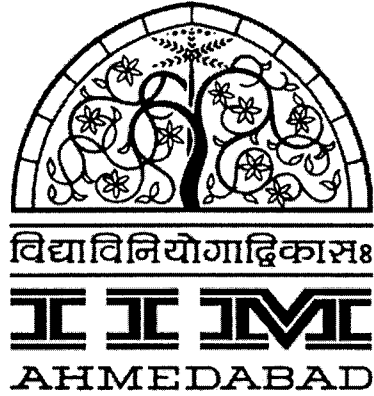


Indian Institute of Management Ahmedabad



PGP Placement Report

Finals 2013

Ref No: SM/SMER/IIMA/2013/15608

September 16, 2013

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 2011-13 Post Graduate Program in Management (PGP) programme

We have audited the Placement Report prepared by you for the final placements of students of the 2011-13 batch of the Post Graduate Program 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. In cases where the job location was not available, the same has been verified by IIM-A from the respective students, in line with the IPRS version 2.1. 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 "To Be Decided". 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 version 2.1: where a break-up was not available, the salary has been considered only as 'Maximum earning potential'.
 - c. For one student, salary details were considered from the personal email id of the managing director of the company, as stated in his business card.
 - d. Number of pre-placement offers awarded has not been verified.
 - e. Communication from one student regarding the acceptance of the offer from campus could not be verified.
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,


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



Contents

Overview	1
1. Classification of the Entire Placement Pool.....	3
1.1 Classification of the Entire Graduating Pool.....	3
2. Sector-wise Classification	4
3. Function-wise Classification	4
4. Location-wise Classification.....	5
4.1 Global Classification.....	5
4.2 Indian Locations Classification.....	5
5. Salary Data.....	6
5.1 Salary Heads – Domestic (INR).....	6
5.2 Salary Heads – International (USD).....	6
5.3 Salary Statistics at Purchasing Power Parity (PPP).....	7
5.4 Sector-wise Classification of Salary – Domestic (INR).....	7
5.5 Function-wise Classification of Salary – Domestic (INR).....	9
5.6 Sector-wise Classification of Salary – International (USD).....	10
5.7 Function-wise Classification of Salary – International (USD).....	11
5.8 Location-wise Classification of Salary.....	12
5.8.1 Global Locations.....	12
5.8.2 Indian Locations (INR).....	13
6. Other Details.....	14
7. Compliance Statement	14

List of Tables

Table 1.1: Classification of the entire placement pool	3
Table 1.2: Classification of the entire graduating pool	3
Table 2.1: Classification of offers based on sector.....	4
Table 3.1: Classification of offers based on function	4
Table 4.1: Classification of offers based on location globally	5
Table 4.2: Classification of offers based on location within India.....	5
Table 5.1: Classification of salary components – Domestic	6
Table 5.2: Classification of salary components – International	6
Table 5.3: Salary statistics at PPP adjusted exchange rates.....	7
Table 5.4: Sector-wise classification of fixed yearly cash component – Domestic.....	7
Table 5.5: Sector-wise classification of one-time cash payment – Domestic	8
Table 5.6: Sector-wise classification of total guaranteed cash component – Domestic	8
Table 5.7: Function-wise classification of fixed yearly cash component – Domestic.....	9
Table 5.8: Function-wise classification of one-time cash payment – Domestic	9
Table 5.9: Function-wise classification of total guaranteed cash component – Domestic.....	9
Table 5.10: Sector-wise classification of fixed yearly cash component – International	10
Table 5.11: Sector-wise classification of one-time cash payment – International	10
Table 5.12: Sector-wise classification of total guaranteed cash component – International.....	10
Table 5.13: Function-wise classification of fixed yearly cash component – International	11
Table 5.14: Function-wise classification of one-time cash payment – International	11
Table 5.15: Function-wise classification of total guaranteed cash component – International.....	11
Table 5.16: Location-wise classification of fixed yearly cash component	12
Table 5.17: Location-wise classification of one-time cash payment.....	12
Table 5.18: Location-wise classification of total guaranteed cash component.....	12
Table 5.19: Location-wise classification of fixed yearly cash component (within India)	13
Table 5.20: Location-wise classification of one-time cash payment (within India)	13
Table 5.21: Location-wise classification of total guaranteed cash component (within India).....	13
Table 6.1: Details regarding pre-placement offers (PPO)	14
Table 7.1: List of deviations from standards with reasons	14

