

Ref No: BJ/ED/K.J.SOMAIYA/2024/CH1280
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 FS) Program, 2021-23

Dear Sir,

CRISIL has audited the Placement Report prepared for K.J. Somaiya Institute of Management, Mumbai: final placements of students in the MBA FS batch of 2021-23. 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 K.J. 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 47 students out of 66 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

2021-23

MASTER OF BUSINESS
ADMINISTRATION IN FINANCIAL
SERVICES (MBA-FS)

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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	67*
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	-
Total Graduates	67

*66 offer letters were available for verification out of the total final placement offers. 01 offer letters shared did not contain salary details. Among the total final placement offers, 27 were pre-placement offers.



For K.J Somaiya Institute of Management, Mumbai



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Key Highlights

MBA-FS Program (2021-23 batch)



**Batch size
(67 students)**



**Highest Salary
(Rs 20.42 lakh)**



**Mean Salary
(Rs 12.26 lakh)**



**Number of
recruiters (21)**



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Sectoral Highlights



Banking, Financial Services and Insurance (BFSI)
(49%)



Consulting
(46%)



Information Technology (IT)
(5%)

- Highest offers were made in BFSI (49%).

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
Banking, Financial Services and Insurance (BFSI)	32
Consulting	30
Information Technology (IT)	04
Grand Total	66



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Functional Highlights



Consulting
(11%)



Finance
(63%)



General Management
(26%)

- Highest offers received for Finance (63%)

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	07
Finance	42
General Management	17
Grand Total	66



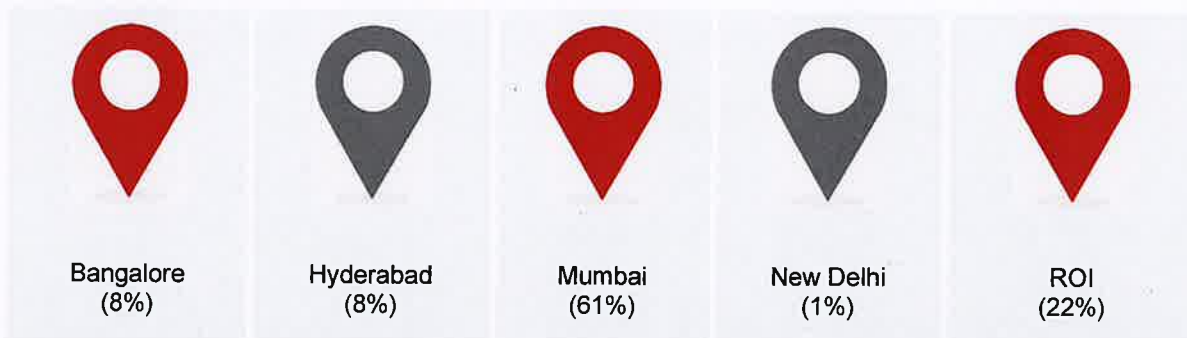
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Location Highlights



- Highest offers received for Mumbai (61%) location
- Rest of India (22%) includes offers for Pune (11%), Gurugram (03%), Ahmedabad (02%), Bhopal (02%),
- 4% 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	05
Hyderabad	05
Mumbai	41
New Delhi	01
ROI	14
Grand Total	66



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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	691104	1500000	915800	973948	66
One time Cash Payments	50000	361363	200000	196807	42
Total Guaranteed Cash Payments	784440	1500000	1140800	1101115	66
Performance linked compensation (max)	55000	512500	151107	187762	24
Other payments	21600	144736	57234	59384	61
Maximum Earning Potential (including non-cash, long term, and performance linked components)	818040	2041500	1175000	1226172	66

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
Banking, Financial Services and Insurance (BFSI)	691104	1500000	1010748	1011531	32
Consulting	819400	1257600	915800	935173	30
Information Technology (IT)	902000	1078404	902000	960801	04

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

One time Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	125000	200000	180000	176053	19
Consulting	50000	225000	225000	205000	20
Information Technology (IT)	150000	361363	309525	273629	03

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

Total Guaranteed Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	784440	1500000	1157600	1116062	32
Consulting	839484	1407600	1100000	1071840	30
Information Technology (IT)	1211525	1263363	1228404	1234431	04

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

Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	55000	512500	105000	222250	10
Consulting	92536	350000	151107	177580	11
Information Technology (IT)	90200	150000	90200	110133	03

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

Other Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	33600	144736	59176	74070	29
Consulting	30600	93880	34200	46738	29
Information Technology (IT)	21600	48708	48708	39672	03

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

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	818040	2041500	1250000	1252641	32
Consulting	957080	1670480	1170500	1182133	30
Information Technology (IT)	1350433	1402271	1400004	1384236	04



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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	902000	1257600	1078404	1104686	07
Finance	691104	1500000	915800	970764	42
General Management	784440	1155264	839484	927792	17

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

One time Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	150000	361363	150000	211815	6
Finance	50000	225000	225000	198167	30
General Management	150000	200000	175000	175000	6

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

Total Guaranteed Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	1077600	1407600	1263363	1286242	07
Finance	791683	1500000	1140800	1115764	42
General Management	784440	1355264	839484	989557	17

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

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	90200	350000	200000	182914	07
Finance	55000	512500	105000	210458	11
General Management	151107	155305	151107	151807	6



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

Other Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	21600	62880	54240	51699	07
Finance	30600	100846	52812	53077	37
General Management	33600	144736	60516	76276	17

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

Maximum Earning Potential (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	1350433	1670480	1481840	1520855	07
Finance	905859	2041500	1175000	1220127	42
General Management	818040	1500000	1051107	1119412	17



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	915800	1257600	1077600	1086792	05
Hyderabad	819400	1304888	1100888	1085213	05
Mumbai	715104	1500000	915800	960422	41
New Delhi	1100000	1100000	-	-	01
ROI	691104	1100000	875211	923550	14

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

Onetime Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	150000	225000	150000	175000	03
Hyderabad	125000	225000	125000	156000	05
Mumbai	150000	361363	225000	216455	25
New Delhi	180000	180000	-	-	01
ROI	50000	309525	165000	171191	08

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

Total Guaranteed Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	925360	1407600	1140800	1191792	05
Hyderabad	1044400	1429888	1225888	1241213	05
Mumbai	808440	1500000	1120399.96	1095706	41
New Delhi	1280000	1280000	-	-	01
ROI	784440	1280000	999211	1021374	14



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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	92536	350000	200000	210634	04
Hyderabad	512500	512500	512500	512500	03
Mumbai	90200	200000	105000	127272	10
New Delhi	-	-	-	-	-
ROI	55000	151107	150000	121932	07

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

Other Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	34200	93880	62880	61616	05
Hyderabad	30600	99112	99112	76150	05
Mumbai	30600	144736	50288	57220	37
New Delhi	52812	52812	-	-	01
ROI	21600	92400	59176	58743	13

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

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	1111776	1670480	1481840	1421915	05
Hyderabad	1075000	2041500	1837500	1624862	05
Mumbai	842040	1670480	1170500	1180452	41
New Delhi	1332812	1332812	-	-	01
ROI	818040	1400004	1083026	1136887	14




For K.J. Somaiya Institute of Management, Mumbai




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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	27
2	Total Pre-Season Placement offers accepted	27

Note: Among the total final placement offers, 27 were pre-placement offers. Further, CRISIL has obtained supporting documents for pre-placement offers.

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.



For K.J Somaiya Institute of Management, Mumbai



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