Indian Institute of Management Ahmedabad



PGP-FABM Placement Report

Finals 2022





Ref: BWA/IIMA/MUM/RB/0004/2022-23

25-November-2022

The Chairperson

Placement Office

Indian Institute of Management

Vastrapur, Ahmedabad - 380015

Gujarat

Dear Sir.

Re: Audit of Placement Report for 2022 placements of Post Graduate Programme in Food & Agribusiness Management (PGP-FABM).

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 2022 of the Post Graduate Programme in Food & Agribusiness Management (PGP-FABM) of the Indian Institute of Management, Ahmedabad (IIMA). The Placement Report is the responsibility of IIMA. 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:

- 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.
- The validation of information presented in the report is based on communication received by IIMA from recruiting companies. Brickworks Analytics (BWA) has not independently sourced any information or documentation.
- 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'.
- 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 three 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'.
- The acceptance of offers and the number of students opting out of the placement process has been established through written communication from those students.
 - a. There was one student who opted out of the placement process to take up entrepreneurship as a career under IIMAvericks Fellowship
- 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,

Ritaban Basu

Head - Risk & Analytics

Brickworks Analytics

Contents

| List of Tables | Contentsi |
|--|--|
| 1. Classification of Students 3 1.1 Classification of Entire Placement Pool 3 2. Sector Wise Classification 3 3. Function wise Classification 4 4. Location wise Classification 4 4. Location of Entire Placement Pool 5 5. Salary Heads 6 5. Salary Heads 7 5. Salary Heads 7 5. Salary Heads 8 5. Salary Heads 8 5. Salary Heads 8 5. Salary Heads 9 5. Salary H | List of Tablesiii |
| 1.1 Classification of Entire Placement Pool | Overview1 |
| 2. Sector Wise Classification | 1. Classification of Students |
| 3. Function wise Classification | 1.1 Classification of Entire Placement Pool |
| 4. Location wise Classification | 2. Sector Wise Classification |
| 4.1. Classification of Domestic Locations | 3. Function wise Classification4 |
| 4.2. Classification of International Locations | 4. Location wise Classification4 |
| 5. Salary Heads-Domestic (INR) | 4.1. Classification of Domestic Locations |
| 5.1. Salary Heads-Domestic (INR) | 4.2. Classification of International Locations5 |
| 5.2. Salary Heads-International (USD) | The state of the s |
| Description of Salary Heads | 5.1. Salary Heads-Domestic (INR)5 |
| 5.3. Salary statistics at Purchasing Power Parity (PPP)* | |
| 5.4. Salary Heads- Combine - Domestic & International (INR) 6 5.5. Sector-wise Classification of Salary - Domestic (INR) 7 5.5.1. Fixed Yearly Cash Component- Domestic (INR) 7 5.5.2. One-time Cash Payment- Domestic (INR) 7 5.5.3. Total Guaranteed Cash Component- Domestic (INR) 8 5.5.4. Max. Earning Potential - Domestic (INR) 8 5.6. Function wise Classification of Salary - Domestic (INR) 9 5.6.1. Fixed Yearly Cash Component- Domestic (INR) 9 5.6.2. One-time Cash Payment - Domestic (INR) 9 5.6.3. Total Guaranteed Cash Component - Domestic (INR) 9 5.6.4. Max. Earning Potential- Domestic (INR) 9 5.7.1. Fixed Yearly Cash Component - Domestic (INR) 10 5.7.2. One-time Cash Payment - Domestic (INR) 10 5.7.3. Total Guaranteed Cash Component - Domestic (INR) 11 5.7.4. Max. Earning Potential - Domestic (INR) 11 5.7.5. Location wise Classification of Salary - Domestic (INR) 11 5.7.6. Max. Earning Potential - Domestic (INR) 11 5.7.7. Location Wise Classification Of Salary - Domestic (INR) 11 5.7.7. Location Wise Classification of Salary - Domestic (INR) 11 5.7.7. Location Wise Classification Of Salary - Domestic (INR) 11 5.7.7. Location Wise Classification Of Salary - Domestic (INR) 11 5.7.7. Location Wise Classification Of Salary - Domestic (INR) 11 5.7.7. Location Wise Classification Of Salary - Domestic (INR) 11 5.7.7. Location Wise Classification Of Salary - Domestic (INR) 11 5.7.7. Location Wise Classification Of Salary - Domestic (INR) 11 | Description of Salary Heads |
| 5.5. Sector-wise Classification of Salary - Domestic (INR) | |
| 5.5.1. Fixed Yearly Cash Component- Domestic (INR) | 5.4. Salary Heads- Combine - Domestic & International (INR)6 |
| 5.5.2. One-time Cash Payment- Domestic (INR) | 5.5. Sector-wise Classification of Salary - Domestic (INR) |
| 5.6.1. Fixed Yearly Cash Component- Domestic (INR) | 5.5.2. One-time Cash Payment- Domestic (INR) |
| 5.6.2. One-time Cash Payment - Domestic (INR) 9 5.6.3. Total Guaranteed Cash Component - Domestic (INR) 9 5.6.4. Max. Earning Potential- Domestic (INR) 10 5.7. Location wise Classification of Salary - Domestic (INR) 10 5.7.1. Fixed Yearly Cash Component - Domestic (INR) 10 5.7.2. One-time Cash Payment- Domestic (INR) 11 5.7.3. Total Guaranteed Cash Component - Domestic (INR) 11 5.7.4. Max. Earning Potential - Domestic (INR) 12 | 5.6. Function wise Classification of Salary - Domestic (INR)9 |
| 5.7.1. Fixed Yearly Cash Component - Domestic (INR) | 5.6.2. One-time Cash Payment - Domestic (INR) |
| 5.7.2. One-time Cash Payment- Domestic (INR) | 5.7. Location wise Classification of Salary - Domestic (INR)10 |
| | 5.7.2. One-time Cash Payment- Domestic (INR) |

