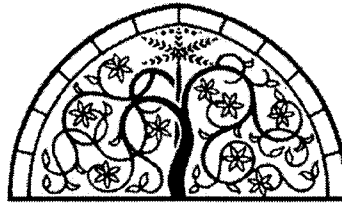


Indian Institute of Management Ahmedabad



विद्याविनियोगाद्विकासः

I I I M C
AHMEDABAD

PGP Placement Report

Finals 2014

Ref No: SM/SMER/IIMA/2014/30

August 8, 2014

Chairperson, The Placement Office,
The Indian Institute of Management,
Vastrapur,
Ahmedabad – 380 015,
Gujarat

Dear Sir,

Re: Audit of Placement Report for 2012-14 Post Graduate Programme in Management (PGP) programme

We have audited the Placement Report prepared by you on the final placement of students of the 2012-14 batch of the Post Graduate Programme in Management (PGP) programme of 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) version 2.1.

In this context, we confirm the following:

1. For the purpose of the audit, we have obtained all the information and explanations, which to the best of our knowledge and belief, were necessary. In our opinion, the Placement Report complies with the Indian Placement Reporting Standards version 2.1.
2. The validation of information presented in the report is based on communication received by IIM-A from recruiting companies. CRISIL has not independently sourced any information or documentation.
3. We have verified the information with respect to remuneration and job function presented in the report with communication received from recruiters. Information regarding compensation received from individual students has not been used. Data regarding location has been verified with communication from either recruiters or students.
 - a. Where offer letters or other recruiter communication was not available, the report considers the record as 'Data not available'. We have not been able to verify the status of such students as there is no record.
 - b. The information has been categorised as best as possible under different salary heads as given in the IPRS version 2.1; where a break-up was not available, the salary has been considered only as 'Maximum earning potential'.
 - c. For one student with a domestic offer, one-time payment was provided in international currency; it has been converted into domestic currency based on the exchange rate on May 2, 2014.
For one student with an international offer, one-time payment was provided in US dollars, which has been converted into the currency of the placement location based on the mean exchange rate for June 2014.
 - d. Three students are from international universities and have been placed by IIM-A. Acceptance for such students has not been collected by IIM-A for verification.
 - e. As stated above, information regarding location of 20 students has been verified with communication from these students from their institute email IDs. This includes one international placement.
4. The number of students opting out of the placement process has been established through written communication from those students.
5. We have not audited the report's Overview section, which explains the placement process.

Thank you.

Best regards,



Anurag Jhanwar, MRICS
Director, Education Gradings
Tel: +91 22 3342 3234
Email: anurag.jhanwar@crisil.com



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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 with students being placed across various sectors and functions of their choice in February 2014. The successful completion of the recruitment cycle for the batch 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 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. As in previous years, students were provided the flexibility of making a “dream” application to any firm of their choice in a subsequent cluster even with an offer in hand. This gave students the flexibility and choice to build careers in sectors of their preference.

Laterals process

About 50% of the batch was eligible for lateral placements, which provided students an opportunity to optimally leverage their work experience. The laterals process included firms from diverse sectors such as analytics, BFSI, consulting, consumer services, pharmaceuticals and technology. Firms which participated in the laterals process included Aditya Birla Group, Amazon, Google, Infosys, Latent View, Microsoft, Star TV India amongst others.

Sectoral overview

Companies from multiple sectors across different geographies hired candidates for a wide range of functions. Recruiters in the consulting space included global strategy consulting and niche consulting firms: Accenture Strategy, A.T. Kearney, Bain & Company, The Boston Consulting Group, Ernst & Young, EXL, KPMG, McKinsey & Company, Monitor Deloitte, Oliver Wyman, Strategy& and TSMG amongst others. The financial services sector witnessed participation from global investment banks and included Bank of America Merrill Lynch, Citibank, Credit Suisse, Deutsche Bank, Goldman Sachs, HSBC, Morgan Stanley, Nomura, Royal Bank of Scotland, UBS amongst others. A large number of students took up roles in sales and marketing in various companies such as Airtel, Asian Paints, HUL, ITC, Mondelez, Nestle, Star TV India amongst others. General Management and Leadership profiles were offered to students by Aditya Birla Group, CK Birla Group, General Electric, Mahindra,

Reliance Industries Limited amongst others. Students secured roles in technology sector firms such as Amazon, Cognizant, Google, HCL, Infosys, Latent View, Microsoft, Samsung amongst others. A number of first-time recruiters such as Embibe.com, Fractal Analytics, Kepler Cannon amongst others participated in the placement process.

