

Ref No: BJ/ED/K.J.SOMAIYA/2024/CH1284
December 26, 2024

To,
The Director,
The Placement Office
K.J. Somaiya Institute of Management
Somaiya Vidyavihar University,
Vidya Vihar East, Mumbai-400077

Re: Placement Audit Report for the Master of Business Administration (MBA) Program, 2022-24

Dear Sir,

CRISIL has audited the Placement Report prepared for K.J. Somaiya Institute of Management, Mumbai: final placements of students in the MBA batch of 2022-24. CRISIL has validated the information provided in the report with the relevant documentation, and offers the following comments:

1. CRISIL has obtained all information and explanations as were necessary for conducting the audit. We believe the Placement Report complies with the requirements of Indian Placement Reporting Standards (IPRS) Version 2.2.
2. The validation of information presented in the report is based on communication received by KJ Somaiya Institute of Management from the recruiting companies. CRISIL has not independently sourced any information or documentation.
3. CRISIL has 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 categorized as best as possible under various salary heads according to IPRS Version 2.2; where break-up was not available, the salary has been considered only as 'Maximum earning potential'.
 - b. Proof of acceptance of the offers is indicated by students signing the offer letter. The acceptance of the offer for 411 students out of 595 could not be verified.
4. The number of students opting out of the placement process and students on sabbatical has been established through written communication from the students/recruiting companies.

Thank You,

Best Regards,




Ms. Binaifer F. Jehani
Business Head- CRISIL MI&A - Assessments

CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363



SOMAIYA
VIDYAVIHAR UNIVERSITY

K J Somaiya Institute of Management

FINAL PLACEMENT

2022-24

MASTER OF BUSINESS ADMINISTRATION
(MBA)

Contents

| | |
|--|-----------|
| Classification of the Entire Graduate Pool..... | 3 |
| Key Highlights..... | 4 |
| Sectoral Highlights | 5 |
| Functional Highlights | 7 |
| Location Highlights | 8 |
| Salary details..... | 9 |
| Other details | 20 |
| Compliance Statement..... | 21 |



Classification of the Entire Graduate Pool

The graduating class is categorized into three major groups:

- Graduates seeking placement through the institute
- Graduates not seeking placement through the institute
- Graduates who did not get placed

Table 1: Classification of the Entire Graduate Pool

| Categories | Number |
|--|-------------|
| 1. Sought placement through the institute | 597* |
| 2. Did not seek placement through the institute | |
| 2a. Sabbatical | - |
| 2b. Continuing education | - |
| 2c. Postponing job search | - |
| 2d. Entrepreneurship (Starting a new business) | 1** |
| 2e. Returning to / joining family business | 7** |
| 2f. Sought placement outside the campus placement process | 11** |
| 2g. Did not seek placements for other reasons | 4** |
| Total who did not seek employment through the institute | - |
| 3. Number unplaced, if any | 23** |
| Total Graduates | 643 |

*597 offer letters were available for verification out of the total final placement. Out of total 597 offer letters. However, salary breakup for 45 offer letters has not been shared to CRISIL. However, salary breakup for 02 offer letters has not been shared to CRISIL.

**CRISIL has received mail confirmation for students who did not seek placement (44 offers) through the institute. However, confirmation pertaining to 02 unplaced students through the institute has not been shared to CRISIL.

Among the total final placement offers, 115 was pre-placement offer. CRISIL has obtained supporting documents for 114 pre-placements offer. However, supporting document for 01 pre-placement offer has not been shared to CRISIL.



For K.J. Somaiya Institute of Management, Mumbai



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Key Highlights

MBA Program (2022-24 batch)



