

Ref No: BJ/ED/K.J.SOMAIYA/2024/CH1276
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 IB) Program, 2020-22

Dear Sir,

CRISIL has audited the Placement Report prepared for K.J. Somaiya Institute of Management, Mumbai: final placements of students in the MBA IB batch of 2020-22. 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 offer for 38 students out of 56 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,

Binaifer



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

CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363

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SOMAIYA
VIDYAVIHAR

K J Somaiya Institute of Technology

FINAL PLACEMENT

2020-22

MASTER OF BUSINESS
ADMINISTRATION IN INTERNATIONAL
BUSINESS (MBA-IB)

Contents

Classification of the Entire Graduate Pool.....	3
Key Highlights.....	4
Sectoral Highlights	5
Functional Highlights	6
Location Highlights	7
Salary details.....	8
Other details	15
Compliance Statement.....	16



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	56*
2. Did not seek placement through the institute	
2a. Sabbatical	-
2b. Continuing education	-
2c. Postponing job search	-
2d. Entrepreneurship (Starting a new business)	-
2e. Returning to / joining family business	-
2f. Sought placement outside the campus placement process	-
2g. Did not seek placements for other reasons	-
Total who did not seek employment through the institute	-
3. Number unplaced, if any	2**
Total Graduates	58

*56 offer letters were available for verification out of the total final placement offers. However, salary breakup for 2 offer letters has not been shared with CRISIL. Among the total final placement offer, 03 were pre-placement offers. Further, CRISIL has obtain required supporting documents for all 03 pre-placement offers.

** CRISIL has received mail confirmation for students unplaced (02 offers) through the institute.



For K.J Somaiya Institute of Management, Mumbai



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Key Highlights

MBA-IB Program (2020-22 batch)



**Batch size
(58 students)**



**Highest Salary
(Rs 17.95 lakh)**



**Mean Salary
(Rs 10.16 lakh)**



**Number of
recruiters (26)**



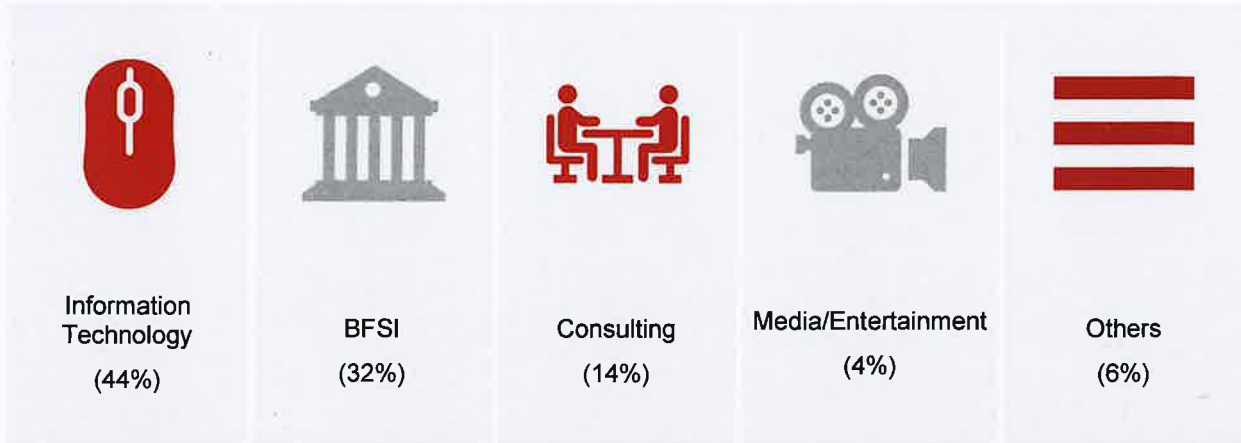
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Sectoral Highlights



- Highest offers were made in Information Technology (44%).
- Others include offers from Pharmaceutical / Healthcare (2%), Travel and Tourism (2%) and E-Commerce (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	Number of Offers accepted
BFSI	18
Consulting	08
E-Commerce	01
Information Technology (IT)	25
Media/Entertainment	02
Pharmaceutical / Healthcare	01
Travel & Tourism	01
Grand Total	56

