Boston
- 20 articles and more than 100 media inputs were shared by the Centre’s team
- A special issue of ISB Insight focusing on Family Business was published
- Centre organized two new Short Duration Programmes besides the regular Programme on Family Business Management Growth and Transformation.
- Organized a speaker session with Professor Dr Nirmalya Kumar, Singapore Management University, on “Living a Boardroom Battle”
- The Centre and the CSR arm of the Post Graduate Programme (Net Impact Club) organized a Blood donation Camp in association with Institute of Preventive Medicine
- During the year, the Centre organised several workshops as listed below:
  - Confederation of Indian Industries and TiE Kochi
  - International Engineering Sourcing Show
  - Tenth Auto Summit (Federation of Auto Dealers Summit)
  - Economic Times Family Business Forum
- PAN India Booth Alumni Retreat
- Morning Start Investment Conference
- Nanyang Business School

I am very happy to note that we have completed yet another year of very productive association with the ISB. The team, led by Professor Kavil Ramachandran is doing an excellent job, making every effort to accomplish the Centre’s Mission. I wish them the best!

Thomas Schmidheiny
Spectrum Value Management Ltd., Rapperswil-Jona
NATIONAL STOCK EXCHANGE

Support to create the NSE-ISB Trading Laboratory - to promote research and education of all forms of securities trading, investment and asset management.

- More than 550 participants benefitted through events organized by the Lab
- Hosted two massive internship programs during the last one year. Students from IITs, BITS, and SNU were selected to intern with the lab.
- Trained more than 45 interns from IITs and other premier institutes on finance and investing, usage of databases
- Produced various OPED pieces based on research that appeared in leading newspapers.
- Tie-up with CAIA community to promote alternative investment education in India.

ENGAGEMENT WITH THE SCHOLARS

The Lab organizes a number of events throughout the year, such as speaker sessions, interviews with faculty from top schools across the globe, and conferences. Academic and industry experts participate in these events, enabling the Lab to serve as a valuable disseminator of financial knowhow.

- Prof Viral Acharya, Deputy Governor - Reserve Bank of India, CV Starr Professor of Economics visited the Trading Lab during the July last year. Prof Viral interacted with a group of researchers and was interviewed by Prof Prachi Deuskar during his visit.
- Renowned financial economists, Rav Jagannathan from Northwestern University, Kellogg School of Management, Bhagwan Choudhry, UCLA Anderson were also among the eminent scholars who visited the lab to interact with the student community during their visit last year.

INVESTOR EDUCATION

The Lab not only serves as a repository of research data, but also disseminates knowledge to educate investors. So far, more than 30,000 active learners have used Coursera courses, designed by the Trading Lab, to gain exposure in subjects such as - introduction to markets, investment strategies, risk management and advanced trading algorithms. All these courses are highly rated by the learners. The statistics of courses launched during the last one year are given below.

- The courses in the Business Technology Management specialization got a total of 38,560 visitors, 1602 enrollments, and 900 paid learners.
- The courses in the Financial Markets and Investment Strategy specialization got 59,996 visitors, 2167 enrollments, and 868 paid learners.
- The courses in the Trading Strategies in Emerging Markets specialization got 55383 visitors, 1698 enrollments, and 772 paid learners.
**NOVARTIS**

Novartis has established a Novartis Chair of Marketing Strategy and Innovation at ISB. Dean Prof. Rajendra Srivastava holds the Chair at the School.

We use science-based innovation to address some of society’s most challenging healthcare issues. We discover and develop breakthrough treatments and find new ways to deliver them to as many people as possible. We strongly believe that investing in education is a key enabler for innovation. Institutions like ISB help to provide the quality and excellence Novartis is constantly striving for. As we recognize that external support is crucial to sustain the quality of education we are proud to have established the Novartis Professor of Marketing Strategy and Innovation at the ISB, currently held by Dean Prof. Rajendra Srivastava. We are confident that his research in this area will help the Indian industry and practitioner community in the coming years.

**Ranjit Shahani**  
Former Vice Chairman and MD Novartis

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**EY**

Partnership to establish the Initiative for Emerging Market Studies (IEMS) to study the impact of macroeconomics in their respective economies and global economies.

- Fifteen projects funded
- Four research articles published.
- Academic areas covered - strategy, finance, operations, marketing and accounting.

I believe that our collaboration will provide both Governments and businesses with the insights that can help them shape their future agenda for growth in these markets.

