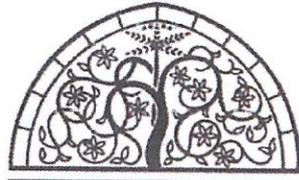


***Indian Institute of Management Ahmedabad***



विद्याविनियोगाद्विकासः

**I I I M C**

AHMEDABAD

***PGP Placement Report***

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***Finals 2020***

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Ref: BWA/IIMA/MUM/RB/0003/2020-21

12-October-2020

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

Dear Sir,

Re: **Audit of Placement Report for 2020 placements of Post Graduate Programme in Management (PGP).**

We have audited the Placement Report prepared by you on the final placement (based on the offers received and accepted on campus) of students in 2020 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. Brickworks Analytics (BWA) has not independently sourced any information or documentation.



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CIN: U74900KA2015PTC051621



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. The data points mentioned under different salary heads are representative of aggregate salary components offered to the candidates.
  - c. Stock Options have been mentioned for nineteen students with details on how much vests in the first year. Hence, the corresponding amount has been considered for the calculation of 'Maximum Earning Potential'.
4. The acceptance of offers and the 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.

Best Regards,

A handwritten signature in blue ink, appearing to read "Ritaban", is written over the printed name.

**Ritaban Basu**

**Head – Risk & Analytics**

**Brickworks Analytics**



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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 13<sup>th</sup> February 2020. 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 160 dream applications during 2020 placement season. The successful completion of the recruitment cycle for the batch of 379 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 42% of the batch was eligible for lateral placements, which provided students an opportunity to optimally leverage their work experience. The laterals process included 44 firms from diverse sectors such as Technology, Banking, Consulting, General Management and Analytics. Firms which participated in the laterals process included Adani Group, Amazon, American Express, Browser Stack, Capgemini, Cloudfire, EXL, FinIQ, Flipkart, InfoEdge, Infosys Ltd, Liberty Insurance, Matrix Partners India, Media.net, Microsoft, Ola Cabs, Paytm, PwC, RPG Group, Sprinklr, Tata Administrative Services, Tech Mahindra, Unbxd Inc. and Zee Entertainment 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, Boston Consulting Group, Kearney, Bain & Co., KPMG, McKinsey & Co., Monitor Deloitte, Oliver Wyman and Strategy& among others. Prominent recruiters in the Investment Banking and Markets space included Citi, Credit Suisse, Goldman Sachs, HSBC



and JP Morgan. Consumer goods, consumer services and consumer electronics cohorts saw participation by regular recruiters like AB InBev, Airtel, Asian Paints, CavinKare, Dabur, ITC, Lenovo, L'Oréal, Nestle, Procter and Gamble, Samsung, Tata Sky and Wipro among others. The General Management cohort saw participation from Aditya Birla Group, C.K. Birla, Reliance Industries Limited and Tata Administrative Services among others. Retail B2B & B2C cohort consisted of firms like Apparel Group and eShakti. The Banking, Financial Services & Insurance recruiters included firms like American Express, Bajaj Finserv and Liberty Insurance. Firms which participated in the Laterals process included Amazon, BrowserStack, Capgemini, FinIQ, Flipkart, Microsoft, Ola, Paytm, Praxis Global, Property Pistols and RPG among others. There were 38 new recruiters this year, including Blackstone Group, Colgate, DaytoDay Health, Diageo, FIITJEE, HCL Technologies and Strategy& (Middle East). Roles were also opened across geographies including Australia, Malaysia and Middle East.

