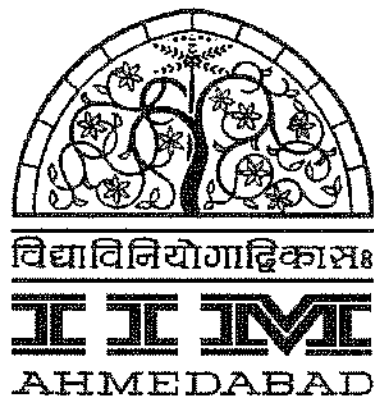


Indian Institute of Management Ahmedabad



PGP Placement Report

Finals 2018

BWR/IIMA/HO/RR/0009/2018-19
29 Aug 2018



SEBI Registered
RBI Accredited
NSIC Empanelled

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

Dear Sir,

Re: Audit of Placement Report for 2018 placements of Post Graduate Programme in Management (PGP) Programme

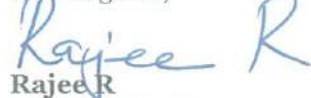
We have audited the Placement Report prepared by you on the final placement (based on offers received and accepted on campus) of students in 2018 of the Post Graduate Programme in Management (PGP) of the Indian Institute of Management, Ahmedabad (IIM-A). The Placement Report is the responsibility of 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 2.2.

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 2.2.
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 2.2; where a break-up was not available, the salary has been considered only as 'Maximum Earning Potential'.
 - b. Stock Options were offered for Ten students. Our observations in this regard are :
 - i. For six students, stock options have been mentioned with details on how much vests in the first year. Hence, the corresponding fixed amount has been considered for calculation of 'Maximum Earning Potential'.
 - ii. For four students, stock options have been mentioned without details on how much vests in the first year. Hence, the amount relating to stock options has not been considered for calculation of 'Maximum Earning Potential'.
4. The acceptance of offers and number of students opting out of the placement process has been established through written communication from those students.
5. 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,


Rajee R

General Manager
Brickwork Ratings

Tel: 080-40409999 extn 349
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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 16th February 2018. 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 176 dream applications during 2018 placement season. The successful completion of the recruitment cycle for the batch of 398 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 47+ firms from diverse sectors such as Technology, Banking, Consulting, General Management and Analytics. Firms which participated in the laterals process included Aditya Birla Group, Adidas, Amazon, Credit Suisse, Deloitte, Flipkart, LEK Consulting, Matrix Partners, Microsoft, Parthenon, PwC, RPG Group, Sprinklr, Star TV India and TAS amongst others.

Sectoral overview

Firms from different sectors and geographies participated in the process at IIM Ahmedabad. Recruiters in the management consulting domain included Accenture Strategy, A.T. Kearney, Bain & Co., McKinsey & Co., Monitor Deloitte, Oliver Wyman, Strategy&, Alvarez & Marsal,

Roland Berger and The Boston Consulting Group among others. Prominent recruiters in the Investment Banking and Markets space include Barclays, Citi Bank, Credit Suisse, Deutsche Bank, Goldman Sachs, JP Morgan and Standard Chartered. The Private Equity & Venture Capital cohort included recruiters like Kedaara Capital and Matrix Partners. The Banking, Financial Services & Insurance recruiters included firms like American Express, Bajaj Finserv, FinIQ, Fullerton, HSBC, and Yes Bank. Sales and marketing roles were offered by regular recruiters like HUL, Nestle, P&G, Reckitt Benckiser and Wipro Consumer Care among others. The General Management cohort saw participation from Aditya Birla Group, C.K. Birla, RPG Group and Tata Administrative Services among others. The Consumer Services cohort saw participation from firms like Airtel, IndiGo and Star TV. The Enterprise Tech and Consumer Tech cohorts saw participation from firms like Magicpin, Microsoft, Nykaa, OYO Rooms and UpGrad among others.

Top recruiters

About 125 firms participated with 150 different roles in the placement process in 2018. Firms which made the most offers on campus included Accenture Strategy, The Boston Consulting Group and Amazon. Accenture Strategy made the most offers at the end of the final placement process with 18 offers, followed by BCG with 15 and Amazon with 14 offers. Among global banks, HSBC and JP Morgan were the largest recruiters, having picked 5 students each. In the sales and marketing domain, Airtel extended the most offers – 8 offers followed by HUL – 5. With 7 offers, TAS was the largest recruiter in the General Management cohort. Microsoft extended 8 offers, the highest in the Enterprise Tech cohort. In BFSI, American Express extended the most offers – 8, followed by Yes Bank and FinIQ with 6 offers each. In IT Consulting, EXL extended the most offers – 8.