**Rajiv Memani**  
Chairman EY India and Chairman, Global Emerging Markets Committee

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**SHAKTI SUSTAINABLE ENERGY FOUNDATION**

**CLEAN ENERGY LAB WITH SHAKTI SUSTAINABLE ENERGY FOUNDATION**

Incubation Program for civil society organizations to create policy impact

The Clean Energy Lab – an initiative by Indian School of Business and Shakti Sustainable Energy Foundation – is India’s first incubation program to support exceptional emerging leaders focused on creating research focused not-for-profit institutions (thinktanks) in the area of clean energy. In 2018, Clean Energy Lab is incubating five Fellows with exceptional ideas to work across various clean energy themes. The Lab is supporting the Fellows to build their ideas into scalable institutions which would create research and evidence-based policy impact in the area of clean energy in India.

- 120+ applications received, 7 shortlisted finalists and 5 final fello

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**Names for 5 shortlisted Startups**

- Centre for Sustainability, Policy & Technology Management (SusPoT)
- The Batti Ghar Foundation
- Climate Think
- Bask Research Foundation
- GRIDLABS Research Foundation

**Titles of the projects**

- The Shakti clean energy lab-an incubator for impact at Indian School of Business
- Assessment of cost and benefits of other energy resources vis-a-vis renewables
SREI INFRASTRUCTURE CLUB

The Srei Infrastructure Club enhances applied learnings of the PGP students at ISB in the area of infrastructure

- The student-led club that aims to make its members business-ready by developing skill-sets required to excel in the real estate & infrastructure sector
- The club has 57 members from PGP Co 2019 across Hyderabad and Mohali
- The Club organized 3 Study treks (Hyderabad, Mumbai and Dubai), conducted a case competition during Advaita (ISB’s flagship management fest and facilitated multiple speaker sessions by industry veterans during the first half of the 2018-19 school year
- The strength of club members has increased by almost 87% as compared to last year. (28 in co19 as compared to 15 in co18)

Srei believes in providing the best learning opportunities to the brightest minds of the country. We chose to support ISB in that endeavour. Our relationship with ISB started a long time ago in 2013. We were looking to foster Professional best practices in Infrastructure Finance and related industries. We wanted to bring awareness regarding key issues and a better understanding of the challenges and opportunities that this field involves. I was impressed by the functioning of the professional clubs at the School, which provide an excellent platform for students to make their learning from classroom applicable to various functions and industries. We knew that even the best educational institutions need partnerships and support to make learning a well-rounded experience for their graduates. Over the past four years, we have supplemented ISB’s efforts to provide real life learning opportunities to students who are keen to pursue a career in the infrastructure sector. Through our support, students of the Srei Infrastructure Club have been able to go on study treks, listen to industry experts, and participate in several competitions which has honed their skills to become better professionals. In each of my interactions with students and the ISB community, I have come back impressed about the impact that our giving has created in making a world-class education better. I am delighted for my support to ISB and look forward to a long relationship with the School.

Hemant Kanoria, Chairman and MD, Srei Infrastructure Finance Ltd.

BENEFICIARY SPEAK

The SREI Infrastructure Club is consistently voted as one of the top clubs on campus by PGP students. The Club owes this success to SREI’s contributions, which have enabled us to organize domestic and international study treks, industry speaker events and case competitions.

Sachi Chander Nekkanti, Club President (Hyderabad), PGP Co 2019

SREI Infrastructure club has come out of the shadows of being a niche club and has diversified into infusion of tech and finance in construction industry. International and domestic treks have helped the club members to widen their horizon of industrial connect and create synergies between the theoretical learnings and practical approach in the industry.

Sounak Kundu, President, SREI Infrastructure Club (Mohali), PGP Co19
TUITION GRANTS AT ISB

SHAPOORJI PALLONJI

On the occasion of 150 years, Shapoorji Pallonji instituted an endowment to financially support students based on merit or need criteria. Four tuition grants have been awarded since 2014.

BENEFICIARY SPEAK:

I would like to take this opportunity to thank you for your generosity in funding my Shapoorji Pallonji scholarship that I received for my academic year in ISB. I feel very fortunate to have been chosen for the scholarship and would like to express my heartfelt gratitude. By awarding this scholarship, you have reduced my financial burden, which allows me to focus on my studies and not worry about how I shall be paying for school. By lightening my financial burden, you have made it possible for me to concentrate on the important aspect of ISB, learning. Moreover, my sister’s education can be completed without any worries, thanks to your benevolent gesture. This has brought a sense of relief and gratitude to me and my family as well. I understand the importance and the responsibility I have towards you, my family and the organization I shall be working for in the future. When I graduate, I hope that I can use what I have learned in ISB to make a difference in others’ lives, the same way that you have made a difference in mine. Your generosity allows me to be one step closer to my goal and has inspired me to help others by giving back. helped me.

