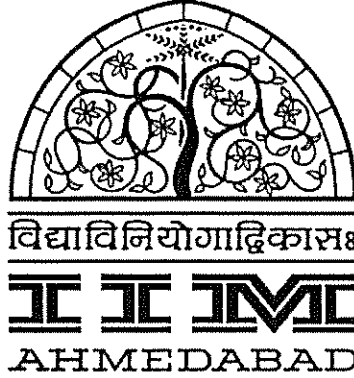


# *Indian Institute of Management Ahmedabad*



## *PGP Placement Report*

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*Finals 2015*

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Ref No: SN/SMER/IIMA/2015/64

August 24, 2015

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

Dear Sir,

**Re: Audit of Placement Report for 2015 placements of Post Graduate Programme in Management (PGP) programme**

We have audited the Placement Report prepared by you on the final placement (based on offers received and accepted on campus) of students in 2015 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) 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 documentations.
3. We have verified the information with respect to remuneration, job function and location 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 version 2.1; where a break-up was not available, the salary has been considered only as 'Maximum earning potential'.
  - b. For seven students, stock options have been mentioned without details on how much vests in the first year- the amount considered has been therefore equally divided over the entire number of years. For one student, salary figure mentioned by the company were not specified as monthly or annual- considering the amount size, these have been taken as monthly figures.
4. The acceptance of offers and number of students opting out of the placement process has been established through written communication from those students.
5. We have only audited the salary figures in the placement report and not the report's overview section, which explains the placement process.

Thank you.

Best regards,

  
Sudhir Nair  
Director  
CRISIL Education Gradings  
Tel: +91 22 3342 3526  
Email: [sudhir.nair@crisil.com](mailto:sudhir.nair@crisil.com)



**CRISIL Limited**

Corporate Identity Number: L67120MH1987PLC042363

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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 01<sup>st</sup> March 2015. The placement process, with the concept of “dream application”, allowed students to choose the sectors and functions of their choice for their final placement. The successful completion of the recruitment cycle for the batch of 376 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 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, Banking & Financial Services, Management Consulting, Consumer Services, Internet & E-commerce, Pharmaceuticals and Technology. Firms which participated in the laterals process included Aditya Birla Group, Alvarez & Marsal, Amazon, Flipkart, Google, Microsoft and Star TV India amongst others.

## **Sectoral overview**

More than 115 firms made offers in the placement process in 2015 including the laterals process. 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, Alvarez & Marsal, A.T. Kearney,

Bain & Company, Deloitte, KPMG, McKinsey & Company, Oliver Wyman, Roland Berger, Strategy&, and The Boston Consulting Group amongst others. The Banking & Financial Services sector witnessed participation from global investment banks, which included Avendus Capital, Citi, Credit Suisse, Deutsche Bank, Goldman Sachs, HSBC and Nomura amongst others. This year, IIM Ahmedabad also saw participation from PE/VC firms such as Matrix Partners and Apollo Global Management. A large number of students took up roles in Sales and Marketing in various companies such as Asian Paints, Hindustan Unilever, ITC, Johnson & Johnson, L'Oreal, Mondelez International, Nestle, PepsiCo, P&G, Reckitt Benckiser, Shell, Vodafone and Wipro Consumer Care amongst others. General Management and Leadership profiles were offered to students by Aditya Birla Group, Bharti Airtel, C.K. Birla Group, Lodha Group, Mahindra, Reliance ADAG and TAS amongst others. The Internet & E-commerce space included recruiters such as Amazon, Flipkart, OlaCabs, Quikr, Snapdeal and Uber. Students secured roles in technology sector firms such as Cognizant, Google, EdgeVerve, Microsoft and Samsung amongst others. Recruiters in the pharmaceutical domain include Dr. Reddy's Laboratories and GlaxoSmithKline Pharmaceuticals among others. A number of first-time recruiters such as Hopscotch, Future Group and Practo amongst others participated in the placement process.

