

Indian Institute of Management Ahmedabad



PGP Placement Report

Finals 2017

BWR/IIMA/HO/RR/0007/2017-18
August 31 2017

The Chairperson
Placement Office
Indian Institute of Management
Vastrapur, Ahmedabad – 380015
Gujarat

Madam,

Re: Audit of Placement Report for 2017 placements of Post Graduate Programme in Management (PGP) Programme

We have audited the Placement Report prepared by you on the final placement (based on offers received and accepted on campus) of students in 2017 of the Post Graduate Programme in Management (PGP) of the Indian Institute of Management, Ahmedabad (IIM-A). The Placement Report is the responsibility of IIM-A. Our responsibility is to validate the information provided in the report with the relevant documentation, and comment on the Placement Report's conformance with the Indian Placement Reporting Standards (IPRS) Revision 2.1.

In this context, we confirm the following:

1. For the purpose of the audit, we have obtained all the information and explanations, which to the best of our knowledge and belief, were necessary. In our opinion, the Placement Report complies with the Indian Placement Reporting Standards Revision 2.1.
2. The validation of information presented in the report is based on communication received by IIM-A from recruiting companies. Brickwork Ratings (BWR) has not independently sourced any information or documentation.
3. We have verified the information with respect to job location, function and remuneration presented in the report with communication received from recruiters.
 - a. The information has been categorised as best as possible under different salary heads as given in the IPRS Revision 2.1; where a break-up was not available, the salary has been considered only as 'Maximum Earning Potential'.
 - b. For 23 students, stock options have been mentioned with details on how much vests in the first year. Hence, the amounts relating to stock options have been considered to arrive at 'Maximum Earning Potential'.
 - c. The acceptance of offers and number of students opting out of the placement process has been established through written communication from those students.
4. We have only audited the salary figures in the placement report and not the report's overview section, which explains the placement process.

Thank you

Best Regards,

A handwritten signature in blue ink, appearing to read "Rajee R".

Rajee R
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Overview

The placement process for the graduating batch of the Post Graduate Programme (PGP) in Management at IIM Ahmedabad was successfully completed within three clusters. The third and final cluster was held on 19th February 2017. The placement process, with the concept of “Dream Application”, allowed students to choose the sectors and functions of their choice for their final placement. There were 110 dream applications during 2017 placement season. The successful completion of the recruitment cycle for the batch of 400 students stands testament to the high quality of students at the institute and the robust nature of the placement process that provides adequate flexibility to both students and recruiters.

Placement process

The placement process was conducted in two stages. The first was the laterals process where firms interviewed students with prior work experience and offered them mid-level managerial positions. The second stage was the final placement process where firms were grouped into cohorts based on the profile offered, and groups of cohorts were invited to campus across different clusters.

Laterals process

About 45% of the batch was eligible for lateral placements, which provided students an opportunity to optimally leverage their work experience. The laterals process included 30+ firms from diverse sectors such as Analytics, Banking & Financial Services, Consumer Services, Internet & E-commerce, Management Consulting, Pharmaceuticals and Technology. Firms which participated in the laterals process included *Aditya Birla Group*, *TAS*, *Alvarez & Marsal*, *Amazon*, *Matrix Partners*, *Microsoft*, *Ola* and *Star TV India* amongst others.

Sectoral overview

More than 120 firms made offers in the placement process in 2017 including the laterals process. Companies from multiple sectors across different geographies hired candidates for a wide range of functions. Recruiters in the management and niche consulting domain

included *Accenture Strategy, A.T. Kearney, Bain & Co., McKinsey & Co. and Oliver Wyman* among others. Prominent recruiters in the investment banking and markets space include *Citibank, Credit Suisse, Deutsche Bank, Goldman Sachs, JP Morgan, Kotak IB and Standard Chartered*. Among the Banking, Financial Services & Insurance recruiters, *American Express, FinIQ, Fullerton and RBL* were some of the recruiters who extended offers. Sales and marketing roles were offered by the regular recruiters like *Airtel, Asian Paints, HUL, ITC, Nestle, P&G, and Reckitt Benckiser* among others. The general management cohort saw participation from *Aditya Birla Group, Tata Administrative Services, C.K. Birla and Mahindra & Mahindra*. The Enterprise Tech and Consumer Tech cohorts saw participation from firms like *MobiKwik, Rivigo and Sprinklr* among others. 40+ first-time recruiters also participated in the placement process.