### **Top recruiters**

153 firms participated with 182 different roles in the placement process in 2020. In the Final placements, firms which made the most offers on campus included McKinsey, Boston Consulting Group and Tata Consultancy Services. McKinsey made the most offers (including Pre-Placement Offers) at the end of the final placement process with 27 offers, followed by Boston Consulting Group with 23 offers. In the Niche Consulting cohort, Mastercard extended 11 offers. Among the investment banks, Avendus was the largest recruiter, making 10 offers, closely followed by JP Morgan with 8 offers. This year, the Private Equity, Venture Capital and Asset Management cohort witnessed an 80% increase in participating firms vis-à-vis last year including Matrix Partners and SAIF Partners. The consistent increase in firms participating in this cohort year after year (200% increase last year) reinforces the trust that diverse industries have in the quality of our PGP program. In the consumer goods and consumer services domain, AB InBev extended the most offers – 8, followed by Airtel with 7 offers. With 6 offers, CK Birla was the largest recruiter in the General Management cohort. In the IT Consulting cohort, Tata Consultancy Services was the largest recruiter with 12 offers. In the Laterals process, FinIQ made the highest number of offers (including pre-placement offers) – 11. Amazon (10 offers), Microsoft (7 offers) and RPG Group (7 offers) were the other top recruiters in the Laterals process.

### **Entrepreneurship**

IIM Ahmedabad has always encouraged students to take up entrepreneurship as a career by opting for IIMavericks Fellowship. The IIMavericks Fellowship includes mentorship from CIE.CO and financial support for a period of 2 years. At anytime during the Fellowship, the student can return and sit for placements through the Institute's placement process. This year, 2 students opted out of the placement process to work on their own venture, under the IIMavericks Fellowship.

### **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	391
1a. Students in PGP Programme Graduating in 2020	379
1b. PGP and Dual Degree students graduating in 2021*	9
1c. Students returning from Placement Holiday	2
1d. Students from University abroad**	1
1e. Previous year students graduating in 2020	0
2. Did not seek Placement through the Institute	13
2a. Company sponsored or already employed	0
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship	2
2e. Returning to/joining family business	0
2f. Sought placement outside the campus placement process	11
2g. Did not seek placement for other reasons	0
<b>Total students eligible for placements</b>	<b>404</b>
<b>Total offers accepted,</b>	<b>388</b>
<b>Students for whom data is unavailable</b>	<b>1</b>
<b>Students still in process</b>	<b>2</b>
<b>Total who did not seek placement through the institute</b>	<b>13</b>

Table 1.1: Classification of the entire placement pool

\* Students opting for a dual degree programme will graduate from IIM Ahmedabad in 2021, a year after the students of the PGP programme. However, they are eligible to participate in the placement process in the current year (2020). Hence, dual degree students graduating in 2021 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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भारतीय प्रबंध संस्थान

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### 1.2 Classification of the Entire Graduating Pool

Categories	Number
1. Total students graduating in 2020	415
1a. Students in PGP programme graduating in 2020	392
1b. Students of previous years (dual degree and others) graduating in 2020	11
1c. Dual degree students from abroad graduating in 2020	12
2. Students graduating in 2021 and eligible for placements in 2020	9
3. Total students eligible for placements	404
3a. PGP Programme students graduating in 2020	391
3b. PGP students graduating in 2021 eligible for placements in 2020	9
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	391
Total who did not seek placement through the institute	13

Table 1.2: Classification of the entire graduating pool

### 2. Sector-wise Classification

Sector	Number of Offers		
	Domestic	International	Total
Agri Inputs	0	3	3
Banking, Financial Services and Insurance (BFSI)	61	3	64
Conglomerates	23	0	23
Consulting	129	9	138
Consumer goods (FMCG)	43	0	43
Consumer Services	3	0	3
Engineering/Technology	11	0	11
Information Technology (IT)	46	0	46
Manufacturing	4	0	4
Media/Communications	5	0	5
Online Services	24	0	24
Pharmaceutical/Healthcare	7	0	7
Telecom	6	0	6
Others (Ed-tech)	6	0	6
Others (Online payment)	1	0	1
Others (Retail B2B and B2C)	0	4	4
<b>Total</b>	<b>369</b>	<b>19</b>	<b>388</b>

Table 2.1: Classification of offers based on sector

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### 3. Function-wise Classification