| 7. Compliance Statement | 14 |
|--|----|
| 6.1. Details regarding Pre-placement Offers (PPO) | 14 |
| 6. Other Details | 14 |
| 5.10.4. Max. Earning Potential - International (USD) | 14 |
| 5.10.3. Total Guaranteed Cash Component - International (USD) | |
| 5.10.2. One-time Cash Payment- International (USD) | 14 |
| 5.10.1. Fixed Yearly Cash Component - International (USD) | 13 |
| 5.10. Location wise Classification of Salary - International (USD) | 13 |
| 5.9.4. Max. Earning Potential - International (USD) | 13 |
| 5.9.3. Total Guaranteed Cash Component - International (USD) | |
| 5.9.2. One-time Cash Payment - International (USD) | 13 |
| 5.9.1. Fixed Yearly Cash Component - International (USD) | 13 |
| 5.9. Function wise Classification of Salary - International (USD) | 13 |
| 5.8.4. Max. Earning Potential - International (USD) | 13 |
| 5.8.3. Total Guaranteed Cash Component - International (USD) | |
| 5.8.2. One-time Cash Payment - International (USD) | |
| 5.8.1. Fixed Yearly Cash Component- International (USD) | 12 |

List of Tables

| Table 1.1: Classification of the entire placement pool | 3 |
|--|-----|
| Table 2.1: Classification of offers based on sector | . 3 |
| Table 3.1: Classification of offers based on functions | 4 |
| Table 4.1.: Classification of offers based on domestic locations | 4 |
| Table 4.2.: Classification of offers based on International locations | 5 |
| Table 5.1.: Classification of salary heads- Domestic | 5 |
| Table 5.2.: Classification of salary heads- International | 5 |
| Table 5.3.: Salary statistics at PPP adjusted Exchange Rate | |
| Table 5.4.: Classification of salary heads- Domestic & International | 6 |
| Table 5.5.1.: Sector-wise Classification of Fixed Yearly Cash Component - Domestic | 7 |
| Table 5.5.2.: Sector-wise Classification of One Time Cash Payment- Domestic | 7 |
| Table 5.5.3.: Sector-wise Classification of Total Guaranteed Cash Component – Domestic. | 8 |
| Table 5.5.4.: Sector-wise Classification of Max. Earning Potential - Domestic | 8 |
| Table 5.6.1.: Function wise Classification of Fixed Yearly Cash Component- Domestic | 9 |
| Table 5.6.2.: Function wise Classification of One Time Cash Payment- Domestic | 9 |
| Table 5.6.3.: Function wise Classification of Total Guaranteed Cash Comp Domestic | 9 |
| Table 5.6.4.: Function wise Classification of Max. Earning Potential – Domestic | .10 |
| Table 5.7.1.: Location wise Classification of Fixed Yearly Cash Component- Domestic | .10 |
| Table 5.7.2.: Location wise Classification of One Time Cash Payment- Domestic | .11 |
| Table 5.7.3.: Location wise Classification of Total Guaranteed Cash Comp Domestic | .11 |
| Table 5.7.4.: Location wise Classification of Max. Earning Potential - Domestic | .12 |
| Table 5.8.1.: Sector-wise Classification of Fixed Yearly Cash Component- International | .12 |
| Table 5.8.2.: Sector-wise Classification of One Time Cash Payment- International | .12 |
| Table 5.8.3.: Sector-wise Classification of Total Guaranteed Cash Comp International | .12 |
| Table 5.8.4.: Sector-wise Classification of Max. Earning Potential - International | .13 |
| Table 5.9.1.: Function wise Classification of Fixed Yearly Cash Component-International | .13 |
| Table 5.9.2.: Function wise Classification of One Time Cash Payment- International | .13 |
| Table 5.9.3.: Function wise Classification of Total Guaranteed Cash Comp. – International. | .13 |
| Table 5.9.4.: Function wise Classification of Max. Earning Potential – International | 13 |
| Table 5.10.1.: Location wise Classification of Fixed Yearly Cash Component - International | .13 |
| Table 5.10.2.: Location wise Classification of One Time Cash Payment- International | 14 |
| Table 5.10.3.: Location wise Classification of Total Guaranteed Cash Comp International | .14 |
| Table 5.10.4.: Location wise Classification of Max. Earning Potential-International | .14 |
| Table 6.1: Details regarding Pre-Placement Offers (PPO) | 14 |
| Table 7.: List of deviations from standards with reasons | .14 |



Overview

The PGP-FABM (Post-Graduate Program in Food & Agribusiness Management) Final placement process for the batch of 2020-22 was completed successfully on 11th February 2022. The process was carried out in an online mode. 46 students of FABM Class of 2020-22 were placed. The successful completion of the placement process within a day is a testament of the high-quality learning experience at the institute and the robust placement process that provides adequate flexibility to both recruiters and students.

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.

