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I I IIM
AHMEDABAD

PGP-ABM FINAL PLACEMENTS 2012

Ref No: SM/SMER/IIMA/2012/12741

September 3, 2012

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

Dear Ma'am,

Re: Audit of the Placement Report of the 2010-12 Post Graduate Program in Agribusiness Management (PGP-ABM) programme

We have audited the Placement Report prepared by you for the final placements of students of the 2010-12 batch of the Post Graduate Program in Agribusiness Management (PGP-ABM) 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).

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.
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.
 - a. Where offer letters or other recruiter communication was not available, the report considers the record as data unavailable. We have not been able to verify the status of such students since there is no record.
 - b. The information has been categorized as best as possible under different salary heads as given in the IPRS: where a break-up was not available, the salary has been considered only as 'Maximum earning potential'.
4. The number of students opting out of the placement process has been established through written communication from the student who has opted out.

Thank you.

Best regards,



Sachin Nigam

Senior Director, SME Ratings

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Contents

Overview of PGP-ABM Final Placements	4
1. Classification of the entire graduate pool	5
2. Sector-wise classification	5
3. Function wise classification	6
4. Location wise classification	6
5. Salary details.....	7
5.1 Salary Heads – Domestic (INR)	7
5.2 Salary Heads – International (USD).....	7
5.3 Salary Statistics at PPP ¹ Salary in USD	7
5.4 Sector wise classification of salary.....	8
5.4.1 Sector wise classification of salary Domestic (INR).....	8
5.4.2 Sector wise classification of salary – International (USD)	9
5.5 Function wise classification of salary	10
5.5.1 Function wise classification of salary – Domestic (INR)	10
5.5.2 Functionwise classification of salary – International (USD)	12
5.6 Location wise classification of salary.....	13
5.6.1 Location wise classification of salary – Domestic (INR).....	13
5.6.2 Location wise classification of salary – International (USD)	15
6. Other Details.....	15
7. Compliance statement.....	16

Index of Tables

Table 1: Classification of the entire graduate pool	5
Table 2: Classification of placements based on sector	5
Table 3: Classification of placements based on function.....	6
Table 4: Classification of placements based on location	6
Table 5: Classification of salary components in INR.....	7
Table 6: Classification of salary components in USD.....	7
Table 7: Classification of salary components in USD at PPP	7
Table 8: Sector-wise classification of base salary + Additional Guaranteed Cash Components in INR.....	8
Table 9: Sector-wise classification of One-time Cash Payments in INR.....	8
Table 10: Sector-wise classification of Total Guaranteed Cash Payments in INR	8
Table 11: Sector-wise classification of Maximum Earning Potential in INR.....	8
Table 12: Sector-wise classification of base salary + Additional Guaranteed Cash Components in USD.....	9
Table 13: Sector-wise classification of Maximum Earning Potential in USD.....	9
Table 14: Function-wise classification of base salary + Additional Guaranteed Cash Components in INR	10
Table 15: Function-wise classification of One-time Cash Payments in INR	10
Table 16: Function-wise classification of Total Guaranteed Cash Payments in INR.....	11
Table 17: Function-wise classification of Maximum Earning Potential in INR.....	11
Table 18: Function-wise classification of base salary + Additional Guaranteed Cash Components in USD	12
Table 19: Function-wise classification of maximum Earning Potential in USD	12
Table 20: Location-wise classification of base salary + Additional Guaranteed Cash Components in INR	13
Table 21: Location-wise classification of One-time Cash Payments in INR	13
Table 22: Location-wise classification of Total Guaranteed Cash Payments in INR.....	14
Table 23: Location-wise classification of Maximum Earning Potential in INR	14
Table 24: Location-wise classification of base salary + Additional Guaranteed Cash Components in USD	15
Table 25: Location-wise classification of Maximum Earning Potential in USD	15
Table 26: No. of PPOs	15

Overview of PGP-ABM Final Placements

The final placements for the Batch of 2012 saw a variety of roles offered across sub-sectors including Seeds, Fertilizers, Pesticides, Global Supply Chain Management, Retail, Corporate Banking, Food & Agribusiness Research and Advisory, FMCG, Logistics and Warehousing Management, Agricultural Machinery, Rural Banking, Agricultural Research, Education, Rural Development, and Consulting.