#### **Top recruiters**

In terms of number of offers, Accenture Strategy was the top recruiter across all clusters having selected 21 students from campus. In the strategy-consulting domain, apart from Accenture Strategy, McKinsey & Company and The Boston Consulting Group extended 10 each, Bain & Company made 9 offers. Among banking and financial services firms, Yes Bank made 10 offers. Among global investment banks, Goldman Sachs made 5 offers for various roles. In the consumer goods and services sector, Hindustan Unilever and Star TV India were the leading recruiters having extended 6 offers each. In the general management sector, Bharti Airtel made 9 offers, Aditya Birla Group and Future Group made 8 offers each. In the Internet & e-commerce and technology sector, Amazon made 13 offers and Samsung extended 10 offers.

### **Entrepreneurship**

IIM Ahmedabad has always encouraged students to take up entrepreneurship as a career and this year, eleven students opted out of the placement process to start their own ventures. The start-ups are in various sectors like adventure tourism, data analytics, e-commerce, food processing among others. In line with its culture of fostering entrepreneurship, IIM Ahmedabad offered a placement holiday to these students, wherein they 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 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	361
1a. Students in PGP programme graduating in 2015	348
1b. PGP and Dual degree students graduating in 2016*	12
1c. Students returning from placement holiday	0
1d. Students from universities abroad**	1
2. Did not seek placement through the institute	15
2a. Company-sponsored or already employed	0
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship (starting a new business)	11
2e. Returning to/joining family business	0
2f. Sought placement outside the campus placement process	0
2g. Did not seek placement for other reasons	4
<b>Total students eligible for placements</b>	<b>376</b>
<b>Total offers accepted</b>	<b>361</b>
<b>Students still in process</b>	<b>0</b>
<b>Total who did not seek placement through the institute</b>	<b>15</b>

Table 1.1: Classification of the entire placement pool

\* Students opting for a dual degree programme will graduate from IIM Ahmedabad in 2016, a year after the students of the PGP programme. However, they are eligible to participate in the placement process in the current year (2015). Hence, dual degree students graduating in 2016 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.

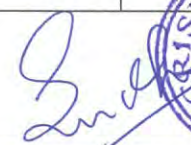
### 1.2 Classification of the Entire Graduating Pool

Categories	Number
1. Total students graduating in 2015	377
1a. Students in PGP programme graduating in 2015	363
1b. Students of previous years (dual degree & others) graduating in 2015	6
1c. Dual degree students from abroad graduating in 2015	8
2. Students graduating in 2016 and eligible for placements in 2015	13
3. Total students eligible for placements	376
3a. PGP programme students graduating in 2015	363
3b. PGP students graduating in 2016 eligible for placements in 2015	12
3c. Students from universities abroad	1
<b>Total who sought placement through the institute</b>	<b>361</b>
<b>Total who did not seek placement through the institute</b>	<b>15</b>

Table 1.2: Classification of the entire graduating pool

  
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 In-Charge, Placement Office  
 भारतीय प्रबंध संस्थान / Indian Institute of Management  
 अहमदाबाद - 380 015 / Ahmedabad - 380 015



  
 For CRISIL Limited, Mumbai



## 2. Sector-wise Classification

Sector	No. of Offers		
	Domestic	International	Total
Analytics	8	-	8
Banking, Financial Services and Insurance (BFSI)	49	5	54
Conglomerates	30	-	30
Consulting	97	-	97
Consumer Goods (FMCG)	39	-	39
E-commerce	9	-	9
Engineering/Technology	11	-	11
Information Technology	28	-	28
Media/Entertainment	7	-	7
Online Services	46	-	46
Telecom	15	-	15
Others*	12	5	17
<b>Total</b>	<b>351</b>	<b>10</b>	<b>361</b>

Table 2.1: Classification of offers based on sector

\* Others includes Airlines, Energy, International Trade, Manufacturing, Pharmaceuticals and Real Estate for domestic offers and Consulting, Online services for international offers

## 3. Function-wise Classification

Function	No. of Offers		
	Domestic	International	Total
Business Development	6	-	6
Consulting	99	-	99
Finance	50	5	55
General Management	44	-	44
Marketing/Sales	72	-	72
Operations/Supply Chain	20	-	20
Product/Category Management	25	-	25
Strategy	6	-	6
Systems/IT	6	-	6
Others*	13	3	16
Data not available**	10	2	12
<b>Total</b>	<b>351</b>	<b>10</b>	<b>361</b>

Table 3.1: Classification of offers based on function

\* Others includes Analytics, Business Performance Services and Human Resources in domestic offers and Consulting in international offers