**Batch size
(643 students)**



**Highest Salary
(Rs 20.26 lakh)**



**Mean Salary
(Rs 12.44 lakh)**



**Number of
recruiters (135)**



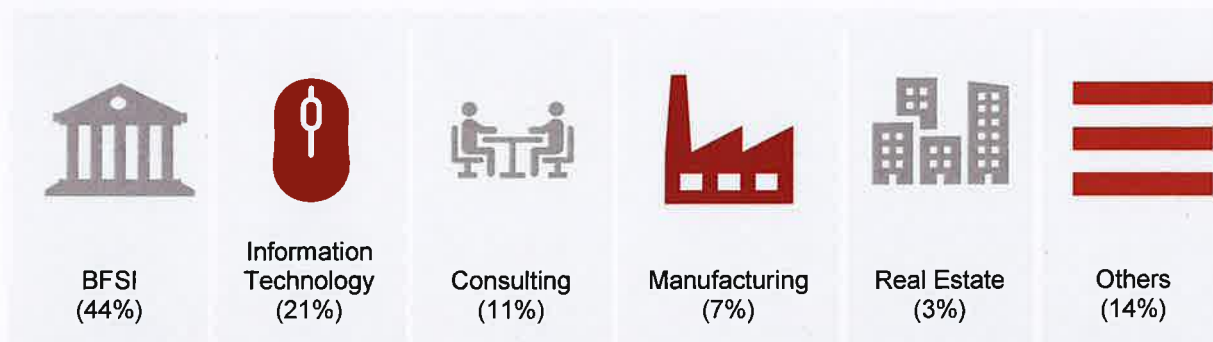
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For CRISIL Limited, Mumbai



Sectoral Highlights



- Highest offers were made in Banking, Financial Service and Insurance (BFSI) sector (44%)
- Others include offers from Telecom (3%), Media/Entertainment (3%), Consumer Good (FMCG) (2%), Energy (1%), Engineering/Technology (1%), E-commerce (1%), Health (1%), Aviation (0.50%), Education Service provider (0.50%), Market Research (0.50%) and Manpower services (0.50%)

Sector-wise classification

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

Table 2: Classification of Placements Based on Sector

| Sector | Number of Offers accepted |
|-----------------------------|---------------------------|
| BFSI | 255 |
| Consulting | 65 |
| Consumer goods (FMCG) | 11 |
| E-Commerce | 04 |
| Energy | 06 |
| Engineering/Technology | 07 |
| Health | 02 |
| Information Technology (IT) | 120 |
| Manufacturing | 44 |
| Media/Entertainment | 15 |
| Others | 14 |

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| | |
|-----------------------------|------------|
| Pharmaceutical / Healthcare | 04 |
| Real Estate | 17 |
| Telecom | 17 |
| International | |
| Consumer Goods (FMCG) | 06 |
| Others | 01 |
| Pharmaceuticals/Healthcare | 07 |
| Grand Total | 595 |



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Functional Highlights



- Highest offers received for General Management (33%)
- Others includes offers from HR (4%), Operations/Supply Chain (1%), and Market Research (1%).

Function-wise classification

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

Table 3: Classification of Placements Based on Function

| Function | Number of Offers accepted |
|-------------------------|---------------------------|
| Consulting | 68 |
| Finance | 138 |
| General Management | 190 |
| HR | 28 |
| Marketing/Sales | 109 |
| Operations/Supply Chain | 04 |
| Others | 06 |
| Systems/IT | 38 |
| International | |
| General Management | 08 |
| Marketing/Sales | 06 |
| Grand Total | 595 |



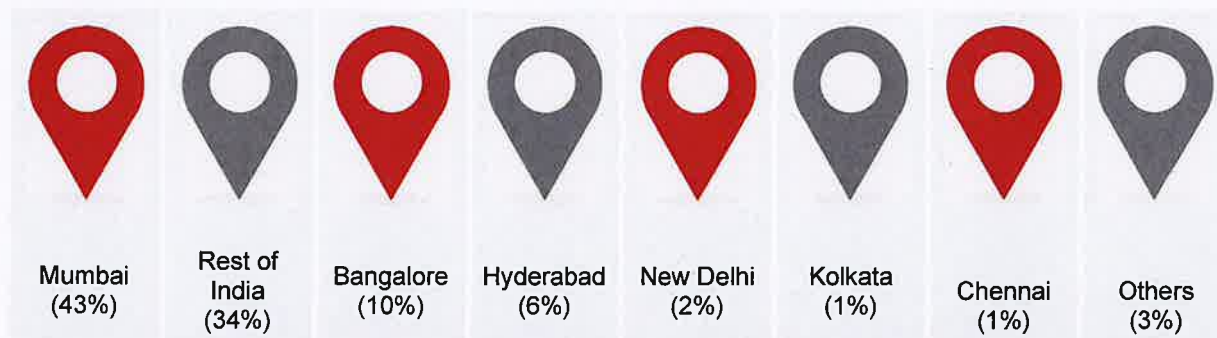
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For CRISIL Limited, Mumbai