Top recruiters

More than 125 firms participated in the placement process in 2014 including the laterals process. In terms of number of offers, Accenture Strategy was the top recruiter across all clusters having picked 18 students from campus. In the strategy-consulting domain, apart from Accenture Strategy, The Boston Consulting Group extended 15 offers to students while A.T. Kearney, Bain & Company and McKinsey & Company extended 7 offers each. In the niche consulting domain, EXL was the highest recruiter with 8 offers. Among global investment banks, HSBC was the largest recruiter having picked 9 students for roles in investment banking, corporate banking and private banking. In the consumer goods and services sector, Hindustan Unilever and Star TV India were the leading recruiters having extended 6 offers each to students for roles in marketing and the corporate executive office. Amongst general management firms, Reliance Industries Limited was the largest recruiter with 8 offers. In the technology sector, Amazon was the largest recruiter having extended 15 offers to students for roles in business development and operations. Latent View and Samsung extended 7 offers to students for roles in data analytics and business development.

Entrepreneurship

IIM Ahmedabad has always encouraged students to take up entrepreneurship as a career and this year, thirteen students opted out of the placement process to start their own ventures. The start-ups include an IT solutions venture to support the logistics and transportation sector, a platform for improving the agriculture supply-chain, amongst others. In line with its culture of fostering entrepreneurship, IIM-A offers a placement holiday to these students wherein they will 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 this year's placement process and their cooperation with the IPRS initiative.

Classification of the Entire Placement Pool

Categories	Numb
1. Sought placement through the institute	362
1a. Students in PGP programme graduating in 2014	354
1b. PGP Dual degree students graduating in 2015	4
1c. Students returning from placement holiday	1
1d. Students from universities abroad*	3
2. Did not seek placement through the institute	19
2a. Company-sponsored or already employed	0
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship (starting a new business)	13
2e. Returning to / joining family business	0
2f. Sought placement outside the campus placement process	0
2g. Did not seek placements for other reasons	6
Total students eligible for placements	381
Total Offers Accepted*	362
Students still in process	0
Total who did not seek employment through the institute	19

Table 1.1: Classification of the entire placement pool

Note: Students opting for the dual degree programme will graduate from IIMA in 2015, a year after the students of the PGP programme. However, they are eligible to participate in the placement process in the current year (2014). Hence, dual degree students graduating in 2015 have been included among those eligible to participate in the placement process. Also, the Institute, in its objective to foster entrepreneurship, allows a placement holiday to graduating students who wish to set up their own ventures. These students have an option of returning to seek placements from the Institute after trying to set up their own venture.

*"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. Acceptances are not collected from students from universities abroad.

Classification of the Entire Graduating Pool

Categories	Number
1. Total students graduating in 2014	388
1a. Students in PGP programme graduating in 2014 (Batch of 2012-2014)	371
1b. Students of previous years (dual degree & others) graduating in 2014	17
2. Students graduating in 2015 and eligible for placements in 2014	7
3. Total students eligible for placements	381
3a. PGP programme students graduating in 2014	371
3b. PGP students graduating in 2015 eligible for placements in 2014	6
3c. Students from universities abroad	3
3d. Students returning from placement holiday	1
Total who sought employment through the institute	362
Total who did not seek employment through the institute	19

Table 1.2: Classification of the entire graduating pool

For the Indian Institute of Management, Ahmedabad
 विकटोर परेरा/Victor Pereira

नियोजन अधिकारी / Placement Officer
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भारतीय प्रबंध संस्थान / Indian Institute of Management
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For CRISIL Limited, Mumbai