Overview

The Placement process for the flagship Post Graduate Program in Management (PGP) at IIM Ahmedabad (IIMA) was conducted in two stages. The first was the laterals process conducted from January 2013 to February 2013, where firms interviewed students with work experience and offered them mid-level managerial positions. In the second stage, the final placement process, firms were grouped into cohorts based on the profile offered, and invited to the campus in different clusters from February to March 2013. As in previous years, students were provided the flexibility of making a 'dream' application to any firm of their choice, even with an offer in hand. This gave students the freedom to build careers in sectors of their preference. The participating firms spanned diverse sectors such as banking, financial services and insurance (BFSI), conglomerates, consulting, consumer goods (FMCG), education management, engineering, information technology (IT), logistics, manufacturing, online services, pharmaceuticals, real estate, telecom and travel.

Laterals process

Almost 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, consulting, pharmaceuticals, and technology. Firms that participated in the laterals process included Aditya Birla Group, Amazon, Deloitte, General Electric, Google, Microsoft, Pricewaterhouse Coopers and Thomson Reuters.

Sectoral overview

Despite adverse market conditions, IIM Ahmedabad did not witness a hiring freeze from any sector. Bank of America, Merrill Lynch, Barclays, Citibank, Deutsche Bank, Goldman Sachs, HSBC, Morgan Stanley, Royal Bank of Scotland and Standard Chartered were the global investment banks that recruited students from the batch of 2011-13. Several other banks and financial institutions such as Axis Bank, DBS, HDFC, Kotak, JM Financial and Yes Bank also recruited students this year. Consulting companies recruited in large numbers in both the finals and laterals processes. Recruiters in the consulting space included global strategy consulting firms as well as niche consulting firms: Accenture, AT Kearney, Bain & Company, Booz and Company, Capgemini, Deloitte, Ernst & Young, Feedback Ventures, KPMG, McKinsey & Company, Monitor Group, Oliver Wyman, Opera Solutions, Penn Schoen Berland, Pricewaterhouse Coopers, The Boston Consulting Group, TSMG and Vector Consulting. A large number of students took up roles in sales and marketing sectors in

various companies such as Airtel, Asian Paints, HUL, ITC, Kraft, L’Oreal, Mars, Nestle, P&G, Pepsi and Reckitt Benckiser. General management and leadership profiles were offered to students by Aditya Birla Group, Cipla, General Electric, Ingersoll Rand, Mahindra, Reliance, RPG Group, TAS, and Thomson Reuters, amongst others. Students secured roles in the technology sector in firms such as Cognizant, Google, GyanSys Infotech, Hewlett Packard, HCL, Microsoft, Oracle and SAP.

Top recruiters

More than 130 firms participated in the placement process in 2013, including the laterals process. In terms of volume, The Boston Consulting Group was the top recruiter across clusters, having picked 15 students from the campus. Several consulting firms recruited a significant number of students. Accenture recruited 13 students while McKinsey & Company and Capgemini made 10 offers each, and Bain & Company selected 9 students from the batch. Among global investment banks, Goldman Sachs was the largest recruiter having picked 7 students for roles in financial markets as well as quantitative strategy. In the consumer goods and services sector, Airtel was the lead recruiter having made 11 offers to students for roles in marketing and finance, both in India and international locations. Amazon recruited 7 students for roles in business development and operations.