Top recruiters

Firms which made the most offers on campus included *Accenture Strategy, Amazon, Bain & Co., McKinsey & Co. and The Boston Consulting Group*. Amazon made the most offers at the end of the final placement process with 18 offers. *McKinsey & Company* made the highest number of offers in the Consulting domain, with 15 offers. Among global banks, *Goldman Sachs* was the largest recruiter, having picked 9 students. In the sales and marketing domain, *HUL* extended 7 offers followed by *Procter & Gamble, SC Johnson and Samsung*, with 6 offers each. With 10 offers, *TAS* was the largest recruiter in the General Management cohort. *Sprinklr* extended 9 offers in the Consumer Tech cohort.

Entrepreneurship

IIM Ahmedabad has always encouraged students to take up entrepreneurship as a career and this year, seven students opted out of the placement process to start their own ventures under the guidance and mentorship of *Centre for Innovation Incubation and Entrepreneurship (CIIE)*. The start-ups are in various sectors like adventure tourism, data analytics, e-commerce, food processing among others. In line with its culture of fostering entrepreneurship, IIM Ahmedabad offered a placement holiday to these students, wherein they would be allowed to participate in placements in one of the next two years in the event that their venture does not work out.

The IPRS Initiative

The Indian Placement Reporting Standards (IPRS) is an initiative that aims to provide transparency and authenticity in placement reporting across B-schools, through the means of audited placement reports. Please visit the [IPRS website](#) to know more.

IIMA would like to thank all its recruiters for their participation in the year's placement process and their cooperation with the IPRS initiative.

1. Classification of Students

1.1 Classification of the Entire Placement Pool

Categories	Number
1. Sought Placement through the institute	386
1a. Students in PGP Programme Graduating in 2017	370
1b. PGP and Dual Degree students graduating in 2018*	12
1c. Students returning from Placement Holiday	1
1d. Students from University abroad**	2
1e. Previous year students	1
2. Did not seek Placement through the Institute	14
2a. Company sponsored or already employed	0
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship	7
2e. Returning to/joining family business	0
2f. Sought placement outside the campus placement process	1
2g. Did not seek placement for other reasons	6
Total students eligible for placements	400
Total offers accepted	386
Students still in process	0
Total who did not seek placement through the institute	14

Table 1.1: Classification of the entire placement pool

* Students opting for a dual degree programme will graduate from IIM Ahmedabad in 2018, a year after the students of the PGP programme. However, they are eligible to participate in the placement process in the current year (2017). Hence, dual degree students graduating in 2018 have been included among those eligible to participate in the placement process.

** "Students from universities abroad" (both Dual Degree and term exchange) are students who have come from universities abroad to pursue education at IIM Ahmedabad, either for one year or one term.


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1.2 Classification of the Entire Graduating Pool

Categories	Number
1. Total students graduating in 2017	401
1a. Students in PGP programme graduating in 2017	380
1b. Students of previous years (dual degree and others) graduating in 2017	13
1c. Dual degree students from abroad graduating in 2017	8
2. Students graduating in 2018 and eligible for placements in 2017	13
3. Total students eligible for placements	400
3a. PGP Programme students graduating in 2017	383
3b. PGP students graduating in 2018 eligible for placements in 2017	12
3c. Students from universities abroad	2
3d. Students returning from Placement holiday	2
3e. Previous year students	1
Total who sought placement through the institute	386
Total who did not seek placement through the institute	14

Table 1.2: Classification of the entire graduating pool

2. Sector-wise Classification

Sector	Number of Offers		
	Domestic	International	Total
Banking, Financial Services and Insurance (BFSI)	58	7	65
Conglomerates	41	7	48
Consulting	103	0	103
Consumer goods (FMCG)	53	3	56
Engineering / Technology	2	0	2
Environment & Energy	2	0	2
Information Technology (IT)	33	0	33
Logistics	3	0	3
Manufacturing	3	0	3
Media/Communications	6	0	6
Online Services	23	0	23
Pharmaceutical/Healthcare	5	0	5
Real Estate	2	1	3
Telecom	9	0	9
Others*	25	0	25
Total	368	18	386

Table 2.1: Classification of offers based on sector

* Others includes Edutech, Infra equipment, Mobile wallets, and online gaming sectors


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3. Function-wise Classification