5 | Page



1. Sector-wise Classification

Sector	No. of Offers		
	Domestic	International	Total
Banking, Financial Services, and Insurance (BFSI)	49	13	62
Conglomerates	20	-	20
Consulting	118	-	118
Consumer Goods (FMCG)	24	-	24
Consumer Services	6	-	6
Education	7	-	7
Engineering / Technology	20	3	23
Environment & Energy	5	-	5
Information Technology	24	-	24
Manufacturing	15	-	15
Media / Entertainment	10	-	10
Online Services	20	-	20
Pharmaceutical/Healthcare	16	-	16
Real Estate	5	-	5
Others [†]	4	3	7
Total	343	19	362

Table 2.1: Classification of offers based on sector

[†]Note: Others include Logistics and Telecom

2. Function-wise Classification

Function	No. of Offers		
	Domestic	International	Total
Business Development	29	-	29
Consulting	119	-	119
Finance	38	8	46
General Management	36	-	36
Marketing/Sales	60	4	64
Operations / Supply Chain	12	-	12
Strategy	13	1	14
Systems / IT	14	-	14
Others [†]	3	-	3
TBD ^{††}	19	6	25
Total	343	19	362

Table 3.1: Classification of offers based on function

[†]Note: Others include Research & Development and Account Management

^{††}Note: TBD implies that function-related information was not available for 25 offers while preparing the report.


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For CRISIL Limited, Mumbai

3. Location-wise Classification

4.1 Global Classification

Locations	No. of Offers accepted
Africa	4
Europe	2
India	343
Western Asia	5
Rest of Asia	8
Total	362

Table 4.1: Classification of offers based on location globally

4.2 Indian Locations Classification

Indian Locations	No. of Offers accepted
Bangalore	40
Chennai	20
Hyderabad	23
Kolkata	4
Mumbai	102
NCR	70
Pune	10
Rest of India [†]	14
TBD ^{††}	60
Total	343

Table 4.2: Classification of offers based on location within India

[†]Note: Rest of India includes Ahmedabad, Bhubaneshwar, Jaipur, Jamshedpur, Kerala, Kota, Lucknow, Nagpur, Patna, and Surat

^{††}Note: TBD implies the location related information was not available for 60 offers (all domestic) while preparing the report.

Victor

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Abhinav
For CRISIL Limited, Mumbai

4. Salary Data

5.1 Salary Heads – Domestic (INR)

	Salary head	Min	Max	Median	Mean	Data
A+B	Fixed Yearly Cash Component	7,08,060	38,00,000	14,61,788	15,31,505	334
C	One-time Cash Payment	30,000	12,04,500	2,00,000	2,71,457	162
D	Total Guaranteed Cash Component	7,08,060	41,00,000	15,30,000	16,54,867	334
E	Maximum Earning Potential Cash Component	10,00,000	41,00,000	18,00,000	18,81,376	343

Table 5.1: Classification of salary components – Domestic

Note: For some data points, only the Maximum Earning Potential is available and this is reflected under the 'Data' column. Maximum Earning Potential has been reported for all data points.

5.2 Salary Heads – International (USD)

	Salary head	Min	Max	Median	Mean	Data
A+B	Fixed Yearly Cash Component	\$25,616	\$1,35,846	\$57,182	\$59,440	16
C	One-time Cash Payment	\$5,160	\$56,736	\$7,584	\$11,494	12
D	Total Guaranteed Cash Component	\$31,476	\$1,92,581	\$65,351	\$68,061	16
E	Maximum Earning Potential Cash Component	\$34,323	\$1,92,581	\$74,562	\$75,005	16

Table 5.2: Classification of salary components – International

Note: International salary data is based on the available 16 of 19 data points. For some data points, only the Maximum Earning Potential is available and this is reflected under the 'Data' column. Also, all conversions to USD are made as per the average of closing rates in June 2014.