Function	Number of Offers		
	Domestic	International	Total
Business Development	3	0	3
Consulting	146	9	155
Finance	51	3	54
General Management	39	3	42
Marketing / Sales	55	4	59
Operations	3	0	3
Product/Category Management	43	0	43
Research & Advisory	4	0	4
Strategy	8	0	8
Supply Chain	1	0	1
Systems/IT	9	0	9
Others - Analytics	6	0	6
Others	1	0	1
<b>Total</b>	<b>369</b>	<b>19</b>	<b>388</b>

Table 3.1: Classification of offers based on function

### 4. Location-wise Classification

#### 4.1 Classification of International Locations

International Location	No. of offers accepted
Dubai	4
Hong Kong	2
Singapore	3
Dubai / Saudi Arabia	4
Kuala Lumpur (Malaysia)	2
Qatar	1
TBD (Global)*	3
<b>Total</b>	<b>19</b>

Table 4.1: Classification of offers based on international locations

\* TBD (Global) means the location data was not available with us at the time of auditing, however it's a global role

  
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For Indian Institute of Management Ahmedabad



For Brickworks Analytics Mumbai

#### 4.2 Classification of Domestic Locations

Domestic Location	Number of offers accepted
Ahmedabad	5
Bengaluru	31
Chennai	3
Delhi	12
Ghaziabad	2
Gurugram	30
Hyderabad	1
Kolkata	3
Mumbai	81
Mumbai / Delhi / Bengaluru / Chennai	2
Mumbai / Delhi	2
Mumbai / Gurugram	4
Mumbai / Gurugram / Bengaluru	10
Noida	8
Pan India	71
Pune	13
TBD*	91
<b>Total</b>	<b>369</b>

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



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For Indian Institute of Management Ahmedabad



For Brickworks Analytics Mumbai

## 5. Salary Data

### 5.1 Salary Heads – Domestic (INR)

Salary Head	Min	Max	Median	Mean	Data
Fixed Yearly Cash Component	10,50,000	45,00,000	20,07,000	20,97,057	369
One time Cash Payment	50,000	8,00,000	2,50,000	2,68,294	255
Total Guaranteed Cash Component	12,40,000	45,00,000	22,50,000	22,82,464	369
Maximum Earning Potential	16,00,000	55,88,000	25,00,003	26,12,600	369

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	\$39,210	\$98,132	\$65,421	\$62,530	19
One time Cash Payment	\$3,022	\$12,000	\$11,000	\$9,806	6
Total Guaranteed Cash Component	\$39,210	\$1,07,945	\$66,017	\$65,626	19
Maximum Earning Potential	\$42,478	\$1,80,645	\$77,602	\$84,200	19

Table 5.2: Classification of salary heads – International

\* For International salaries, all conversions to USD are made as per closing rates on 25<sup>th</sup> September 2020. Data is sourced from International Monetary Fund and Bloomberg  
(Links: [https://www.imf.org/external/np/fin/data/rms\\_mth.aspx?SelectDate=2020-09-30&reportType=REP](https://www.imf.org/external/np/fin/data/rms_mth.aspx?SelectDate=2020-09-30&reportType=REP), <http://www.bloombera.com/quote/USDHKD:CUR>)

### 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.



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### 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)	58,491	2,12,264	1,06,132	1,07,663	369
Non-INR salary (Total guaranteed cash component)	61,000	1,65,000	76,500	90,536	19
Combined INR and non-INR salary (Total guaranteed cash component)	58,491	2,12,264	1,05,334	1,06,825	388
INR salary (Maximum Earning Potential)	75,472	2,63,585	1,17,925	1,23,236	369
Non-INR salary (Maximum Earning Potential)	61,000	2,29,508	1,08,394	1,13,452	19
Combined INR and non-INR salary (Maximum Earning Potential)	61,000	2,63,585	1,17,925	1,22,757	388

Table 5.3: Salary Statistics at PPP adjusted exchange rates

\* As per the PPP conversion rate for 2019 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>