Entrepreneurship

IIMA has always encouraged students to take up entrepreneurship as a career and this year, five students opted out of the placement process to start their own ventures. The start-ups include a professional network for photographers, an online sampling and market research portal and an e-commerce venture for project equipment. In line with its culture of fostering entrepreneurship, IIMA offers a placement holiday to its students, wherein they will be allowed to participate in placements once in the next two years in the event that their venture does not work out as planned.

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.

1. Classification of the Entire Placement Pool

Categories	Numb
1. Sought placement through the institute	360
1a. Students in PGP programme graduating in 2013	351
1b. Dual degree students graduating in 2014	8
1c. Students returning from placement holiday	1
2. Did not seek placement through the institute	13
2a. Company-sponsored or already employed	0
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship (starting a new business)	5
2e. Returning to / joining family business	0
2f. Sought placement outside the campus placement process	0
2g. Did not seek placements for other reasons	8
Total students eligible for placements	373
Total Offers Accepted	360
Students still in process	0
Total who did not seek employment through the institute	13

Table 1.1: Classification of the entire placement pool

Note: Students opting for the dual degree programme will graduate from IIMA in 2014, a year after the students of the PGP programme. However, they are eligible to participate in the placement process in the current year (2013). Hence, dual degree students graduating in 2014 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.

1.1 Classification of the Entire Graduating Pool

Categories	Number
1. Total students graduating in 2013	373
1a. Students in PGP programme graduating in 2013	364
1b. Students of previous years (dual degree and others) graduating in 2013	9
2. Students graduating in 2014 and eligible for placements in 2013	8
3. Total students eligible for placements	373
3a. PGP programme students graduating in 2013	364
3b. Students graduating in 2014 eligible for placements in 2013	8
3b. Students returning from placement holiday	1
Total who sought employment through the institute	360
Total who did not seek employment through the institute	13

Table 1.2: Classification of the entire graduating pool

For Indian Institute of Management, Ahmedabad

नियोजन अधिकारी / Placement Officer

नियोजन कार्यालय / 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
Banking, Financial Services and Insurance (BFSI)	52	7	59
Conglomerates	32	1	33
Consulting	115	-	115
Consumer Goods (FMCG)	28	1	29
Engineering / Technology	20	2	22
Information Technology (IT)	41	1	42
Online Services	14	-	14
Pharmaceutical/Healthcare	11	-	11
Real Estate	13	-	13
Telecom	8	3	11
Others [†]	11	-	11
Total	345	15	360

Table 2.1: Classification of offers based on sector

[†]Note: Others include Consumer Packaged Goods, Education Management, Information Services, Learning & Marketing Communications, Leisure, Travel & Tourism, Logistics, Manufacturing, and Textiles

3. Function-wise Classification

Function	No. of Offers		
	Domestic	International	Total
Business Development	5	1	6
Consulting	120	-	120
Finance	52	10	62
General Management	36	1	37
Marketing/Sales	68	2	70
Operations	10	1	11
Systems/IT	26	-	26
Others [†]	11	-	11
TBD ^{††}	17	-	17
Total	345	15	360

Table 3.1: Classification of offers based on function

[†]Note: Others include Risk Management, Leasing, Solutioning, Strategy, Strategic Initiatives, Design Engineering, Project Management and Information Services

^{††}Note: TBD implies the function related information was not available for 17 offers (all domestic) while preparing the report.



For the Indian Institute of Management, Ahmedabad

Victor Pereira
नियोजन अधिकारी / Placement Officer
नियोजन कार्यालय / Placement Office
भारतीय प्रबंध संस्थान / Indian Institute of Management
अहमदाबाद - 380015/Ahmedabad-380015



For CRISIL Limited, Mumbai

4. Location-wise Classification

4.1 Global Classification

Locations	No. of Offers accepted
Africa	3
Americas	1
Europe	1
India	345
Rest of Asia	5
South-East Asia	5
Total	360

Table 4.1: Classification of offers based on location globally

4.2 Indian Locations Classification

Indian Locations	No. of Offers accepted
Ahmedabad	6
Bangalore	60
Chennai	12
Hyderabad	14
Mumbai	102
NCR	62
Pune	9
Rest of India [†]	12
TBD ^{††}	68
Total	345

Table 4.2: Classification of offers based on location within India

[†]Note: Rest of India includes Jaipur, Jodhpur, Kolkata, Meerut, Nashik and Surat.