Entrepreneurship

IIM Ahmedabad has always encouraged students to take up entrepreneurship as a career and this year, six 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 Fintech, Energy, Food Processing/Agri 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	388
1a. Students in PGP Programme Graduating in 2018	372
1b. PGP and Dual Degree students graduating in 2019*	12
1c. Students returning from Placement Holiday	2
1d. Students from University abroad**	2
1e. Previous year students	0
2. Did not seek Placement through the Institute	10
2a. Company sponsored or already employed	0
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship	6
2e. Returning to/joining family business	0
2f. Sought placement outside the campus placement process	4
2g. Did not seek placement for other reasons	0
Total students eligible for placements	398
Total offers accepted	388
Students still in process	0
Total who did not seek placement through the institute	10

Table 1.1: Classification of the entire placement pool

* Students opting for a dual degree programme will graduate from IIM Ahmedabad in 2019, a year after the students of the PGP programme. However, they are eligible to participate in the placement process in the current year (2018). Hence, dual degree students graduating in 2019 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 2018	398
1a. Students in PGP programme graduating in 2018	380
1b. Students of previous years (dual degree and others) graduating in 2018	10
1c. Dual degree students from abroad graduating in 2018	8
2. Students graduating in 2019 and eligible for placements in 2018	14
3. Total students eligible for placements	398
3a. PGP Programme students graduating in 2018	380
3b. PGP students graduating in 2019 eligible for placements in 2018	14
3c. Students from universities abroad	2
3d. Students returning from Placement holiday	2
3e. Previous year students	0
Total who sought placement through the institute	388
Total who did not seek placement through the institute	10

Table 1.2: Classification of the entire graduating pool

2. Sector-wise Classification

Sector	Number of Offers		
	Domestic	International	Total
Banking, Financial Services & Insurance (BFSI)	54	4	58
Conglomerates	31	1	32
Consulting	119	5	124
Consumer goods (FMCG)	39	4	43
Consumer Services	4	0	4
Engineering / Technology	18	0	18
Environment & Energy	4	0	4
Food Processing	7	0	7
Information Technology (IT)	11	1	12
Manufacturing	13	0	13
Media/Communications	6	0	6
Online Services	37	1	38
Pharmaceutical/Healthcare	3	0	3
Real Estate	6	0	6
Telecom	9	0	9
Others*	11	0	11
Total	372	16	388

Table 2.1: Classification of offers based on sector

* Others includes Aviation, Social Sector, TV Data, Ad Tech


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For Indian Institute of Management Ahmedabad


Rajeev R

For Brickwork Ratings Bengaluru

3. Function-wise Classification

Function	Number of Offers		
	Domestic	International	Total
Business Development	12	2	14
Consulting	110	9	119
Finance	48	4	52
General Management	51	1	52
Marketing / Sales	51	0	51
Operations	8	0	8
Product/Category Management	47	0	47
Research & Advisory	6	0	6
Strategy	17	0	17
Supply Chain Management	1	0	1
Analytics	9	0	9
Systems / IT	3	0	3
Others*	9	0	9
Total	372	16	388

Table 3.1: Classification of offers based on function

* Others includes Management Trainee and Performance Management functions

4. Location-wise Classification

4.1 Classification of International Locations

International Location	No. of offers accepted
Hong Kong	3
Malaysia	2
Nigeria	1
UAE	3
Germany	4
Vietnam	1
Singapore	2
Total	16

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	2
Bangalore	48
Chennai	10
Delhi NCR	84
Hyderabad	12
Orissa	1
Mumbai	106
Varanasi	1
Pan India	73
Pune	7
West Bengal	4
TBD*	24
Total	372

Table 4.2: Classification of offers based on domestic locations

* TBD means the location data was not available 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	11,27,940	50,00,000	18,00,000	18,97,883	361
One time Cash Payment	50,000	12,50,000	3,00,000	3,26,730	233
Total Guaranteed Cash Component	11,27,940	53,00,000	20,00,000	21,08,764	361
Maximum Earning Potential	13,69,940	72,00,000	23,00,000	24,44,783	372