A total of 31 companies participated in the placement process this year, making 52 offers to the 37 students in the placement process. One student opted out of the placement process to start an entrepreneurial venture, and two others accepted placements off campus. The batch attracted a diverse pool of recruiters, ranging from MNCs to small and medium enterprises (SMEs) as well as notable start-ups.

A total of two PPOs and four PPIs were given by their respective companies to the students of the program after their summer internships thus showing their confidence in the students and the PGP-ABM Program. The largest recruiters in the domestic market were Syngenta, IFTRA, Yes Bank, Coromandel International which offered roles in Strategy, Marketing, Business Development, and General Management, while two candidates took up International roles offered in the African Subcontinent.

Other notable first time recruiters included Vector Consulting Group, StarAgri, PI Industries, and New Holland Agriculture. Regular recruiters Rabobank, Heinz, Marico, Britannia, and Bayer Crop Science also participated in the placement process. A successful lateral placement process saw several students with prior work experience getting placed with companies specific for this process like Vector Consulting Group and TAFE.

The PGP-ABM Recruitment Secretary, Karan Kabra said, "To ensure the best possible recruiter-student fit, our objective was to place the students in their preferred companies. As a fitting result of our objectives and efforts, close to 70% of PGP-ABM students got into their respective top 2 preferred companies".

The Final Placement Report drafted as per the Indian Placement Reporting Standards is annexed. The annexed report has been audited by CRISIL.

1. Classification of the entire graduate pool

The graduating class is categorized into two major groups:-

- Graduates seeking placement through the institute
- Graduates not seeking placement through the institute

S. No.	Categories	Number
1	Seeking placement through the institute	37
2	Not seeking placement through the institute	3
	2a. Company-sponsored or already employed	
	2b. Continuing education	
	2c. Postponing job search	
	2d. Entrepreneurship (Starting a new business)	1
	2e. Returning to / joining family business	
	2f. Seeking placement outside the campus placement process	
	2g. Not seeking placements for other reasons	2
	Total not seeking employment through the institute	
	Total graduates	40

Table 1: Classification of the entire graduate pool

2. Sector-wise classification

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

Sector	No. of Offers accepted
Banking, Financial Services and Insurance (BFSI)	6
Consulting	3
FMCG	7
Agri-Inputs	21
Total	37

Table 2: Classification of placements based on sector


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 INCHARGE, PLACEMENT OFFICE

For the Indian Institute of Management, Ahmedabad





For CRISIL Limited, Mumbai



3. Function wise classification

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

Function	No. of Offers accepted
Strategy	1
International Business	2
Business Development	2
Finance	5
Education Services	2
Marketing	10
Operations/Supply Chain	3
General management	1
To be Decided	11
Total	37

Table 3: Classification of placements based on function

4. Location wise classification

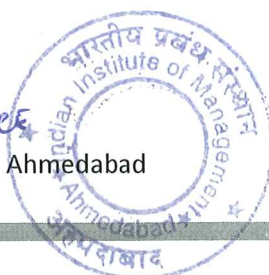
The table below shows location-wise break-up of the accepted offers.

Location	No. of Offers accepted
Domestic	
Rajkot	1
Jodhpur	1
Hyderabad	1
Nagpur	2
Manesar	1
Mehsana	1
Gurgaon	4
Mumbai	9
Jaipur	1
Chennai	2
Delhi	1
To be Decided*	11
International	
Africa	2
Total	37

Table 4: Classification of placements based on location

*At the time of making this placement report, the details about the location of 11 offers made were not provided by the respective companies.