\*\* Data not available implies that function-related data was not available while preparing the report

  
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 अहमदाबाद - 380 015/Ahmedabad - 380 015

  
 PLACEMENT OFFICE  
 IIM AHMEDABAD

  
 For CRISIL Limited, Mumbai

  
 CRISIL LIMITED  
 MUMBAI

## 4. Location-wise Classification

### 4.1 Classification of International Locations

Locations	No. of offers accepted
Americas	2
Asia Pacific excluding India	3
EMEA*	5
India	351
<b>Total</b>	<b>361</b>

Table 4.1: Classification of offers based on international locations

\* EMEA refers to Europe, Middle East and Africa

### 4.2 Classification of Domestic Locations

Indian Locations	No. of offers accepted
Bangalore	63
Chennai	13
Hyderabad	12
Mumbai	101
NCR	70
Pune	11
Rest of India*	9
Data not available**	72
<b>Total</b>	<b>351</b>

Table 4.2: Classification of offers based on domestic locations

\* Rest of India includes Ahmedabad, Bhuj, Coimbatore, Indore, Kochi and Kolkata

\*\* Data not available implies the location related information was not available for 72 offers while preparing the report.

## 5. Salary Data

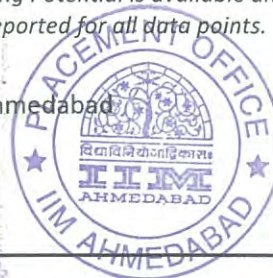
### 5.1 Salary Heads – Domestic (INR)

Salary Head	Min	Max	Median	Mean	Data*
Fixed Yearly Cash Component	6,00,000	50,00,000	15,30,000	16,13,531	343
One-time Cash Payment	38,797	19,52,000	2,00,000	2,75,338	194
Total Guaranteed Cash Component	6,75,000	53,00,000	16,50,000	17,61,827	343
Maximum Earning Potential Component	11,50,000	53,00,000	19,70,000	20,47,633	351

Table 5.1: Classification of salary heads – Domestic

\* 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.

  
 For the Indian Institute of Management, Ahmedabad  
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 अहमदाबाद - 380 015 / Ahmedabad - 380 015



  
 For CRISIL Limited, Mumbai



## 5.2 Salary Heads – International (USD)\*\*

Salary Head	Min	Max	Median	Mean	Data
Fixed Yearly Cash Component	\$55,000	\$1,10,284	\$60,000	\$70,209	9
One-time Cash Payment	\$10,000	\$10,061	\$10,000	\$10,020	3
Total Guaranteed Cash Component	\$57,182	\$1,10,284	\$65,000	\$73,549	9
Maximum Earning Potential Component	\$65,351	\$1,10,284	\$73,250	\$79,738	10

Table 5.2: Classification of salary heads – International

\*\* For International salaries, all conversions to USD are made as per average of closing rates in June 2015.

Data is sourced from International Monetary Fund & Bloomberg

(Links: [https://www.imf.org/external/np/fin/data/rms\\_mth.aspx?](https://www.imf.org/external/np/fin/data/rms_mth.aspx?),

<http://www.bloomberg.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 at the time of joining.
- 3. Total Guaranteed Cash Component:** This is the sum of fixed yearly cash component and one-time cash payment.
- 4. Maximum Earning Potential Component:** 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. This can include long term compensation such as PF and other perks as well.

  
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For the Indian Institute of Management, Ahmedabad

  
**CRISIL LIMITED**  
 MUMBAI

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)	28,137	2,20,925	68,779	73,440	343
Non-INR salary (Total guaranteed cash component)	54,268	1,13,546	77,778	77,276	9
Combined INR and non-INR salary (Total guaranteed cash component)	28,137	2,20,925	68,848	73,538	352
INR salary (Maximum Earning Potential)	47,937	2,20,925	82,118	85,354	351
Non-INR salary (Maximum Earning Potential)	54,268	1,13,546	86,110	82,354	10
Combined INR and non-INR salary (Maximum Earning Potential)	47,937	2,20,925	82,118	85,271	361

