

Ref No: BJ/ED/K.J.SOMAIYA/2024/CH1281
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, 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 IB 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 41 students out of 63 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 INTERNATIONAL
BUSINESS (MBA-IB)

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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

*63 offer letters were available for verification out of the total 67 students who sought placement through the institute. Salary details for 04 offer letters has been not shared to CRISIL. Among the total final placement offers, 08 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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Key Highlights

MBA-IB Program (2021-23 batch)



**Batch size
(67 students)**



**Highest Salary
(Rs 19.00 lakh)**



**Mean Salary
(Rs 12.23 lakh)**



**Number of
recruiters (38)**



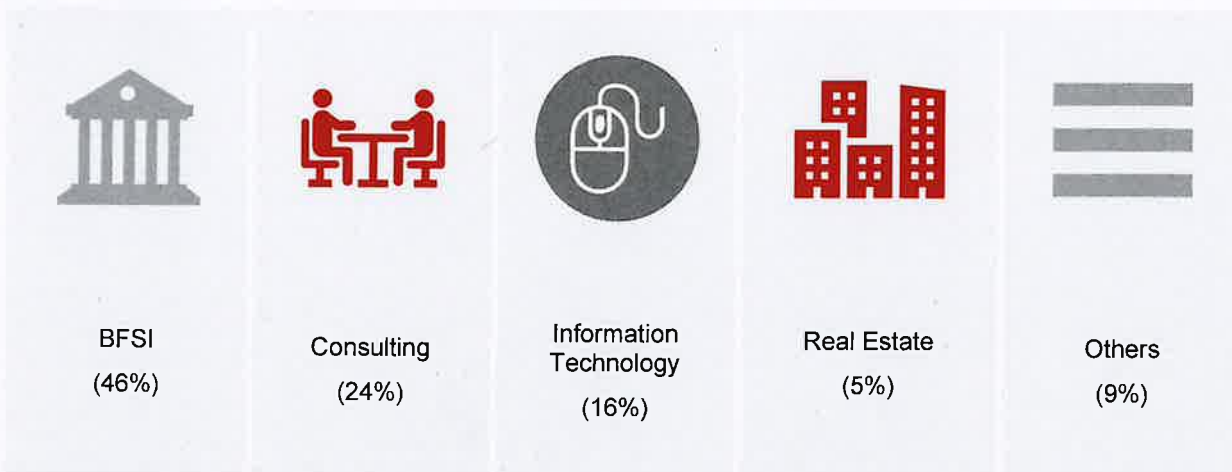
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Sectoral Highlights



- Highest offers were made in BFSI (46%)
- Others include offers from Energy (3%), Others (2%), Media/Entertainment (2%) and Travel & Tourism (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	29
Consulting	15
Information Technology (IT)	10
Real Estate	03
Energy	02
Others	02
Media & Entertainment	01
Travel & Tourism	01
Grand Total	63



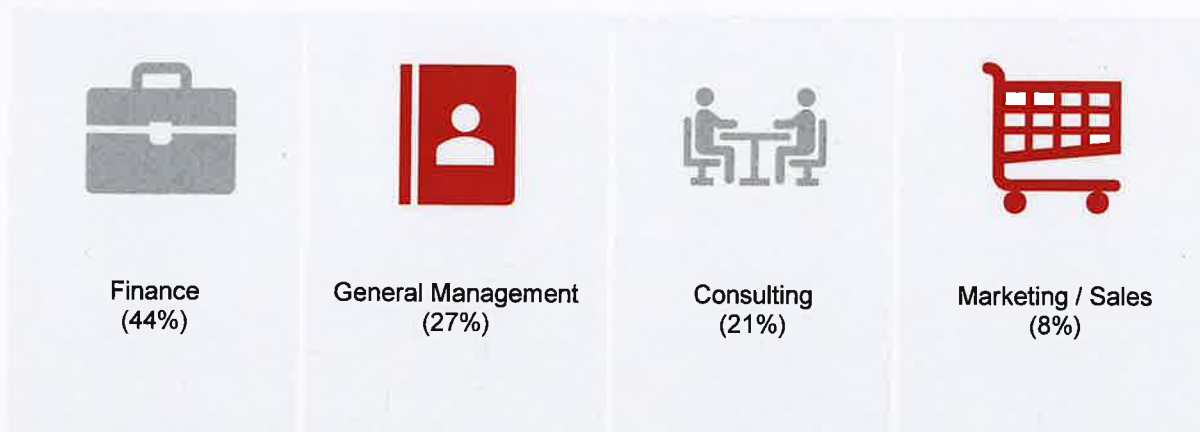
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Functional Highlights