Location Highlights



- Highest offers received for Mumbai (43%) and Rest of India (34%) location.
- Others (3%) includes offers for United Arab Emirates (2%) and Singapore (1%)
- Rest of India (34%) includes offers for Gurugram (6%), Pune (3.96%), Noida (0.83%), Madhapur (0.66%), Jaipur (0.50%), Surat (0.50%), Ahmedabad (0.17%), Bhat (0.17%), Bhubaneshwar (0.17%), Chandigarh (0.17%), Gandhinagar (0.17%), Mohali (0.17%), Nagpur (0.17%), and Nashik (0.17%). 20.30% of letters with location details were not available and have been considered in Rest of India.

Location-wise classification

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

Table 4: Classification of Placements Based on Location

| Location | Number of Offers accepted |
|----------------------|---------------------------|
| Bangalore | 61 |
| Chennai | 02 |
| Hyderabad | 35 |
| Kolkata | 03 |
| Mumbai | 260 |
| New Delhi | 14 |
| Rest of India | 206 |
| International | |
| United Arab Emirates | 13 |
| Singapore | 01 |
| Grand Total | 595 |



For K.J Somaiya Institute of Management, Mumbai



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Salary details

Salary Heads – Domestic (INR)

Table 5: Classification of Salary Components in INR

| Salary Head (INR) | Min | Max | Median | Mean | Data |
|--|--------|---------|---------|---------|------|
| Total Fixed Salary | 636133 | 1873993 | 958000 | 1000800 | 581 |
| One time Cash Payments | 25000 | 360862 | 150000 | 156006 | 264 |
| Total Guaranteed Cash Payments | 636133 | 1873993 | 1033644 | 1071687 | 581 |
| Performance linked compensation (max) | 38908 | 700000 | 150000 | 166810 | 357 |
| Other payments | 6333 | 572024 | 66000 | 78157 | 528 |
| Maximum Earning Potential (including non-cash, long term, and performance linked components) | 750000 | 2026462 | 1200000 | 1245213 | 581 |

Salary Heads – International (USD)

Table 6: Classification of Salary Components in USD

| Salary Head (INR) | Min | Max | Median | Mean | Data |
|--|-------|-------|--------|-------|------|
| Total Fixed Salary | 30508 | 54815 | 42051 | 40678 | 14 |
| One time Cash Payments | 1271 | 2469 | 1471 | 1271 | 6 |
| Total Guaranteed Cash Payments | 30508 | 57284 | 42681 | 40678 | 14 |
| Performance linked compensation (max) | - | - | - | - | - |
| Other payments | - | - | - | - | - |
| Maximum Earning Potential (including non-cash, long term, and performance linked components) | 30508 | 57284 | 42681 | 40678 | 14 |



For K.J Somaiya Institute of Management, Mumbai



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Salary Statistics at PPP (USD)

Table 7: Classification of Salary Components in USD

| Salary Head (INR) | Min | Max | Median | Mean | Data |
|---|-------|-------|--------|-------|------|
| INR Salary (Total Guaranteed Cash Component) | 31352 | 92360 | 50944 | 52818 | 581 |
| Non-INR Salary (Total Guaranteed Cash Component) | 30508 | 57284 | 40678 | 42681 | 14 |
| Combines INR and non-INR salary (Total Guaranteed Cash Component) | 30508 | 92360 | 50552 | 52580 | 595 |
| INR Salary (Maximum Earning Potential) | 36964 | 99875 | 59142 | 61371 | 581 |
| Non-INR Salary (Maximum Earning Potential) | 30508 | 57284 | 40678 | 42681 | 14 |
| Combines INR and non-INR salary (Maximum Earning Potential) | 30508 | 99875 | 59142 | 60931 | 595 |

Note: This section allows a comparison of domestic and international salaries offered at PPP (Purchasing Power Parity) adjusted exchange rate. The base currency for the same would-be USD.