Table 5.3: Salary Statistics at PPP adjusted exchange rates


\* As per the PPP conversion rate for 2012 for all available currencies, except for United Arab Emirates for which only 2005 conversion rate, from the MDG Indicators database of the United Nations. Data is sourced from <http://unstats.un.org/unsd/mdg/SeriesDetail.aspx?srid=699>

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

#### 5.4.1 Fixed Yearly Cash Component

Sectors	Min	Max	Median	Mean	Data
Analytics	10,41,360	16,00,000	15,00,000	14,67,670	8
Banking, Financial Services and Insurance (BFSI)	11,00,000	31,00,000	14,00,000	15,22,726	43
Conglomerates	12,60,480	20,00,000	13,77,832	14,87,383	30
Consulting	10,50,000	50,00,000	18,00,000	18,80,428	97
Consumer Goods (FMCG)	6,00,000	18,20,000	14,34,007	14,44,390	39
E-commerce	14,50,000	17,00,000	15,50,000	15,79,167	9
Engineering/Technology	11,84,802	13,65,957	13,65,957	13,49,488	11
Information Technology	9,50,000	34,32,708	15,30,000	16,58,162	26
Media/Entertainment	12,00,000	14,40,000	12,80,000	12,91,429	7
Online Services	10,00,000	24,50,000	16,00,000	15,82,487	46
Telecom	12,00,000	17,00,000	17,00,000	15,12,174	15
Others	6,75,000	20,00,000	13,96,164	13,48,522	12

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

  
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 अहमदाबाद - 380 015 / Ahmedabad - 380 015



For the Indian Institute of Management, Ahmedabad



For CRISIL Limited, Mumbai

#### 5.4.2 One-time Cash Payment


Sectors	Min	Max	Median	Mean	Data
Analytics	50,000	50,000	50,000	50,000	2
Banking, Financial Services and Insurance (BFSI)	97,000	10,00,000	2,25,000	3,15,950	20
Conglomerates	1,25,000	3,00,000	2,50,000	2,16,176	17
Consulting	75,000	5,00,000	4,00,000	3,43,367	49
Consumer Goods (FMCG)	1,00,000	4,25,000	2,00,000	2,26,613	31
E-commerce	-	-	-	-	0
Engineering/Technology	40,008	1,50,000	1,50,000	1,40,001	11
Information Technology	1,00,000	4,00,000	1,00,000	1,90,909	11
Media/Entertainment	1,00,000	2,50,000	1,00,000	1,21,429	7
Online Services	38,797	10,00,000	2,62,500	2,62,600	26
Telecom	1,00,000	3,50,000	3,50,000	2,87,500	12
Others	1,00,000	19,52,000	1,50,000	5,88,000	8

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
Analytics	10,41,360	16,50,000	15,00,000	14,80,170	8
Banking, Financial Services and Insurance (BFSI)	11,00,000	40,00,000	15,47,000	16,10,377	43
Conglomerates	13,50,000	22,00,000	15,05,240	16,09,883	30
Consulting	11,25,000	53,00,000	21,50,000	20,53,882	97
Consumer Goods (FMCG)	10,25,000	21,54,040	16,71,000	16,24,518	39
E-commerce	14,50,000	17,00,000	15,50,000	15,79,167	9
Engineering/Technology	12,24,810	15,15,957	15,15,957	14,89,489	11
Information Technology	9,50,000	34,32,708	16,30,000	17,38,931	26
Media/Entertainment	13,80,000	15,40,000	13,80,000	14,12,857	7
Online Services	10,00,000	34,50,000	16,84,200	17,30,913	46
Telecom	12,00,000	20,50,000	20,50,000	17,42,174	15
Others	6,75,000	34,52,000	15,46,164	17,40,522	12

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

  
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 अहमदाबाद - 380 015/ Ahmedabad - 380 015