^{††}Note: TBD implies the location related information was not available for 68 offers (all domestic) while preparing the report.

Victor

विकटर परेरा/Victor Pereira

नियोजन अधिकारी / Placement Officer
For the Indian Institute of Management, Ahmedabad

भारतीय प्रबंध संस्थान / Indian Institute of Management
अहमदाबाद - 380015/Ahmedabad - 380015



For CRISIL Limited, Mumbai

5. Salary Data

5.1 Salary Heads – Domestic (INR)

	Salary head	Min	Max	Median	Mean	Data
A+B	Fixed Yearly Cash Component	6,00,000	32,65,000	13,10,000	13,88,271	336
C	One-time Cash Payment	20,000	6,00,000	2,00,000	2,12,502	173
D	Total Guaranteed Cash Component	6,50,000	35,15,000	14,50,000	14,97,684	336
E	Maximum Earning Potential Cash Component	6,50,000	37,00,000	16,80,000	17,65,353	342

Table 5.1: Classification of salary components – Domestic

Note: Domestic salary data is based on the available 342 out of 345 data points. For some data points, only the Maximum Earning Potential is available and this is reflected under the 'Data' column.

5.2 Salary Heads – International (USD)

	Salary head	Min	Max	Median	Mean	Data
A+B	Fixed Yearly Cash Component	\$21,077	\$125,000	\$38,956	\$53,130	14
C	One-time Cash Payment	\$1,673	\$25,000	\$5,292	\$8,624	10
D	Total Guaranteed Cash Component	\$24,423	\$150,000	\$42,896	\$59,290	14
E	Maximum Earning Potential Cash Component	\$26,140	\$150,000	\$46,243	\$60,800	14

Table 5.2: Classification of salary components – International

Note: International salary data is based on the available 14 out of 15 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 the month of July 2013.

Sources: International Monetary Fund & Yahoo Finance

- http://www.imf.org/external/np/fin/data/rms_mth.aspx?SelectDate=2013-07-31&reportType=REP
- <http://finance.yahoo.com/echarts?s=USDHKD%3DX+Interactive#symbol=;range=20130701,20130731;compare=;indicator=volume;charttype=area;crosshair=on;ohlcvalues=0;logscale=off;source=undefined;>



विक्टर परेरा/Victor Pereira

नियोजन अधिकारी / Placement Officer

For The Indian Institute of Management, Ahmedabad

भारतीय प्रबंध संस्थान / Indian Institute of Management
अहमदाबाद - 380015/Ahmedabad - 380015



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)	\$29,018	\$156,920	\$64,732	\$66,861	336
Non-INR salary (Total Guaranteed Cash Component)	\$31,487	\$150,000	\$75,352	\$82,643	14
Combined INR and non-INR salary (Total Guaranteed Cash Component)	\$29,018	\$156,920	\$65,179	\$67,492	350
INR salary (Maximum Earning Potential)	\$29,018	\$165,179	\$75,000	\$78,810	342
Non-INR salary (Maximum Earning Potential)	\$31,487	\$161,161	\$78,477	\$86,670	14
Combined INR and non-INR salary (Maximum Earning Potential)	\$29,018	\$165,179	\$75,000	\$79,119	356

Table 5.3: Salary statistics at PPP adjusted exchange rates

Note: As per the PPP conversion rate for 2011 for all available currencies, except United Arab Emirates for which only 2005 conversion rate was available, from the MDG Indicators database of the United Nations