Top Recruiters

The FABM students looking for final placements were well received by the industry and companies participated in the placement process. The placement process witnessed 56 companies for the final placements where the regular recruiters who reaffirmed their confidence in the program such as KPMG, PwC, Grant Thornton, P&G, Reckitt, Nestle, Olam International, CavinKare, McCain, Amul, FMC, Udaan, Purplle, UPL, ETG. Many new recruiters also showed a keen interest in the batch, which is visible by the participation of industry giants like Deloitte, Accenture, TVS Credit, Absolute foods, Reliance Industries, ICICI Bank, Axis Bank, Mitsui & Co. Ltd, Yum brands, Trident group, Zepto, Waycool, Justdial, Arya. ag, ThermoFisher among others.

The batch received 3 lateral offers including 2 domestic offer and 1 international offer. There were also 12 Pre-placement offers. The process, with the continuation of "Dream Application," helped students choose sectors and roles that best fit their career aspirations.



Entrepreneurship

IIM Ahmedabad has always encouraged students to take up entrepreneurship as a career by opting from IIMAvericks Fellowship. The IIMAvericks fellowship includes mentorship from CIIE.CO and financial support for a period 2 years. At any time during the fellowship, the student can return and sit for placements through the institute's placement process. This year, 1 student opted out of the placement process to work on their 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.

IIM Ahmedabad would like to thank all its recruiters for their participation in the year's placement process and their co-operation with the IPRS initiative.



1. Classification of Students

1.1 Classification of Entire Placement Pool

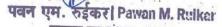
| Categories | Number |
|---|--------|
| 1. Total students eligible for placements | 48 |
| 1a. Number of Students Graduating in 2022 | 46 |
| 1b. Number of students returning from Placement Holiday | 0 |
| 1c. Previous year students | 1 |
| 2. Number of students who sought Placement through the institute | 47 |
| 2a. Number of Students Graduating in 2022 | 46 |
| 2b. Number of students returning from Placement Holiday | 0 |
| 2c. Previous year students | 1 |
| 3. Number of students who did not seek placement through the Institute | 1 |
| 3a. Company-sponsored or already employed | 0 |
| 3b. Continuing education | 0 |
| 3c. Postponing job search | 0 |
| 3d. Entrepreneurship (Starting a new business) | 1 |
| 3e. Returning to/joining family business | 0 |
| 3f. Seeking placement outside the campus placement process | 0 |
| 4. Number of students placed who sought Placement through the institute | 47 |
| 5. Number of students unplaced, if any | 0 |

Table 1.1 Classification of the entire placement pool

2. Sector Wise Classification

| Contou of the annulance | No. of offers | | | | | |
|------------------------------|---------------|---------------|-------|--|--|--|
| Sector of the employer | Domestic | International | Total | | | |
| Agri input | 7 | - | 7 | | | |
| BFSI | 5 | ₩3 | 5 | | | |
| Conglomerates | 1 | 1 | 2 | | | |
| Consulting | 9 | - | 9 | | | |
| Engineering | 1 | - | 1 | | | |
| FMCG | 5 | - | 5 | | | |
| Food Processing | 3 | - | 3 | | | |
| Food production & plantation | 2 | - | 2 | | | |
| Logistics | 1 | - | 1 | | | |
| Online service | 11 | - | 11 | | | |
| Others (Cooperative) | 1 | - | 1 | | | |
| Grand total | 46 | 1 | 47 | | | |

Table 2.1: Classification of offers based on sector



सहायक महाप्रदेशक - स्थानन Assistant General Manager - Placements

For Indian Institute of Management Ahmedabad



3. Function wise Classification

| | | No. of offers | | |
|-----------------------------|----------|---------------|-------|--|
| Function of the Employee | Domestic | International | Total | |
| Business development | 2 | 15 | 2 | |
| Consulting | 9 | - | 9 | |
| Finance | 3 | - | 3 | |
| General management | 5 | - | 5 | |
| Marketing/Sales | 10 | - | 10 | |
| Operations | 6 | - | 6 | |
| Product/Category Management | 5 | <u>u</u> | 5 | |
| Strategy | 5 | = | 5 | |
| Supply Chain Management | 1 | 1 | 2 | |
| Grand total | 46 | 1 | 47 | |

Table 3.1: Classification of offers based on functions

4. Location wise Classification

4.1. Classification of Domestic Locations

| Indian Locations | No. of offers |
|------------------|---------------|
| Ahmedabad | 2 |
| Bangalore | 9 |
| Chennai | 4 |
| Gurgaon | 8 |
| Hosur | 1 |
| Hyderabad | 2 |
| Indore | 1 |
| Jaipur | 1 |
| Mumbai | 12 |
| New Delhi | 1 |
| Noida | 2 |
| PAN INDIA | 3 |
| Grand Total | 46 |

Table 4.1: Classification of offers based on domestic locations

पवन एम. राइकर | Pawan M. Ruikar सहायक महायबंधक - स्थानन Assistant General Manager - Placements

भारतीय प्रयंध संस्थान अहमदाबाद Indian Institute of Management Ahmedabad

For Indian Institute of Management Ahmedabad



4.2. Classification of International Locations

| Locations | No. of offers |
|--------------------|---------------|
| International | 1 |
| Grand Total | 1 |