Sekhar Sarma, PGP Co 2019

BHARAT FORGE LIMITED

Bharat Forge Limited has instituted Lakshya Scholarship for Women to financially support the student of PGP programme for 5 years, commencing from Class of 2020.

AT&T GLOBAL NETWORK SERVICES INDIA

Instituted tuition waivers “AT&T Tuition Waiver” to the students of PGP programme, who should be from IT/Technology, Media/Communication or women, commencing from PGP Class of 2020.

“For AT&T, social responsibility is a holistic commitment from the business – covering people, planet and possibilities. AT&T is committed to creating a more equitable and inclusive society by supporting the processes that leads to sustainable transformation and social integration. AT&T supports proven education, mentorship and volunteering programs to unlock these possibilities. With this vision, we are happy to partner with Indian School of Business (ISB) for the same by instituting tuition grants to make world-class management education affordable and accessible to many. Besides the recipient students themselves, our support will indirectly impact the lives of those that they will touch as business leaders later in their lives.”

Sanjiv Bhagat
Vice President - ASEAN at AT&T Global Network Services India

Sanjiv Bhagat, Vice President - ASEAN, AT&T Global Network Services India
ISB has significantly improved the quality of business education in India. These students will impact the future of India. D’decor has complete understanding that higher education has a cost which can truly be funded by those whose lives have been transformed by the success achieved by acquiring the right education and values.

**D’DECOR**

Supported four need based tuition waivers for PGP Co2019

**BENEFICIARY SPEAK**

“I sincerely thank Indian School of Business and D’Décor for allowing me a fee waiver for my admission to ISB PGP 2018-19. I am very grateful to receive this waiver as it is helping me pay for school. I look forward to having a year full of learning at ISB and giving back to the community in the years to come. Thank you.” **Soumya Choudhary**, PGP Co 2019

“We are happy to offer to the Citigroup Scholarships to such outstanding students. We believe that education is one of the most valuable vehicles to accelerate economic growth and are proud to extend our support to these young scholars. While they have already gained work experience in India, an ISB degree will get them international exposure too ensuring their success in different environment around the world. I wish them the very best”

**CITIGROUP**

Established an endowment in 2000 to provide financial aid to PGP students. The endowment has helped sixty two students until FY 207-18, out of which four were given out in to PGP Co 2018.

“Thank you for your generous financial support towards my higher education. I am a Mechanical engineer who plans to pursue a career in Marketing function. I am currently pursuing PGP with majors in Marketing & Strategy. After graduation, I want to work with FMCG giant as a Brand Manager with hopes of making a mark by adding significant value to the organization & consumers.

By awarding me the Hilti Scholarship, I am able to concentrate on what is important for me, education. The financial generosity has allowed me to be one step closer to my goal and has inspired me to help others by giving back to the community. I hope one day I will be able to help other students achieve their goal just as Hilti have helped me.”

**HILTI INDIA PVT LTD**

Supported four need based tuition waivers for PGP Co2019

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**Mr. Nanoo Pamnani,**

CEO & Global Consumer Bank Head - India, Citibank NA

(as stated while giving out the first Citi Scholarships at ISB in 2001.)

**Moomal Singh Rathore,** , PGP Co 2019
ENABLING A WORLD-CLASS ENVIRONMENT THROUGH INFRASTRUCTURE UPGRADE

GODREJ CONSUMER PRODUCTS LTD
Supported the School with a grant to set up telepresence facilities for enhanced learning through world-class technology.

BAJAJ AUTO LTD
Supported the School with funds towards enhancing the learning facilities and various knowledge platforms. The funds were used to support the School’s library by procuring and maintaining a rich collection of books, journals, database and AV resources.

BENEFICIARY SPEAK
LRC provides that consolidated dose of knowledge and helps prepare for classes and everything else. An institute like ISB cannot imagine to function without a library.

Shubham Gupta,
Alumnus PGP Co 2016

Research is what generates knowledge, it is the knowledge that we impart to our MBA and FPM students. To be at the forefront, you need to produce knowledge yourself. We are grooming our students to be leaders and it helps if we ourselves can be leaders in our professions. To be the leaders we have to do research that is well cited. Research is helpful in debunking myths or in keeping perspectives. For all these reasons we require research for a school that aspires to be amongst the world-class leaders.

