

Indian Institute of Management Ahmedabad



PGP Placement Report

Finals 2016



BWR/IIM/HO/RR/0002/2016-17

August 26 2016

CIN: U67190KA2007PTC043591

**The Chairperson
Placement Office
Indian Institute of Management
Vastrapur
Ahmedabad – 380015
Gujarat**

Madam,

Re: Audit of Placement Report for 2016 placements of Post Graduate Programme in Management (PGP) Programme

We have audited the Placement Report prepared by you on the final placement (based on offers received and accepted on campus) of students in 2016 of the Post Graduate Programme in Management (PGP) of the 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) Revision 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 Revision 2.1.
2. The validation of information presented in the report is based on communication received by IIM-A from recruiting companies. Brickwork Ratings (BWR) has not independently sourced any information or documentation.
3. We have verified the information with respect to job location, function and remuneration presented in the report with communication received from recruiters.
 - a. The information has been categorised as best as possible under different salary heads as given in the IPRS Revision 2.1; where a break-up was not available, the salary has been considered only as 'Maximum Earning Potential'.
 - b. For Seventeen students, stock options have been mentioned without details on how much vests in the first year. Some of the recruiters are unlisted entities. Hence, the amount relating to stock options has not been considered to arrive at 'Maximum Earning Potential'.
 - c. For one student, salary details were not provided. Hence, this has not been considered in the calculations.
4. The acceptance of offers and number of students opting out of the placement process has been established through written communication from those students.
5. We have only audited the salary figures in the placement report and not the report's overview section, which explains the placement process.

Thank you

Best Regards,

**Rajee R
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Overview

The placement process for the graduating batch of the Post Graduate Programme (PGP) in Management at IIM Ahmedabad was successfully completed within three clusters. The third and final cluster was held on 19th February 2016. The placement process, with the concept of “Dream Application”, allowed students to choose the sectors and functions of their choice for their final placement. There were 100 dream applications during 2016. The successful completion of the recruitment cycle for the batch of 397 students stands testament to the high quality of students at the institute and the robust nature of the placement process that provides adequate flexibility to both students and recruiters.

Placement process

The placement process was conducted in two stages. The first was the laterals process where firms interviewed students with prior work experience and offered them mid-level managerial positions. The second stage was the final placement process where firms were grouped into cohorts based on the profile offered, and groups of cohorts were invited to campus across different clusters.

Laterals process

About 45% 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, Banking & Financial Services, Consumer Services, Internet & E-commerce, Management Consulting, Pharmaceuticals and Technology. Firms which participated in the laterals process included *Aditya Birla Group*, *Alvarez & Marsal*, *Amazon*, *Matrix Partners*, *Microsoft*, *Ola* and *Star TV India* amongst others.

Sectoral overview

More than 110 firms made offers in the placement process in 2016 including the laterals process. Companies from multiple sectors across different geographies hired candidates for a wide range of functions. Recruiters in the consulting space included global strategy consulting and niche consulting firms: *Accenture Strategy*, *Alvarez & Marsal*, *A.T. Kearney*,

Bain & Company, Deloitte, McKinsey & Company, Oliver Wyman, Roland Berger, Strategy&, and The Boston Consulting Group amongst others. The Banking & Financial Services sector witnessed participation from global investment banks, which included *Aventus Capital, Barclays, Citi Bank, Credit Suisse, Deutsche Bank, Goldman Sachs, HSBC* amongst others. This year, IIM Ahmedabad also saw participation from PE/VC firms such as *Abu Dhabi Capital Group* and *Matrix Partners*. A large number of students took up roles in Sales and Marketing in various companies such as *Asian Paints, Hindustan Unilever, ITC, Johnson & Johnson, L'Oreal, Nestle, PepsiCo, P&G, Reckitt Benckiser, SC Johnson, Shell, Vodafone and Wipro Consumer Care* amongst others. General Management and Leadership profiles were offered to students by *Aditya Birla Group, Bharti Airtel, C.K. Birla Group, Lodha Group, Mahindra, Reliance ADAG and TAS* amongst others. The Internet & E-commerce space included recruiters such as *Amazon, Flipkart, Snapdeal, Sprinklr, and Uber*. Students secured roles in technology sector firms such as *Cognizant, Google, Microsoft, Samsung and Wipro* amongst others. Recruiters in the pharmaceutical domain include *Dr. Reddy's Laboratories* and *GlaxoSmithKline Pharmaceuticals* among others. A number of first-time recruiters such as *BrowserStack* and *Bernetta* participated in the placement process.