Function	Number of Offers		
	Domestic	International	Total
Business Development	16	9	25
Consulting	99	0	99
Finance	60	2	62
General Management	50	4	54
Marketing / Sales	68	3	71
Operations	21	0	21
Product/Category Management	29	0	29
Research & Advisory	2	0	2
Strategy	13	0	13
Supply Chain Management	2	0	2
Systems / IT	2	0	2
Others*	6	0	6
Total	368	18	386

Table 3.1: Classification of offers based on function

* Others includes Content and Digital marketing functions

4. Location-wise Classification

4.1 Classification of International Locations

International Location	No. of offers accepted
Hong Kong	1
Malaysia	3
Nigeria	4
UAE	9
USA	1
India	368
Total	386

Table 4.1: Classification of offers based on international locations


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4.2 Classification of Domestic Locations

Domestic Location	Number of offers accepted
Ahmedabad	3
Bangalore	24
Chennai	6
Delhi NCR	41
Hyderabad	10
Kota	2
Mumbai	80
Nagpur	1
Pan India	170
Pune	15
Ranchi	1
TBD*	15
Total	368

Table 4.2: Classification of offers based on domestic locations

* TBD means the location data was not available with us at the time of auditing

5. Salary Data

5.1 Salary Heads – Domestic (INR)

Salary Head	Min	Max	Median	Mean	Data
Fixed Yearly Cash Component	8,50,000	50,00,000	17,50,000	18,26,362	368
One time Cash Payment	50,000	7,00,000	3,00,000	2,98,269	192
Total Guaranteed Cash Component	8,50,000	53,00,000	19,00,000	19,81,980	368
Maximum Earning Potential	9,00,000	53,00,000	22,00,000	22,57,815	368

Table 5.1: Classification of salary heads – Domestic

5.2 Salary Heads – International (USD)

Salary Head*	Min	Max	Median	Average	Data
Fixed Yearly Cash Component	\$7,448	\$101,362	\$57,182	\$52,224	18
One time Cash Payment	\$5,449	\$10,000	\$8,169	\$7,849	14
Total Guaranteed Cash Component	\$7,448	\$109,536	\$65,351	\$58,328	18
Maximum Earning Potential	\$29,448	\$127,275	\$65,351	\$68,104	18

Table 5.2: Classification of salary heads – International

* For International salaries, all conversions to USD are made as per average of closing rates in June 2016. Data is sourced from International Monetary Fund & Bloomberg (Links: https://www.imf.org/external/np/fin/data/rms_mth.aspx?, <http://www.bloomberg.com/quote/USDHKD:CUR>)

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Description of Salary Heads

- 1. Fixed Yearly Cash Component:** This is a total of the annual basic salary and additional guaranteed cash components. These additional components include cash payments and allowances that are part of the annual package. The term guaranteed signifies that the amount is certain unless, there is an overall pay revision. The components falling under this salary head are final and are not related to performance.
- 2. One-time Cash Payment:** This head indicates the value of the remuneration given to a candidate as one time cash benefit mostly at the time of joining.
- 3. Total Guaranteed Cash Component:** This is the sum of fixed yearly cash component and one-time cash component.
- 4. Maximum Earning Potential:** This is the sum of total guaranteed cash component, maximum possible-linked variable pay and all other components of salary that are a part of the offer.

5.3 Salary Statistics at Purchasing Power Parity (PPP)

Salary in USD at PPP*	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	48,851	304,598	109,195	113,907	368
Non-INR salary (Total guaranteed cash component)	25,505	178,161	109,536	100,488	18
Combined INR and non-INR salary (Total guaranteed cash component)	25,505	304,598	109,195	113,281	386
INR salary (Maximum Earning Potential)	51,724	304,598	126,437	129,760	368
Non-INR salary (Maximum Earning Potential)	47,505	344,828	126,316	119,192	18
Combined INR and non-INR salary (Maximum Earning Potential)	47,505	344,828	126,437	129,267	386

Table 5.3: Salary Statistics at PPP adjusted exchange rates

* As per the PPP conversion rate for 2016 for all the available currencies from the World Development Indicators (WDI) database of the World Bank. Data is sourced from <http://wdi.worldbank.org/table/4.16>


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5.4 Sector-wise Classification of Salary – Domestic (INR)