In this endeavour the Bajaj Auto Library ensures access and availability of top tier journals and a good base of databases so that it leaves the scholars for research with no apprehensions about producing top quality work here. The School consciously propagates the availability of these resources to the audiences outside. The LRC orients all involved with research towards a basic introduction and familiarity to its resources and their usage which lays the foundation to delve deep into the one, particular to their study.

Prof. Sanjay Kallapur,
Deputy Dean - Planning and Regulation;
Director of the FPM and IEMS

Adi Godrej, Chairman of the Godrej Group

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NAMED GIFTS

- Bharti Institute for Public Policy
- Chatterjee Lecture Theatre
- Godrej Auditorium
- HUL Lecture Theatre
- Bajaj Auto Library
- Rameshwarlal Khemka Auditorium
- MAX Lecture Theatre
- Munjal Institute for Global Manufacturing
- Max Institute for Healthcare Management
- Punj Lloyd Institute of Infrastructure Management
- Vidya Hora - Lecture Theatre
- Poonam & Prabhu Goel Dining Hall

Adi Godrej, Chairman of the Godrej Group
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## THEMATIC GIFTS

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## ENDOWMENT GIFTS

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<th>British American Tobacco</th>
<th>Endowment for supporting research projects</th>
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<tr>
<td>Climate Policy Initiative</td>
<td>Research cell to influence climate policy</td>
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<tr>
<td>DONORS</td>
<td>Financial aid to students</td>
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</tr>
<tr>
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<tr>
<td>Citi Foundation</td>
<td>Research grants to the Centre for Analytical Finance</td>
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<td>Dr. Reddy's Laboratories</td>
<td>DRL Cell for Employability and Skill Development</td>
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<td>State Bank of India</td>
<td>SBI Cell for Public Sector Leadership</td>
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<td>Wadhwani Foundation</td>
<td>ISB-The Wadhwani Centre for Entrepreneurship Development.</td>
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<td>IBM India</td>
<td>Service Science Collaboratory</td>
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<td>Biocon Foundation</td>
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<td>Endurance International Group</td>
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<td>Godrej Consumer Products</td>
<td>Infrastructure upgrade</td>
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<td>Goldman Sachs</td>
<td>Women entrepreneurship</td>
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<td>Govt. Of Telangana &amp; Govt. of AP</td>
<td>Technology Entrepreneurship Programme</td>
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<td>Laurus Labs</td>
<td>Teaching excellence and recruitment of faculty</td>
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<td>Shapoorji Pallonji &amp; Co. Pvt. Ltd.</td>
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<td>Novartis Chaired Professor of Marketing</td>
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<td>Shapoorji Pallonji &amp; Co. Pvt. Ltd.</td>
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<tr>
<td>Thomas Schmidheiny Centre for Family Enterprise</td>
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</tr>
</tbody>
</table>
FACULTY CONTRIBUTIONS

The Visiting faculty at the ISB have setup endowments to award tuition waiver to international students and to support research activities at School. Close to a hundred faculty from more than fifty universities have contributed towards these endowments.

BENEFACCTOR

Prof. Sridhar Seshadri Indian School of Business

PATRON

Dr. Bruce Phelps Prudential Global Investment Management

SPONSOR

Prof. N. R. Prabhala University of Maryland
Prof. S Swaminathan Drexel University
Prof. Bhagwan Chowdhry Indian School of Business

DONORS

Prof. M. Rammohan Rao Indian School of Business
Prof. Dipankar Chakravartl University of Colorado
Prof. Mariano M. Croce University of North Carolina
Prof. Ram Ganeshan The College of William and Mary
Prof. David Bell University of Pennsylvania
Prof. Rajagopal Raghunathan University of Texas at Austin
Prof. Vallabha Sambamurthy Michigan State University
Prof. V. Srinivasan Stanford University
Prof. Pradeep Bhardwaj University of Central Florida
Prof. Ram Rao University of Texas at Dallas
Prof. Madan Pillutla London Business School
Prof. Akbar Zaheer University of Minnesota
Prof. Krishna B. Kumar RAND Corporation
Prof. K. Sivaramakrishnan University of Houston
Prof. Vithala R. Rao Cornell University
Prof. Mary Lea McAnally Texas A&M University
Prof. Sundar Bharadwaj University of Georgia
Prof. S. Ramakrishna Velamuri China Europe International Business School
Prof. Sudhakar D. Deshmukh Northwestern University
Prof. Seoyoung Kim Santa Clara University
Prof. Surendra K. Mansinghka Redi Prof, University of California
Prof. Philip Zerrillo Indian School of Business