### 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)	10,50,990	45,00,000	20,00,000	22,83,582	61
Conglomerates	13,50,000	19,59,000	19,00,000	17,91,087	23
Consulting	14,17,500	40,00,000	23,00,000	22,55,588	129
Consumer goods (FMCG)	13,92,000	27,00,000	19,50,000	18,93,899	43
Consumer Services	24,00,000	24,00,000	24,00,000	24,00,000	3
Engineering/Technology	18,18,182	26,00,000	22,00,000	22,28,926	11
Information Technology (IT)	10,50,000	25,00,000	20,50,040	19,93,115	46
Manufacturing	12,40,000	18,00,000	18,00,000	16,60,000	4
Media/Communications	16,50,000	19,97,925	17,11,300	18,01,430	5
Online Services	16,00,000	22,00,000	17,05,000	17,49,583	24
Others (Ed-tech)	20,00,000	37,00,000	31,00,000	29,33,333	6
Others (Online payment)	13,50,266	13,50,266	13,50,266	13,50,266	1
Pharmaceutical/Healthcare	15,86,617	17,00,000	17,00,000	16,53,319	7
Telecom	15,30,000	17,00,000	15,30,000	15,58,333	6

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



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#### 5.4.2 One-time Cash Payment

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	1,00,000	5,00,000	2,50,000	2,76,406	32
Conglomerates	1,00,000	3,00,000	1,50,000	1,65,385	13
Consulting	50,000	6,00,000	1,50,000	2,36,145	83
Consumer goods (FMCG)	1,00,000	8,00,000	3,00,000	3,35,128	39
Engineering/Technology	75,000	3,00,000	2,00,000	1,93,750	8
Information Technology (IT)	1,00,000	7,75,000	2,00,000	2,68,750	40
Manufacturing	2,50,000	2,50,000	2,50,000	2,50,000	3
Media/Communications	1,50,000	1,50,000	1,50,000	1,50,000	2
Online Services	2,00,000	5,00,000	3,00,000	3,62,500	24
Others (Ed-tech)	1,00,000	2,00,000	2,00,000	1,75,000	4
Pharmaceutical/Healthcare	2,50,000	2,50,000	2,50,000	2,50,000	2
Telecom	3,00,000	3,00,000	3,00,000	3,00,000	5

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

#### 5.4.3 Total Guaranteed Cash Component

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	1450990	4500000	2207963	2428582	61
Conglomerates	1600000	2059000	1900000	1884565	23
Consulting	1517500	4500000	2450000	2407526	129
Consumer goods (FMCG)	1592000	3000000	2200000	2197853	43
Consumer Services	2400000	2400000	2400000	2400000	3
Engineering/Technology	1975000	2800000	2400000	2369835	11
Information Technology (IT)	1450000	3075000	2250284	2226811	46
Manufacturing	1240000	2050000	2050000	1847500	4
Media/Communications	1711300	1997925	1800000	1861430	5
Online Services	1900000	2600000	2150000	2112083	24
Others (Ed-tech)	2000000	3900000	3200000	3050000	6
Others (Online payment)	1350266	1350266	1350266	1350266	1
Pharmaceutical/Healthcare	1600000	1836617	1700000	1724748	7
Telecom	1700000	1830000	1830000	1808333	6

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



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#### 5.4.4 Maximum Earning Potential

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	16,00,000	54,00,000	23,90,000	26,95,993	61
Conglomerates	18,00,000	24,50,000	21,00,000	21,18,043	23
Consulting	17,00,000	55,88,000	29,00,000	27,66,251	129
Consumer goods (FMCG)	18,00,000	30,08,555	24,74,660	24,69,517	43
Consumer Services	26,00,000	26,00,000	26,00,000	26,00,000	3
Engineering/Technology	23,00,000	35,52,250	26,00,000	27,90,409	11
Information Technology (IT)	20,70,014	33,36,120	25,68,310	26,57,968	46
Manufacturing	17,80,000	27,17,000	27,17,000	24,82,750	4
Media/Communications	19,00,000	23,50,500	23,50,000	22,60,200	5
Online Services	19,70,000	35,55,259	22,32,500	22,78,094	24
Others (Ed-tech)	24,00,000	42,00,000	34,00,000	34,00,000	6
Others (Online payment)	17,75,000	17,75,000	17,75,000	17,75,000	1
Pharmaceutical/Healthcare	18,00,000	27,00,000	27,00,000	23,71,545	7
Telecom	20,50,000	21,50,000	20,50,000	20,66,667	6