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	\$ 30,000	\$ 89,172	\$ 56,088	\$ 59,916	15
One time Cash Payment	\$ 2,589	\$ 10,000	\$ 4,401	\$ 5,663	3
Total Guaranteed Cash Component	\$ 30,000	\$ 99,172	\$ 58,676	\$ 61,048	15
Maximum Earning Potential	\$ 38,274	\$ 99,172	\$ 69,823	\$ 73,013	16

Table 5.2: Classification of salary heads – International

* For International salaries, all conversions to USD are made as per closing rates on 8th August 2018. Data is sourced from International Monetary Fund & Bloomberg
(Links: https://www.imf.org/external/np/fin/data/rms_mth.aspx?SelectDate=2018-08-08&reportType=REP
<http://www.bloomberg.com/quote/USDHKD:CUR>)


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For Indian Institute of Management Ahmedabad


Rajeev R

For Brickwork Ratings Bengaluru

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)	63,725	2,99,435	1,12,994	1,19,139	361
Non-INR salary (Total guaranteed cash component)	30,000	1,94,114	93,966	1,03,416	15
Combined INR and non-INR salary (Total guaranteed cash component)	30,000	2,99,435	1,12,994	1,18,512	376
INR salary (Maximum Earning Potential)	77,398	4,06,780	1,29,944	1,38,123	372
Non-INR salary (Maximum Earning Potential)	59,211	2,77,583	1,10,108	1,29,599	16
Combined INR and non-INR salary (Maximum Earning Potential)	59,211	4,06,780	1,29,944	1,37,772	388

Table 5.3: Salary Statistics at PPP adjusted exchange rates

* As per the PPP conversion rate for 2017 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)	11,27,940	36,00,000	16,50,000	18,44,086	47
Conglomerates	13,39,000	24,00,000	19,00,000	18,70,355	31
Consulting	13,00,000	50,00,000	21,06,000	21,85,251	119
Consumer goods (FMCG)	11,55,000	22,00,000	17,49,684	16,85,325	36
Consumer Services	13,50,000	15,45,000	14,47,500	14,47,500	4
Engineering / Technology	13,50,000	25,00,000	15,00,000	16,36,667	18
Environment & Energy	13,80,000	18,20,000	13,80,000	14,90,000	4
Food Processing	14,00,000	14,00,000	14,00,000	14,00,000	7
Information Technology (IT)	12,60,000	26,50,000	17,95,000	18,62,727	11
Manufacturing	12,12,157	22,00,000	15,00,000	15,50,935	13
Media/Communications	14,40,000	18,00,000	17,30,676	16,91,892	6
Online Services	15,00,000	25,50,000	18,00,000	18,68,056	36
Pharmaceutical/Healthcare	14,00,000	15,00,000	14,00,000	14,33,333	3
Real Estate	17,85,000	20,00,000	20,00,000	19,64,167	6
Telecom	15,30,000	16,95,652	15,30,000	15,48,406	9
Others*	17,10,000	26,00,000	18,48,000	18,80,182	11

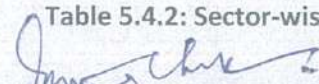
Table 5.4.1: Sector-wise Classification of Fixed Yearly Cash Component – Domestic

*Others includes Aviation, Social Sector, TV Data, Ad Tech

5.4.2 One-time Cash Payment

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	1,50,000	10,00,000	2,00,000	2,67,857	21
Conglomerates	1,00,000	3,00,000	1,50,000	1,79,167	24
Consulting	1,00,000	6,00,000	3,00,000	3,50,725	69
Consumer goods (FMCG)	75,000	6,70,000	2,00,000	3,00,111	27
Consumer Services	2,00,000	2,00,000	2,00,000	2,00,000	2
Engineering / Technology	50,000	5,00,000	4,00,000	3,42,857	14
Environment & Energy	1,00,000	1,00,000	1,00,000	1,00,000	1
Food Processing	5,00,000	5,00,000	5,00,000	5,00,000	4
Information Technology (IT)	1,00,000	3,00,000	1,50,000	1,72,222	9
Manufacturing	2,50,000	3,50,000	2,50,000	2,64,286	7
Media/Communications	1,50,000	2,00,000	1,50,000	1,66,667	3
Online Services	1,00,000	12,50,000	4,00,000	4,44,286	35
Pharmaceutical/Healthcare	2,00,000	2,00,000	2,00,000	2,00,000	2
Real Estate	-	-	-	-	0
Telecom	2,50,000	5,50,000	5,50,000	5,16,667	9
Others	2,00,000	10,00,000	2,00,000	3,50,000	6