BENEFICIARY SPEAK:

It was sincerely honored for me to have been selected as a recipient of Visiting Faculty Scholarship. I was immensely happy to know the existence of such a fund for supporting international students across the world and this brings those aspirants one step closer to the goal. Receiving the scholarship surely pushed me back to challenge unexplored but potentially immense opportunity – learning in India. Since the inception, their cutting-edge knowledge from diverse backgrounds and exciting teaching style have inspired me to broaden eyesight and get a deeper insight for any kinds of expertise fields. Also, I truly enjoy meeting and interacting with you. Thus, I feel nothing is enough to thank you for everything you bring me.

2018 Visiting Faculty Scholarship Recipient- Fumitaka Tanaka, PGP CO 2019
CREATING IMPACT THROUGH ALUMNI GIVING

GIVING - THE BIG PICTURE

- ~50% % of Alumni Contributed
- ~5 CR Individual Gifts
- ~8 CR Collective Gifts
- ~13 CR Contribution towards the endowment fund

AREAS OF IMPACT

- 11 Facilities Created or renovated
- 40+ Students supported through financial aid
- 3 Research Fellowships Announced
- 1 Programme Supported

All figures are approximate and rounded off to nearest number.

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2018 Visiting Faculty Scholarship Recipient- Fumitaka Tanaka, PGP CO 2019
10600+ Alumni across PGP, PGPMAX, PGPMFAB, FPM and EFPM

41 countries Geographical distribution

83% India
17% Rest of world

23% Delhi
18% Bengaluru
13% Hyderabad
05% Chennai/Kolkata
24% Mumbai/Pune

75% Male
25% Female

05% Alumni at CXO level/top leadership

07% North America
03% UK/Europe
03% East Asia/South East Asia
02% Middle East

> 500 Alumni entrepreneurs/in family business

Prominent Industries

Finance
Consulting
Technology
E-Commerce
Healthcare
ALUMNI ENGAGEMENT

ISB Connections
Alumni interaction with senior leadership

CXO Circle Engagement
Students, faculty and senior leadership meetings with top 6% of alumni

11 Special Interest Groups
Healthcare/Pharma
Family Business Technology
Entrepreneurship ISB for Good
Manufacturing/Operations Real Estate & Infrastructure Public Policy Human Capital Business Analytics Finance

Social Events
Alumni networking

Alumni Communications
Alma Matters, Alumni Portal, Social Media, E-mail

Solstice
Annual alumni reunion

Alumni-School Engagement
L&D, admission interviews, placements, guest speakers

Equinox
Annual alumni learning event

Alumni-Servicing
Single point of contact to address alumni requests: alumni_relations@isb.edu

Life-long Learning Services
Webinars, workshops, round-tables, conclaves
THE ALUMNI ENDOWMENT FUND

ISB's endowment levels are not currently at par with other top global business schools. Endowments are crucial for financial freedom and long-term sustainability of our activities. The Alumni Endowment Fund was seeded with the generous support from PGP Co 2004. The Alumni Endowment Fund support tuition waivers and research fellowships at the school. The Fund has so far supported around 40 tuition waivers and 8 research fellows at the ISB.
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CREATING IMPACT THROUGH ALUMNI GIVING

BELIEVING IN BUILDING A STRONG ENDOWMENT

AMIT KHANNA - ALUMNI BENEFACTOR (PGP Co 2004)

Amit Khanna has been one of the earliest supporters of the School; starting a scholarship to support financially deserving students of the PGP. Having believed in the importance of building a strong endowment for the success of the School, Amit contributed ₹29 lakhs through annual givings earlier and ₹50.1 lakhs to the Alumni Endowment Fund; Through his giving, the Phoenix Nurture India Scholarship has so far supported seven students. The Phoenix Nurture India Scholarship was awarded to Aayush Kedia, PGP Co 2019.

The realisation and the urge to give back to ISB, the institution which defined a large part of me, was never stronger than when I made business and life changing decisions, which were supported by the experiences that I had gained at the school, both in and out of the classroom. It was a good milestone to look back and think about and thank everyone - individuals and institution which had made me reach this stage in life.