For the Indian Institute of Management, Ahmedabad



For CRISIL Limited, Mumbai

#### 5.4.4 Maximum Earning Potential Component

Sectors	Min	Max	Median	Mean	Data
Analytics	12,02,960	19,70,000	17,70,000	17,49,120	8
Banking, Financial Services and Insurance (BFSI)	12,00,000	45,00,000	17,50,000	20,26,510	49
Conglomerates	14,00,000	22,00,000	15,50,000	17,49,089	30
Consulting	12,25,000	53,00,000	23,35,000	22,70,717	97
Consumer Goods (FMCG)	11,50,000	25,54,040	19,33,122	19,04,379	39
E-commerce	19,55,000	26,50,000	25,32,500	23,64,167	9
Engineering/Technology	14,32,410	16,50,000	16,50,000	16,30,219	11
Information Technology	14,00,000	34,32,708	17,50,000	19,35,175	28
Media/Entertainment	17,50,000	26,20,000	23,40,000	22,95,714	7
Online Services	15,00,000	40,50,000	18,77,500	20,12,813	46
Telecom	15,00,000	20,50,000	20,50,000	18,40,000	15
Others	11,91,630	50,52,000	19,84,020	23,97,505	12


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

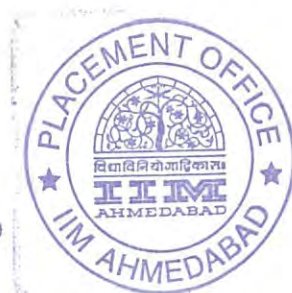
#### 5.5 Function-wise Classification of Salary – Domestic (INR)

##### 5.5.1 Fixed Yearly Cash Component

Functions	Min	Max	Median	Mean	Data
Business Development	12,60,000	22,50,000	14,50,000	15,51,667	6
Consulting	10,50,000	50,00,000	18,00,000	18,80,677	99
Finance	11,00,000	31,00,000	13,96,164	15,18,633	44
General Management	12,60,480	34,32,708	14,86,138	16,50,631	44
Marketing/Sales	6,00,000	18,20,000	14,00,000	13,78,062	72
Operations/Supply chain	12,00,000	24,50,000	16,00,000	15,91,625	20
Product/Category Management	12,00,000	22,00,000	16,00,000	16,14,972	25
Strategy	12,00,000	16,90,000	14,25,000	14,45,000	6
Systems/IT	12,51,160	16,20,000	13,50,580	13,87,247	6
Others	10,41,360	16,78,400	16,00,000	15,22,683	13
Data not available	10,00,000	17,00,000	13,08,674	12,85,123	8

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

  
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For the Indian Institute of Management, Ahmedabad



For CRISIL Limited, Mumbai

### 5.5.2 One-time Cash Payment

Functions	Min	Max	Median	Mean	Data
Business Development	1,75,000	2,00,000	1,75,000	1,80,000	5
Consulting	50,000	5,00,000	3,00,000	3,18,981	54
Finance	97,000	10,00,000	2,25,000	3,03,615	26
General Management	1,00,000	3,50,000	2,50,000	2,38,636	22
Marketing/Sales	1,00,000	19,52,000	1,50,000	2,62,837	49
Operations/Supply chain	1,00,000	10,00,000	3,50,000	3,07,143	14
Product/Category Management	1,00,000	3,50,000	2,12,500	2,29,167	12
Strategy	-	-	-	-	0
Systems/IT	1,00,000	4,00,000	3,00,000	2,80,000	5
Others	1,00,000	1,00,000	1,00,000	1,00,000	2
Data not available	38,797	3,50,000	40,008	1,23,520	5

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	12,60,000	24,50,000	16,25,000	17,01,667	6
Consulting	11,25,000	53,00,000	21,50,000	20,54,667	99
Finance	11,00,000	40,00,000	15,46,164	16,40,087	44
General Management	13,50,000	34,32,708	15,50,892	17,69,949	44
Marketing/Sales	6,75,000	34,52,000	15,15,957	15,56,937	72
Operations/Supply chain	12,00,000	34,50,000	19,00,000	18,06,625	20
Product/Category Management	14,00,000	22,00,000	17,00,000	17,24,972	25
Strategy	12,00,000	16,90,000	14,25,000	14,45,000	6
Systems/IT	15,51,160	18,50,000	15,75,580	16,20,580	6
Others	10,41,360	16,78,400	16,00,000	15,38,068	13
Data not available	10,00,000	20,50,000	13,40,001	13,62,323	8

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

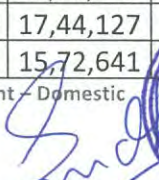
### 5.5.4 Maximum Earning Potential Component