PPP data as per https://www.imf.org/external/datamapper/PPPEX@WEO/OEMDC/ADVEC/WEO_WORLD.

As per implied PPP conversion rate dated December 17, 2024



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Sector-wise classification of salary

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments.

Table 6: Sector-wise Classification of Fixed Yearly Cash Component in INR

| Fixed Yearly Cash Component (INR) | | | | | |
|-----------------------------------|---------|---------|---------|---------|------|
| Sectors | Min | Max | Median | Mean | Data |
| BFSI | 655104 | 1873993 | 995200 | 1028504 | 255 |
| Consulting | 691200 | 1523708 | 940000 | 970698 | 65 |
| Consumer goods (FMCG) | 925704 | 1174500 | 998400 | 1025911 | 11 |
| E-Commerce | 1331388 | 1331388 | 1331388 | 1331388 | 4 |
| Energy | 711660 | 1000000 | 817188 | 860537 | 6 |
| Engineering/Technology | 1050000 | 1313760 | 1200000 | 1207611 | 7 |
| Health | 978400 | 978400 | 978400 | 978400 | 2 |
| Information Technology (IT) | 705912 | 1456800 | 839736 | 906668 | 120 |
| Manufacturing | 636133 | 1522070 | 1020660 | 1052317 | 44 |
| Media/Entertainment | 850000 | 1500000 | 900000 | 973310 | 15 |
| Others | 776604 | 1873993 | 1073370 | 1135662 | 14 |
| Pharmaceutical / Healthcare | 867680 | 1028280 | 1001640 | 974810 | 4 |
| Real Estate | 728400 | 1185000 | 914667 | 921078 | 17 |
| Telecom | 903312 | 1164800 | 1164800 | 1103425 | 17 |

Table 7: Sector-wise Classification of Onetime Cash Payments in INR

| One time Cash Payments (INR) | | | | | |
|------------------------------|--------|--------|--------|--------|------|
| Sectors | Min | Max | Median | Mean | Data |
| BFSI | 110000 | 225000 | 200000 | 181292 | 120 |
| Consulting | 25000 | 250000 | 150000 | 139205 | 44 |
| Consumer goods (FMCG) | 50000 | 200000 | 100000 | 127778 | 9 |
| E-Commerce | - | - | - | - | - |
| Energy | - | - | - | - | - |
| Engineering/Technology | - | - | - | - | - |
| Health | 175000 | 175000 | 175000 | 175000 | 2 |

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|-----------------------------|--------|--------|--------|--------|----|
| Information Technology (IT) | 50000 | 360862 | 100000 | 124707 | 60 |
| Manufacturing | 100000 | 210000 | 150000 | 166632 | 19 |
| Media/Entertainment | 200000 | 200000 | 200000 | 200000 | 3 |
| Others | 100000 | 100000 | 100000 | 100000 | 3 |
| Pharmaceutical / Healthcare | - | - | - | - | - |
| Real Estate | 27861 | 29198 | 28530 | 28530 | 2 |
| Telecom | 100000 | 100000 | 100000 | 100000 | 2 |

Table 8: Sector-wise Classification of Total Guaranteed Cash Payments in INR

| Total Guaranteed Cash Payments (INR) | | | | | |
|--------------------------------------|---------|---------|---------|----------|------|
| Sectors | Min | Max | Median | Mean | Data |
| BFSI | 699160 | 1873993 | 1100000 | 1113818 | 255 |
| Consulting | 716200 | 1523708 | 1033644 | 1064929 | 65 |
| Consumer goods (FMCG) | 1025704 | 1200000 | 1174500 | 1130457 | 11 |
| E-Commerce | 1331388 | 1331388 | 1331388 | 1331388 | 4 |
| Energy | 711660 | 1000000 | 817188 | 860537.3 | 6 |
| Engineering/Technology | 1050000 | 1313760 | 1200000 | 1207611 | 7 |
| Health | 1153400 | 1153400 | 1153400 | 1153400 | 2 |
| Information Technology (IT) | 705912 | 1500000 | 926700 | 969022 | 120 |
| Manufacturing | 636133 | 1522070 | 1146169 | 1124271 | 44 |
| Media/Entertainment | 850000 | 1500000 | 900000 | 1013310 | 15 |
| Others | 776604 | 1873993 | 1073370 | 1157090 | 14 |
| Pharmaceutical / Healthcare | 867680 | 1028280 | 1001640 | 974810 | 4 |
| Real Estate | 728400 | 1185000 | 914667 | 924434 | 17 |
| Telecom | 1003312 | 1183312 | 1164800 | 1115190 | 17 |