I started with giving to the school through an annual need based scholarship in the year 2011, The “Phoenix Nurture India Scholarship” which went towards providing an opportunity to an applicant to benefit from the world-class ISB experience which they would not have had otherwise for want of funding. Through this we have, over time, made a difference in the life of eight applicants.

Having given back to the school through this mechanism for eight years and also realising that the same number of years have been added to my age, I realised that the impact that I intend to make should not just be limited to my ability to provide this funding every year, but should be perpetuated so that it can withstand the test of time and also my own lifespan. This led me to institutionalise the scholarship as an endowment, supporting the annual giving to perpetuity. We now have 1-2 scholarships given every year from the income generated from the endowment set up under the Phoenix Nurture India Scholarship, keeping the original corpus intact. This ensures that the intent to give back is not just transient but will also perhaps serve as an example for alumni giving.

Till today, my giving to ISB was anonymous at my request. I change this principle today to encourage and invite my fellow alumni to consider giving back to the school. I hope the eight lives that I have been able to directly impact would serve as an example of what can be done when you decide to support the school and give back to your alma mater.

Amit Khanna
CEO InterGlobe Real Estate (PGP Co 2004)
The way this scholarship has helped me is that it has given me the opportunity to explore options that I wouldn't have considered otherwise. I am planning to apply for an international exchange programme. Apart from that, I'm less concerned about the additional expenses here. Considering the fact that ISB’s fee structure is a bit on the higher end and excludes food, books, etc, this waiver helps me eat/purchase books, etc without worrying too much about the amount I spend each day. All this has made the experience more enriching than what it would have been otherwise. I am grateful to Amit Sir and ISB for this scholarship.

Aayush Kedia, PGP Co 2019, Recipient of the Phoenix Nurture India
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Aayush Kedia, PGP Co 2019, Recipient of the Phoenix Nurture India Scholarship

Words cannot express how happy and grateful I felt when I was awarded the prestigious Jagannath Arora scholarship. It helped me in getting a step closer to my dream of pursuing management education from a premier B-school like ISB. It gives me immense joy to know that a great business leader like Neeraj Arora believes in my future leadership potential and my future dreams. Thank you for the wonderful opportunity and honor!

Susruta Meka, PGP Co 2019, Recipient of the Jagannath Arora Scholarship

For me ISB was the place that gave me the basics of how to build a company. It also opened up opportunities for me to look at functions that I had no direct experience in before I went to ISB. This school holds a special place for me in my life - not only did I learn a lot, I also became part of a network that I have relied on over the years. So to make the school even stronger, I would like to give back and continue to do so in the coming years.

Neeraj Arora, Investor

Neeraj has created a legacy endowment for scholarship in the name of his father. This is known as “Jagannath Arora” scholarship and will provide financial aid to a need based female student each year for perpetuity.
CASCADING THE IMPACT OF MANAGEMENT EDUCATION

Ever since I realised I wanted to become an entrepreneur, my dream was to study at ISB. The Deepak Parayenken Scholarship has helped me achieve that dream. Being one of the younger students at ISB, the Deepak Parayenken Scholarship made it a no-brainer to choose ISB. It also assured me as I did not need to burden my parents with added financial pressures. Attending ISB has allowed me to learn the crucial skills required of an entrepreneur.

ISB has also allowed me the opportunity to explore various interests some of which I would have never realised elsewhere. Being a co-owner of an ISL team and handling funds worth INR 15L and a team of 60+ players has given me an indispensable experience in a managerial role. ISB has also given me the platform to explore and hone my talents, be it stand-up comedy, sports, or rapping.

I will forever be grateful to both ISB and the scholarship that allowed me to have the opportunity of a lifetime.

- Shaurya Kumar Mittal, PGP Co 2019, Recipient of the Deepak Parayenken Scholarship

Alumni Endowment Fund

At the very onset I would like to thank ISB for placing trust in my abilities and selecting me for this scholarship program. I am extremely grateful to the ISB alumni for their generous funding in helping students like me pursue further education.

There was not an element of doubt that if I were to do an MBA, I would do it from ISB; but one of my main concerns was sourcing funds to do an MBA and in that respect the tuition fee waiver came as an encouragement. This relaxation did not only help me fund my MBA but also motivated me to work harder to achieve my goals. I deeply appreciate this gesture of the ISB alumni and will try to meet the expectations. Once again, a heart felt thank you for this initiative.