Functions	Min	Max	Median	Mean	Data
Business Development	14,00,000	27,00,000	20,87,500	20,75,000	6
Consulting	12,25,000	53,00,000	23,13,830	22,64,337	99
Finance	12,00,000	45,00,000	17,50,000	20,71,084	50
General Management	13,50,000	34,32,708	19,50,000	19,55,415	44
Marketing/Sales	11,50,000	50,52,000	17,18,920	18,93,808	72
Operations/Supply chain	12,00,000	40,50,000	22,00,000	22,58,625	20
Product/Category Management	16,00,000	27,00,000	20,00,000	20,90,048	25
Strategy	15,00,000	18,80,000	15,65,000	16,28,333	6
Systems/IT	15,51,160	23,56,000	16,50,580	17,59,913	6
Others	12,02,960	26,20,000	17,34,848	17,44,127	13
Data not available	11,91,630	20,50,000	15,00,001	15,72,641	8

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

  
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 For the Indian Institute of Management, Ahmedabad  
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 For CRISIL Limited, Mumbai





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

### 5.6.1 Fixed Yearly Cash Component

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$57,182	\$1,10,284	\$68,835	\$76,284	4
Others	\$55,000	\$91,397	\$60,000	\$65,349	5

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

### 5.6.2 One-time Cash Payment

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$10,061	\$10,061	\$10,061	\$10,061	1
Others	\$10,000	\$10,000	\$10,000	\$10,000	2

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

### 5.6.3 Total Guaranteed Cash Component

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$57,182	\$1,10,284	\$73,865	\$78,799	4
Others	\$60,000	\$91,397	\$65,000	\$69,349	5

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

### 5.6.4 Maximum Earning Potential Component

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$65,351	\$1,10,284	\$90,549	\$85,627	5
Others	\$65,351	\$91,397	\$73,250	\$73,849	5

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

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

### 5.7.1 Fixed Yearly Cash Component

Functions	Min	Max	Median	Mean	Data
Finance	\$57,182	\$1,10,284	\$68,835	\$76,284	4
Others	\$60,000	\$91,397	\$65,351	\$72,249	3
Data not available	\$55,000	\$55,000	\$55,000	\$55,000	2

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

  
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 अहमदाबाद - 380 015 / Ahmedabad - 380 015



For the Indian Institute of Management, Ahmedabad



For CRISIL Limited, Mumbai

### 5.7.2 One-time Cash Payment

Functions	Min	Max	Median	Mean	Data
Finance	\$10,061	\$10,061	\$10,061	\$10,061	1
Others	-	-	-	-	0
Data not available	\$10,000	\$10,000	\$10,000	\$10,000	2

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

### 5.7.3 Total Guaranteed Cash Component

Functions	Min	Max	Median	Mean	Data
Finance	\$57,182	\$1,10,284	\$73,865	\$78,799	4
Others	\$60,000	\$91,397	\$65,351	\$72,249	3
Data not available	\$65,000	\$65,000	\$65,000	\$65,000	2

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

### 5.7.4 Maximum Earning Potential Component

Functions	Min	Max	Median	Mean	Data
Finance	\$65,351	\$1,10,284	\$90,549	\$85,627	5
Others	\$65,351	\$91,397	\$66,000	\$74,249	3
Data not available	\$73,250	\$73,250	\$73,250	\$73,250	2

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

## 5.8 Location-wise Classification of Salary - International

### 5.8.1 Fixed Yearly Cash Component

Location	Min	Max	Median	Mean	Data
India (INR)	6,00,000	50,00,000	15,30,000	16,13,531	343
Americas (USD)	55,000	55,000	55,000	55,000	2
Asia Pacific excluding India (USD)	80,488	1,10,284	95,386	95,386	2
EMEA (USD)	57,182	91,397	60,000	66,222	5

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

### 5.8.2 One-time Cash Payment

Location	Min	Max	Median	Mean	Data
India (INR)	38,797	19,52,000	2,00,000	2,75,338	194
Americas (USD)	10,000	10,000	10,000	10,000	2
Asia Pacific excluding India (USD)	10,061	10,061	10,061	10,061	1
EMEA (USD)	-	-	-	-	0

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



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अहमदाबाद - 380 015 / Ahmedabad - 380 015