Sources: International Monetary Fund & Bloomberg

- http://www.imf.org/external/np/fin/data/param_rms_mth.aspx
- <http://www.bloomberg.com/quote/USDMWK:CUR>
- <http://www.bloomberg.com/quote/USDHKD:CUR>

Victor

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For CRISIL Limited, Mumbai

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)	\$29,515	\$1,70,905	\$63,777	\$68,982	334
Non-INR salary (Total Guaranteed Cash Component)	\$32,030	\$1,92,560	\$79,276	\$87,894	16
Combined INR and non-INR salary (Total Guaranteed Cash Component)	\$29,515	\$1,92,560	\$66,329	\$69,846	350
INR salary (Maximum Earning Potential)	\$41,684	\$1,70,905	\$75,031	\$78,423	343
Non-INR salary (Maximum Earning Potential)	\$32,030	\$2,59,215	\$87,726	\$1,00,276	16
Combined INR and non-INR salary (Maximum Earning Potential)	\$32,030	\$2,59,215	\$75,031	\$79,397	359

Table 5.3: Salary statistics at PPP adjusted exchange rates

Note: As per the PPP conversion rate for 2012 for all available currencies, except United Arab Emirates for which only 2005 conversion rate, from the MDG Indicators database of the United Nations


Source: <http://unstats.un.org/unsd/mdg/SeriesDetail.aspx?srid=699>

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


Fixed Yearly Cash Component					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services, and Insurance (BFSI)	10,00,000	37,00,000	14,62,617	17,12,991	44
Conglomerates	12,00,000	18,00,000	13,30,240	14,03,334	20
Consulting	7,08,060	38,00,000	16,80,000	16,75,549	118
Consumer Goods (FMCG)	11,85,000	16,16,000	14,21,000	14,07,466	24
Consumer Services	11,51,004	15,00,000	14,00,000	13,90,201	5
Education	12,00,000	15,90,636	12,00,000	12,55,805	7
Engineering / Technology	8,84,580	15,91,161	12,00,000	11,29,806	17
Environment & Energy	12,00,000	18,00,000	13,21,104	14,24,221	5
Information Technology	9,00,000	26,25,000	14,35,000	16,20,344	24
Manufacturing	9,66,000	13,91,304	13,65,957	12,46,795	15
Media / Entertainment	12,80,000	18,97,795	12,80,000	13,77,780	10
Online Services	10,00,008	19,00,000	16,00,000	15,10,001	20
Pharmaceutical/Healthcare	10,00,010	15,00,000	11,01,977	11,77,101	16
Others and Real Estate*	15,00,000	16,00,000	15,91,837	15,68,798	9

Table 5.4: Sector-wise classification of Fixed Yearly Cash Component – Domestic

*Note: Others and Real Estate have been clubbed together to maintain confidentiality of individual level data.


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CRISIL MUMBAI
 For CRISIL Limited, Mumbai

One-time Cash Payment					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services, and Insurance (BFSI)	1,00,000	10,00,000	2,25,000	3,64,773	22
Conglomerates	2,00,000	3,00,000	3,00,000	2,72,222	18
Consulting	30,000	5,00,000	5,00,000	3,52,111	38
Consumer Goods (FMCG)	1,00,000	3,50,400	3,00,000	2,71,539	23
Consumer Services	-	-	-	-	-
Education	30,000	30,000	30,000	30,000	6
Engineering / Technology	1,00,000	1,00,000	1,00,000	1,00,000	5
Environment & Energy	1,98,991	1,98,991	1,98,991	1,98,991	1
Information Technology	75,000	5,00,000	2,00,000	2,37,500	18
Manufacturing	66,000	2,00,000	1,50,000	1,38,200	10
Media / Entertainment	-	-	-	-	-
Online Services	1,00,000	1,75,000	1,75,000	1,70,313	16
Pharmaceutical/Healthcare	75,000	12,04,500	1,85,000	4,88,167	3
Others and Real Estate*	3,50,000	3,50,000	3,50,000	3,50,000	2