Top recruiters

In terms of number of offers, *Accenture Strategy* was the top recruiter across all clusters having selected 18 students from campus. In the strategy-consulting domain, apart from *Accenture Strategy, Bain & Company* and *The Boston Consulting Group* extended 16 and 17 offers respectively, *McKinsey & Company* made 11 offers. Among banking and financial services firms, *Yes Bank* made 9 offers. Among global investment banks, *Goldman Sachs* made 7 offers for various roles. In the consumer goods and services sector, *Procter & Gamble* and *Star TV India* were the leading recruiters having extended 8 and 11 offers respectively. In the general management sector, *Bharti Airtel* made 8 offers, *Aditya Birla Group* and *Future Group* made 7 offers each. In the Internet & e-commerce and technology sector, *Amazon* made 15 offers and *Samsung* extended 5 offers.

Entrepreneurship

IIM Ahmedabad has always encouraged students to take up entrepreneurship as a career and this year, eight students opted out of the placement process to start their own ventures under the guidance and mentorship of *Centre for Innovation Incubation and Entrepreneurship (CIIE)*. The start-ups are in various sectors like adventure tourism, data analytics, e-commerce, food processing among others. In line with its culture of fostering entrepreneurship, IIM Ahmedabad offered a placement holiday to these students, wherein they would be allowed to participate in placements in one of the next two years in the event that their venture does not work out.

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 the year's placement process and their cooperation with the IPRS initiative.

1. Classification of Students

1.1 Classification of the Entire Placement Pool

Categories	Number
1. Sought placement through the institute	383
1a. Students in PGP programme graduating in 2016	370
1b. PGP and Dual degree students graduating in 2017*	10
1c. Students returning from placement holiday	1
1d. Students from universities abroad**	2
2. Did not seek placement through the institute	14
2a. Company-sponsored or already employed	0
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship (starting a new business)	8
2e. Returning to/joining family business	0
2f. Sought placement outside the campus placement process	6
2g. Did not seek placement for other reasons	0
Total students eligible for placements	397
Total offers accepted	383
Students still in process	0
Total who did not seek placement through the institute	14

Table 1.1: Classification of the entire placement pool

* Students opting for a dual degree programme will graduate from IIM Ahmedabad in 2017, a year after the students of the PGP programme. However, they are eligible to participate in the placement process in the current year (2016). Hence, dual degree students graduating in 2017 have been included among those eligible to participate in the placement process.

** "Students from universities abroad" (both Dual Degree and term exchange) are students who have come from universities abroad to pursue education at IIM Ahmedabad, either for one year or one term.

1.2 Classification of the Entire Graduating Pool

Categories	Number
1. Total students graduating in 2016	403
1a. Students in PGP programme graduating in 2016	384
1b. Students of previous years (dual degree & others) graduating in 2016	11
1c. Dual degree students from abroad graduating in 2016	8
2. Students graduating in 2017 and eligible for placements in 2016	10
3. Total students eligible for placements	397
3a. PGP programme students graduating in 2016	384
3b. PGP students graduating in 2017 eligible for placements in 2016	10
3c. Students from universities abroad	2
3d. Students returning from placement holiday	1
Total who sought placement through the institute	383
Total who did not seek placement through the institute	14

Table 1.2: Classification of the entire graduating pool


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For Brickwork Ratings Bengaluru

2. Sector-wise Classification

Sector	No. of Offers		
	Domestic	International	Total
Banking, Financial Services and Insurance (BFSI)	61	9	70
Conglomerates	24	0	24
Consulting	104	4	108
Engineering / Technology	6	0	6
Environment & Energy	4	0	4
FMCG	28	0	28
Information Technology (IT)	26	0	26
Media/Communications	12	0	12
Online Services	53	0	53
Pharmaceutical/Healthcare	5	0	5
Real Estate	5	0	5
Telecom	21	0	21
Others*	19	2	21
Total	368	15	383

Table 2.1: Classification of offers based on sector

* Others includes Analytics, Retail, Food processing, Non-profit and international offers for Manufacturing