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


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For Indian Institute of Management Ahmedabad


Rajee
 For Brickwork Ratings Bengaluru

5.4.3 Total Guaranteed Cash Component

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	11,27,940	36,75,000	18,00,060	19,63,767	47
Conglomerates	15,00,000	24,00,000	19,50,000	20,09,065	31
Consulting	13,00,000	53,00,000	23,00,000	23,88,612	119
Consumer goods (FMCG)	12,55,000	25,00,184	18,45,000	19,10,408	36
Consumer Services	13,50,000	17,45,000	15,47,500	15,47,500	4
Engineering / Technology	15,00,000	30,00,000	17,50,000	19,03,333	18
Environment & Energy	13,80,000	19,20,000	13,80,000	15,15,000	4
Food Processing	14,00,000	19,00,000	19,00,000	16,85,714	7
Information Technology (IT)	14,10,000	26,50,000	19,45,000	20,03,636	11
Manufacturing	14,00,000	22,00,000	17,50,000	16,93,243	13
Media/Communications	16,40,000	19,50,000	17,30,676	17,75,225	6
Online Services	17,00,000	38,00,000	22,00,000	23,00,000	36
Pharmaceutical/Healthcare	15,00,000	16,00,000	16,00,000	15,66,667	3
Real Estate	17,85,000	20,00,000	20,00,000	19,64,167	6
Telecom	19,45,652	20,80,000	20,80,000	20,65,072	9
Others	18,48,000	28,50,000	19,10,000	20,71,091	11

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)	13,69,940	45,00,000	20,00,000	22,87,202	54
Conglomerates	15,00,000	24,00,000	21,00,000	21,39,852	31
Consulting	17,00,000	53,00,000	24,50,000	26,21,253	119
Consumer goods (FMCG)	16,00,000	28,00,000	21,00,000	21,49,518	39
Consumer Services	17,55,000	19,00,000	18,27,500	18,27,500	4
Engineering / Technology	17,75,000	35,00,001	23,17,000	23,66,333	18
Environment & Energy	16,60,000	21,00,000	16,60,000	17,70,000	4
Food Processing	15,48,338	25,18,494	25,18,494	21,10,093	7
Information Technology (IT)	18,10,000	29,67,000	24,53,000	23,85,727	11
Manufacturing	19,00,000	24,67,000	22,27,500	22,56,504	13
Media/Communications	17,22,000	27,50,000	20,00,000	20,34,667	6
Online Services	18,00,000	72,00,000	32,00,000	31,87,318	37
Pharmaceutical/Healthcare	15,00,000	18,04,294	18,04,294	17,02,863	3
Real Estate	21,00,000	25,00,000	25,00,000	24,33,333	6
Telecom	22,00,000	23,00,000	23,00,000	22,88,889	9
Others	20,67,770	32,00,000	23,76,000	23,70,462	11

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
Analytics	13,20,000	15,79,000	13,20,000	13,68,778	9
Business Development	13,50,000	20,00,000	15,00,000	16,14,167	12
Consulting	13,00,000	50,00,000	22,00,000	21,68,281	110
Finance	11,27,940	36,00,000	17,10,000	18,62,121	44
General Management	13,39,000	25,00,000	18,48,000	18,48,891	51
Marketing / Sales	11,55,000	21,00,000	15,00,000	15,45,679	47
Operations	15,00,000	18,00,000	16,00,000	16,12,500	8
Product/ Category Management	13,50,000	26,50,000	18,00,000	19,04,255	47
Research & Advisory	15,50,000	23,00,000	15,50,000	18,00,000	3
Strategy	18,20,000	22,14,000	21,06,000	20,95,529	17
Supply Chain Management	15,30,000	15,30,000	15,30,000	15,30,000	1
Systems / IT	15,00,000	18,00,060	18,00,060	17,00,040	3
Others*	12,60,000	22,00,000	17,99,367	17,78,678	9