- Highest offers received for Finance (44%)

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
Finance	28
General Management	17
Consulting	13
Marketing/Sales	05
Grand Total	63



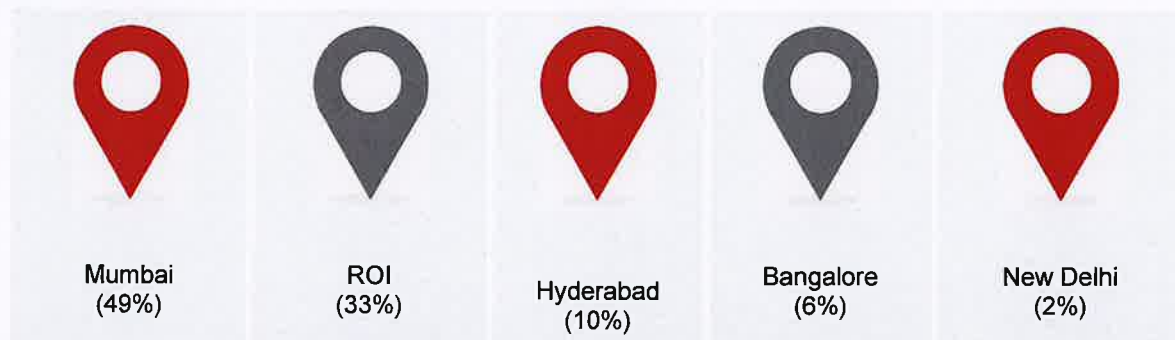
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Location Highlights



- Highest offers received for Mumbai (49%) location
- Rest of India (33%) includes offers for Gurgaon (14%), Pune (14%)
- 5% 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
Mumbai	31
ROI	21
Hyderabad	06
Bangalore	04
New Delhi	01
Grand Total	63



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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	665574	1505864	925360	991830	63
One time Cash Payments	25000	300000	150000	158118	34
Total Guaranteed Cash Payments	797260	1605864	1028400	1077163	63
Performance linked compensation (max)	70000	354240	116160	155920	34
Other payments	21600	302324	59176	68014	57
Maximum Earning Potential (including non-cash, long term, and performance linked components)	842040	1900000	1133580	1222847	63

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	703104	1505864	1028400	1005723	29
Consulting	665574	1225000	985412	981889	15
Energy	833509	833509	833509	833509	02
Information Technology	828408	1312000	911691	976217	10
Media/Entertainment	1100000	1100000	-	-	01
Others	860544	1000000	930272	930272	02
Real Estate	918051	923170	918051	919757	03
Travel & Tourism	1441971	1441971	-	-	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	55000	300000	200000	194375	16
Consulting	25000	175000	150000	133333	12
Energy	-	-	-	-	-
Information Technology	50000	200000	118000	111000	06
Media/Entertainment	-	-	-	-	-
Others	-	-	-	-	-
Real Estate	-	-	-	-	-
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	797260	1605864	1044400	1112965	29
Consulting	815574	1350000	1010412	1088556	15
Energy	833509	833509	833509	833509	02
Information Technology	828408	1430000	940856	1062817	10
Media/Entertainment	1100000	1100000	-	-	01
Others	860544	1000000	930272	930272	02
Real Estate	918051	923170	918051	919757	03
Travel & Tourism	1441971	1441971	-	-	01