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

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

##### 5.5.1 Fixed Yearly Cash Component

Functions	Min	Max	Median	Mean	Data
Business Development	16,00,000	20,00,000	20,00,000	18,66,667	3
Consulting	14,17,500	40,00,000	23,00,000	22,29,960	146
Finance	15,30,000	45,00,000	20,37,160	23,64,816	51
General Management	13,50,000	25,00,000	19,00,000	18,51,113	39
Marketing / Sales	10,50,000	30,00,000	17,95,548	18,14,144	55
Operations	17,00,000	20,00,000	17,00,000	18,00,000	3
Others	10,50,990	10,50,990	10,50,990	10,50,990	1
Others - Analytics	18,07,963	21,66,555	18,07,963	18,67,728	6
Product/Category Management	15,09,200	32,00,000	19,62,400	20,43,696	43
Research & Advisory	17,00,000	18,00,000	18,00,000	17,75,000	4
Strategy	13,92,000	37,00,000	22,50,000	23,07,525	8
Supply Chain	15,30,000	15,30,000	15,30,000	15,30,000	1
Systems/IT	17,00,000	25,00,000	17,00,000	19,37,390	9

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



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### 5.5.2 One-time Cash Payment

Functions	Min	Max	Median	Mean	Data
Business Development	2,50,000	2,50,000	2,50,000	2,50,000	2
Consulting	50,000	6,00,000	2,00,000	2,32,500	100
Finance	1,00,000	3,50,000	1,87,500	1,84,423	26
General Management	1,00,000	5,00,000	2,50,000	2,12,500	20
Marketing / Sales	1,00,000	8,00,000	3,00,000	3,37,111	45
Operations	3,00,000	4,50,000	4,50,000	4,00,000	3
Others	4,00,000	4,00,000	4,00,000	4,00,000	1
Others - Analytics	4,00,000	4,00,000	4,00,000	4,00,000	6
Product/Category Management	75,000	7,75,000	3,00,000	3,29,412	34
Research & Advisory	2,50,000	2,50,000	2,50,000	2,50,000	3
Strategy	1,00,000	3,00,000	2,00,000	2,21,429	7
Supply Chain	3,00,000	3,00,000	3,00,000	3,00,000	1
Systems/IT	2,00,000	4,50,000	4,50,000	3,78,571	7

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

### 5.5.3 Total Guaranteed Cash Component

Functions	Min	Max	Median	Mean	Data
Business Development	1600000	2250000	2250000	2033333	3
Consulting	1517500	4500000	2350000	2389207	146
Finance	1600000	4500000	2137160	2458835	51
General Management	1600000	3000000	1900000	1960087	39
Marketing / Sales	1240000	3000000	1997925	2089962	55
Operations	2150000	2300000	2150000	2200000	3
Others	1450990	1450990	1450990	1450990	1
Others - Analytics	2207963	2566555	2207963	2267728	6
Product/Category Management	1700000	3400000	2250000	2304161	43
Research & Advisory	1700000	2050000	2050000	1962500	4
Strategy	1592000	3900000	2425000	2501275	8
Supply Chain	1830000	1830000	1830000	1830000	1
Systems/IT	1886717	2700000	2150000	2231835	9

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



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#### 5.5.4 Maximum Earning Potential

Functions	Min	Max	Median	Mean	Data
Business Development	18,00,000	23,90,000	23,90,000	21,93,333	3
Consulting	17,00,000	55,88,000	27,85,000	27,31,482	146
Finance	16,00,000	54,00,000	25,87,160	27,79,285	51
General Management	18,00,000	30,00,000	21,75,000	22,52,949	39
Marketing / Sales	17,75,000	42,00,000	23,50,500	24,29,019	55
Operations	22,32,500	25,00,000	22,32,500	23,21,667	3
Others	16,00,990	16,00,990	16,00,990	16,00,990	1
Others - Analytics	23,25,563	27,07,675	23,25,563	23,89,248	6
Product/Category Management	19,70,000	35,55,259	26,76,980	27,02,288	43
Research & Advisory	27,00,000	27,17,000	27,17,000	27,12,750	4
Strategy	18,00,000	39,00,000	24,95,000	26,13,752	8
Supply Chain	20,50,000	20,50,000	20,50,000	20,50,000	1
Systems/IT	22,32,500	32,50,000	22,32,500	25,06,482	9