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

* Others includes Management Trainee and Performance Management functions

5.5.2 One-time Cash Payment

Functions	Min	Max	Median	Mean	Data
Analytics	50,000	3,00,000	3,00,000	2,72,222	9
Business Development	50,000	3,00,000	1,25,000	1,25,000	8
Consulting	1,00,000	10,00,000	2,50,000	2,82,203	59
Finance	1,50,000	6,70,000	2,00,000	2,71,731	26
General Management	1,00,000	5,50,000	1,50,000	2,10,714	28
Marketing / Sales	75,000	6,70,000	2,50,000	3,06,265	34
Operations	2,00,000	3,00,000	2,75,000	2,66,667	6
Product/Category Management	1,00,000	12,50,000	5,00,000	4,78,571	42
Strategy	1,00,000	6,00,000	6,00,000	5,70,588	17
Supply Chain Management	5,50,000	5,50,000	5,50,000	5,50,000	1
Systems / IT	2,50,000	2,50,000	2,50,000	2,50,000	1
Others	1,50,000	3,00,000	2,25,000	2,25,000	2

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
Analytics	15,50,000	18,79,000	16,20,000	16,41,000	9
Business Development	13,50,000	23,00,000	15,50,000	16,97,500	12
Consulting	13,00,000	53,00,000	22,00,000	23,19,644	110
Finance	11,27,940	36,75,000	19,10,000	20,22,689	44
General Management	13,80,000	25,00,000	20,00,000	19,64,578	51
Marketing / Sales	12,55,000	25,00,184	17,50,000	17,67,233	47
Operations	15,00,000	20,00,000	18,75,000	18,12,500	8
Product/Category Management	17,45,000	38,00,000	22,00,000	23,31,915	47
Research & Advisory	15,50,000	23,00,000	15,50,000	18,00,000	3
Strategy	19,20,000	28,14,000	27,06,000	26,66,118	17
Supply Chain Management	20,80,000	20,80,000	20,80,000	20,80,000	1
Systems / IT	17,50,000	18,00,060	18,00,060	17,83,373	3
Others	14,10,000	22,00,000	17,99,367	18,28,678	9

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
Analytics	17,75,000	18,34,000	18,34,000	18,27,444	9
Business Development	16,60,000	25,00,000	18,25,000	20,10,500	12
Consulting	17,00,000	53,00,000	23,00,000	25,31,076	110
Finance	13,69,940	45,00,000	20,80,000	23,62,862	48
General Management	15,00,000	28,00,000	23,00,000	22,07,527	51
Marketing / Sales	15,00,000	27,00,000	21,00,000	20,53,629	51
Operations	18,75,000	24,17,000	22,06,250	21,76,125	8
Product/Category Management	19,00,000	72,00,000	28,37,000	31,89,740	47
Research & Advisory	18,56,900	23,00,000	21,00,000	20,52,300	6
Strategy	21,00,000	32,34,660	31,06,140	30,54,515	17
Supply Chain Management	23,00,000	23,00,000	23,00,000	23,00,000	1
Systems / IT	18,00,060	24,17,000	18,00,060	20,05,707	3
Others	18,10,000	27,50,000	20,82,000	22,05,229	9

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


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 Rajeev R

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)	\$69,427	\$89,172	\$69,427	\$76,008	3
Conglomerates	\$30,000	\$30,000	\$30,000	\$30,000	1
Consulting	\$50,647	\$64,488	\$53,729	\$56,519	5
Consumer goods (FMCG)	\$55,225	\$56,088	\$56,088	\$55,872	4
Information Technology (IT)	\$66,011	\$66,011	\$66,011	\$66,011	1
Online Services	\$68,618	\$68,618	\$68,618	\$68,618	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)	\$10,000	\$10,000	\$10,000	\$10,000	1
Consumer goods (FMCG)	\$2,589	\$2,589	\$2,589	\$2,589	1
Information Technology (IT)	\$4,401	\$4,401	\$4,401	\$4,401	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)	\$69,427	\$99,172	\$69,427	\$79,342	3
Conglomerates	\$30,000	\$30,000	\$30,000	\$30,000	1
Consulting	\$50,647	\$64,488	\$53,729	\$56,519	5
Consumer goods (FMCG)	\$55,225	\$58,676	\$56,088	\$56,519	4
Information Technology (IT)	\$70,412	\$70,412	\$70,412	\$70,412	1
Online Services	\$68,618	\$68,618	\$68,618	\$68,618	1

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


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5.6.4 Maximum Earning Potential