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5. Salary details

Note: Not all students receive one time cash payments. 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 and are given in order to indicate the industry benchmark

5.1 Salary Heads – Domestic (INR)

Salary head(INR)	Min	Max	Median	Mean	Data
Basic salary and additional guaranteed cash	6,00,000	18,00,000	10,48,039	10,84,564	34
One-time cash payments	1,00,000	1,00,000	1,00,000	1,00,000	2
Total guaranteed cash payments	6,00,000	18,00,000	10,61,077	10,90,447	34
Maximum Earning Potential (including non-cash, long-term and performance-linked components)	7,00,000	18,00,000	11,40,260	12,20,483	35

Table 5: Classification of salary components in INR

5.2 Salary Heads – International (USD)

Salary head (USD)	Min	Max	Median	Mean	Data
Basic salary and additional guaranteed cash	\$50,000	\$60,000	\$55,000	\$55,000	2
One time Cash Payments	-	-	-	-	-
Total guaranteed cash payments	-	-	-	-	-
Maximum Earning Potential (including non-cash, long term and performance linked components)	\$50,000	\$60,000	\$55,000	\$55,000	2

Table 6: Classification of salary components in USD

5.3 Salary Statistics at PPP¹ Salary in USD

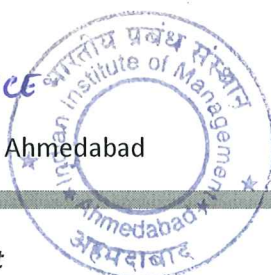
Salary in USD at PPP	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	\$28,262	\$84,786	\$49,980	\$51,363	34
Non-INR salary (Total guaranteed cash component)	-	-	-	-	-
Combined INR and non-INR salary (Total guaranteed cash component)	\$28,262	\$84,786	\$49,980	\$51,363	36
INR salary (Maximum Earning Potential)	\$32,972	\$84,786	\$53,710	\$57,489	35
Non-INR salary (Maximum Earning Potential)	\$50,000	\$60,000	\$55,000	\$55,000	2
Combined INR and non-INR salary (Maximum Earning Potential)	\$32,972	\$84,786	\$53,710	\$56,527	37

Table 7: Classification of salary components in USD at PPP

¹The PPP conversion factor used for INR to USD was 21.23 Source:

<http://mdgs.un.org/unsd/mdg/SeriesDetail.aspx?srid=699&crd=>


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5.4 Sector wise classification of salary

We have broadly classified the placements into these sectors: Agri Inputs, Banking, Financial Services and Insurance (BFSI), and Consulting.

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 and are given in order to indicate the industry benchmark.

5.4.1 Sector wise classification of salary Domestic (INR)

Base Salary + Additional Guaranteed Cash Components (INR)					
Sectors	Min	Max	Median	Mean	Data
Agri Inputs	6,14,268	12,69,550	10,61,077	10,33,746	19
BFSI	10,35,000	10,64,625	10,35,000	10,44,875	6
Consulting	10,00,000	11,64,777	10,00,000	10,54,926	3
FMCG	6,00,000	18,00,000	14,00,000	13,00,000	6

Table 8: Sector-wise classification of base salary + Additional Guaranteed Cash Components in INR

Total One-time cash benefits(INR)					
Sector	Min	Max	Median	Mean	Data
Agri Inputs	1,00,000	1,00,000	1,00,000	1,00,000	1
BFSI	-	-	-	-	-
Consulting	-	-	-	-	-
FMCG	1,00,000	1,00,000	1,00,000	1,00,000	1

Table 9: Sector-wise classification of One-time Cash Payments in INR

Total guaranteed cash payments(INR)					
Sector	Min	Max	Median	Mean	Data
Agri Inputs	6,14,268	12,69,550	10,61,077	10,39,009	19
BFSI	10,35,000	10,64,625	10,35,000	10,44,875	6
Consulting	10,00,000	11,64,777	10,00,000	10,54,926	3
FMCG	6,00,000	18,00,000	14,50,000	13,16,667	6

Table 10: Sector-wise classification of Total Guaranteed Cash Payments in INR

Maximum Earning Potential(INR)					
Sector	Min	Max	Median	Mean	Data
Agri Inputs	7,50,000	15,50,001	13,28,000	12,29,836	20
BFSI	10,35,000	11,40,260	10,35,000	10,70,087	6
Consulting	11,00,000	12,00,000	11,99,652	11,66,551	3
FMCG	7,00,000	18,00,000	14,50,000	13,66,667	6