Table 5.5: Sector-wise classification of One-time Cash Payment – Domestic

Total Guaranteed Cash Component					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services, and Insurance (BFSI)	10,00,000	37,00,000	15,30,000	18,34,014	44
Conglomerates	12,09,768	20,00,000	15,05,240	16,48,334	20
Consulting	7,08,060	41,00,000	20,00,000	17,88,941	118
Consumer Goods (FMCG)	12,92,785	18,16,000	17,60,040	16,67,691	24
Consumer Services	11,51,004	15,00,000	14,00,000	13,90,201	5
Education	12,30,000	15,90,636	12,30,000	12,81,519	7
Engineering / Technology	8,84,580	15,91,161	12,00,000	11,53,335	17
Environment & Energy	12,00,000	18,00,000	15,00,000	14,64,019	5
Information Technology	9,00,000	28,25,000	16,20,000	17,98,469	24
Manufacturing	10,32,000	15,91,304	15,15,957	13,40,728	15
Media / Entertainment	12,80,000	18,97,795	12,80,000	13,77,780	10
Online Services	10,00,008	20,00,000	17,75,000	16,46,251	20
Pharmaceutical/Healthcare	10,00,010	26,44,500	11,01,977	12,68,633	16
Others and Real Estate*	15,00,000	18,80,000	15,91,837	16,46,576	9

Table 5.6: Sector-wise classification of Total Guaranteed Cash Component – Domestic


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 For CRISIL Limited, Mumbai

Maximum Earning Potential Cash Component					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services, and Insurance (BFSI)	11,00,000	37,50,000	17,24,000	20,76,016	49
Conglomerates	14,00,000	22,00,000	17,52,500	18,13,251	20
Consulting	11,25,000	41,00,000	22,00,000	20,59,959	118
Consumer Goods (FMCG)	15,50,000	20,50,000	19,16,000	18,62,028	24
Consumer Services	12,00,000	16,00,000	15,00,000	14,50,000	6
Education	15,30,000	20,13,728	15,30,000	15,99,104	7
Engineering / Technology	10,00,000	18,00,000	13,00,000	13,06,726	20
Environment & Energy	13,20,000	25,00,000	15,00,000	16,95,306	5
Information Technology	13,13,000	30,25,000	19,14,000	20,23,648	24
Manufacturing	12,14,000	18,00,000	16,50,000	14,91,904	15
Media / Entertainment	16,00,000	21,63,486	16,80,000	17,04,349	10
Online Services	12,00,008	20,25,000	20,25,000	18,63,751	20
Pharmaceutical/Healthcare	10,00,010	26,44,500	14,00,000	14,08,675	16
Others and Real Estate*	16,00,000	20,50,000	19,50,000	19,16,667	9

Table 5.7: Sector-wise classification of Maximum Earning Potential Cash Component – Domestic

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

Fixed Yearly Cash Component					
Sectors	Min	Max	Median	Mean	Data
Business Development	10,87,680	26,25,000	16,00,000	16,57,703	29
Consulting	7,08,060	38,00,000	16,30,000	16,45,143	119
Finance	10,00,000	37,00,000	15,00,000	17,44,718	37
General Management	10,00,008	19,00,000	12,00,000	13,15,106	35
Marketing/Sales	8,84,580	16,16,000	13,65,957	13,39,804	58
Operations / Supply Chain	9,66,000	16,00,000	13,50,000	13,37,902	12
Strategy	10,00,000	22,56,000	15,22,919	14,32,303	10
Systems/Information Technology	12,35,000	18,97,795	16,00,000	15,94,400	12
Others [†]	9,00,000	11,73,015	9,00,000	9,91,005	3
To be decided (TBD)	9,48,441	22,60,000	14,00,000	14,15,873	19

Table 5.8: Function-wise classification of Fixed Yearly Cash Component – Domestic

[†]Note: Others include Research & Development and Account Management

Victor

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One-time Cash Payment					
Sectors	Min	Max	Median	Mean	Data
Business Development	1,75,000	2,00,000	1,75,000	1,85,714	14
Consulting	30,000	5,00,000	4,22,400	3,14,075	43
Finance	1,00,000	3,50,000	1,75,000	1,95,455	11
General Management	30,000	3,50,000	2,50,000	2,02,500	26
Marketing/Sales	66,000	12,04,500	2,00,000	2,52,366	38
Operations / Supply Chain	66,000	3,00,000	1,87,500	1,86,000	6
Strategy	2,50,000	9,00,000	9,00,000	6,83,333	6
Systems/Information Technology	1,50,000	5,00,000	2,87,500	3,15,000	10
Others [†]	-	-	-	-	-
To be decided (TBD)	1,00,000	10,00,000	2,00,000	3,12,500	8

