

MISB **Bocconi**

PGPB FINAL PLACEMENTS 2015

Ref. No.: SN/SMER/MISB/2016/CH 289

March 29, 2016

Placement Officer,
Mumbai International School of Business Bocconi (MISB Bocconi),
9th Floor, Hiranandani Knowledge Park
Powai, Mumbai - 400076, Maharashtra, India

Re: Audit of the placement report for 2015 placements of Post Graduate Programme in Business (PGPB).

Dear Sir,

We have audited the placement report prepared by you for the final placements of students in the PGPB programme offered by MISB Bocconi, Mumbai. While the report is MISB Bocconi's responsibility, our duty is to validate the recruitment information provided with relevant documentation. In this context, we confirm the following:

1. For the audit's purpose, we obtained all the information and explanations that, to the best of our knowledge and belief, were necessary. The validation of information presented in the report is based on communication received by MISB Bocconi from recruiting companies and students. CRISIL has not independently sourced any information or documentation.
2. We have not verified the information presented in the overview concerning the companies that interviewed candidates on campus.
3. We have verified the information about remuneration and job function presented in the report with the help of communication received from recruiters. Variable salary component for three students is based on email from student's official company id.
4. Information regarding location presented in the report is based on communication received from recruiters and students.
5. Salary information has been categorised as far as possible under different salary heads to indicate fixed and variable salary components for the purpose of better representation; where a break-up was not available, salary has been considered only as 'maximum earning potential'.
6. Students opting out of the placement process have been established through email communication from the students. CRISIL could not verify opt out for one student.
7. CRISIL has verified acceptance of offer for twelve students through acceptance on offer letter and email communication. Acceptance for the remaining seven could not be verified.

Thank you.

Best regards,



Sudhir Nair
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CRISIL Education Gradings
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Overview

Companies that recruited and interviewed¹ candidates for final placements 2015

Function-wise break-up:

Management consulting:

PricewaterhouseCoopers, Universal Consulting

Finance:

Capillary Technologies, Centrum Group, Edelweiss Financial Services, HDFC Bank, Housing.com, ICICI Bank, Intellectap - I3N, Si-Creva

Marketing/Sales:

Askmebazaar, Benetton India, Elica SpA (Italy), Ferrero India, Google India, LG India, L'Oréal India, Luxottica India, SicgilSOL, Star TV, The 120 Media Collective, Tulsea Pictures, Vodafone India

Operations/Supply chain:

Grofers, Elica SpA (Italy), Nestlé India, Shopsense.co, Trafigura India, Uber India

Management trainee:

Design Temple, Future Group

Human resource management:

ICICI Prudential Life Insurance

Engineering:

Cavotec SA (Germany)

¹ The contents of this page have not been audited by CRISIL

Classification: EXTERNAL

1. Classification of the entire graduate pool

Table 1: Classification of the entire graduate pool

| Categories | Number |
|---|-----------|
| 1. Sought placement through the institute | 25 |
| 2. Did not accept/continue with campus offers | 6 |
| 2a. Entrepreneurship (Starting a new business) | 3 |
| 2b. Accepted offer on campus but later returned to previous/ other employer | 3* |
| 3. Number unplaced, if any | - |
| Total graduates | 25 |

*One student not verified

2. Sector-wise classification

The table below shows sector-wise break-up of the accepted offers.

Table 2: Classification of placements based on sector

| Sector | No of offers accepted |
|--|-----------------------|
| Banking, financial services and insurance sector | 4 |
| Conglomerate | 5 |
| Consulting | 1 |
| Consumer goods | 3 |
| Ecommerce | 5 |
| Telecom | 1 |
| Total | 19 |

3. Function-wise classification

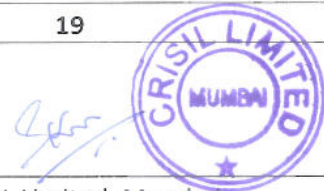
The table below shows function-wise break-up of the accepted offers.

Table 3: Classification of placements based on function

| Function | No of offers accepted |
|-------------------------|-----------------------|
| Consulting | 1 |
| Finance | 2 |
| Marketing/Sales | 6 |
| Operations/Supply chain | 2 |
| Others | 1 |
| Management trainee | 7 |
| Total | 19 |



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4. Location-wise classification

The table below shows location-wise break-up of the accepted offers.

Table 4: Classification of placements based on location

| Location | No of offers accepted |
|---|-----------------------|
| Bengaluru | 1 |
| Chennai | 1 |
| Hyderabad | 1 |
| Mumbai | 5 |
| National Capital Region | 3 |
| Pune | 2 |
| Final location was undecided at time of placement | 6 |
| Total | 19 |

5. Salary details

5.1 Salary heads – Domestic (INR)


Table 5: Classification of salary components in INR


| Salary head (INR) | Min | Max | Median | Mean | Data |
|---|---------|-----------|---------|-----------|------|
| Fixed yearly cash component | 570,060 | 1,597,116 | 841,008 | 905,843 | 11 |
| One-time cash payment | 100,000 | 100,000 | 100,000 | 100,000 | 1 |
| Total guaranteed cash component | 570,060 | 1,597,116 | 841,008 | 914,934 | 11 |
| Maximum earning potential (including non-cash, long term and performance linked components) | 750,000 | 1,800,000 | 900,000 | 1,006,442 | 19 |

Description of salary heads

- 1. Fixed yearly cash component:** This is a total of the annual basic salary and additional cash components. These additional components include cash payments and allowances that are part of the annual package. 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 (e.g. long-term compensation such as provident fund and other perks).


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6. Other details

Table 6: Details regarding pre-placement offers (PPO)

| Parameters | Number |
|--------------------|--------|
| Total PPO awarded | 1** |
| Total PPO accepted | 1 |

**PPO not verified

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