Table 11: Sector-wise classification of Maximum Earning Potential in INR


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5.4.2 Sector wise classification of salary – International (USD)

Base Salary + Additional Guaranteed Cash Components (USD)					
Sector	Min	Max	Median	Mean	Data
Agri Inputs	\$50,000	\$50,000	\$50,000	\$50,000	1
FMCG	\$60,000	\$60,000	\$60,000	\$60,000	1

Table 12: Sector-wise classification of base salary + Additional Guaranteed Cash Components in USD

Maximum Earning Potential(USD)					
Sector	Min	Max	Median	Mean	Data
Agri Inputs	\$50,000	\$50,000	\$50,000	\$50,000	1
FMCG	\$60,000	\$60,000	\$60,000	\$60,000	1

Table 13: Sector-wise classification of Maximum Earning Potential in USD


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For the Indian Institute of Management, Ahmedabad





For CRISIL Limited, Mumbai



5.5 Function wise classification of salary

We have broadly classified the placements into these functions: Business Development, Education Services, Finance, International Business, Marketing, Operations/Supply Chain Management, Strategy.

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 and are given in order to indicate the industry benchmark.


5.5.1 Function wise classification of salary – Domestic (INR)

Base Salary + Additional Guaranteed Cash Components (INR)					
Function	Min	Max	Median	Mean	Data
Business Development	18,00,000	18,00,000	18,00,000	18,00,000	1
Education Services	10,00,000	10,00,000	10,00,000	10,00,000	2
Finance	10,35,000	18,00,000	10,35,000	11,88,000	5
International Business	6,14,268	8,14,000	7,14,134	7,14,134	2
Marketing	8,14,000	18,00,000	11,00,000	11,51,093	9
Operations/Supply Chain	6,00,000	11,00,000	8,00,000	8,33,333	3
Strategy	11,00,000	11,00,000	11,00,000	11,00,000	1

Table 14: Function-wise classification of base salary + Additional Guaranteed Cash Components in INR

Total One-time cash benefits(INR)					
Function	Min	Max	Median	Mean	Data
Business Development	-	-	-	-	-
Education Services	-	-	-	-	-
Finance	-	-	-	-	-
International Business	-	-	-	-	-
Marketing	1,00,000	1,00,000	1,00,000	1,00,000	1
Operations/Supply Chain	-	-	-	-	-
Strategy	-	-	-	-	-

Table 15: Function-wise classification of One-time Cash Payments in INR


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For the Indian Institute of Management, Ahmedabad





For CRISIL Limited, Mumbai



Total guaranteed cash payments(INR)					
Function	Min	Max	Median	Mean	Data
Business Development	18,00,000	18,00,000	18,00,000	18,00,000	1
Education Services	10,00,000	10,00,000	10,00,000	10,00,000	2
Finance	10,35,000	18,00,000	10,35,000	11,88,000	5
International Business	6,14,268	8,14,000	7,14,314	7,14,134	2
Marketing	8,14,000	18,00,000	11,00,000	11,62,204	9
Operations/Supply Chain	6,00,000	11,00,000	8,00,000	8,33,333	3
Strategy	11,00,000	11,00,000	11,00,000	11,00,000	1

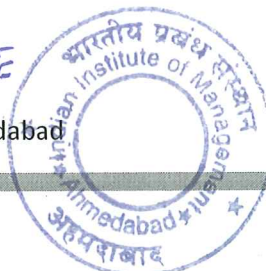
Table 16: Function-wise classification of Total Guaranteed Cash Payments in INR

Maximum Earning Potential(INR)					
Function	Min	Max	Median	Mean	Data
Business Development	18,00,000	18,00,000	18,00,000	18,00,000	1
Education Services	11,00,000	12,00,000	11,50,000	11,50,000	2
Finance	10,35,000	18,00,000	10,35,000	11,88,000	5
International Business	7,50,000	10,00,000	8,75,000	8,75,000	2
Marketing	9,50,000	18,00,000	13,28,000	13,14,672	10
Operations/Supply Chain	7,00,000	13,50,000	10,00,000	10,16,667	3
Strategy	13,50,000	13,50,000	13,50,000	13,50,000	1