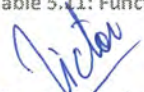
Table 5.9: Function-wise classification of One-time Cash Payment – Domestic

Total Guaranteed Cash Component					
Sectors	Min	Max	Median	Mean	Data
Business Development	10,87,680	28,25,000	17,75,000	17,47,359	29
Consulting	7,08,060	41,00,000	20,00,000	17,58,632	119
Finance	10,00,000	37,00,000	15,00,000	18,02,826	37
General Management	10,00,008	20,00,000	15,00,000	14,62,677	35
Marketing/Sales	8,84,580	26,44,500	15,15,957	15,05,147	58
Operations / Supply Chain	10,00,010	18,25,000	15,00,000	14,30,902	12
Strategy	10,00,000	31,56,000	15,91,837	15,72,303	10
Systems/Information Technology	12,35,000	23,00,000	18,22,500	18,56,900	12
Others [†]	9,00,000	12,00,000	9,00,000	10,00,000	3
To be decided (TBD)	9,48,441	32,60,000	15,00,000	15,47,452	19

Table 5.10: Function-wise classification of Maximum Earning Potential Cash Component – Domestic

Maximum Earning Potential Cash Component					
Sectors	Min	Max	Median	Mean	Data
Business Development	12,00,000	30,25,000	20,25,000	19,74,375	29
Consulting	11,48,000	41,00,000	22,00,000	20,29,150	119
Finance	11,25,000	37,50,000	16,75,000	19,98,311	38
General Management	12,00,008	22,00,000	16,80,000	16,70,732	36
Marketing/Sales	10,00,010	26,44,500	16,85,000	16,81,183	60
Operations / Supply Chain	10,00,010	20,25,000	16,40,000	16,22,918	12
Strategy	11,00,000	33,00,000	19,50,000	21,28,215	13
Systems/Information Technology	10,00,000	24,80,000	20,25,000	18,99,606	14
Others [†]	13,26,985	14,47,480	14,47,480	14,07,315	3
To be decided (TBD)	13,00,000	32,60,000	17,00,000	16,67,091	19

Table 5.11: Function-wise classification of maximum earning potential – Domestic


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

Fixed Yearly Cash Component					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services, and Insurance (BFSI)*	\$52,144	\$1,35,846	\$67,896	\$75,512	10
Others†	\$25,616	\$47,937	\$30,593	\$32,655	6

Table 5.12: Sector-wise classification of Fixed Yearly Cash Component – International

One-time Cash Payment					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services, and Insurance (BFSI)*	\$5,160	\$56,736	\$8,169	\$13,372	9
Others†	\$5,860	\$5,860	\$5,860	\$5,860	3

Table 5.13: Sector-wise classification of One-time Cash Payment – International

Total Guaranteed Cash Component					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services, and Insurance (BFSI)*	\$58,952	\$1,92,581	\$71,396	\$87,547	10
Others†	\$31,476	\$47,937	\$33,523	\$35,585	6

Table 5.14: Sector-wise classification of Total Guaranteed Cash Component – International

Maximum Earning Potential Cash Component					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services, and Insurance (BFSI)*	\$70,000	\$1,92,581	\$84,411	\$96,144	10
Others†	\$34,323	\$64,531	\$34,947	\$39,773	6

Table 5.15: Sector-wise classification of Maximum Earning Potential Cash Component – International

†Note: Engineering and Telecom have been clubbed together under "Others" to maintain confidentiality of individual level data.

*Out of 13 offers from Banking, Financial Services, and Insurance (BFSI), compensation data was available only for 10 offers.