For the Indian Institute of Management, Ahmedabad



For CRISIL Limited, Mumbai

### 5.8.3 Total Guaranteed Cash Component

Location	Min	Max	Median	Mean	Data
India (INR)	6,75,000	53,00,000	16,50,000	17,61,827	343
Americas (USD)	65,000	65,000	65,000	65,000	2
Asia Pacific excluding India (USD)	90,549	1,10,284	1,00,417	1,00,417	2
EMEA (USD)	57,182	91,397	60,000	66,222	5

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

### 5.8.4 Maximum Earning Potential Component

Location	Min	Max	Median	Mean	Data
India (INR)	11,50,000	53,00,000	19,70,000	20,47,633	351
Americas (USD)	73,250	73,250	73,250	73,250	2
Asia Pacific excluding India (USD)	90,549	1,10,284	96,601	99,145	3
EMEA (USD)	65,351	91,397	65,351	70,690	5

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

## 5.9 Location-wise Classification of Salary – Domestic

### 5.9.1 Fixed Yearly Cash Component

Location	Min	Max	Median	Mean	Data
Bangalore	12,00,000	30,00,000	16,00,000	16,36,510	58
Chennai	6,75,000	16,00,000	13,96,164	12,79,219	13
Hyderabad	9,50,000	16,78,400	14,91,561	14,34,627	12
Mumbai	6,75,000	50,00,000	14,72,275	16,72,769	99
NCR	10,00,000	21,75,000	15,34,750	16,02,558	70
Pune	12,51,160	18,55,000	16,00,000	15,45,146	11
Rest Of India	12,80,000	18,00,000	14,91,561	15,18,115	8
Data not available	6,00,000	24,00,000	15,20,240	16,35,465	72

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

### 5.9.2 One-time Cash Payment

Location	Min	Max	Median	Mean	Data
Bangalore	1,00,000	10,00,000	2,00,000	3,00,658	38
Chennai	75,000	19,52,000	1,50,000	6,09,875	8
Hyderabad	1,50,000	4,00,000	3,25,000	2,91,667	6
Mumbai	38,797	10,00,000	1,75,000	2,49,513	46
NCR	40,008	5,00,000	2,25,000	2,76,711	38
Pune	50,000	3,00,000	2,00,000	1,85,714	7
Rest Of India	1,00,000	2,00,000	1,25,000	1,41,667	3
Data not available	97,000	5,00,000	2,50,000	2,42,583	48

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

  
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**For CRISIL Limited, Mumbai**

### 5.9.3 Total Guaranteed Cash Component

Location	Min	Max	Median	Mean	Data
Bangalore	12,00,000	34,50,000	16,71,660	17,89,527	58
Chennai	6,75,000	34,52,000	14,00,000	16,54,527	13
Hyderabad	9,50,000	19,50,000	16,49,200	15,80,461	12
Mumbai	6,75,000	53,00,000	16,30,500	17,88,705	99
NCR	10,00,000	22,89,000	16,00,000	17,52,772	70
Pune	15,51,160	18,55,000	16,50,000	16,63,327	11
Rest Of India	13,80,000	18,00,000	15,50,000	15,71,240	8
Data not available	10,25,000	24,68,000	17,30,740	17,97,187	72

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

### 5.9.4 Maximum Earning Potential Component


Location	Min	Max	Median	Mean	Data
Bangalore	13,00,000	45,00,000	18,20,000	20,94,813	63
Chennai	12,00,000	50,52,000	18,00,000	21,77,617	13
Hyderabad	14,00,000	23,56,000	18,25,002	18,59,831	12
Mumbai	11,91,630	53,00,000	20,00,000	21,11,772	101
NCR	11,56,800	26,50,000	20,00,000	20,32,677	70
Pune	15,51,160	22,26,000	17,50,000	18,25,327	11
Rest Of India	14,50,000	36,00,000	17,34,848	19,37,663	9
Data not available	11,50,000	30,80,000	20,50,000	19,86,460	72

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

## 6. Other Details

Sr. No.	Parameter	Number
1	Total Pre-Placement offers awarded	131
	1a. Through internships	131
	1b. Others	-
2	Total Pre-Placement offers accepted	78
	2a. Through internships	78
	2b. Others	-

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

  
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For CRISIL Limited, Mumbai

## 7. 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:

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

Table 7.1: List of deviations from standards with reasons

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



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