For K.J. Somaiya Institute of Management, Mumbai

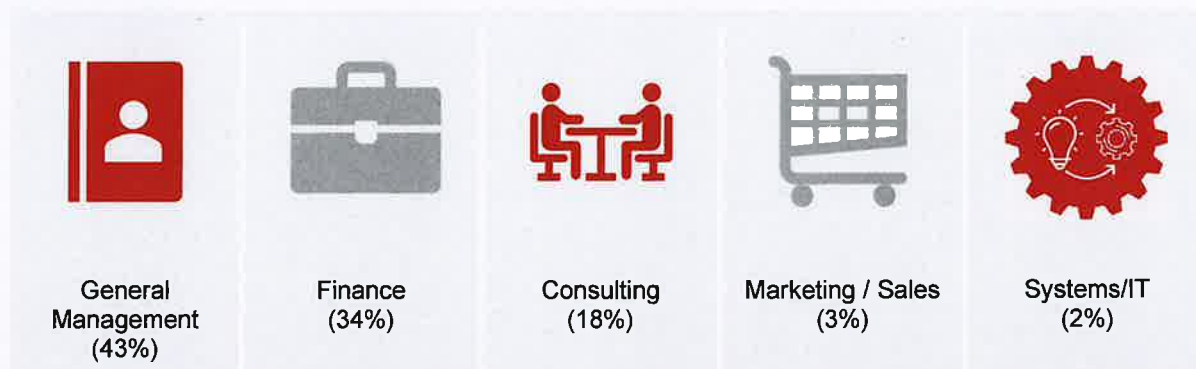



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Functional Highlights



- Highest offers received for General Management (43%)

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	10
Finance	19
General Management	24
Marketing/Sales	02
Systems / IT	01
Grand Total	56



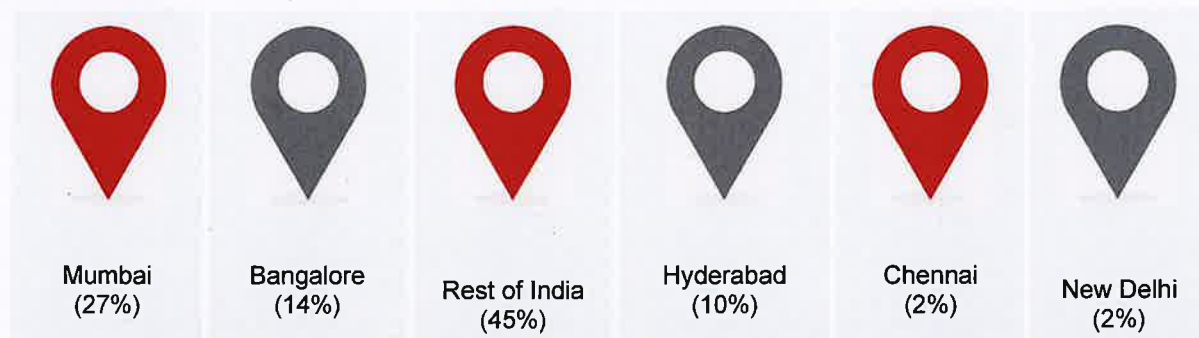
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Location Highlights



- Highest offers received for Mumbai (27%) location
- Rest of India (45%) includes offers for Pune (11%), Gurugram (9%) and Nodia (2%).
- 23% 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	08
Chennai	01
Hyderabad	06
Mumbai	15
New Delhi	01
Rest of India	25
Grand Total	56



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	622632	1436971	754500	809816	56
One time Cash Payments	50000	325000	150000	135163	20
Total Guaranteed Cash Payments	624192	1578400	799720	858089	56
Performance linked compensation (max)	1	317250	100000	111900	43
Other payments	21600	528168	64308	77766	52
Maximum Earning Potential (including non-cash, long term, and performance linked components)	800000	1794632	905859	1016223	56

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	703452	1418400	754500	851767	18
Consulting	835800	1175000	887680	927295	08
E-Commerce	1025000	1025000	-	-	01
Information Technology (IT)	622632	1238400	624192	702367	25
Media/Entertainment	800000	800000	800000	800000	02
Pharmaceutical / Healthcare	978400	978400	-	-	01
Travel & Tourism	1436971	1436971	-	-	01



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

One time Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	100000	200000	200000	180000	07
Consulting	150000	325000	150000	193750	04
E-Commerce	168257	168257	-	-	01
Information Technology (IT)	50000	100000	50000	64286	07
Media/Entertainment	-	-	-	-	-
Pharmaceutical / Healthcare	50000	50000	-	-	01
Travel & Tourism	-	-	-	-	-

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

Total Guaranteed Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	703452	1578400	861772	921767	18
Consulting	850000	1293000	985800	1024170	08
E-Commerce	1193257	1193257	-	-	01
Information Technology (IT)	624192	1238400	660888	728608	25
Media/Entertainment	800000	800000	800000	800000	02
Pharmaceutical / Healthcare	1028400	1028400	-	-	01
Travel & Tourism	1436971	1436971	-	-	01

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

Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	55000	200000	62498	84499	10
Consulting	80000	317250	96268	139243	08
E-Commerce	-	-	-	-	-
Information Technology (IT)	1	149124	140262	116034	21
Media/Entertainment	100000	100000	100000	100000	02
Pharmaceutical / Healthcare	100000	100000	-	-	01
Travel & Tourism	-	-	-	-	-