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

Fixed Yearly Cash Component					
Functions	Min	Max	Median	Mean	Data
Finance	\$25,616	\$1,35,846	\$73,036	\$76,778	8
Others [†]	\$25,616	\$57,182	\$52,144	\$43,548	5
To be decided (TBD)*	\$35,570	\$47,937	\$35,570	\$39,693	3

Table 5.16: Function-wise classification of Fixed Yearly Cash Component – International

One-time Cash Payment					
Functions	Min	Max	Median	Mean	Data
Finance	\$5,160	\$56,736	\$8,169	\$14,724	7
Others [†]	\$5,860	\$8,169	\$6,807	\$6,973	5
To be decided (TBD)*	-	-	-	-	-

Table 5.17: Function-wise classification of One-time Cash Payment – International

Total Guaranteed Cash Component					
Functions	Min	Max	Median	Mean	Data
Finance	\$31,476	\$1,92,581	\$79,503	\$89,661	8
Others [†]	\$31,476	\$65,351	\$58,952	\$50,521	5
To be decided (TBD)*	\$35,570	\$47,937	\$35,570	\$39,693	3


Table 5.18: Function-wise classification of Total Guaranteed Cash Component – International

Maximum Earning Potential Cash Component					
Functions	Min	Max	Median	Mean	Data
Finance	\$34,323	\$1,92,581	\$87,206	\$93,826	8
Others [†]	\$34,323	\$84,411	\$76,333	\$62,760	5
To be decided (TBD)*	\$35,570	\$64,531	\$35,570	\$45,224	3

Table 5.19: Function-wise classification of Maximum Earning Potential Cash Component – International

[†]Note: Marketing/Sales and Strategy have been clubbed together under “Others” to maintain confidentiality of individual level data.

* Note: TBD implies that function-related information was not available for 6 offers while preparing the report. Of the 6 offers for which function-related information was unavailable, details regarding compensation was not available for 3 offers.



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5.8 Location-wise Classification of Salary

5.8.1 Global Locations

Fixed Yearly Cash Component					
Location	Min	Max	Median	Mean	Data
India (INR)	7,08,060	38,00,000	14,61,788	15,31,505	334
Africa (USD)	\$25,616	\$47,937	\$25,616	\$31,197	4
Europe (USD)	\$76,071	\$80,000	\$78,036	\$78,036	2
Western Asia (USD)	\$52,144	\$70,000	\$57,182	\$58,738	5
Rest of Asia* (USD)	\$35,570	\$1,35,846	\$65,792	\$75,299	5

Table 5.20: Location-wise classification of Fixed Yearly Cash Component

One-time Cash Payment					
Location	Min	Max	Median	Mean	Data
India (INR)	30,000	12,04,500	2,00,000	2,71,457	162
Africa (USD)	\$5,860	\$5,860	\$5,860	\$5,860	3
Europe (USD)	\$10,000	\$10,143	\$10,071	\$10,071	2
Western Asia (USD)	\$6,807	\$8,169	\$8,169	\$7,828	4
Rest of Asia* (USD)	\$5,160	\$56,736	\$7,000	\$22,965	3

Table 5.21: Location-wise classification of One-time Cash Payment


Total Guaranteed Cash Component					
Location	Min	Max	Median	Mean	Data
India (INR)	7,08,060	41,00,000	15,30,000	16,54,867	334
Africa (USD)	\$31,476	\$47,937	\$31,476	\$35,592	4
Europe (USD)	\$86,214	\$90,000	\$88,107	\$88,107	2
Western Asia (USD)	\$58,952	\$70,000	\$65,351	\$65,001	5
Rest of Asia* (USD)	\$35,570	\$1,92,581	\$72,792	\$89,078	5

Table 5.22: Location-wise classification of Total Guaranteed Cash Component

Maximum Earning Potential Cash Component					
Location	Min	Max	Median	Mean	Data
India (INR)	10,00,000	41,00,000	18,00,000	18,81,376	343
Africa (USD)	\$34,323	\$64,531	\$34,323	\$41,875	4
Europe (USD)	\$90,000	\$97,624	\$93,812	\$93,812	2
Western Asia (USD)	\$70,000	\$84,411	\$84,411	\$79,913	5
Rest of Asia* (USD)	\$35,570	\$1,92,581	\$72,792	\$89,078	5

Table 5.23: Location-wise classification of Maximum Earning Potential Cash Component

* Note: Out of 8 offers in Rest of Asia, compensation details were not available for 3 students.