5.4.1 Fixed Yearly Cash Component

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	12,00,000	35,56,000	18,00,000	18,91,021	58
Conglomerates	12,00,000	21,05,000	17,10,000	16,88,163	41
Consulting	13,00,000	50,00,000	22,00,000	21,12,383	103
Consumer goods (FMCG)	8,50,000	21,00,000	16,86,000	16,62,313	53
Engineering / Technology	13,05,150	13,05,150	13,05,150	13,05,150	2
Environment & Energy	10,91,666	15,30,000	13,10,833	13,10,833	2
Information Technology (IT)	10,88,000	25,00,000	18,50,000	18,96,606	33
Logistics	12,00,000	18,00,000	18,00,000	16,00,000	3
Manufacturing	15,00,000	15,00,000	15,00,000	15,00,000	3
Media/Communications	12,80,000	16,00,000	13,50,000	13,68,333	6
Online Services	14,00,000	30,00,000	16,50,000	17,77,826	23
Pharmaceutical/Healthcare	9,00,000	16,53,176	13,72,000	13,48,435	5
Real Estate	18,00,000	20,00,000	19,00,000	19,00,000	2
Telecom	12,35,000	15,30,000	15,30,000	14,97,222	9
Others*	9,00,000	18,00,000	16,00,000	14,91,680	25

Table 5.4.1: Sector-wise Classification of Fixed Yearly Cash Component – Domestic

*Others includes Edutech, Infra equipment, Mobile wallets, and Online gaming sector

5.4.2 One-time Cash Payment

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	1,00,000	2,00,000	1,88,832	1,76,317	21
Conglomerates	1,50,000	4,00,000	2,50,000	2,49,167	24
Consulting	50,000	6,00,000	3,00,000	3,27,174	46
Consumer goods (FMCG)	1,00,000	6,70,000	3,00,000	3,47,353	34
Engineering / Technology	1,50,000	1,50,000	1,50,000	1,50,000	2
Information Technology (IT)	50,000	5,00,000	5,00,000	3,55,263	19
Logistics	5,00,000	5,00,000	5,00,000	5,00,000	1
Manufacturing	1,00,000	1,00,000	1,00,000	1,00,000	1
Media/Communications	2,00,000	2,00,000	2,00,000	2,00,000	2
Online Services	1,00,000	7,00,000	3,00,000	3,36,250	20
Pharmaceutical/Healthcare	2,50,000	3,00,000	2,50,000	2,66,667	3
Real Estate	1,00,000	1,00,000	1,00,000	1,00,000	1
Telecom	3,50,000	3,50,000	3,50,000	3,50,000	8
Others	1,00,000	3,00,000	2,75,000	2,25,000	10

Table 5.4.2: Sector-wise Classification of One-time Cash Payment – Domestic

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[Signature]



5.4.3 Total Guaranteed Cash Component

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	12,00,000	36,75,000	19,00,000	19,54,860	58
Conglomerates	12,00,000	24,05,000	18,74,345	18,34,017	41
Consulting	13,00,000	53,00,000	23,00,000	22,58,500	103
Consumer goods (FMCG)	8,50,000	25,00,184	18,69,000	18,85,143	53
Engineering / Technology	14,55,150	14,55,150	14,55,150	14,55,150	2
Environment & Energy	10,91,666	15,30,000	13,10,833	13,10,833	2
Information Technology (IT)	11,00,000	30,00,000	19,50,000	21,01,152	33
Logistics	17,00,000	18,00,000	18,00,000	17,66,667	3
Manufacturing	15,00,000	16,00,000	15,00,000	15,33,333	3
Media/Communications	13,50,000	16,00,000	14,15,000	14,35,000	6
Online Services	14,00,000	32,50,000	19,50,000	20,70,217	23
Pharmaceutical/Healthcare	9,00,000	19,03,176	16,72,000	15,08,435	5
Real Estate	18,00,000	21,00,000	19,50,000	19,50,000	2
Telecom	12,35,000	18,80,000	18,80,000	18,08,333	9
Others	9,00,000	21,00,000	16,00,000	15,81,680	25

Table 5.4.3: Sector-wise Classification of Total Guaranteed Cash Component– Domestic