Table 9: Sector-wise Classification of Performance Linked Compensation in INR

| Performance Linked Compensation (INR) | | | | | |
|---------------------------------------|--------|--------|--------|--------|------|
| Sectors | Min | Max | Median | Mean | Data |
| BFSI | 65000 | 700000 | 156000 | 172915 | 103 |
| Consulting | 47620 | 480000 | 149880 | 143026 | 46 |
| Consumer goods (FMCG) | 92570 | 182609 | 140940 | 137477 | 10 |
| E-Commerce | 100000 | 100000 | 100000 | 100000 | 4 |
| Energy | 113640 | 200000 | 113640 | 135230 | 4 |

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|-----------------------------|--------|--------|--------|--------|----|
| Engineering/Technology | 100000 | 394128 | 391428 | 319246 | 4 |
| Health | 100000 | 100000 | 100000 | 100000 | 2 |
| Information Technology (IT) | 38908 | 560000 | 94500 | 161409 | 97 |
| Manufacturing | 60000 | 329130 | 125000 | 148847 | 37 |
| Media/Entertainment | 100000 | 100000 | 100000 | 100000 | 8 |
| Others | 100000 | 300000 | 165000 | 194286 | 7 |
| Pharmaceutical / Healthcare | 126000 | 126000 | - | - | 1 |
| Real Estate | 100000 | 300000 | 200000 | 222185 | 17 |
| Telecom | 120000 | 450000 | 168000 | 243647 | 17 |

Table 10: Sector-wise Classification of Other Payments in INR

| Other Payments (INR) | | | | | |
|-----------------------------|-------|--------|--------|--------|------|
| Sectors | Min | Max | Median | Mean | Data |
| BFSI | 6333 | 572024 | 66219 | 81937 | 234 |
| Consulting | 21600 | 120722 | 60516 | 60445 | 60 |
| Consumer goods (FMCG) | 21600 | 84666 | 81726 | 64042 | 10 |
| E-Commerce | 54936 | 54936 | 54936 | 54936 | 4 |
| Energy | 88212 | 88338 | 88212 | 88244 | 4 |
| Engineering/Technology | 50027 | 54468 | 54468 | 53358 | 4 |
| Health | 36030 | 36030 | 36030 | 36030 | 2 |
| Information Technology (IT) | 13400 | 347400 | 73281 | 83106 | 110 |
| Manufacturing | 23400 | 165240 | 103708 | 98484 | 42 |
| Media/Entertainment | 21600 | 236621 | 54000 | 75635 | 6 |
| Others | 23400 | 127180 | 61707 | 67505 | 14 |
| Pharmaceutical / Healthcare | 67200 | 221796 | 144558 | 144528 | 4 |
| Real Estate | 21600 | 91608 | 54920 | 48102 | 17 |
| Telecom | 33600 | 67200 | 67200 | 52693 | 17 |

Table 11: Sector-wise Classification of Maximum Earning Potential Cash Component in INR

| Maximum Earning Potential (INR) | | | | | |
|---------------------------------|--------|---------|---------|---------|------|
| Sectors | Min | Max | Median | Mean | Data |
| BFSI | 750000 | 2026462 | 1200000 | 1258851 | 255 |
| Consulting | 923560 | 1794722 | 1150000 | 1221942 | 65 |
| Consumer goods (FMCG) | 200000 | 1450004 | 1400000 | 1313656 | 11 |