3. Function-wise Classification

Sector	No. of Offers		
	Domestic	International	Total
Business Development	12	0	12
Consulting	107	4	111
Finance	59	9	68
General Management	60	0	60
Marketing / Sales	74	0	74
Operations	7	0	7
Research & Advisory	7	0	7
Strategy	5	0	5
Supply Chain Management	8	0	8
Systems / IT	10	0	10
Others*	19	0	19
Data not available**	0	2	2
Total	368	15	383

Table 3.1: Classification of offers based on function

* Others includes Program Manager, Product Manager and Human Resources in domestic offers

** Data not available implies that function-related data was not available while preparing the report

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For Brickwork Ratings Bengaluru

4. Location-wise Classification

4.1 Classification of International Locations

Locations	No. of offers accepted
Asia Pacific excluding India	8
EMEA*	7
India	368
Total	383

Table 4.1: Classification of offers based on international locations

* EMEA refers to Europe, Middle East and Africa

4.2 Classification of Domestic Locations

Indian Locations	No. of offers accepted
Bangalore	61
Chennai	6
Hyderabad	19
Mumbai	88
NCR	69
Pune	15
Rest of India*	50
Data not available**	60
Total	368

Table 4.2: Classification of offers based on domestic locations

* Rest of India includes Ahmedabad, Jodhpur, Anand, Jammu and Kolkata

** Data not available implies the location related information was not available for 60 offers while preparing the report

5. Salary Data

5.1 Salary Heads – Domestic (INR)

Salary Head	Min	Max	Median	Mean	Data
Fixed Yearly Cash Component	6,00,000	35,00,000	17,00,655	17,81,562	367*
One-time Cash Payment	50,000	10,08,675	2,00,000	2,64,498	217
Total Guaranteed Cash Component	9,50,000	45,00,000	19,00,000	19,37,955	367*
Maximum Earning Potential	11,50,000	48,00,000	21,00,000	22,14,043	367*

Table 5.1: Classification of salary heads – Domestic

*One data point was not available, which has not been considered for above calculation.


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5.2 Salary Heads – International (USD)*

Salary Head	Min	Max	Median	Mean	Data
Fixed Yearly Cash Component	\$34,248	\$1,32,896	\$60,000	\$68,122	15
One-time Cash Payment	\$5,000	\$11,075	\$8,168	\$8,438	6
Total Guaranteed Cash Component	\$34,248	\$1,43,970	\$65,342	\$71,497	15
Maximum Earning Potential	\$35,112	\$153,568	\$65,342	\$73,580	15

Table 5.2: Classification of salary heads – International

* For International salaries, all conversions to USD are made as per average of closing rates in June 2016. Data is sourced from International Monetary Fund & Bloomberg
(Links: https://www.imf.org/external/np/fin/data/rms_mth.aspx?
<http://www.bloomberg.com/quote/USDHKD:CUR>)

Description of Salary Heads

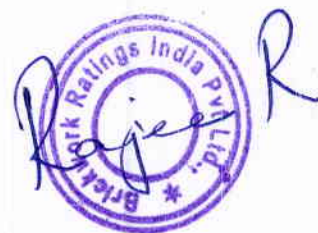
- 1. Fixed Yearly Cash Component:** This is a total of the annual basic salary and additional guaranteed cash components. These additional components include cash payments and allowances that are part of the annual package. The term guaranteed signifies that the amount is certain unless, there is an overall pay revision. The components falling under this salary head are final and are not related to performance.
- 2. One-time Cash Payment:** This head indicates the value of the remuneration given to a candidate as one time cash benefit mostly at the time of joining.
- 3. Total Guaranteed Cash Component:** This is the sum of fixed yearly cash component and one-time cash payment.
- 4. Maximum Earning Potential:** This is the sum of total guaranteed cash component, maximum possible-linked variable pay and all other components of salary that are a part of the offer. This can include long term compensation such as PF and other perks as well.