5.4.4 Maximum Earning Potential

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	13,20,000	45,00,000	21,00,000	22,31,919	58
Conglomerates	15,00,000	28,22,600	22,00,000	21,03,637	41
Consulting	16,70,000	53,00,000	24,00,000	25,05,505	103
Consumer goods (FMCG)	14,10,000	27,07,000	20,93,092	21,29,078	53
Engineering / Technology	14,55,150	14,55,150	14,55,150	14,55,150	2
Environment & Energy	12,11,186	17,00,000	14,55,593	14,55,593	2
Information Technology (IT)	11,00,000	38,64,234	22,00,000	24,64,643	33
Logistics	20,00,000	21,00,000	20,00,000	20,33,333	3
Manufacturing	17,00,000	20,25,000	17,00,000	18,08,333	3
Media/Communications	17,55,000	26,00,000	18,57,500	19,64,167	6
Online Services	14,00,000	41,20,000	22,75,000	23,94,783	23
Pharmaceutical/Healthcare	13,50,000	22,82,768	22,01,648	18,93,645	5
Real Estate	18,00,000	29,00,000	23,50,000	23,50,000	2
Telecom	14,00,000	21,00,000	21,00,000	20,22,222	9
Others	9,00,000	24,17,000	19,00,000	18,54,180	25

Table 5.4.4: Sector-wise Classification of Maximum Earning Potential – Domestic


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5.5 Function-wise Classification of Salary – Domestic (INR)

5.5.1 Fixed Yearly Cash Component

Functions	Min	Max	Median	Mean	Data
Business Development	9,60,000	18,05,000	16,00,000	15,23,769	16
Consulting	13,00,000	50,00,000	22,00,000	21,40,914	99
Finance	12,00,000	35,56,000	17,50,000	18,76,490	60
General Management	9,00,000	21,05,000	16,36,000	16,44,667	50
Marketing / Sales	8,50,000	21,00,000	16,20,605	15,94,463	68
Operations	12,00,000	25,50,000	16,50,000	17,28,233	21
Product/Category Management	12,80,000	30,00,000	18,50,000	20,43,655	29
Research & Advisory	17,00,000	18,00,000	17,50,000	17,50,000	2
Strategy	9,60,000	18,00,000	14,00,000	14,33,462	13
Supply Chain Management	16,00,000	16,00,000	16,00,000	16,00,000	2
Systems / IT	15,00,000	15,00,000	15,00,000	15,00,000	2
Others*	9,00,000	18,30,184	16,00,000	14,38,364	6

Table 5.5.1: Function-wise Classification of Fixed Yearly Cash Component – Domestic

* Others includes the functions of Content and Digital marketing

5.5.2 One-time Cash Payment

Functions	Min	Max	Median	Mean	Data
Business Development	1,50,000	1,50,000	1,50,000	1,50,000	6
Consulting	50,000	6,00,000	3,00,000	3,27,174	46
Finance	1,00,000	6,70,000	1,94,416	2,03,028	24
General Management	1,00,000	4,00,000	2,50,000	2,78,261	23
Marketing / Sales	1,00,000	6,70,000	3,00,000	3,19,318	44
Operations	3,00,000	7,00,000	3,00,000	3,55,263	19
Product/Category Management	1,00,000	5,00,000	4,25,000	3,40,625	24
Strategy	50,000	1,00,000	50,000	66,667	3
Supply Chain Management	1,00,000	1,00,000	1,00,000	1,00,000	2
Others	6,70,000	6,70,000	6,70,000	6,70,000	1

Table 5.5.2: Function-wise Classification of One-time Cash Payment – Domestic


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5.5.3 Total Guaranteed Cash Component

Functions	Min	Max	Median	Mean	Data
Business Development	9,60,000	19,55,000	16,00,000	15,80,019	16
Consulting	15,50,000	53,00,000	23,00,000	22,92,934	99
Finance	12,00,000	36,75,000	19,00,000	19,57,701	60
General Management	9,00,000	24,05,000	18,74,345	17,72,667	50
Marketing / Sales	8,50,000	25,00,184	18,10,303	18,01,081	68
Operations	16,00,000	32,50,000	19,50,000	20,49,662	21
Product/Category Management	14,80,000	31,25,000	21,00,000	23,25,552	29
Research & Advisory	17,00,000	18,00,000	17,50,000	17,50,000	2
Strategy	9,60,000	18,00,000	14,00,000	14,48,846	13
Supply Chain Management	17,00,000	17,00,000	17,00,000	17,00,000	2
Systems / IT	15,00,000	15,00,000	15,00,000	15,00,000	2
Others	9,00,000	25,00,184	16,00,000	15,50,031	6