Table 4.2: Classification of offers based on International locations

5. Salary Heads

5.1. Salary Heads-Domestic (INR)

| Salary Heads | Min. | Max. | Median | Mean | Data |
|----------------------------------|-----------|-----------|-----------|-----------|------|
| Total Fixed Salary | 10,31,188 | 24,00,000 | 16,00,004 | 16,82,897 | 46 |
| One-time Cash Payments | 1,00,000 | 6,00,000 | 2,00,000 | 2,89,655 | 29 |
| Total Guaranteed Cash Components | 10,31,188 | 29,49,910 | 18,00,000 | 18,96,697 | 46 |
| Max. Earning Potential | 12,85,000 | 33,83,000 | 20,00,004 | 21,49,889 | 46 |

Table 5.1.: Classification of Salary Heads- Domestic

5.2. Salary Heads-International (USD)

| Salary Heads | Min. | Max. | Median | Mean | Data |
|----------------------------------|----------|----------|----------|----------|------|
| Total Fixed Salary | \$49,000 | \$49,000 | \$49,000 | \$49,000 | 1 |
| One-time Cash Payments | = | - | - | | 0 |
| Total Guaranteed Cash Components | \$49,000 | \$49,000 | \$49,000 | \$49,000 | 1 |
| Max. Earning Potential | \$49,000 | \$49,000 | \$49,000 | \$49,000 | 1 |

Table 5.2.: Classification of Salary Heads-International

Description of Salary Heads:

- a) 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.
- b) **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.

पवन एम. रुईकर | Pawan M. Ruikar

सहायक महाप्रवंधक - स्थानन Assistant General Manager - Placements भारतीय प्रवंध संस्थान अहमदाबाद Indian Institute of Management Ahmedabad

For Indian Institute of Management Ahmedabad

- c) Total guaranteed Cash Component: This is the sum of fixed yearly cash component and one-time cash payment.
- d) Max. Earning Potential: This is the sum of total guaranteed cash component, Max. possible-linked variable pays, and all other components of salary that are a part of the offer. This can include long term compensation such as PF and other perks as well, however gratuity is excluded.

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) | 44,567 | 1,27,492 | 77,794 | 81,973 | 46 |
| Non-INR salary (Total guaranteed cash component) | 49,000 | 49,000 | 49,000 | 49,000 | 1 |
| Combined INR and non-INR salary (Total guaranteed cash component) | 44,567 | 1,27,492 | 77,794 | 81,272 | 47 |
| INR salary (Maximum Earning Potential) | 55,536 | 1,46,210 | 86,438 | 92,916 | 46 |
| Non-INR salary (Maximum Earning Potential) | 49,000 | 49,000 | 49,000 | 49,000 | 1 |
| Combined INR and non-INR salary (Maximum Earning Potential) | 49,000 | 1,46,210 | 86,438 | 91,982 | 47 |

Table 5.3.: Salary statistics at PPP adjusted Exchange Rate

5.4. Salary Heads- Combine - Domestic & International (INR)

| Salary Heads | Min. | Max. | Median | Mean | Data |
|----------------------------------|-----------|-----------|-----------|-----------|------|
| Total Fixed Salary | 10,31,188 | 39,96,930 | 16,00,008 | 17,32,131 | 47 |
| One-time Cash Payments | 1,00,000 | 6,00,000 | 2,00,000 | 2,89,655 | 29 |
| Total Guaranteed Cash Components | 10,31,188 | 39,96,930 | 18,00,000 | 19,41,383 | 47 |
| Max. Earning Potential | 12,85,000 | 39,96,930 | 20,00,008 | 21,89,188 | 47 |

Table 5.4.: Classification of Salary Heads- combined Domestic & International



Assistant General Manager - Placements भारतीय प्रबंध संस्थान अहमदाबाद Indian Institute of Management Alimedabad For Indian Institute of Management Ahmedabad



^{*}As per the PPP conversion rate for 2021 for all available currencies from the Organisation for Economic Cooperation and Development database. Data is sourced from: https://data.oecd.org/conversion/purchasing-power-parities-ppp.html

5.5. Sector-wise Classification of Salary - Domestic (INR)

5.5.1. Fixed Yearly Cash Component- Domestic (INR)

| Sector | Min. | Max. | Median | Mean | Data |
|------------------------------|-----------|-----------|-----------|-----------|------|
| Agri input | 12,96,487 | 16,53,000 | 14,22,900 | 14,19,653 | 7 |
| BFSI | 11,42,897 | 24,00,000 | 24,00,000 | 19,11,556 | 5 |
| Conglomerates | 13,69,704 | 13,69,704 | 13,69,704 | 13,69,704 | 1 |
| Consulting | 15,00,000 | 23,00,000 | 15,00,000 | 17,66,667 | 9 |
| Engineering | 15,99,998 | 15,99,998 | 15,99,998 | 15,99,998 | 1 |
| FMCG | 10,31,188 | 21,94,052 | 20,69,000 | 18,92,630 | 5 |
| Food Processing | 16,00,000 | 16,00,000 | 16,00,000 | 16,00,000 | 3 |
| Food production & plantation | 14,00,000 | 14,00,000 | 14,00,000 | 14,00,000 | 2 |
| Logistics | 18,00,000 | 18,00,000 | 18,00,000 | 18,00,000 | 1 |
| Online service | 16,00,008 | 18,00,000 | 18,00,000 | 17,27,276 | 11 |
| Others (Cooperative) | 11,85,000 | 11,85,000 | 11,85,000 | 11,85,000 | 1 |

Table 5.5.1.: Sector-wise Classification of Fixed Yearly Cash Component- Domestic