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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)	39,600	1,87,578	79,200	80,783	367
Non-INR salary (Total guaranteed cash component)	32,675	125,000	88,889	87,619	15
Combined INR and non-INR salary (Total guaranteed cash component)	32,675	1,87,578	79,200	81,051	382
INR salary (Maximum Earning Potential)	47,937	2,00,083	89,334	93,590	367
Non-INR salary (Maximum Earning Potential)	32,675	1,33,333	88,889	89,992	15
Combined INR and non-INR salary (Maximum Earning Potential)	32,675	2,00,083	89,334	93,448	382

Table 5.3: Salary Statistics at PPP adjusted exchange rates

* As per the PPP conversion rate for 2012 for all available currencies, except for United Arab Emirates for which only 2005 conversion rate is available, from the MDG Indicators database of the United Nations. Data is sourced from <http://unstats.un.org/unsd/mdg/SeriesDetail.aspx?srid=699>

5.4 Sector-wise Classification of Salary – Domestic (INR)

5.4.1 Fixed Yearly Cash Component

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	10,00,000	35,00,000	18,00,000	18,97,354	60
Conglomerates	12,94,620	21,00,000	15,30,000	15,51,785	24
Consulting	11,50,000	27,20,000	22,00,000	21,04,036	104
Consumer Goods (FMCG)	12,46,992	21,00,000	15,21,842	15,76,514	28
Engineering/Technology	14,00,000	16,74,312	14,00,003	14,45,720	6
Environment & Energy	11,50,000	18,18,182	18,18,182	16,51,137	4
Information Technology	9,50,000	25,00,000	13,60,000	15,17,897	26
Media/Entertainment	12,80,000	16,78,824	12,80,000	13,26,569	12
Online Services	14,50,000	28,00,000	16,50,000	18,24,642	53
Telecom	12,00,000	14,15,695	12,60,870	13,07,627	21
Others*	6,00,000	22,50,000	15,00,000	15,50,276	29

Table 5.4.1: Sector-wise Classification of Fixed Yearly Cash Component – Domestic

*Others includes Food Processing, Not for Profit, Pharmaceutical, Real Estate and Analytics.


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5.4.2 One-time Cash Payment

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	1,75,000	10,00,000	3,00,000	3,23,333	30
Conglomerates	1,50,000	3,00,000	2,50,000	2,44,444	9
Consulting	50,000	5,00,000	2,00,000	2,60,135	74
Consumer Goods (FMCG)	1,50,000	5,50,000	3,50,000	3,51,852	27
Engineering/Technology	1,50,000	1,50,004	1,50,002	1,50,002	6
Environment & Energy	1,00,000	1,00,000	1,00,000	1,00,000	3
Information Technology	85,000	4,00,000	1,50,000	2,01,818	11
Media/Entertainment	1,00,000	2,00,000	2,00,000	1,91,667	12
Online Services	1,00,000	5,50,000	1,00,000	1,95,161	31
Telecom	1,00,000	1,00,000	1,00,000	1,00,000	6
Others*	1,00,000	10,08,675	4,25,000	5,47,003	8

Table 5.4.2: Sector-wise Classification of One-time Cash Payment – Domestic

5.4.3 Total Guaranteed Cash Component

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	11,21,100	45,00,000	19,00,000	20,59,020	60
Conglomerates	12,94,620	21,00,000	15,89,259	16,43,451	24
Consulting	11,50,000	29,00,000	23,50,000	22,89,132	104
Consumer Goods (FMCG)	14,40,870	23,50,000	18,93,112	19,15,800	28
Engineering/Technology	15,50,000	18,24,312	15,50,005	15,95,722	6
Environment & Energy	11,50,000	19,18,182	19,18,182	17,26,137	4
Information Technology	9,50,000	25,00,000	14,44,198	16,03,282	26
Media/Entertainment	14,80,000	17,78,824	14,80,000	15,18,235	12
Online Services	16,00,000	30,00,000	19,09,000	19,38,793	53
Telecom	12,00,000	14,15,695	13,60,870	13,36,198	21
Others*	10,25,000	27,18,953	15,00,000	17,01,174	29

Table 5.4.3: Sector-wise Classification of Total Guaranteed Cash Component – Domestic


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5.4.4 Maximum Earning Potential