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5.8.2 Indian Locations (INR)

Fixed Yearly Cash Component					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	10,87,680	26,25,000	16,00,000	16,19,551	37
Chennai	8,49,192	20,00,000	10,60,000	11,33,252	20
Hyderabad	9,00,000	18,00,000	15,25,000	14,60,283	22
Kolkata	9,66,000	18,00,000	14,00,500	13,91,750	4
Mumbai	7,08,060	38,00,000	15,91,837	16,91,797	101
NCR	9,39,408	22,00,000	14,50,000	14,98,842	69
Pune	11,11,000	18,55,000	12,07,000	13,89,100	10
Rest of India [†]	9,66,000	15,30,000	13,65,957	12,76,068	13
TBD ^{††}	10,23,815	21,00,000	14,10,500	14,90,852	58

Table 5.24: Location-wise classification of Fixed Yearly Cash Component (within India)

One-time Cash Payment					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	30,000	12,04,500	2,00,000	3,38,500	27
Chennai	75,000	4,22,400	2,00,000	2,24,350	4
Hyderabad	75,000	5,00,000	2,00,000	2,66,667	18
Kolkata	66,000	3,30,000	2,00,000	1,99,000	4
Mumbai	30,000	10,00,000	2,50,000	2,80,750	40
NCR	1,00,000	5,00,000	2,25,000	2,63,166	23
Pune	-	-	-	-	-
Rest of India [†]	66,000	3,50,000	1,50,000	1,90,555	9
TBD ^{††}	1,00,000	5,00,000	2,50,000	2,52,578	37

Table 5.25: Location-wise classification of One-time Cash Payment (within India)

Total Guaranteed Cash Component					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	10,87,680	31,56,000	17,75,000	17,93,591	37
Chennai	8,84,580	20,00,000	10,60,000	11,78,122	20
Hyderabad	9,00,000	23,00,000	17,75,000	16,73,920	22
Kolkata	10,32,000	20,00,000	16,65,500	15,90,750	4
Mumbai	7,08,060	41,00,000	17,00,000	18,02,985	101
NCR	9,48,441	27,00,000	15,00,000	15,86,955	69
Pune	11,11,000	18,55,000	12,07,000	13,89,100	10
Rest of India [†]	10,00,010	18,80,000	15,15,957	14,07,990	13
TBD ^{††}	10,23,815	21,80,000	16,40,581	16,51,980	58

Table 5.26: Location-wise classification of Total Guaranteed Cash Component (within India)

Victor

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Maximum Earning Potential Cash Component					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	12,00,000	33,00,000	20,25,000	21,12,423	40
Chennai	12,00,000	26,34,000	12,00,008	13,76,567	20
Hyderabad	14,47,480	24,80,000	20,00,000	18,79,567	23
Kolkata	12,50,000	20,00,000	18,00,500	17,12,750	4
Mumbai	11,25,000	41,00,000	19,35,000	20,72,614	102
NCR	10,00,000	33,02,800	17,24,000	18,22,453	70
Pune	12,14,000	22,26,000	14,65,580	16,17,058	10
Rest of India [†]	10,00,000	20,50,000	16,50,000	15,05,798	14
TBD ^{††}	12,00,000	24,99,200	18,40,000	17,82,875	60

Table 5.27: Location-wise classification of Maximum Earning Potential Cash Component (within India)

[†]Note: Rest of India includes Ahmedabad, Bhubaneshwar, Jaipur, Jamshedpur, Kerala, Kota, Lucknow, Nagpur, Patna, and Surat

^{††}Note: The offers for which location details were not available while preparing the report are clubbed under TBD (To be decided).

5. Other Details

Sr. No.	Parameter	Number
1	Total Pre-Placement offers awarded	119
	1a. Through internships	119
	1b. Others	-
2	Total Pre-Placement offers accepted	87
	2a. Through internships	87
	2b. Others	-

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

6. Compliance Statement

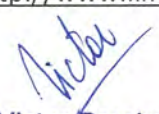
This placement report has been prepared as per the Indian Placement Reporting Standards, version 2.1[†].

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

Sr. No.	Deviation from the standards	Reason
1	PPI data not included in other details	Data regarding PPIs was not collected

Table 7.1: List of deviations from standards with reasons

[†]Note: <http://www.iimahd.ernet.in/iprs/gallery/IPRSRevision2.1.pdf>


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