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$70,701	\$99,172	83,025	\$83,981	4
Conglomerates	\$38,274	\$38,274	38,274	\$38,274	1
Consulting	\$60,000	\$92,218	80,325	\$75,235	5
Consumer goods (FMCG)	\$65,407	\$68,945	66,356	\$66,766	4
Information Technology (IT)	\$82,148	\$82,148	82,148	\$82,148	1
Online Services	\$68,618	\$68,618	68,618	\$68,618	1

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

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

5.7.1 Fixed Yearly Cash Component

Functions	Min	Max	Median	Mean	Data
Business Development	\$30,000	\$68,618	\$49,309	\$49,309	2
Consulting	\$50,647	\$66,011	\$56,088	\$57,334	9
Finance	\$69,427	\$89,172	\$69,427	\$76,008	3
General Management	\$56,088	\$56,088	\$56,088	\$56,088	1

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	-	-	-	-	-
Consulting	\$2,589	\$4,401	\$3,495	\$3,495	2
Finance	\$10,000	\$10,000	\$10,000	\$10,000	1
General Management	-	-	-	-	-

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	\$30,000	\$68,618	\$ 49,309	\$49,309	2
Consulting	\$50,647	\$70,412	\$ 56,088	\$58,110	9
Finance	\$69,427	\$99,172	\$ 69,427	\$79,342	3
General Management	\$56,088	\$56,088	\$ 56,088	\$56,088	1

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


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5.7.4 Maximum Earning Potential

Functions	Min	Max	Median	Mean	Data
Business Development	\$38,274	\$68,618	\$ 53,446	\$53,446	2
Consulting	\$60,000	\$92,218	\$ 68,945	\$73,226	9
Finance	\$70,701	\$99,172	\$ 83,025	\$83,981	4
General Management	\$66,356	\$66,356	\$ 66,356	\$66,356	1

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

5.8 Location-wise Classification of Salary - International

5.8.1 Fixed Yearly Cash Component (USD)

Location	Min	Max	Median	Mean	Data
Germany	\$55,225	\$56,088	\$56,088	\$55,872	4
Hong Kong	\$69,427	\$89,172	\$69,427	\$76,008	3
Malaysia	\$53,729	\$53,729	\$53,729	\$53,729	2
Nigeria	\$30,000	\$30,000	\$30,000	\$30,000	1
Singapore	\$66,011	\$66,011	\$66,011	\$66,011	1
UAE	\$50,647	\$68,618	\$60,000	\$59,755	3
Vietnam	\$64,488	\$64,488	\$64,488	\$64,488	1
India (INR)	11,27,940	50,00,000	18,00,000	18,97,883	361

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
Germany	\$2,589	\$2,589	\$2,589	\$2,589	1
Hong Kong	\$10,000	\$10,000	\$10,000	\$10,000	1
Singapore	\$4,401	\$4,401	\$4,401	\$4,401	1
India (INR)	50,000	12,50,000	3,00,000	3,26,730	233

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
Germany	\$55,225	\$58,676	\$ 56,088	\$56,519	4
Hong Kong	\$69,427	\$99,172	\$ 69,427	\$79,342	3
Malaysia	\$53,729	\$53,729	\$ 53,729	\$53,729	2
Nigeria	\$30,000	\$30,000	\$ 30,000	\$30,000	1
Singapore	\$70,412	\$70,412	\$ 70,412	\$70,412	1
UAE	\$50,647	\$68,618	\$ 60,000	\$59,755	3
Vietnam	\$64,488	\$64,488	\$ 64,488	\$64,488	1
India (INR)	11,27,940	53,00,000	20,00,000	21,08,764	361

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
Germany	\$65,407	\$68,945	\$ 66,356	\$66,766	4
Hong Kong	\$70,701	\$99,172	\$ 70,701	\$80,191	3
Malaysia	\$80,325	\$80,325	\$ 80,325	\$80,325	2
Nigeria	\$38,274	\$38,274	\$ 38,274	\$38,274	1
Singapore	\$82,148	\$95,350	\$ 88,749	\$88,749	2
UAE	\$60,000	\$68,618	\$ 63,308	\$63,975	3
Vietnam	\$92,218	\$92,218	\$ 92,218	\$92,218	1
India (INR)	13,69,940	72,00,000	23,00,000	24,44,783	372