Table 17: Function-wise classification of Maximum Earning Potential in INR


PRAVIN G. CHRISTIAN
 IN CHARGE, PLACEMENT OFFICE

For the Indian Institute of Management, Ahmedabad





For CRISIL Limited, Mumbai




5.5.2 Functionwise classification of salary – International (USD)

Base Salary + Additional Guaranteed Cash Components (USD)					
Function	Min	Max	Median	Mean	Data
Business Development	\$50,000	\$50,000	\$50,000	\$50,000	1
General Management	\$60,000	\$60,000	\$60,000	\$60,000	1

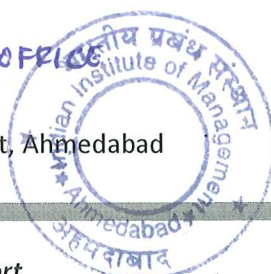
Table 18: Function-wise classification of base salary + Additional Guaranteed Cash Components in USD

Maximum Earning Potential(USD)					
Function	Min	Max	Median	Mean	Data
Business Development	\$50,000	\$50,000	\$50,000	\$50,000	1
General Management	\$60,000	\$60,000	\$60,000	\$60,000	1

Table 19: Function-wise classification of maximum Earning Potential in USD


PRAVIN G. CHRISTIAN
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For the Indian Institute of Management, Ahmedabad





For CRISIL Limited, Mumbai



5.6 Location wise classification of salary

The placement locations have been classified under the following cities/places:-

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 and are given in order to indicate the industry benchmark.

5.6.1 Location wise classification of salary – Domestic (INR)

Base Salary + Additional Guaranteed Cash Components (INR)					
Location	Min	Max	Median	Mean	Data
Chennai	12,69,550	12,69,550	12,69,550	12,69,550	2
Gurgaon	10,00,000	10,26,084	10,13,042	10,13,042	4
Delhi	11,64,777	11,64,777	11,64,777	11,64,777	1
Hyderabad	10,61,077	10,61,077	10,61,077	10,61,077	1
Manesar	8,00,000	8,00,000	8,00,000	8,00,000	1
Mehsana	6,00,000	6,00,000	6,00,000	6,00,000	1
Jaipur	11,00,000	11,00,000	11,00,000	11,00,000	1
Jodhpur	11,00,000	11,00,000	11,00,000	11,00,000	1
Mumbai	6,14,268	18,00,000	10,64,625	11,65,464	9
Nagpur	8,14,000	8,14,000	8,14,000	8,14,000	2
Rajkot	-	-	-	-	-

Table 20: Location-wise classification of base salary + Additional Guaranteed Cash Components in INR

Total One-time cash benefits(INR)					
Location	Min	Max	Median	Mean	Data
Chennai	-	-	-	-	-
Gurgaon	-	-	-	-	-
Delhi	-	-	-	-	-
Hyderabad	-	-	-	-	-
Manesar	-	-	-	-	-
Mehsana	-	-	-	-	-
Jaipur	-	-	-	-	-
Jodhpur	-	-	-	-	-
Mumbai	1,00,000	1,00,000	1,00,000	1,00,000	1
Nagpur	-	-	-	-	-
Rajkot	-	-	-	-	-