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	12,00,000	48,00,000	20,50,000	22,40,234	60
Conglomerates	14,85,020	23,30,000	18,37,800	18,78,781	24
Consulting	11,50,000	34,50,000	27,20,778	26,67,923	104
Consumer Goods (FMCG)	15,50,000	27,07,000	21,43,112	21,22,799	28
Engineering/Technology	18,00,000	20,19,312	18,00,008	18,36,557	6
Environment & Energy	12,75,000	21,00,000	21,00,000	18,93,750	4
Information Technology	12,35,000	25,00,000	17,63,352	18,61,693	26
Media/Entertainment	17,78,824	21,80,000	19,60,000	19,63,235	12
Online Services	17,25,000	44,78,600	20,00,000	21,71,385	53
Telecom	15,00,000	17,00,003	15,50,000	15,69,199	21
Others*	11,50,000	32,18,953	17,70,000	19,62,166	29

Table 5.4.4: Sector-wise Classification of Maximum Earning Potential – Domestic

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

5.5.1 Fixed Yearly Cash Component

Functions	Min	Max	Median	Mean	Data
Business Development	11,73,000	20,22,044	16,87,156	16,13,280	12
Consulting	11,50,000	27,20,000	22,00,000	20,89,904	107
Finance	10,00,000	35,00,000	18,00,000	18,84,453	58
General Management	12,84,691	25,00,000	14,57,848	15,55,107	60
Marketing/Sales	6,00,000	21,00,000	14,21,000	14,49,165	74
Operations/Supply chain	14,15,695	19,09,000	16,50,000	16,75,580	15
Strategy	11,50,000	20,22,044	15,00,000	16,20,838	5
Systems/IT	14,40,870	28,00,000	20,25,002	20,00,227	10
Others *	12,00,000	25,00,000	17,48,650	18,51,873	26

Table 5.5.1: Function-wise Classification of Fixed Yearly Cash Component – Domestic

* Others includes the functions of Program Manager, Product Manager, Research & Advisory and Human Resources in domestic offers


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5.5.2 One-time Cash Payment

Functions	Min	Max	Median	Mean	Data
Business Development	1,00,000	3,00,000	1,50,000	2,00,000	5
Consulting	50,000	5,00,000	2,00,000	2,58,667	75
Finance	1,75,000	10,00,000	3,00,000	3,23,333	30
General Management	1,00,000	5,50,000	1,00,000	1,79,545	22
Marketing/Sales	1,00,000	10,08,675	2,00,000	3,01,969	66
Operations/Supply chain	1,00,000	3,00,000	1,00,000	1,40,000	5
Strategy	1,00,000	1,00,000	1,00,000	1,00,000	2
Systems/IT	85,000	2,00,000	1,00,000	1,21,250	4
Others	85,000	4,00,000	3,00,000	2,85,625	8

Table 5.5.2: Function-wise Classification of One-time Cash Payment – Domestic

5.5.3 Total Guaranteed Cash Component

Functions	Min	Max	Median	Mean	Data
Business Development	12,00,000	20,22,044	17,00,000	16,96,613	12
Consulting	11,50,000	29,00,000	23,50,000	22,71,212	107
Finance	11,21,100	45,00,000	19,00,000	20,51,695	58
General Management	12,84,691	30,00,000	15,89,259	16,03,984	60
Marketing/Sales	9,50,000	27,18,953	16,40,000	17,21,363	74
Operations/Supply chain	14,15,695	19,50,000	16,50,000	17,22,246	15
Strategy	11,50,000	20,22,044	16,00,000	16,60,838	5
Systems/IT	14,40,870	28,00,000	21,09,000	20,48,727	10
Others	12,00,000	25,00,000	18,74,650	19,39,758	26

Table 5.5.3: Function-wise Classification of Total Guaranteed Cash Component – Domestic

5.5.4 Maximum Earning Potential

Functions	Min	Max	Median	Mean	Data
Business Development	12,73,000	21,90,000	19,50,000	18,53,488	12
Consulting	11,50,000	34,50,000	27,20,778	26,39,551	107
Finance	12,00,000	48,00,000	20,50,000	22,27,261	58
General Management	14,85,020	31,20,000	17,45,200	18,44,444	60
Marketing/Sales	11,50,000	32,18,953	19,60,000	19,78,411	74
Operations/Supply chain	17,00,003	44,78,600	20,00,000	20,88,960	15
Strategy	12,75,000	22,52,725	17,45,200	18,34,170	5
Systems/IT	15,00,000	28,00,000	22,00,000	21,59,840	10
Others	15,00,000	30,00,000	21,79,000	22,44,281	26