For K.J Somaiya Institute of Management, Mumbai

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| | | | | | |
|-----------------------------|---------|---------|---------|---------|-----|
| E-Commerce | 1486324 | 1486324 | 1486324 | 1486324 | 4 |
| Energy | 999998 | 1019040 | 1009520 | 1009520 | 6 |
| Engineering/Technology | 1080000 | 1762356 | 1200027 | 1420528 | 7 |
| Health | 1289430 | 1289430 | 1289430 | 1289430 | 2 |
| Information Technology (IT) | 785000 | 1995000 | 1108100 | 1175675 | 120 |
| Manufacturing | 767400 | 1797596 | 1380000 | 1343445 | 44 |
| Media/Entertainment | 871600 | 1500000 | 1000000 | 1096897 | 15 |
| Others | 950004 | 2000001 | 1200001 | 1321738 | 14 |
| Pharmaceutical / Healthcare | 935000 | 1250076 | 1209138 | 1150838 | 4 |
| Real Estate | 900000 | 1344688 | 1200000 | 1194721 | 17 |
| Telecom | 1300000 | 1500000 | 1400000 | 1411529 | 17 |



For K.J Somaiya Institute of Management, Mumbai



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Function-wise classification of salary

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments.

Table 12: Function-wise Classification of Fixed Yearly Cash Component in INR

| Fixed Yearly Cash Component (INR) | | | | | |
|-----------------------------------|--------|---------|---------|---------|------|
| Functions | Min | Max | Median | Mean | Data |
| Consulting | 691200 | 1245360 | 916400 | 910907 | 68 |
| Finance | 655104 | 1873993 | 964000 | 1062436 | 138 |
| General Management | 636133 | 1523708 | 995200 | 998473 | 190 |
| HR | 711660 | 1400000 | 987380 | 1053679 | 28 |
| Marketing/Sales | 655104 | 1500000 | 925704 | 968321 | 109 |
| Operations/Supply Chain | 794910 | 1456800 | 1123656 | 1124756 | 4 |
| Others | 776604 | 1500000 | 997200 | 1059811 | 6 |
| Systems / IT | 812000 | 1327700 | 957550 | 981293 | 38 |

Table 13: Function-wise Classification of Onetime Cash Payments in INR

| One time Cash Payments(INR) | | | | | |
|-----------------------------|--------|--------|--------|--------|------|
| Functions | Min | Max | Median | Mean | Data |
| Consulting | 25000 | 250000 | 150000 | 114853 | 34 |
| Finance | 50000 | 250000 | 200000 | 180185 | 81 |
| General Management | 27861 | 210000 | 150000 | 158586 | 65 |
| HR | 100000 | 360862 | 307679 | 259313 | 11 |
| Marketing/Sales | 50000 | 200000 | 150000 | 151744 | 43 |
| Operations/Supply Chain | 100000 | 100000 | - | - | 1 |
| Others | - | - | - | - | - |
| Systems / IT | 100000 | 100000 | 100000 | 100000 | 29 |

Table 14: Function-wise Classification of Total Guaranteed Cash Payments in INR

| Total Guaranteed Cash Payments (INR) | | | | | |
|--------------------------------------|--------|---------|--------|--------|------|
| Functions | Min | Max | Median | Mean | Data |
| Consulting | 716200 | 1395360 | 940000 | 968334 | 68 |

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| | | | | | |
|-------------------------|--------|---------|---------|---------|-----|
| Finance | 708430 | 1873993 | 1189000 | 1168197 | 138 |
| General Management | 636133 | 1523708 | 1042981 | 1052726 | 190 |
| HR | 711660 | 1500000 | 1233333 | 1155551 | 28 |
| Marketing/Sales | 789716 | 1500000 | 960032 | 1028183 | 109 |
| Operations/Supply Chain | 794910 | 1456800 | 1173656 | 1149756 | 4 |
| Others | 776604 | 1500000 | 997200 | 1059811 | 6 |
| Systems / IT | 908575 | 1427700 | 1007550 | 1057609 | 38 |