- Vikramjeet Bhattal, PGP Co 2019, Recipient of the Alumni Endowment Fund

PGP Co 2015

The PGP Co 2015 instituted the start-up fund to support students, who want to start-up their own ventures, for their living expenses for a year.
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The PGP Co 2015 instituted the start-up fund to support students, who want to start-up their own ventures, for their living expenses for a year.

Aditya Shembekar Scholarship

Alumni of PGP Co 2013 and family members of Aditya Shembekar came together to institute the Aditya Shembekar Scholarship. The first scholarship was awarded to Rohan Dev Talwar, PGP Co 2017.

"I thank you again for considering me a worthy recipient of this waiver. It has genuinely eased the financial pressure of the program from me and has helped me focus better on my education. I do not take this scholarship for granted, and I intend to do my best at ISB. I promise that the confidence you have shown in me will not go in vain, and I will work hard to make the most of this opportunity. This scholarship has also inspired me to help others in the future, the way ISB and Mr. Aditya Shembekar have helped me.

I will be forever grateful to ISB and Mr. Aditya Shembekar for playing such a significant role in helping me achieve my goals."

- Ashish Khetani, PGP Co 2019

The Alumni so far have supported over PGP 40 students by providing them financial aid. By enabling tuition waivers, ISB alumni have passed on the benefit of a world-class management education to several others who may not have access to top-tier educational institutions.

- Prerit Varun was on the ISB Merit List for the core terms.
- He is currently a Junior Associate at McKinsey
“The Alumni Endowment Fund (AEF) supports research excellence at ISB by awarding the ISB Alumni Endowment Research Fellowship for two years. Prof. Krishnamurthy Subramanian was awarded the first research fellowship from the AEF in the FY 2014. Prof. Krishnamurthy Vaidya Nathan has been awarded the research fellowship for FY 2018.

Prof. Krishnamurthy Vaidya Nathans
Recipient of Alumni Endowment Fund Research Fellowship 2018
Prof. Krishnamurthy Subramanian  
Recipient of Alumni Endowment Fund Research Fellowship 2014

Prof. Sarang Deo  
Recipient of Alumni Endowment Fund Research Fellowship 2016

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The ISB has two state-of-the-art campuses, one in Hyderabad and the other in Mohali. Both the campuses provide world-class academic and residential facilities that help create a perfect balance between the rigours of intense learning and an enriching campus life. The two campuses operate as a single entity, with the same commitment to world-class programme design and delivery, effecting seamless integration through inter-campus exchanges and virtual connectivity. The Hyderabad campus, designed by John Portman and Associates and the Mohali campus by Perkins Eastman, adhere to the international building and educational facility operating standards. The Mohali campus and the new extensions at the Hyderabad campus are designed to meet the LEED Gold sustainability criteria.

Over the years, many students have contributed towards infrastructure upgrade of the campuses through their class gifts.

- Class of 2008 Lounge from PGP Class of 2008
- Class of 2009 Amphitheatre from PGP Class of 2009
- Wooden Flooring of Basketball court and leveling and resurfacing of football ground, Hyderabad Campus from PGP Class of 2012
- Renovation of Music Room, Hyderabad Campus and towards Level 13 Lounge, Mohali Campus from PGP Class of 2013
- Mohali Music Room from PGP Class of 2014
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- Gazebo, Mohali Campus from PGP Class of 2017
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The school recognises all Alumni Contributions (Individual, Class) in the donor board at both campuses as per the following criteria.

### Class Recognition

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<tr>
<th>Nomenclature</th>
<th>Giving Level</th>
<th>Participation Rate</th>
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<tbody>
<tr>
<td>Alumni Benefactor</td>
<td>₹ 1 Crore</td>
<td>&gt;= 20%</td>
</tr>
<tr>
<td>Alumni Patron</td>
<td>₹ 50 lakhs to ₹ 1 Crore</td>
<td>&gt;= 20%</td>
</tr>
<tr>
<td>Alumni Sponsor</td>
<td>₹ 25 lakhs to ₹ 50 lakhs</td>
<td>&gt;= 20%</td>
</tr>
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<td>Alumni Donor</td>
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### Individual Recognition

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<td>Alumni Benefactor</td>
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<tr>
<td>Alumni Patron</td>
<td>₹ 10 lakhs to ₹ 25 lakhs</td>
</tr>
<tr>
<td>Alumni Sponsor</td>
<td>₹ 5 lakhs to ₹ 10 lakhs</td>
</tr>
<tr>
<td>Alumni Donor</td>
<td>₹ 1 lakh to ₹ 5 lakhs</td>
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### Our Supporters