5.5.2. One-time Cash Payment- Domestic (INR)

| Sector | Min. | Max. | Median | Mean | Data |
|------------------------------|----------|----------|----------|----------|------|
| Agri input | 1,00,000 | 2,00,000 | 2,00,000 | 1,66,667 | 3 |
| BFSI | - | - | - | - | - |
| Conglomerates | - | - | 2 | - | _ |
| Consulting | 2,00,000 | 6,00,000 | 3,00,000 | 3,87,500 | 8 |
| Engineering | 1,00,000 | 1,00,000 | 1,00,000 | 1,00,000 | 1 |
| FMCG | 4,00,000 | 6,00,000 | 5,50,000 | 5,25,000 | 4 |
| Food Processing | 2,00,000 | 2,00,000 | 2,00,000 | 2,00,000 | 3 |
| Food production & plantation | 2,00,000 | 2,00,000 | 2,00,000 | 2,00,000 | 2 |
| Logistics | - | - | 147 | - | - |
| Online service | 2,00,000 | 2,00,000 | 2,00,000 | 2,00,000 | 8 |
| Others (Cooperative) | _ | - | - X | - | - |

Table 5.5.2.: Sector-wise Classification of One Time Cash Payment- Domestic

पवन एम. रुईकर | Pawan M. Rulkar

सहायक महाप्रदंधक - स्थानन Assistant General Manager - Placements भारतीय प्रवंध संस्थान अहमदाबाद Indian Institute of Management Alimedabad

For Indian Institute of Management Ahmedabad



5.5.3. Total Guaranteed Cash Component- Domestic (INR)

| Sector | Min. | Max. | Median | Mean | Data |
|------------------------------|-----------|-----------|-----------|-----------|------|
| Agri input | 14,22,900 | 17,53,000 | 14,22,900 | 15,30,595 | 7 |
| BFSI | 11,42,897 | 24,00,000 | 24,00,000 | 19,11,556 | 5 |
| Conglomerates | 13,69,704 | 13,69,704 | 13,69,704 | 13,69,704 | 1 |
| Consulting | 15,00,000 | 29,00,000 | 18,00,000 | 21,11,111 | 9 |
| Engineering | 16,99,998 | 16,99,998 | 16,99,998 | 16,99,998 | 1 |
| FMCG | 10,31,188 | 29,49,910 | 26,19,000 | 24,02,630 | 5 |
| Food Processing | 18,00,000 | 18,00,000 | 18,00,000 | 18,00,000 | 3 |
| Food production & plantation | 16,00,000 | 16,00,000 | 16,00,000 | 16,00,000 | 2 |
| Logistics | 18,00,000 | 18,00,000 | 18,00,000 | 18,00,000 | 1 |
| Online service | 18,00,000 | 22,07,850 | 20,00,000 | 19,46,885 | 11 |
| Others (Cooperative) | 10,77,520 | 10,77,520 | 10,77,520 | 10,77,520 | 1 |

Table 5.5.3.: Sector-wise Classification of Total Guaranteed Cash Component- Domestic

5.5.4. Max. Earning Potential - Domestic (INR)

| Sector | Min. | Max. | Median | Mean | Data |
|------------------------------|-----------|-----------|-----------|-----------|------|
| Agri input | 17,87,400 | 20,00,000 | 17,87,400 | 18,35,657 | 7 |
| BFSI | 13,56,553 | 24,00,000 | 24,00,000 | 19,97,019 | 5 |
| Conglomerates | 17,00,000 | 17,00,000 | 17,00,000 | 17,00,000 | 1 |
| Consulting | 18,00,000 | 33,83,000 | 22,00,000 | 25,05,444 | 9 |
| Engineering | 18,99,998 | 18,99,998 | 18,99,998 | 18,99,998 | 1 |
| FMCG | 15,76,188 | 33,72,392 | 27,09,000 | 27,03,298 | 5 |
| Food Processing | 20,00,000 | 20,00,000 | 20,00,000 | 20,00,000 | 3 |
| Food production & plantation | 18,00,000 | 18,00,000 | 18,00,000 | 18,00,000 | 2 |
| Logistics | 18,00,000 | 18,00,000 | 18,00,000 | 18,00,000 | 1 |
| Online service | 19,80,000 | 24,64,850 | 22,00,000 | 21,55,430 | 11 |
| Others (Cooperative) | 12,85,000 | 12,85,000 | 12,85,000 | 12,85,000 | 1 |

Table 5.5.4.: Sector-wise Classification of Max. Earning Potential - Domestic



Assistan, General Manager - Placements भारतीय प्रवंध संस्थान अहमदायाद Indian Institute of Management Aimegapad





5.6. Function wise Classification of Salary - Domestic (INR)

5.6.1. Fixed Yearly Cash Component- Domestic (INR)

| Function | Min. | Max. | Median | Mean | Data |
|-----------------------------|-----------|-----------|-----------|-----------|------|
| Business development | 14,00,000 | 14,00,000 | 14,00,000 | 14,00,000 | 2 |
| Consulting | 15,00,000 | 23,00,000 | 15,00,000 | 17,66,667 | 9 |
| Finance | 24,00,000 | 24,00,000 | 24,00,000 | 24,00,000 | 3 |
| General management | 11,42,897 | 21,94,052 | 12,14,885 | 14,06,664 | 5 |
| Marketing/Sales | 10,31,188 | 20,99,910 | 15,37,950 | 16,41,370 | 10 |
| Operations | 16,00,000 | 18,00,000 | 17,00,000 | 17,00,000 | 6 |
| Product/Category Management | 16,00,008 | 18,00,000 | 16,00,008 | 16,40,006 | 5 |
| Strategy | 13,69,704 | 18,00,000 | 18,00,000 | 16,73,940 | 5 |
| Supply Chain Management | 12,96,487 | 12,96,487 | 12,96,487 | 12,96,487 | 1 |