Table 15: Function-wise Classification of Performance Linked Compensation in INR

| Performance Linked Compensation (INR) | | | | | |
|---------------------------------------|--------|--------|--------|--------|------|
| Functions | Min | Max | Median | Mean | Data |
| Consulting | 47620 | 256412 | 101369 | 112880 | 50 |
| Finance | 73081 | 700000 | 150000 | 181002 | 49 |
| General Management | 60000 | 400000 | 156000 | 151989 | 111 |
| HR | 54996 | 394128 | 94500 | 158046 | 23 |
| Marketing/Sales | 38908 | 560000 | 166500 | 205046 | 84 |
| Operations/Supply Chain | 69375 | 200000 | 150000 | 142344 | 4 |
| Others | 151107 | 180000 | 165554 | 165554 | 2 |
| Systems / IT | 65000 | 351000 | 183750 | 188472 | 34 |

Table 16: Function-wise Classification of Other Payments in INR

| Other Payments (INR) | | | | | |
|-------------------------|-------|--------|---------|-------|------|
| Functions | Min | Max | Median | Mean | Data |
| Consulting | 21600 | 190524 | 63314.5 | 93734 | 64 |
| Finance | 6333 | 221796 | 69948 | 70287 | 122 |
| General Management | 23400 | 572024 | 67200 | 96633 | 175 |
| HR | 47975 | 221796 | 67231 | 90645 | 23 |
| Marketing/Sales | 21600 | 347400 | 54936 | 60887 | 97 |
| Operations/Supply Chain | 43200 | 85715 | 47559 | 56008 | 4 |
| Others | 23400 | 236621 | 74400 | 93867 | 5 |
| Systems / IT | 13400 | 182870 | 15900 | 28892 | 38 |



For K.J Somaiya Institute of Management, Mumbai



For CRISIL Limited, Mumbai

Table 17: Function-wise Classification of Maximum Earning Potential Cash Component in INR

| Maximum Earning Potential (INR) | | | | | |
|---------------------------------|---------|---------|---------|---------|------|
| Functions | Min | Max | Median | Mean | Data |
| Consulting | 900000 | 1574544 | 1023762 | 1139554 | 68 |
| Finance | 842040 | 2000001 | 1225000 | 1294604 | 138 |
| General Management | 750000 | 2026462 | 1150000 | 1230523 | 190 |
| HR | 999998 | 1762356 | 1398209 | 1359834 | 28 |
| Marketing/Sales | 871600 | 1794722 | 1200000 | 1240384 | 109 |
| Operations/Supply Chain | 950000 | 1700000 | 1371215 | 1348108 | 4 |
| Others | 980004 | 1500000 | 1071600 | 1193219 | 6 |
| Systems / IT | 1057292 | 1800500 | 1246050 | 1255134 | 38 |



For K.J Somaiya Institute of Management, Mumbai



For CRISIL Limited, Mumbai

Location-wise classification of salary

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments.

Table 18: Location-wise Classification of Fixed Yearly Cash Component in INR

| Fixed Yearly Cash Component (INR) | | | | | |
|-----------------------------------|---------|---------|---------|---------|------|
| Location | Min | Max | Median | Mean | Data |
| Bangalore | 734328 | 1873993 | 964000 | 1042833 | 61 |
| Chennai | 1300000 | 1523708 | 1411854 | 1411854 | 2 |
| Hyderabad | 691104 | 1522070 | 834984 | 920154 | 35 |
| Kolkata | 691104 | 923210 | 923210 | 845841 | 3 |
| Mumbai | 699160 | 1500000 | 964000 | 1023330 | 260 |
| New Delhi | 699160 | 1456428 | 1132400 | 1104716 | 14 |
| Rest of India | 636133 | 1500000 | 945080 | 964823 | 206 |

Table 19: Location-wise Classification of Onetime Cash Payments in INR

| One time Cash Payments (INR) | | | | | |
|------------------------------|--------|--------|--------|--------|------|
| Location | Min | Max | Median | Mean | Data |
| Bangalore | 50000 | 307679 | 150000 | 175260 | 22 |
| Chennai | - | - | - | - | - |
| Hyderabad | 50000 | 300000 | 150000 | 164286 | 14 |
| Kolkata | 150000 | 200000 | 150000 | 166667 | 3 |
| Mumbai | 50000 | 360862 | 200000 | 175337 | 109 |
| New Delhi | 180000 | 200000 | 200000 | 193333 | 3 |
| Rest of India | 25000 | 210000 | 120000 | 131310 | 113 |