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	19,00,000	22,00,000	20,50,000	20,50,000	2
Bangalore	13,00,000	26,50,000	18,00,000	18,85,490	48
Chennai	11,55,000	23,00,000	20,50,000	17,62,000	10
Delhi NCR	11,27,940	25,00,000	17,10,000	17,79,005	84
Hyderabad	14,00,000	25,00,000	18,00,000	18,12,500	12
Mumbai	12,00,000	50,00,000	20,00,000	21,27,966	97
Orissa	16,37,609	16,37,609	16,37,609	16,37,609	1
Pan India	14,45,000	25,50,000	18,00,000	18,39,835	73
Pune	12,60,000	20,00,000	17,95,000	17,77,143	7
Varanasi	21,00,000	21,00,000	21,00,000	21,00,000	1
West Bengal	13,80,000	22,00,000	19,00,000	18,45,000	4
TBD*	12,12,157	23,00,000	16,80,000	17,02,164	22

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

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


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5.9.2 One-time Cash Payment

Location	Min	Max	Median	Mean	Data
Ahmedabad	1,00,000	1,00,000	1,00,000	1,00,000	1
Bangalore	1,00,000	6,00,000	3,00,000	3,48,718	39
Chennai	1,00,000	1,50,000	1,00,000	1,10,000	5
Delhi NCR	50,000	6,00,000	3,00,000	2,87,500	58
Hyderabad	1,50,000	3,00,000	3,00,000	2,61,111	9
Mumbai	1,00,000	10,00,000	2,50,000	3,09,245	49
Pan India	1,00,000	12,50,000	4,75,000	4,28,704	54
Pune	1,50,000	1,50,000	1,50,000	1,50,000	5
Varanasi	2,00,000	2,00,000	2,00,000	2,00,000	1
West Bengal	3,00,000	3,00,000	3,00,000	3,00,000	1
TBD*	1,00,000	5,00,000	2,00,000	3,00,000	11

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

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

5.9.3 Total Guaranteed Cash Component

Location	Min	Max	Median	Mean	Data
Ahmedabad	20,00,000	22,00,000	21,00,000	21,00,000	2
Bangalore	15,00,000	29,00,000	20,00,000	21,68,823	48
Chennai	12,55,000	23,00,000	21,25,000	18,17,000	10
Delhi NCR	11,27,940	30,00,000	19,05,000	19,77,517	84
Hyderabad	15,00,000	25,00,000	21,00,000	20,08,333	12
Mumbai	12,00,000	53,00,000	20,00,000	22,84,182	97
Orissa	16,37,609	16,37,609	16,37,609	16,37,609	1
Pan India	16,50,000	38,00,000	21,50,000	21,56,958	73
Pune	14,10,000	20,00,000	19,45,000	18,84,286	7
Varanasi	23,00,000	23,00,000	23,00,000	23,00,000	1
West Bengal	13,80,000	22,00,000	20,50,000	19,20,000	4
TBD*	13,80,000	23,00,000	19,00,000	18,52,164	22

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

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


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5.9.4 Maximum Earning Potential

Location	Min	Max	Median	Mean	Data
Ahmedabad	22,00,000	22,00,000	22,00,000	22,00,000	2
Bangalore	15,00,000	35,30,940	26,00,000	25,73,966	48
Chennai	16,00,000	28,00,000	22,50,000	21,90,000	10
Delhi NCR	13,69,940	35,00,001	20,00,000	22,16,731	84
Hyderabad	15,00,000	28,00,000	22,80,000	21,68,632	12
Mumbai	14,40,000	53,00,000	22,30,805	25,13,843	106
Orissa	21,99,609	21,99,609	21,99,609	21,99,609	1
Pan India	19,50,000	72,00,000	23,00,000	26,89,521	73
Pune	18,10,000	25,00,000	24,53,000	23,74,571	7
Varanasi	27,00,000	27,00,000	27,00,000	27,00,000	1
West Bengal	16,60,000	26,00,000	22,50,000	21,90,000	4
TBD*	16,60,000	37,00,000	21,00,000	22,62,331	24

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

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

6. Other Details

Sr. No.	Parameter	Number
1	Total Pre-Placement offers awarded	152
	1a. Through internships	152
	1b. Others	-
2	Total Pre-Placement offers accepted	111
	2a. Through internships	111
	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 2.2*.

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

* <https://web.iima.ac.in/iprs/gallery/IPRSRevision2.2.pdf>


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