<table>
<thead>
<tr>
<th>Benefactor</th>
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<th>Sponsor</th>
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<tbody>
<tr>
<td>Neeraj Arora PGP Co 2006</td>
<td>Muzammil Rafique Esmail PGP Co 2007</td>
<td>Aju Jacob PGPMAX Co 2011</td>
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<td></td>
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<td>Sireesha Yadlapalli PGP Co 2008</td>
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<td></td>
<td></td>
<td>Bijai Jayarajan Founding Class</td>
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<td></td>
<td></td>
<td>Nalin Jain Founding Class</td>
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<tr>
<td></td>
<td></td>
<td>Tarun Ramesh Davda PGP Class of 2009</td>
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<tr>
<td></td>
<td></td>
<td>Founding Class</td>
</tr>
</tbody>
</table>
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<td>&lt; 50 lakhs</td>
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<tr>
<td>Aditya Malkani</td>
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<tr>
<td>Neeraj Arora</td>
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<td>Aju Jacob</td>
<td>PGP Co 2011</td>
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<tr>
<td>Deepak J Parayanken</td>
<td>PGP Co 2011</td>
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<td>Srikiran S. Raghavan</td>
<td>PGP Co 2011</td>
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### Founding Class

- Tarun Ramesh Davda (PGP Class of 2009)

### Donors

<table>
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<tr>
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<tr>
<td>Aakash Chaudhry</td>
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<td>Aakash Shah</td>
<td>PGP Co 2006</td>
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<td>Adarsh Jhunjhunwala</td>
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<td>Akshay Sonthalia</td>
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<td>Amit Khanna</td>
<td>PGP Co 2004</td>
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<td>Anand Arvind</td>
<td>PGPMAX Co 2011</td>
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<td>Anand Karnam</td>
<td>PGPMAX Co 2014</td>
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<td>PGP Co 2006</td>
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<td>Anoop Vijaykumar</td>
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<td>Anshuman Biyani</td>
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<td>Anurag Gupta</td>
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<td>Ashish Desai</td>
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<td>Ehteshamul Haque</td>
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### LIST OF ALUMNI WHO CONTRIBUTED DURING THE YEAR APRIL 2018 TO MARCH 2019 (PGP, PGPPRO, PGPMAX & PGPMFAB)

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Aaditya Singhal
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Aakash Sultania
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Supporting new or existing research and establishing named Faculty chairs

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The ISB Well-wishers’ Trust (“Trust”) is set up as a private trust for the sole benefit of the ISB. The objective of the Trust is to hold, sell, purchase, exchange of shares/equities/stocks and to invest donations in financial instruments such as shares/stocks/securities etc. The Trust’s objective is also to donate the proceeds of the sale of financial instruments, shares and any other income to ISB. The Board of Trustees comprise of the following members

The Trust’s investments are guided by an investment policy which is approved by its Trustees.

Registered address ISB Wellwishers’ Trust, New Admin Block, ISB, Gachibowli, Hyderabad, 500032

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- Unrestricted Support
- Establishing named Faculty chairs
- Supporting new or existing research and education initiatives in thematic areas
- Providing financial aid to student

Besides donors can provide unrestricted contributions to the School. The School is committed to provide appropriate recognition to our donor through various avenues, by naming infrastructures and, or naming initiatives.

For your contributions and support to the School please reach out to the Office of Development at isb_development@isb.edu
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The ISB brand is now represented by a network of 10,600+ accomplished alumni working in leading companies, government and non-profits spread over 40+ countries worldwide. Over 440+ alumni are running their ventures. The school actively supports the development of its alumni through lifelong learning programmes combined with career development and other activities. The alumni too take an active interest in the School, lending their time and resources to participate in various school initiatives, including admission interviews, mentoring students, providing scholarship opportunities, hiring students and more.

500+ alumni at CXO levels and top leadership roles
Your Network Around the World

The ISB brand is now represented by a network of 10,600+ accomplished alumni working in leading companies, government and non-profits spread over 40+ countries worldwide. Over 440+ alumni are running their ventures. The school actively supports the development of its alumni through lifelong learning programmes combined with career development and other activities.

500+ alumni at CXO levels and top leadership roles

500+ entrepreneurs in energy, IT products and services, pharma, bio-tech, private equity, travel and tourism, infrastructure, education etc.

10,600 alumni in 40+ countries across the world
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