Table 5.6.1.: Function-wise Classification of Fixed Yearly Cash Component- Domestic

5.6.2. One-time Cash Payment - Domestic (INR)

| Function | Min. | Max. | Median | Mean | Data |
|-----------------------------|----------|----------|----------|----------|------|
| Business development | 2,00,000 | 2,00,000 | 2,00,000 | 2,00,000 | 2 |
| Consulting | 2,00,000 | 6,00,000 | 3,00,000 | 3,87,500 | 8 |
| Finance | - | - | 4 | - | 12 |
| General management | 2,00,000 | 6,00,000 | 4,00,000 | 4,00,000 | 2 |
| Marketing/Sales | 1,00,000 | 5,50,000 | 4,75,000 | 4,00,000 | 4 |
| Operations | 2,00,000 | 2,00,000 | 2,00,000 | 2,00,000 | 4 |
| Product/Category Management | 2,00,000 | 2,00,000 | 2,00,000 | 2,00,000 | 5 |
| Strategy | 1,00,000 | 2,00,000 | 2,00,000 | 1,66,667 | 3 |
| Supply Chain Management | 2,00,000 | 2,00,000 | 2,00,000 | 2,00,000 | 1 |

Table 5.6.2.: Function-wise Classification of One-time Cash Payment – Domestic

5.6.3. Total Guaranteed Cash Component - Domestic (INR)

| Function | Min. | Max. | Median | Mean | Data |
|----------------------|-----------|-----------|-----------|-----------|------|
| Business development | 16,00,000 | 16,00,000 | 16,00,000 | 16,00,000 | 2 |
| Consulting | 15,00,000 | 29,00,000 | 18,00,000 | 21,11,111 | 9 |
| Finance | 24,00,000 | 24,00,000 | 24,00,000 | 24,00,000 | 3 |
| General management | 10,77,520 | 27,94,052 | 12,14,885 | 15,72,827 | 5 |
| Marketing/Sales | 10,31,188 | 29,49,910 | 15,87,950 | 18,46,370 | 10 |

पवन एम. रुईकर Pawan M. Ruikar

सहायक महा उद्धिया - स्थानन Assistant General Manager - Placements भारतीय प्रवंध संस्थान अहमवादाद Indian Institute of Management Alimedabad

For Indian Institute of Management Ahmedabad

| Operations | 18,00,000 | 22,07,850 | 19,00,000 | 19,69,283 | 6 |
|-----------------------------|-----------|-----------|-----------|-----------|---|
| Product/Category Management | 18,00,008 | 20,00,000 | 18,00,008 | 18,40,006 | 5 |
| Strategy | 13,69,704 | 20,00,000 | 18,00,000 | 17,73,940 | 5 |
| Supply Chain Management | 16,34,783 | 16,34,783 | 16,34,783 | 16,34,783 | 1 |

Table 5.6.3.: Function-wise Classification of Total Guaranteed Cash Component – Domestic

5.6.4. Max. Earning Potential- Domestic (INR)

| Function | Min. | Max. | Median | Mean | Data |
|-----------------------------|-----------|-----------|-----------|-----------|------|
| Business development | 18,00,000 | 18,00,000 | 18,00,000 | 18,00,000 | 2 |
| Consulting | 18,00,000 | 33,83,000 | 22,00,000 | 25,05,444 | 9 |
| Finance | 24,00,000 | 24,00,000 | 24,00,000 | 24,00,000 | 3 |
| General management | 12,85,000 | 33,72,392 | 14,28,541 | 18,58,497 | 5 |
| Marketing/Sales | 15,76,188 | 31,49,910 | 18,83,700 | 21,27,370 | 10 |
| Operations | 20,00,000 | 24,64,850 | 21,00,000 | 21,88,283 | 6 |
| Product/Category Management | 20,00,008 | 22,00,000 | 20,00,008 | 20,40,006 | 5 |
| Strategy | 17,00,000 | 22,00,000 | 18,99,998 | 19,60,000 | 5 |
| Supply Chain Management | 18,50,000 | 18,50,000 | 18,50,000 | 18,50,000 | 1 |

Table 5.6.4.: Function-wise Classification Max. Earning Potential – Domestic

5.7. Location wise Classification of Salary - Domestic (INR)

5.7.1. Fixed Yearly Cash Component - Domestic (INR)

| Location | Min. | Max. | Median | Mean | Data |
|-----------|-----------|-----------|-----------|-----------|------|
| Ahmedabad | 14,22,900 | 15,99,998 | 15,11,449 | 15,11,449 | 2 |
| Bangalore | 16,00,000 | 23,00,000 | 18,00,000 | 19,00,000 | 9 |
| Chennai | 11,42,897 | 24,00,000 | 24,00,000 | 20,85,724 | 4 |
| Gurgaon | 13,69,704 | 21,94,052 | 15,00,000 | 15,82,970 | 8 |
| Hosur | 14,22,900 | 14,22,900 | 14,22,900 | 14,22,900 | 1 |
| Hyderabad | 15,00,000 | 15,00,000 | 15,00,000 | 15,00,000 | 2 |
| Indore | 14,22,900 | 14,22,900 | 14,22,900 | 14,22,900 | 1 |
| Jaipur | 10,31,188 | 10,31,188 | 10,31,188 | 10,31,188 | 1 |
| Mumbai | 12,14,885 | 18,00,000 | 16,00,008 | 15,63,408 | 12 |
| New Delhi | 11,85,000 | 11,85,000 | 11,85,000 | 11,85,000 | 1 |
| Noida | 14,22,900 | 18,00,000 | 16,11,450 | 16,11,450 | 2 |
| PAN INDIA | 20,69,000 | 20,99,910 | 20,69,000 | 20,79,303 | 3 |