Source: <http://mdqs.un.org/unsd/mdq/SeriesDetail.aspx?srid=699&crd>

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)	6,00,000	32,65,000	12,85,200	15,13,643	49
Conglomerates	10,12,000	18,00,000	12,79,600	13,20,540	32
Consulting	7,90,640	21,20,000	16,00,000	15,65,645	114
Consumer Goods (FMCG)	7,27,281	15,04,500	13,38,185	13,07,635	28
Engineering / Technology	6,50,000	12,35,000	10,97,088	10,31,395	20
Information Technology (IT)	8,50,000	17,10,000	11,26,812	11,73,751	36
Online Services	10,00,000	16,00,000	16,00,000	13,57,143	14
Pharmaceutical/Healthcare	10,23,052	15,00,000	11,64,738	12,47,981	11
Real Estate	7,50,000	17,00,000	13,50,000	13,20,000	13
Others & Telecom [†]	6,50,000	18,97,795	12,60,000	11,66,600	19

Table 5.4: Sector-wise classification of fixed yearly cash component – Domestic

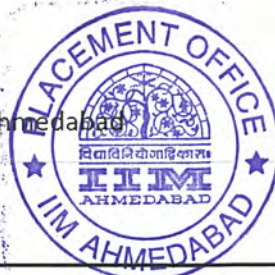
Victor

विक्टर परेरा/Victor Pereira

For the Indian Institute of Management, Ahmedabad

नियोजन कार्यालय / Placement Office

भारतीय प्रबंध संस्थान / Indian Institute of Management
अहमदाबाद - 380 015/Ahmedabad - 380 015



For CRISIL Limited, Mumbai

One-time Cash Payment					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	1,00,000	6,00,000	2,00,000	2,59,375	16
Conglomerates	25,000	3,00,000	2,50,000	2,05,000	25
Consulting	20,000	5,00,000	1,50,000	2,17,124	50
Consumer Goods (FMCG)	50,000	3,60,400	3,00,000	2,48,965	23
Engineering / Technology	50,000	2,33,404	52,512	1,07,622	17
Information Technology (IT)	20,000	5,00,000	1,00,000	1,99,737	19
Online Services	3,50,000	3,50,000	3,50,000	3,50,000	8
Pharmaceutical/Healthcare	1,00,000	1,00,000	1,00,000	1,00,000	1
Real Estate	93,600	93,600	93,600	93,600	3
Others & Telecom [†]	1,50,000	2,00,000	2,00,000	1,90,909	11

Table 5.5: Sector-wise classification of one-time cash payment – Domestic

Total Guaranteed Cash Payments					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)*	7,20,000	35,15,000	14,50,000	15,98,337	49
Conglomerates	10,12,000	21,00,000	15,00,000	14,80,696	32
Consulting	7,90,640	22,20,000	20,00,000	16,60,874	114
Consumer Goods (FMCG)	8,27,281	17,71,000	15,42,250	15,12,142	28
Engineering / Technology	6,50,000	14,24,894	11,49,600	11,22,874	20
Information Technology (IT)	8,50,000	22,10,000	12,16,002	12,79,168	36
Online Services	10,00,000	19,50,000	19,50,000	15,57,143	14
Pharmaceutical/Healthcare	10,23,052	15,00,000	12,64,738	12,57,072	11
Real Estate	7,50,000	17,00,000	13,50,000	13,41,600	13
Others & Telecom [†]	6,50,000	18,97,795	14,60,000	12,77,126	19

Table 5.6: Sector-wise classification of total guaranteed cash component – Domestic

[†]Note: Others and Telecom have been clubbed together in order to maintain confidentiality of individual level data.

*Out of 52 offers from BFSI, the compensation data was available only for 49 offers.