Table 20: Location-wise Classification of Total Guaranteed Cash Payments in INR

| Total Guaranteed Cash Payments (INR) | | | | | |
|--------------------------------------|---------|---------|---------|---------|------|
| Location | Min | Max | Median | Mean | Data |
| Bangalore | 734328 | 1873993 | 1119672 | 1106042 | 61 |
| Chennai | 1300000 | 1523708 | 1411854 | 1411854 | 2 |
| Hyderabad | 722704 | 1522070 | 891104 | 985869 | 35 |
| Kolkata | 891104 | 1073210 | 1073210 | 1012508 | 3 |
| Mumbai | 699160 | 1500000 | 1042981 | 1096836 | 260 |
| New Delhi | 699160 | 1456428 | 1164800 | 1146144 | 14 |
| Rest of India | 636133 | 1521020 | 997200 | 1036852 | 206 |



For K.J Somaiya Institute of Management, Mumbai



For CRISIL Limited, Mumbai

Table 21: Location-wise Classification of Performance Linked Compensation in INR

| Performance Linked Compensation (INR) | | | | | |
|---------------------------------------|--------|--------|--------|--------|------|
| Location | Min | Max | Median | Mean | Data |
| Bangalore | 38908 | 700000 | 94500 | 148728 | 34 |
| Chennai | 159091 | 159091 | - | - | 1 |
| Hyderabad | 60000 | 200000 | 89952 | 95453 | 29 |
| Kolkata | 105000 | 105000 | - | - | 1 |
| Mumbai | 60000 | 450000 | 151107 | 175238 | 124 |
| New Delhi | 105000 | 248000 | 168000 | 166636 | 11 |
| Rest of India | 47620 | 560000 | 168000 | 177706 | 157 |

Table 22: Location-wise Classification of Other Payments in INR

| Other Payments (INR) | | | | | |
|----------------------|-------|--------|--------|--------|------|
| Location | Min | Max | Median | Mean | Data |
| Bangalore | 21600 | 347400 | 75288 | 88773 | 56 |
| Chennai | 87400 | 97809 | 92605 | 92605 | 2 |
| Hyderabad | 52200 | 190524 | 98286 | 100354 | 30 |
| Kolkata | 69948 | 76790 | 76790 | 74509 | 3 |
| Mumbai | 6333 | 572024 | 66000 | 80354 | 243 |
| New Delhi | 50840 | 104040 | 69948 | 78763 | 14 |
| Rest of India | 6333 | 572024 | 57310 | 68042 | 180 |

Table 23: Location-wise Classification of Maximum Earning Potential in INR

| Maximum Earning Potential (INR) | | | | | |
|---------------------------------|---------|---------|---------|---------|------|
| Location | Min | Max | Median | Mean | Data |
| Bangalore | 937184 | 2000001 | 1201500 | 1270436 | 61 |
| Chennai | 1387400 | 1780608 | 1584004 | 1584004 | 2 |
| Hyderabad | 785000 | 1800000 | 1072518 | 1150975 | 35 |
| Kolkata | 1066052 | 1150000 | 1150000 | 1122017 | 3 |
| Mumbai | 750000 | 2026462 | 1200000 | 1255512 | 260 |
| New Delhi | 750000 | 1797596 | 1366406 | 1355836 | 14 |
| Rest of India | 767400 | 2026462 | 1200000 | 1231742 | 206 |



For K.J. Somaiya Institute of Management, Mumbai



For CRISIL Limited, Mumbai



Other details

Table 24: Details regarding Pre-Season Placement Offers

| Sr. No. | Parameters | Number |
|---------|--|--------|
| 1 | Total Pre-Season Placement offers offered | 115 |
| 2 | Total Pre-Season Placement offers accepted | 87 |

Note: Among the total final placement offer, 115 was pre-placement offer. Further, CRISIL has obtained supporting documents for 114 pre-placements offer. However, supporting document for 01 pre-placement offer has not been shared to CRISIL.

For K.J Somaiya Institute of Management, Mumbai

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Compliance Statement

This placement report has been prepared as per the Indian Placement Reporting Standards, Version 2.2.



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