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

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

##### 5.6.1 Fixed Yearly Cash Component

Sectors	Min	Max	Median	Mean	Data
Agri Inputs	\$49,000	\$49,000	\$49,000	\$49,000	3
Banking, Financial Services and Insurance (BFSI)	\$90,323	\$98,132	\$90,323	\$92,926	3
Consulting	\$52,537	\$76,500	\$66,017	\$67,272	9
Others (Retail B2B and B2C)	\$39,210	\$39,210	\$39,210	\$39,210	4

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
Agri Inputs	\$12,000	\$12,000	\$12,000	\$12,000	3
Banking, Financial Services and Insurance (BFSI)	\$9,813	\$9,813	\$9,813	\$9,813	1
Consulting	\$3,022	\$10,000	\$6,511	\$6,511	2

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

  
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### 5.6.3 Total Guaranteed Cash Component

Sectors	Min	Max	Median	Mean	Data
Agri Inputs	\$61,000	\$61,000	\$61,000	\$61,000	3
Banking, Financial Services and Insurance (BFSI)	\$90,323	\$1,07,945	\$90,323	\$96,197	3
Consulting	\$52,537	\$76,500	\$73,500	\$68,719	9
Others (Retail B2B and B2C)	\$39,210	\$39,210	\$39,210	\$39,210	4

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
Agri Inputs	\$61,000	\$61,000	\$61,000	\$61,000	3
Banking, Financial Services and Insurance (BFSI)	\$1,07,945	\$1,80,645	\$1,80,645	\$1,56,412	3
Consulting	\$52,537	\$1,08,394	\$87,500	\$86,406	9
Others (Retail B2B and B2C)	\$42,478	\$42,478	\$42,478	\$42,478	4

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
Consulting	\$52,537	\$76,500	\$66,017	\$67,272	9
Finance	\$90,323	\$98,132	\$90,323	\$92,926	3
General Management	\$49,000	\$49,000	\$49,000	\$49,000	3
Marketing / Sales	\$39,210	\$39,210	\$39,210	\$39,210	4

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
Consulting	\$3,022	\$10,000	\$6,511	\$6,511	2
Finance	\$9,813	\$9,813	\$9,813	\$9,813	1
General Management	\$12,000	\$12,000	\$12,000	\$12,000	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
Consulting	\$52,537	\$76,500	\$73,500	\$68,719	9
Finance	\$90,323	\$1,07,945	\$90,323	\$96,197	3
General Management	\$61,000	\$61,000	\$61,000	\$61,000	3
Marketing/ Sales	\$39,210	\$39,210	\$39,210	\$39,210	4

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
Consulting	\$52,537	\$1,08,394	\$87,500	\$86,406	9
Finance	\$1,07,945	\$1,80,645	\$1,80,645	\$1,56,412	3
General Management	\$61,000	\$61,000	\$61,000	\$61,000	3
Marketing/ Sales	\$42,478	\$42,478	\$42,478	\$42,478	4

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

#### 5.8 Location-wise Classification of Salary – International (USD)

##### 5.8.1 Fixed Yearly Cash Component

Location	Min	Max	Median	Mean	Data
Dubai	\$73,500	\$76,500	\$76,500	\$75,750	4
Dubai / Saudi Arabia	\$39,210	\$39,210	\$39,210	\$39,210	4
Hong Kong	\$90,323	\$90,323	\$90,323	\$90,323	2
Kuala Lumpur (Malaysia)	\$52,537	\$52,537	\$52,537	\$52,537	2
Qatar	\$65,934	\$65,934	\$65,934	\$65,934	1
Singapore	\$65,421	\$98,132	\$66,017	\$76,523	3
TBD Global*	\$49,000	\$49,000	\$49,000	\$49,000	3
India (INR)	10,50,000	45,00,000	20,07,000	20,97,057	369