Victor

विक्टर परेरा/Victor Pereira

नियोजन अधिकारी / Placement Officer
For the Indian Institute of Management, Ahmedabad
नियोजन अधिकारी / Placement Officer

भारतीय प्रबंध संस्थान / Indian Institute of Management
अहमदाबाद - 380015/Ahmedabad - 380 015



For CRISIL Limited, Mumbai

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

Fixed Yearly Cash Component					
Sectors	Min	Max	Median	Mean	Data
Business Development	9,24,000	13,10,000	11,06,800	10,96,160	5
Consulting	8,29,787	21,20,000	16,00,000	15,71,011	119
Finance	6,00,000	32,65,000	12,85,200	15,23,459	49
General Management	9,00,000	18,00,000	13,12,100	13,08,873	36
Marketing/Sales	6,50,000	16,00,000	12,60,000	12,08,604	68
Operations	10,23,052	16,00,000	16,00,000	14,40,305	10
Systems/IT	8,50,000	17,10,000	12,45,000	12,36,015	21
Others	7,50,000	18,97,795	10,85,000	11,32,422	11
To Be Decided (TBD)	6,50,000	17,03,472	10,28,400	10,15,183	17

Table 5.7: Function-wise classification of fixed yearly cash component – Domestic

One-time Cash Payment					
Sectors	Min	Max	Median	Mean	Data
Business Development	-	-	-	-	0
Consulting	20,000	5,00,000	1,50,000	2,02,385	55
Finance	1,00,000	6,00,000	2,00,000	2,61,111	18
General Management	25,000	3,00,000	2,50,000	2,11,957	23
Marketing/Sales	20,000	3,60,400	2,00,000	2,02,645	45
Operations	3,50,000	3,50,000	3,50,000	3,50,000	6
Systems/IT	1,00,000	5,00,000	1,50,000	2,50,000	13
Others	1,50,000	2,00,000	1,75,000	1,75,000	4
To Be Decided (TBD)	52,512	2,25,000	52,512	98,618	9

Table 5.8: Function-wise classification of one-time cash payment – Domestic

Total Guaranteed Cash Component					
Sectors	Min	Max	Median	Mean	Data
Business Development	9,24,000	13,10,000	11,06,800	10,96,160	5
Consulting	8,29,787	22,20,000	18,00,000	16,64,550	119
Finance*	7,20,000	35,15,000	14,60,000	16,19,378	49
General Management	10,00,000	21,00,000	15,00,000	14,44,290	36
Marketing/Sales	6,50,000	19,50,000	14,24,894	13,42,707	68
Operations	10,23,052	19,50,000	19,50,000	16,50,305	10
Systems/IT	8,50,000	22,10,000	13,95,000	13,90,777	21
Others	7,50,000	18,97,795	11,50,000	11,96,059	11
To Be Decided (TBD)	6,50,000	19,03,472	10,28,400	10,67,392	17

Table 5.9: Function-wise classification of total guaranteed cash component – Domestic

*Out of 52 offers from Finance, the compensation data was available only for 49 offers.


विक्टर परेरा/Victor Pereira
 नियोजन अधिकारी / Placement Officer
 For the Indian Institute of Management, Ahmedabad
 भारतीय प्रबंध संस्थान / Indian Institute of Management
 अहमदाबाद - 380015/Ahmedabad - 380015




CRISIL LIMITED
 MUMBAI
 For CRISIL Limited, Mumbai

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)	\$26,140	\$125,000	\$96,731	\$81,659	6
Others†	\$21,077	\$51,489	\$30,292	\$31,732	8

Table 5.10: 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)	\$7,994	\$25,000	\$15,562	\$16,030	4
Others†	\$1,673	\$7,238	\$3,346	\$3,688	6

Table 5.11: 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)*	\$26,140	\$150,000	\$100,727	\$92,346	6
Others†	\$24,423	\$54,668	\$31,128	\$34,498	8

Table 5.12: Sector-wise classification of total guaranteed cash component – International

*Note: Conglomerates, Consumer Goods (FMCG), Engineering/Technology, Information Technology (IT) and Telecom have been clubbed together under "Others" in order to maintain confidentiality of individual level data.