Table 5.5.3: Function-wise Classification of Total Guaranteed Cash Component – Domestic

5.5.4 Maximum Earning Potential

Functions	Min	Max	Median	Mean	Data
Business Development	9,60,000	24,00,000	17,00,000	17,13,144	16
Consulting	17,00,000	53,00,000	24,50,000	25,33,909	99
Finance	13,20,000	45,00,000	21,00,000	22,28,359	60
General Management	12,11,186	29,00,000	22,00,000	20,77,022	50
Marketing / Sales	11,00,000	27,07,000	20,93,092	20,81,974	68
Operations	18,00,000	41,20,000	22,75,000	24,28,810	21
Product/Category Management	15,00,000	38,64,234	27,00,000	26,87,301	29
Research & Advisory	17,00,000	19,00,000	18,00,000	18,00,000	2
Strategy	10,80,000	24,00,000	17,55,000	17,45,769	13
Supply Chain Management	20,00,000	20,00,000	20,00,000	20,00,000	2
Systems / IT	18,75,000	18,75,000	18,75,000	18,75,000	2
Others	9,00,000	26,00,000	18,00,000	17,50,031	6

Table 5.5.4: Function-wise Classification of Maximum Earning Potential – Domestic


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5.6 Sector-wise Classification of Salary – International (USD)

5.6.1 Fixed Yearly Cash Component

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$57,182	\$89,661	\$57,182	\$61,822	7
Conglomerates	\$7,448	\$101,362	\$47,885	\$51,839	7
Consumer goods (FMCG)	\$24,802	\$24,802	\$24,802	\$24,802	3
Real Estate	\$70,000	\$70,000	\$70,000	\$70,000	1

Table 5.6.1: Sector-wise Classification of Fixed Yearly Cash Component – International

5.6.2 One-time Cash Payment

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$8,169	\$10,000	\$8,169	\$8,430	7
Conglomerates	\$8,174	\$8,174	\$8,174	\$8,174	3
Consumer goods (FMCG)	\$5,449	\$5,449	\$5,449	\$5,449	3
Real Estate	\$10,000	\$10,000	\$10,000	\$10,000	1

Table 5.6.2: Sector-wise Classification of One-time Cash Payment – International

5.6.3 Total Guaranteed Cash Component

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$65,351	\$99,661	\$65,351	\$70,252	7
Conglomerates	\$7,448	\$109,536	\$47,885	\$55,342	7
Consumer goods (FMCG)	\$30,252	\$30,252	\$30,252	\$30,252	3
Real Estate	\$80,000	\$80,000	\$80,000	\$80,000	1

Table 5.6.3: Sector-wise Classification of Total Guaranteed Cash Component – International

5.6.4 Maximum Earning Potential

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$65,351	\$99,661	\$65,351	\$70,252	7
Conglomerates	\$29,448	\$127,275	\$92,681	\$78,486	7
Consumer goods (FMCG)	\$34,902	\$34,902	\$34,902	\$34,902	3
Real Estate	\$80,000	\$80,000	\$80,000	\$80,000	1

Table 5.6.4: Sector-wise Classification of Maximum Earning Potential – International


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5.7 Function-wise Classification of Salary – International (USD)

5.7.1 Fixed Yearly Cash Component

Functions	Min	Max	Median	Mean	Data
Business Development	\$57,182	\$101,362	\$57,182	\$70,637	9
Finance	\$70,000	\$89,661	\$79,830	\$79,830	2
General Management	\$7,448	\$47,885	\$7,448	\$17,557	4
Marketing / Sales	\$24,802	\$24,802	\$24,802	\$24,802	3

Table 5.7.1: Function-wise Classification of Fixed Yearly Cash Component – International

5.7.2 One-time Cash Payment

Functions	Min	Max	Median	Mean	Data
Business Development	\$8,169	\$8,174	\$8,169	\$8,171	9
Finance	\$10,000	\$10,000	\$10,000	\$10,000	2
General Management	-	-	-	-	0
Marketing / Sales	\$5,449	\$5,449	\$5,449	\$5,449	3

Table 5.7.2: Function-wise Classification of One-time Cash Payment – International

5.7.3 Total Guaranteed Cash Component

Functions	Min	Max	Median	Mean	Data
Business Development	\$65,351	\$109,536	\$65,351	\$78,807	9
Finance	\$80,000	\$99,661	\$89,830	\$89,830	2
General Management	\$7,448	\$47,885	\$7,448	\$17,557	4
Marketing / Sales	\$30,252	\$30,252	\$30,252	\$30,252	3