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

Other Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	32400	147407	69948	87886	18
Consulting	21600	93880	43300	50310	08
E-Commerce	-	-	-	-	-
Information Technology (IT)	21600	528168	64308	79111	24
Media/Entertainment	-	-	-	-	-
Pharmaceutical / Healthcare	97730	97730	-	-	01
Travel & Tourism	63029	63029	-	-	01

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

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	833040	1794632	942929	1056597	18
Consulting	1064500	1542250	1133580	1213723	08
E-Commerce	1193257	1193257	-	-	01
Information Technology (IT)	800000	1442160	828762	898424	25
Media/Entertainment	900000	900000	900000	900000	02
Pharmaceutical / Healthcare	1226130	1226130	-	-	01
Travel & Tourism	1500000	1500000	-	-	01



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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	622632	1175000	716364	777665	10
Finance	703452	1436971	835800	902106	19
General Management	624192	978400	660888	712090	24
Marketing/Sales	1155265	1238400	1196832	1196833	02
Systems / IT	949232	949232	-	-	01

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

One time Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	50000	150000	50000	71429	07
Finance	100000	200000	168257	169806	09
General Management	50000	325000	100000	158333	03
Marketing/Sales	200000	200000	-	-	01
Systems / IT	-	-	-	-	-

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

Total Guaranteed Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	672632	1175000	761316	827665	10
Finance	703452	1578400	925545	982541	19
General Management	624192	1293000	660888	731881	24
Marketing/Sales	1238400	1355265	1296833	1296833	02
Systems / IT	949232	949232	-	-	01



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

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	75000	317250	75000	127694	09
Finance	55000	200000	69996	84976	13
General Management	67500	149124	140262	127888	20
Marketing/Sales	-	-	-	-	-
Systems / IT	1	1	-	-	01

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

Other Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	21600	78696	52368	48414	10
Finance	32400	147407	69948	87659	17
General Management	33600	528168	64308	84277	22
Marketing/Sales	21600	143052	82326	82326	02
Systems / IT	50767	50767	-	-	01

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

Maximum Earning Potential (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	800000	1542250	894396	991004	10
Finance	905859	1794632	1055048	1119114	19
General Management	828762	1442160	835470	915708	24
Marketing/Sales	1260000	1498317	1379159	1379159	02
Systems / IT	1000000	1000000	-	-	01



For K.J Somaiya Institute of Management, Mumbai



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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	624192	1238400	642540	805310	08
Chennai	784100	784100	-	-	01
Hyderabad	624192	835800	624192	694728	06
Mumbai	703452	1436971	925545	940177	15
New Delhi	968000	968000	-	-	01
Rest of India	622632	1260000	703452	755364	25

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

Onetime Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	168257	168257	-	-	01
Chennai	100000	100000	-	-	01
Hyderabad	150000	150000	150000	150000	02
Mumbai	50000	200000	160000	151111	09
New Delhi	325000	325000	-	-	01
Rest of India	50000	200000	50000	75000	06

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

Total Guaranteed Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	624192	1238400	642540	826342	08
Chennai	884100	884100	-	-	01
Hyderabad	624192	985800	624192	744728	06
Mumbai	703452	1578400	925545	1030844	15
New Delhi	1293000	1293000	-	-	01
Rest of India	624192	1460000	703452	773364	25



For K. J. Somaiya Institute of Management, Mumbai



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

Performance Linked Compensation (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	140262	149124	140262	142034	5
Chennai	67500	67500	67500	67500	1
Hyderabad	83580	140262	140262	121368	6
Mumbai	1	160000	69996	78124	8
New Delhi	80000	80000	80000	80000	1
Rest of India	55000	317250	100000	118219	22

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

Other Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	21600	68100	64308	57822	06
Chennai	45900	45900	-	-	01
Hyderabad	64200	64308	64308	64272	06
Mumbai	21600	147407	63029	69551	15
New Delhi	36600	36600	-	-	01
Rest of India	33600	528168	64308	95023	23

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

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	828762	1260000	853437	958480	08
Chennai	997500	997500	-	-	01
Hyderabad	828762	1133580	828762	930368	06
Mumbai	842040	1794632	1055048	1142061	15
New Delhi	1409600	1409600	-	-	01
Rest of India	800000	1720480	878112	964818	25



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Other details

Table 24: Details regarding Pre- Season Placement Offers

Sr. No.	Parameters	Number
1	Total Pre-Season Placement offers offered	03
2	Total Pre-Season Placement offers accepted	03

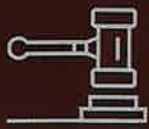
Note: Among the total final placement offer, 03 were pre-placement offers. Further, CRISIL has obtain required supporting documents for all 03 pre-placement offers.



For K.J Somaiya Institute of Management, Mumbai



For CRISIL Limited, Mumbai



Compliance Statement

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



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For K.J Somaiya Institute of Management, Mumbai



For CRISIL Limited, Mumbai

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