Table 5.7.1.: Location-wise Classification of Fixed Yearly Cash Component – Domestic



Assistant General Manager - Placements भारतीय प्रवंध संस्थान अहमदावाद Indian Institute of Management Ahmedabad

For Indian Institute of Management Ahmedabad



5.7.2. One-time Cash Payment- Domestic (INR)

| Location | Min. | Max. | Median | Mean | Data |
|-----------|----------|----------|----------|----------------|------|
| Ahmedabad | 1,00,000 | 1,00,000 | 1,00,000 | 1,00,000 | 1 |
| Bangalore | 2,00,000 | 6,00,000 | 2,00,000 | 3,50,000 | 8 |
| Chennai | = | - | - | () | - |
| Gurgaon | 2,00,000 | 6,00,000 | 2,00,000 | 2,83,333 | 6 |
| Hosur | - | = | 33 | 5 <u>#</u> 2 | - |
| Hyderabad | 3,00,000 | 3,00,000 | 3,00,000 | 3,00,000 | 2 |
| Indore | | - | | - | - |
| Jaipur | - | - | (= | - | - |
| Mumbai | 1,00,000 | 2,00,000 | 2,00,000 | 1,88,889 | 9 |
| New Delhi | ÷ | - | - | - | - |
| Noida | | - | 2- | - | - |
| PAN INDIA | 4,00,000 | 5,50,000 | 5,50,000 | 5,00,000 | 3 |

Table 5.7.2.: Location-wise Classification of One-time Cash Payment- Domestic

5.7.3. Total Guaranteed Cash Component - Domestic (INR)

| Location | Min. | Max. | Median | Mean | Data |
|-----------|-----------|-----------|-----------|-----------|------|
| Ahmedabad | 14,22,900 | 16,99,998 | 15,61,449 | 15,61,449 | 2 |
| Bangalore | 18,00,000 | 29,00,000 | 20,00,000 | 22,56,428 | 9 |
| Chennai | 11,42,897 | 24,00,000 | 24,00,000 | 20,85,724 | 4 |
| Gurgaon | 13,69,704 | 27,94,052 | 17,00,000 | 18,46,451 | 8 |
| Hosur | 14,22,900 | 14,22,900 | 14,22,900 | 14,22,900 | 1 |
| Hyderabad | 18,00,000 | 18,00,000 | 18,00,000 | 18,00,000 | 2 |
| Indore | 14,22,900 | 14,22,900 | 14,22,900 | 14,22,900 | 1 |
| Jaipur | 10,31,188 | 10,31,188 | 10,31,188 | 10,31,188 | 1 |
| Mumbai | 12,14,885 | 20,00,000 | 18,00,004 | 17,28,124 | 12 |
| New Delhi | 10,77,520 | 10,77,520 | 10,77,520 | 10,77,520 | 1 |
| Noida | 14,22,900 | 18,00,000 | 16,11,450 | 16,11,450 | 2 |
| PAN INDIA | 26,19,000 | 29,49,910 | 26,19,000 | 27,29,303 | 3 |

Table 5.7.3.: Location-wise Classification of Total Guaranteed Cash Component – Domestic



सहायक महाप्रदेधक - स्थानन Assistant General Manager - Placements भारतीय प्रवंध संस्थान अहमदावाद Indian Institute of Management Aimedabad





5.7.4. Max. Earning Potential - Domestic (INR)

| Location | Min. | Max. | Median | Mean | Data |
|-----------|-----------|-----------|-----------|-----------|------|
| Ahmedabad | 17,87,400 | 18,99,998 | 18,43,699 | 18,43,699 | 2 |
| Bangalore | 20,00,000 | 33,83,000 | 22,00,000 | 25,57,094 | 9 |
| Chennai | 13,56,553 | 24,00,000 | 24,00,000 | 21,39,138 | 4 |
| Gurgaon | 17,00,000 | 33,72,392 | 20,00,000 | 21,67,155 | 8 |
| Hosur | 17,87,400 | 17,87,400 | 17,87,400 | 17,87,400 | 1 |
| Hyderabad | 22,00,000 | 22,00,000 | 22,00,000 | 22,00,000 | 2 |
| Indore | 17,87,400 | 17,87,400 | 17,87,400 | 17,87,400 | 1 |
| Jaipur | 15,76,188 | 15,76,188 | 15,76,188 | 15,76,188 | 1 |
| Mumbai | 14,28,541 | 22,00,000 | 20,00,004 | 19,42,381 | 12 |
| New Delhi | 12,85,000 | 12,85,000 | 12,85,000 | 12,85,000 | 1 |
| Noida | 17,87,400 | 18,00,000 | 17,93,700 | 17,93,700 | 2 |
| PAN INDIA | 27,09,000 | 31,49,910 | 27,09,000 | 28,55,970 | 3 |