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

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

##### 5.8.2 One-time Cash Payment

Location	Min	Max	Median	Mean	Data
Qatar	\$3,022	\$3,022	\$3,022	\$3,022	1
Singapore	\$9,813	\$10,000	\$9,907	\$9,907	2
TBD Global	\$12,000	\$12,000	\$12,000	\$12,000	3
India (INR)	50,000	8,00,000	2,50,000	2,68,294	255

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
Dubai	\$73,500	\$76,500	\$76,500	\$75,750	4
Dubai / Saudi Arabia	\$39,210	\$39,210	\$39,210	\$39,210	4
Hong Kong	\$90,323	\$90,323	\$90,323	\$90,323	2
Kuala Lumpur (Malaysia)	\$52,537	\$52,537	\$52,537	\$52,537	2
Qatar	\$68,956	\$68,956	\$68,956	\$68,956	1
Singapore	\$66,017	\$1,07,945	\$75,421	\$83,128	3
TBD Global	\$61,000	\$61,000	\$61,000	\$61,000	3
India (INR)	12,40,000	45,00,000	22,50,000	22,82,464	369

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
Dubai	\$87,500	\$1,08,394	\$76,500	\$1,03,171	4
Dubai / Saudi Arabia	\$42,478	\$42,478	\$39,210	\$42,478	4
Hong Kong	\$1,80,645	\$1,80,645	\$90,323	\$1,80,645	2
Kuala Lumpur (Malaysia)	\$52,537	\$52,537	\$52,537	\$52,537	2
Qatar	\$96,016	\$96,016	\$68,956	\$96,016	1
Singapore	\$77,602	\$1,07,945	\$75,421	\$90,609	3
TBD Global	\$61,000	\$61,000	\$61,000	\$61,000	3
India (INR)	16,00,000	55,88,000	25,00,003	26,12,600	369

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

#### 5.9 Location-wise Classification of Salary – Domestic (INR)

##### 5.9.1 Fixed Yearly Cash Component

Location	Min	Max	Median	Mean	Data
Ahmedabad	18,00,000	26,00,000	19,50,000	21,60,000	5
Bengaluru	13,50,266	36,00,000	19,00,000	20,14,823	31
Chennai	22,00,000	23,00,000	22,00,000	22,33,333	3
Delhi	17,00,000	23,00,000	23,00,000	21,24,372	12
Ghaziabad	19,00,000	19,00,000	19,00,000	19,00,000	2
Gurugram	15,78,400	25,00,000	20,00,000	19,80,502	30
Hyderabad	18,70,000	18,70,000	18,70,000	18,70,000	1
Kolkata	16,00,000	21,53,555	21,53,555	19,69,037	3
Mumbai	16,00,000	45,00,000	21,00,000	22,75,499	81
Mumbai / Delhi / Bengaluru / Chennai	18,15,000	18,15,000	18,15,000	18,15,000	2
Mumbai / Delhi	19,97,925	19,97,925	19,97,925	19,97,925	2
Mumbai / Gurugram	23,50,000	23,50,000	23,50,000	23,50,000	4
Mumbai / Gurugram / Bengaluru	18,40,000	23,94,750	22,77,330	22,13,348	10
Noida	17,10,000	37,00,000	18,90,000	23,98,750	8
Pan India	10,50,000	35,00,000	17,00,000	18,01,778	71
Pune	16,00,000	20,37,160	20,37,160	19,94,957	13
TBD*	14,40,000	26,06,383	23,73,000	22,07,083	91

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



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### 5.9.2 One-time Cash Payment