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

Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	105000	300000	152500	169167	06
Consulting	70000	296804	106160	120977	14
Energy	109091	109091	109091	109091	02
Information Technology	75000	354240	178686	174392	08
Media/Entertainment	200000	200000	-	-	01
Others	179280	179280	-	-	01
Real Estate	300000	300000	300000	300000	02

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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	21600	302324	57019	73327	28
Consulting	21600	270600	64200	74834	13
Energy	86400	86400	86400	86400	02
Information Technology	21600	91835	49356	48294	09
Media/Entertainment	-	-	-	-	-
Others	60274	60274	-	-	01
Real Estate	21600	76830	21600	40010	03
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	842040	1900000	1100000	1218764	29
Consulting	920000	1470000	1325600	1266324	15
Energy	1029000	1029000	1029000	1029000	02
Information Technology	1000000	1822240	1087090	1245795	10
Media/Entertainment	1300000	1300000	-	-	01
Others	1000000	1100098	1050049	1050049	02
Real Estate	1000000	1239651	1239651	1159767	03
Travel & Tourism	1505000	1505000	-	-	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	665574	1225000	1078404	1014719	13
Finance	703104	1505864	920580	997523	28
General Management	751208	1441971	915216	969155	17
Marketing/Sales	918051	1100000	923170	977534	05

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

One time Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	25000	200000	150000	142083	12
Finance	50000	225000	200000	164444	18
General Management	118000	300000	146500	177750	04
Marketing/Sales	-	-	-	-	-

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

Total Guaranteed Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	815574	1350000	1228404	1145872	13
Finance	797260	1605864	1044400	1103237	28
General Management	808440	1441971	975000	1022743	17
Marketing/Sales	918051	1100000	923170	977534	05



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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	70000	296804	112320	127384	12
Finance	75000	200000	105000	116675	09
General Management	80000	354240	183324	192259	10
Marketing/Sales	200000	300000	300000	266667	03

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

Other Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	21600	76800	52296	50680	11
Finance	30600	302324	67974	83097	26
General Management	21600	270600	46249	63572	16
Marketing/Sales	21600	76830	21600	35408	04

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

Maximum Earning Potential (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	920000	1475004	1400004	1306340	13
Finance	842040	1900000	1111776	1217902	28
General Management	842040	1822240	1100000	1195669	17
Marketing/Sales	1000000	1300000	1239651	1165860	05

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	828408	1123200	848520	912162	04
Hyderabad	835800	1505864	1015683	1068138	06
Mumbai	665574	1500000	918051	978898	31
New Delhi	703104	703104	-	-	01
ROI	791683	1441971	1000000	1018041	21

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

Onetime Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	130000	150000	140000	140000	02
Hyderabad	100000	200000	150000	150000	05
Mumbai	150000	300000	200000	209615	13
New Delhi	200000	200000	-	-	01
ROI	25000	200000	118000	113154	13

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

Total Guaranteed Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	828408	1273200	913520	982162	04
Hyderabad	985800	1605864	1129500	1218138	06
Mumbai	797260	1500000	1042981	1066801	31
New Delhi	903104	903104	-	-	01
ROI	846683	1441971	1010412	1088089	21



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	112320	179280	170004	153868	03
Hyderabad	83580	200000	116160	133247	06
Mumbai	70000	300000	109091	171414	11
New Delhi	105000	105000	-	-	01
ROI	75000	354240	150000	157664	13

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

Other Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	21600	76800	56285	52743	04
Hyderabad	64200	94136	76800	78234	05
Mumbai	21600	302324	48792	69915	29
New Delhi	69948	69948	-	-	01
ROI	21600	270600	58917	65399	18

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

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	1018792	1462320	1060055	1150306	04
Hyderabad	1133580	1900000	1331161	1416580	06
Mumbai	842040	1720480	1124184	1193029	31
New Delhi	1078052	1078052	-	-	01
ROI	905859	1822240	1300000	1241747	21



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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	08
2	Total Pre-Season Placement offers accepted	08

Note: Among the total final placement offers, 08 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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