Table 21: Location-wise classification of One-time Cash Payments in INR

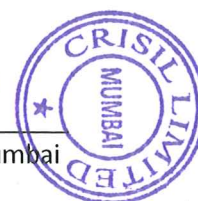

PRAVIN G. CHRISTIAN
 IN CHARGE, PLACEMENT OFFICE

For the Indian Institute of Management, Ahmedabad





For CRISIL Limited, Mumbai



Total guaranteed cash payments(INR)					
Location	Min	Max	Median	Mean	Data
Chennai	12,69,550	12,69,550	12,69,550	12,69,550	2
Gurgaon	10,00,000	10,26,084	10,13,042	10,13,042	4
Delhi	11,64,777	11,64,777	11,64,777	11,64,777	1
Hyderabad	10,61,077	10,61,077	10,61,077	10,61,077	1
Manesar	8,00,000	8,00,000	8,00,000	800,000	1
Mehsana	6,00,000	6,00,000	6,00,000	6,00,000	1
Jaipur	11,00,000	11,00,000	11,00,000	11,00,000	1
Jodhpur	11,00,000	11,00,000	11,00,000	11,00,000	1
Mumbai	6,14,268	18,00,000	10,64,625	11,76,575	9
Nagpur	8,14,000	8,14,000	8,14,000	8,14,000	2
Rajkot	-	-	-	-	-

Table 22: Location-wise classification of Total Guaranteed Cash Payments in INR

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
Chennai	15,00,042	15,00,042	15,00,042	15,00,042	2
Gurgaon	11,00,000	12,00,000	11,00,004	11,25,002	4
Delhi	11,99,652	11,99,652	11,99,652	11,99,652	1
Hyderabad	13,50,001	13,50,001	13,50,001	13,50,001	1
Manesar	10,00,000	10,00,000	10,00,000	10,00,000	1
Mehsana	7,00,000	7,00,000	7,00,000	7,00,000	1
Jaipur	13,50,000	13,50,000	13,50,000	13,50,000	1
Jodhpur	13,50,000	13,50,000	13,50,000	13,50,000	1
Mumbai	7,50,000	18,00,000	13,00,152	12,97,461	9
Nagpur	10,00,000	10,00,000	10,00,000	10,00,000	2
Rajkot	9,50,000	9,50,000	9,50,000	9,50,000	1

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

Pravin G. Christian
PRAVIN G. CHRISTIAN
 INCHARGE, PLACEMENT OFFICE

For the Indian Institute of Management, Ahmedabad



For CRISIL Limited, Mumbai

5.6.2 Location wise classification of salary – International (USD)

Base Salary + Additional Guaranteed Cash Components (USD)					
Location	Min	Max	Median	Mean	Data
Africa	\$50,000	\$50,000	\$50,000	\$50,000	1
Uganda	\$60,000	\$60,000	\$60,000	\$60,000	1

Table 24: Location-wise classification of base salary + Additional Guaranteed Cash Components in USD

Maximum Earning Potential(USD)					
Location	Min	Max	Median	Mean	Data
Africa	\$50,000	\$50,000	\$50,000	\$50,000	1
Uganda	\$60,000	\$60,000	\$60,000	\$60,000	1

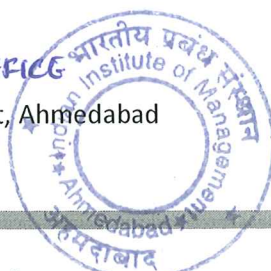
Table 25: Location-wise classification of Maximum Earning Potential in USD


6. Other Details

S. No.	Parameter	No. of students
1	Total Pre-Placement offers awarded	2
	1a. Through internships	2
	1b. Others	0
2	Total Pre-Placement offers accepted	2
	2a. Through internships	2
	2b. Others	0

Table 26: No. of PPOs


PRAVIN G. CHRISTIAN
 INCHARGE, PLACEMENT OFFICE
 For the Indian Institute of Management, Ahmedabad




 For CRISIL Limited, Mumbai



7. Compliance statement

This placement report has been prepared as per the Indian Placement Reporting Standards, version 2.0.

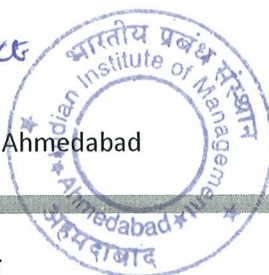
The instances where the report deviates from the standards and the reasons for them are mentioned below:

Sl. No.	Deviation from the standards	Reason
1	Basic & Additional Guaranteed Cash Components Combined	Data at this granularity was not available for several firms.
2	PPI data not included in other details	Data regarding PPI was not collected
3.	Data regarding location collected from students in many cases	Location data not mentioned in offer letters were communicated by the students to IIM-A



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