Table 5.7.3: Function-wise Classification of Total Guaranteed Cash Component – International

5.7.4 Maximum Earning Potential

Functions	Min	Max	Median	Mean	Data
Business Development	\$65,351	\$127,275	\$65,351	\$84,498	9
Finance	\$80,000	\$99,661	\$89,830	\$89,830	2
General Management	\$29,448	\$92,681	\$29,448	\$45,256	4
Marketing / Sales	\$34,902	\$34,902	\$34,902	\$34,902	3

Table 5.7.4: Function-wise Classification of Maximum Earning Potential – International


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5.8 Location-wise Classification of Salary - International

5.8.1 Fixed Yearly Cash Component (USD)

Location	Min	Max	Median	Mean	Data
Hong Kong	\$89,661	\$89,661	\$89,661	\$89,661	1
Malaysia	\$24,802	\$24,802	\$24,802	\$24,802	3
Nigeria	\$7,448	\$47,885	\$7,448	\$17,557	4
UAE	\$57,182	\$101,362	\$57,182	\$70,637	9
USA	\$70,000	\$70,000	\$70,000	\$70,000	1
India (INR)	8,50,000	50,00,000	17,50,000	18,26,362	368

Table 5.8.1: Location-wise Classification of Fixed Yearly Cash Component – International

5.8.2 One-time Cash Payment

Location	Min	Max	Median	Mean	Data
Hong Kong	\$10,000	\$10,000	\$10,000	\$10,000	1
Malaysia	\$5,449	\$5,449	\$5,449	\$5,449	3
Nigeria	-	-	-	-	0
UAE	\$8,169	\$8,174	\$8,169	\$8,171	9
USA	\$10,000	\$10,000	\$10,000	\$10,000	1
India (INR)	50,000	7,00,000	3,00,000	2,98,269	192

Table 5.8.2: Location-wise Classification of One-time Cash Payment - International

5.8.3 Total Guaranteed Cash Component

Location	Min	Max	Median	Mean	Data
Hong Kong	\$99,661	\$99,661	\$99,661	\$99,661	1
Malaysia	\$30,252	\$30,252	\$30,252	\$30,252	3
Nigeria	\$7,448	\$47,885	\$7,448	\$17,557	4
UAE	\$65,351	\$109,536	\$65,351	\$78,807	9
USA	\$80,000	\$80,000	\$80,000	\$80,000	1
India (INR)	8,50,000	53,00,000	19,00,000	19,81,980	368

Table 5.8.3: Location-wise Classification of Total Guaranteed Cash Component - International


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5.8.4 Maximum Earning Potential

Location	Min	Max	Median	Mean	Data
Hong Kong	\$99,661	\$99,661	\$99,661	\$99,661	1
Malaysia	\$34,902	\$34,902	\$34,902	\$34,902	3
Nigeria	\$29,448	\$92,681	\$29,448	\$45,256	4
UAE	\$65,351	\$127,275	\$65,351	\$84,498	9
USA	\$80,000	\$80,000	\$80,000	\$80,000	1
India (INR)	9,00,000	53,00,000	22,00,000	22,57,815	368

Table 5.8.4: Location-wise Classification of Maximum Earning Potential - International

5.9 Location-wise Classification of Salary – Domestic

5.9.1 Fixed Yearly Cash Component

Location	Min	Max	Median	Mean	Data
Ahmedabad	9,00,000	17,50,000	17,50,000	14,66,667	3
Bangalore	12,35,000	25,00,000	17,00,000	17,70,388	24
Chennai	12,80,000	23,00,000	15,50,000	17,30,000	6
Delhi NCR	9,60,000	30,00,000	23,00,000	20,89,037	41
Hyderabad	12,00,000	22,00,000	13,86,000	14,36,824	10
Kota	16,00,000	16,00,000	16,00,000	16,00,000	2
Mumbai	12,00,000	50,00,000	21,00,000	21,23,388	80
Nagpur	15,00,000	15,00,000	15,00,000	15,00,000	1
Pan India	8,50,000	35,56,000	16,51,588	17,00,092	170
Pune	14,00,000	21,00,000	19,00,000	18,13,267	15
Ranchi	9,60,000	9,60,000	9,60,000	9,60,000	1
TBD*	13,00,000	18,50,000	14,00,000	15,37,822	15