Location	Min	Max	Median	Mean	Data
Ahmedabad	2,00,000	2,00,000	2,00,000	2,00,000	1
Bengaluru	75,000	7,75,000	3,50,000	3,65,625	16
Delhi	1,50,000	1,50,000	1,50,000	1,50,000	1
Ghaziabad	2,00,000	2,00,000	2,00,000	2,00,000	2
Gurugram	1,00,000	4,00,000	3,00,000	3,00,000	26
Kolkata	3,00,000	4,25,000	4,25,000	3,83,333	3
Mumbai	1,00,000	8,00,000	3,00,000	3,11,667	45
Mumbai / Gurugram / Bengaluru	6,00,000	6,00,000	6,00,000	6,00,000	8
Noida	2,00,000	3,00,000	2,00,000	2,37,500	8
Pan India	1,00,000	6,00,000	3,00,000	3,07,458	59
Pune	1,00,000	3,00,000	1,00,000	1,20,000	10
TBD*	50,000	5,00,000	1,50,000	1,68,421	76

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

### 5.9.3 Total Guaranteed Cash Component

Location	Min	Max	Median	Mean	Data
Ahmedabad	18,00,000	28,00,000	19,50,000	22,00,000	5
Bengaluru	13,50,266	36,00,000	21,18,182	22,03,532	31
Chennai	22,00,000	23,00,000	22,00,000	22,33,333	3
Delhi	17,00,000	23,00,000	23,00,000	21,36,872	12
Ghaziabad	21,00,000	21,00,000	21,00,000	21,00,000	2
Gurugram	18,36,617	27,00,000	22,28,982	22,40,502	30
Hyderabad	18,70,000	18,70,000	18,70,000	18,70,000	1
Kolkata	19,00,000	25,78,555	25,78,555	23,52,370	3
Mumbai	16,00,000	45,00,000	23,00,000	24,48,647	81
Mumbai / Delhi / Bengaluru / Chennai	18,15,000	18,15,000	18,15,000	18,15,000	2
Mumbai / Delhi	19,97,925	19,97,925	19,97,925	19,97,925	2
Mumbai / Gurugram	23,50,000	23,50,000	23,50,000	23,50,000	4
Mumbai / Gurugram / Bengaluru	18,40,000	29,94,750	28,77,330	26,93,348	10
Noida	20,00,000	39,00,000	21,90,000	26,36,250	8
Pan India	12,40,000	37,35,000	19,50,000	20,57,271	71
Pune	19,00,000	21,37,160	21,37,160	20,87,265	13
TBD	17,40,000	28,00,000	24,50,000	23,47,742	91

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

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

  
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#### 5.9.4 Maximum Earning Potential

Location	Min	Max	Median	Mean	Data
Ahmedabad	18,00,000	28,00,000	19,50,000	22,00,000	5
Bengaluru	17,75,000	54,00,000	26,17,000	27,49,889	31
Chennai	23,00,000	28,00,000	28,00,000	26,33,333	3
Delhi	17,00,000	24,70,000	23,00,000	21,97,500	12
Ghaziabad	23,50,000	23,50,000	23,50,000	23,50,000	2
Gurugram	19,00,000	33,90,000	23,90,000	25,52,355	30
Hyderabad	22,00,000	22,00,000	22,00,000	22,00,000	1
Kolkata	23,50,599	30,08,555	30,08,555	27,89,236	3
Mumbai	16,00,000	55,88,000	25,00,000	26,46,794	81
Mumbai / Delhi / Bengaluru / Chennai	22,45,000	22,45,000	22,45,000	22,45,000	2
Mumbai / Delhi	23,50,500	23,50,500	23,50,500	23,50,500	2
Mumbai / Gurugram	27,85,000	27,85,000	27,85,000	27,85,000	4
Mumbai / Gurugram / Bengaluru	23,00,000	34,36,500	32,97,420	31,25,752	10
Noida	22,00,000	39,00,000	24,00,000	27,75,000	8
Pan India	16,00,990	47,35,000	22,25,000	23,80,244	71
Pune	23,50,599	26,00,000	25,87,160	25,71,926	13
TBD*	19,20,000	33,36,120	29,00,000	27,59,155	91

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	190
	1a. Through internships	172
	1b. Others	18
2	Total Pre-Placement offers accepted	108
	2a. Through internships	107
	2b. Others	1

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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