*Out of 7 offers from Banking, Financial Services and Insurance (BFSI), the compensation data was available only for 6 offers.

Victor

विव्क्टर परेरा/Victor Pereira

नियोजन अधिकारी / Placement Officer
For the Indian Institute of Management, Ahmedabad

भारतीय प्रबंध संस्थान / Indian Institute of Management
अहमदाबाद - 380015 / Ahmedabad - 380015



For CRISIL Limited, Mumbai

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

Fixed Yearly Cash Component					
Functions	Min	Max	Median	Mean	Data
Finance	\$21,077	\$125,000	\$51,489	\$64,844	9
Others [†]	\$21,077	\$43,428	\$31,784	\$32,043	5

Table 5.13: Function-wise classification of fixed yearly cash component – International

One-time Cash Payment					
Functions	Min	Max	Median	Mean	Data
Finance	\$3,178	\$25,000	\$7,994	\$10,570	7
Others [†]	\$1,673	\$7,238	\$3,346	\$4,085	3

Table 5.14: Function-wise classification of one-time cash payment – International

Total Guaranteed Cash component					
Functions	Min	Max	Median	Mean	Data
Finance	\$24,423	\$150,000	\$64,839	\$73,065	9
Others [†]	\$24,423	\$50,666	\$33,456	\$34,494	5

Table 5.15: Function-wise classification of total guaranteed cash component – International

†Note: The Business Development, Marketing/Sales, Operations and General Management have been clubbed together while reporting in order to maintain confidentiality of individual level data.

Victor

विक्टर परेरा/Victor Pereira

नियोजन अधिकारी / Placement Officer

For the Indian Institute of Management, Ahmedabad

भारतीय प्रबंध संस्थान / Indian Institute of Management
अहमदाबाद - 380 015/Ahmedabad - 380 015



For CRISIL Limited, Mumbai

5.8 Location-wise Classification of Salary

5.8.1 Global Locations

Fixed Yearly Cash Component					
Location	Min	Max	Median	Mean	Data
India (INR)	6,00,000	32,65,000	13,10,000	13,88,271	336
South-East Asia (USD)	\$43,428	\$102,566	\$96,731	\$84,864	4
Rest of Asia (USD)	\$26,140	\$51,489	\$31,784	\$34,668	5
Others [†] (USD)	\$21,077	\$125,000	\$21,077	\$46,204	5

Table 5.16: Location-wise classification of fixed yearly cash component

One-time Cash Payment					
Location	Min	Max	Median	Mean	Data
India (INR)	20,000	6,00,000	2,00,000	2,12,502	173
South-East Asia (USD)	\$7,238	\$9,073	\$7,994	\$8,102	3
Rest of Asia (USD)	\$1,673	\$3,178	\$2,426	\$2,426	2
Others [†] (USD)	\$3,346	\$25,000	\$3,346	\$11,418	5

Table 5.17: Location-wise classification of one-time cash payment

Total Guaranteed Cash component					
Location	Min	Max	Median	Mean	Data
India (INR)	6,50,000	35,15,000	14,50,000	14,97,684	336
South-East Asia (USD)	\$50,666	\$111,640	\$100,727	\$90,940	4
Rest of Asia (USD)	\$26,140	\$54,668	\$33,456	\$35,638	5
Others [†] (USD)	\$24,423	\$150,000	\$24,423	\$57,622	5

Table 5.18: Location-wise classification of total guaranteed cash component

[†]Note: America, Europe and Africa are combined together in this section to maintain confidentiality of individual level data.