Table 5.9.1: Location-wise Classification of Fixed Yearly Cash Component – Domestic

* TBD means the location data was not available with us at the time of auditing

5.9.2 One-time Cash Payment

Location	Min	Max	Median	Mean	Data
Ahmedabad	50,000	50,000	50,000	50,000	2
Bangalore	1,00,000	3,00,000	2,00,000	2,15,556	9
Chennai	2,00,000	5,00,000	5,00,000	4,00,000	3
Delhi NCR	1,00,000	5,00,000	4,00,000	3,44,565	23
Hyderabad	2,50,000	3,00,000	2,75,000	2,75,000	2
Mumbai	1,00,000	5,00,000	2,00,000	2,61,552	29
Nagpur	1,00,000	1,00,000	1,00,000	1,00,000	1
Pan India	50,000	7,00,000	3,00,000	3,29,216	105
Pune	1,50,000	2,00,000	1,50,000	1,53,846	13
TBD*	1,00,000	5,00,000	1,00,000	2,60,000	5

Table 5.9.2: Location-wise Classification of One-time Cash Payment – Domestic

* TBD means the location data was not available with us at the time of auditing


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5.9.3 Total Guaranteed Cash Component

Location	Min	Max	Median	Mean	Data
Ahmedabad	9,00,000	18,00,000	18,00,000	15,00,000	3
Bangalore	12,35,000	27,00,000	18,00,000	18,51,221	24
Chennai	14,80,000	23,00,000	20,50,000	19,30,000	6
Delhi NCR	9,60,000	31,25,000	23,00,000	22,82,330	41
Hyderabad	12,00,000	22,00,000	14,20,000	14,91,824	10
Kota	16,00,000	16,00,000	16,00,000	16,00,000	2
Mumbai	12,00,000	53,00,000	21,35,000	22,18,201	80
Nagpur	16,00,000	16,00,000	16,00,000	16,00,000	1
Pan India	8,50,000	35,56,000	18,83,000	19,03,431	170
Pune	14,00,000	22,50,000	20,50,000	19,46,600	15
Ranchi	9,60,000	9,60,000	9,60,000	9,60,000	1
TBD*	13,00,000	19,50,000	18,00,000	16,24,489	15

Table 5.9.3: Location-wise Classification of Total Guaranteed Cash Component – Domestic

5.9.4 Maximum Earning Potential

Location	Min	Max	Median	Mean	Data
Ahmedabad	14,00,000	18,00,000	18,00,000	16,66,667	3
Bangalore	14,00,000	30,00,000	20,35,844	20,79,703	24
Chennai	19,60,000	28,00,000	20,62,500	22,47,500	6
Delhi NCR	10,80,000	35,00,000	23,00,000	25,52,341	41
Hyderabad	14,00,000	26,00,000	19,00,824	19,42,442	10
Kota	16,00,000	16,00,000	16,00,000	16,00,000	2
Mumbai	15,00,000	53,00,000	23,00,000	24,76,755	80
Nagpur	19,00,000	19,00,000	19,00,000	19,00,000	1
Pan India	9,00,000	41,20,000	22,05,111	21,96,470	170
Pune	17,61,200	25,00,000	21,50,000	21,67,413	15
Ranchi	9,60,000	9,60,000	9,60,000	9,60,000	1
TBD*	16,52,000	22,00,000	18,34,110	18,86,422	15

Table 5.9.4: Location-wise Classification of Maximum Earning Potential – Domestic

* TBD means the location data was not available with us at the time of auditing


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6. Other Details

Sr. No.	Parameter	Number
1	Total Pre-Placement offers awarded	142
	1a. Through internships	142
	1b. Others	-
2	Total Pre-Placement offers accepted	105
	2a. Through internships	105
	2b. Others	-

Table 6.1: Details regarding pre-placement offers (PPO)

7. Compliance Statement

This placement report has been prepared as per the Indian Placement Reporting Standards Revision 2.1*.

The instances where the report deviates from the standards and the reasons for them are mentioned below:

Deviation from the standards	Reason
PPI data not included in other details	Data regarding PPIs was not collected

Table 7.1: List of deviations from standards with reasons

* <http://www.iimahd.ernet.in/iprs/gallery/IPRSRevision2.1.pdf>


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