Table 5.7.4.: Location-wise Classification of Max. Earning Potential - Domestic

5.8. Sector-wise Classification of Salary - International (USD)

5.8.1. Fixed Yearly Cash Component- International (USD)

| Sector | Min. | Max. | Median | Mean | Data |
|---------------|----------|----------|----------|----------|------|
| Conglomerates | \$49,000 | \$49,000 | \$49,000 | \$49,000 | 1 |

Table 5.8.1.: Sector-wise Classification of Fixed Yearly Cash Component-International

5.8.2. One-time Cash Payment - International (USD)

| Sector | Min. | Max. | Median | Mean | Data |
|---------------|------|------|--------|------|------|
| Conglomerates | | - | Ξ. | - | - |

Table 5.8.2: Sector-wise Classification of One Time Cash Payment – International

5.8.3. Total Guaranteed Cash Component - International (USD)

| Sector | Min. | Max. | Median | Mean | Data |
|---------------|----------|----------|----------|----------|------|
| Conglomerates | \$49,000 | \$49,000 | \$49,000 | \$49,000 | 1 |

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



Assistant General Manager - Placements भारतीय प्रयंध संस्थान अहमदाबाद Indian Institute of Management Alimedabad





5.8.4. Max. Earning Potential - International (USD)

| Sector | Min. | Max. | Median | Mean | Data |
|---------------|----------|----------|----------|----------|------|
| Conglomerates | \$49,000 | \$49,000 | \$49,000 | \$49,000 | 1 |

Table 5.8.4.: Sector-wise Classification of Max. Earning Potential - International

5.9. Function wise Classification of Salary - International (USD)

5.9.1. Fixed Yearly Cash Component - International (USD)

| Function | Min. | Max. | Median | Mean | Data |
|-------------------------|----------|----------|----------|----------|------|
| Supply Chain Management | \$49,000 | \$49,000 | \$49,000 | \$49,000 | 1 |

Table 5.9.1.: Function-wise Classification of Fixed Yearly Cash Component - International

5.9.2. One-time Cash Payment - International (USD)

| Function | Min. | Max. | Median | Mean | Data |
|-------------------------|------|------|--------|------|------|
| Supply Chain Management | 4 | | 225 | 40 | 121 |

Table 5.9.2.: Function-wise Classification of One-time Cash Payment – International

5.9.3. Total Guaranteed Cash Component - International (USD)

| Function | Min. | Max. | Median | Mean | Data |
|-------------------------|----------|----------|----------|----------|------|
| Supply Chain Management | \$49,000 | \$49,000 | \$49,000 | \$49,000 | 1 |

Table 5.9.3.: Function-wise Classification of Total Guaranteed Cash Component - International

5.9.4. Max. Earning Potential - International (USD)

| Function | Min. | Max. | Median | Mean | Data |
|-------------------------|----------|----------|----------|----------|------|
| Supply Chain Management | \$49,000 | \$49,000 | \$49,000 | \$49,000 | 1 |

Table 5.9.4.: Function-wise Classification of Max. Earning Potential – International

5.10. Location wise Classification of Salary - International (USD)

5.10.1. Fixed Yearly Cash Component - International (USD)

| Location | Min. | Max. | Median | Mean | Data |
|---------------|----------|----------|----------|----------|------|
| International | \$49,000 | \$49,000 | \$49,000 | \$49,000 | 1 |

Table 5.10.1.: Location-wise Classification of Fixed Yearly Cash Component - International



Assistant General Manager - Placements भारतीय प्रबंध संस्थान अहमदाबाद Indian Institute of Management Alimedabad



For Indian Institute of Management Ahmedabad

5.10.2. One-time Cash Payment- International (USD)

| Location | Min. | Max. | Median | Mean | Data |
|---------------|------|------|--------|------|------|
| International | - | - | - | (24) | - |

Table 5.10.2.: Location-wise Classification of One-time Cash Payment-International

5.10.3. Total Guaranteed Cash Component - International (USD)

| Location | Min, | Max. | Median | Mean | Data |
|---------------|----------|----------|----------|----------|------|
| International | \$49,000 | \$49,000 | \$49,000 | \$49,000 | 1 |

Table 5.10.3.: Location-wise Classification of Total Guaranteed Cash Component - International

5.10.4. Max. Earning Potential - International (USD)

| Location | Min. | Max. | Median | Mean | Data |
|---------------|----------|----------|----------|----------|------|
| International | \$49,000 | \$49,000 | \$49,000 | \$49,000 | 1 |

Table 5.10.4.: Location-wise Classification of Max. Earning Potential - International

6.Other Details

6.1. Details regarding Pre-placement Offers (PPO)

| Parameter | Number |
|--|--------|
| 1. Total Pre-Placement Offers awarded | 12 |
| 1a. Through internships | 11 |
| 1b. Through others | 1 |
| 2. Total Pre-Placement Offers accepted | 9 |
| 2a. Through internships | 8 |
| 2b. Through 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 | | |
|------------------------------|--------|--|--|
| <u> </u> | - | | |

Table 7.: List of deviations from standards with reasons

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



सहायक महाप्रदेशक - स्थानन Assistant General Manager - Placements भारतीय प्रबंध संस्थान अहमदाबाद Indian Institute of Management Aimedabad For Indian Institute of Management Ahmedabad