Victor

विक्टर परेरा/Victor Pereira

नियोजन अधिकारी / Placement Officer

For the Indian Institute of Management, Ahmedabad

भारतीय प्रबंध संस्थान / Indian Institute of Management
अहमदाबाद - 380 015 / Ahmedabad - 380 015



For CRISIL Limited, Mumbai

5.8.2 Indian Locations (INR)

Fixed Yearly Cash Component					
Indian Locations	Min	Max	Median	Mean	Data
Ahmedabad	8,50,000	15,00,000	11,62,500	11,68,750	4
Bangalore	7,50,000	23,00,000	12,00,000	13,33,430	60
Chennai	9,50,004	17,00,000	10,88,866	12,08,468	12
Hyderabad	9,00,000	16,00,000	13,91,000	13,70,571	14
Mumbai	6,00,000	32,65,000	14,21,500	14,95,466	100
NCR	8,00,000	21,20,000	15,00,000	14,93,359	59
Pune	7,90,640	13,80,568	10,05,900	10,43,107	9
Rest of India [†]	6,50,000	14,25,000	9,00,000	9,81,630	12
TBD ^{††}	6,50,000	20,00,000	12,80,000	13,52,522	66

Table 5.19: Location-wise classification of fixed yearly cash component (within India)

One-time Cash Payment					
Indian Locations	Min	Max	Median	Mean	Data
Ahmedabad	1,00,000	2,00,000	1,50,000	1,50,000	2
Bangalore	1,00,000	5,00,000	2,00,000	2,91,304	23
Chennai	30,000	5,00,000	62,500	1,01,500	10
Hyderabad	2,00,000	5,00,000	3,50,000	3,61,111	9
Mumbai	20,000	6,00,000	1,50,000	2,06,175	40
NCR	50,000	5,00,000	1,00,000	1,67,502	35
Pune	20,000	75,000	75,000	56,667	3
Rest of India [†]	50,000	1,00,000	50,000	72,727	11
TBD ^{††}	1,00,000	3,60,400	3,00,000	2,60,456	40

Table 5.20: Location-wise classification of one-time cash payment (within India)

Total Guaranteed Cash component					
Indian Locations	Min	Max	Median	Mean	Data
Ahmedabad	8,50,000	15,25,000	13,00,000	12,43,750	4
Bangalore	7,50,000	25,00,000	12,42,500	14,45,096	60
Chennai	10,25,004	20,50,000	11,26,366	12,93,052	12
Hyderabad	9,00,000	20,21,000	17,91,000	16,02,714	14
Mumbai	7,20,000	35,15,000	14,87,500	15,77,936	100
NCR	8,00,000	22,20,000	15,00,000	15,92,725	59
Pune	7,90,640	14,00,568	10,58,200	10,61,996	9
Rest of India [†]	6,50,000	15,25,000	9,50,000	10,48,297	12
TBD ^{††}	6,50,000	21,00,000	14,80,000	15,10,374	66

Table 5.21: Location-wise classification of total guaranteed cash component (within India)

[†]Note: Rest of India includes Jaipur, Jodhpur, Kolkata, Meerut, Nashik, and Surat.

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

Victor

विकटर परेरा/Victor Pereira

नियोजन अधिकारी / Placement Officer

For the Indian Institute of Management, Ahmedabad

भारतीय प्रबंध संस्थान / Indian Institute of Management

अहमदाबाद - 380015 / Ahmedabad - 380015



For CRISIL Limited, Mumbai

6. Other Details

Sr. No.	Parameter	Number
1	Total Pre-Placement offers awarded	106
	1a. Through internships	106
	1b. Others	-
2	Total Pre-Placement offers accepted	83
	2a. Through internships	83
	2b. Others	-

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

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:

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>

Victor

विक्टर परेरा/Victor Pereira

विद्योजन अधिकारी / Placement Officer
For the Indian Institute of Management, Ahmedabad
नियोजन कार्यालय / Placement Office

भारतीय प्रबंध संस्थान / Indian Institute of Management
अहमदाबाद - 380015 / Ahmedabad - 380015



For CRISIL Limited, Mumbai