Table 5.5.4: Function-wise Classification of Maximum Earning Potential – Domestic


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5.6 Sector-wise Classification of Salary – International (USD)

5.6.1 Fixed Yearly Cash Component

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$57,174	\$1,10,139	\$75,000	\$76,354	9
Others	\$34,248	\$132,896	\$36,198	\$55,775	6

Table 5.6.1: Sector-wise Classification of Fixed Yearly Cash Component – International

5.6.2 One-time Cash Payment

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$5,000	\$10,048	\$8,168	\$7,910	5
Others	\$11,075	\$11,075	\$11,075	\$11,075	1

Table 5.6.2: Sector-wise Classification of One-time Cash Payment – International

5.6.3 Total Guaranteed Cash Component

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$60,000	\$1,10,139	\$75,000	\$80,748	9
Others	\$34,248	\$1,43,970	\$36,198	\$57,621	6

Table 5.6.3: Sector-wise Classification of Total Guaranteed Cash Component – International

5.6.4 Maximum Earning Potential

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$60,000	\$1,10,139	\$75,000	\$80,748	9
Others	\$35,112	\$153,568	\$44,585	\$62,827	6

Table 5.6.4: Sector-wise Classification of Maximum Earning Potential – International

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

5.7.1 Fixed Yearly Cash Component

Functions	Min	Max	Median	Mean	Data
Finance	\$57,174	\$1,10,139	\$75,000	\$76,354	9
Consulting	\$34,248	\$132,896	\$48,642	\$66,107	4
Data not available	\$35,112	\$35,112	\$35,112	\$35,112	2

Table 5.7.1: Function-wise Classification of Fixed Yearly Cash Component – International


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5.7.2 One-time Cash Payment

Functions	Min	Max	Median	Mean	Data
Finance	\$5,000	\$10,048	\$8,168	\$7,910	5
Consulting	\$11,075	\$11,075	\$11,075	\$11,075	1
Data not available	-	-	-	-	0

Table 5.7.2: Sector-wise Classification of One-time Cash Payment – International

5.7.3 Total Guaranteed Cash Component

Functions	Min	Max	Median	Mean	Data
Finance	\$60,000	\$1,10,139	\$75,000	\$80,748	9
Consulting	\$34,248	\$1,43,970	\$48,642	\$68,875	4
Data not available	\$35,112	\$35,112	\$35,112	\$35,112	2

Table 5.7.3: Sector-wise Classification of Total Guaranteed Cash Component – International

5.7.4 Maximum Earning Potential

Functions	Min	Max	Median	Mean	Data
Finance	\$60,000	\$1,10,139	\$75,000	\$80,748	9
Consulting	\$36,434	\$153,568	\$58,368	\$76,685	4
Data not available	\$35,112	\$35,112	\$35,112	\$35,112	2

Table 5.7.4: Sector-wise Classification of Maximum Earning Potential – International

5.8 Location-wise Classification of Salary - International

5.8.1 Fixed Yearly Cash Component


Location	Min	Max	Median	Mean	Data
Asia Pacific excluding India (USD)	\$34,248	\$1,10,139	\$58,833	\$71,914	8
EMEA (USD)	\$57,174	\$80,000	\$60,000	\$63,789	7
India (INR)	6,00,000	35,00,000	17,00,655	17,81,562	367

Table 5.8.1: Location-wise Classification of Fixed Yearly Cash Component – International

5.8.2 One-time Cash Payment

Location	Min	Max	Median	Mean	Data
Asia Pacific excluding India (USD)	\$10,048	\$11,075	\$10,561	\$10,561	2
EMEA (USD)	\$5,000	\$8,168	\$8,168	\$7,376	4
India (INR)	50,000	10,08,675	2,00,000	2,64,498	217

Table 5.8.2: Location-wise Classification of One-time Cash Payment - International


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5.8.3 Total Guaranteed Cash Component

Location	Min	Max	Median	Mean	Data
Asia Pacific excluding India (USD)	\$34,248	\$1,43,970	\$63,857	\$74,554	8
EMEA (USD)	\$60,000	\$85,000	\$65,342	\$68,004	7
India (INR)	9,50,000	45,00,000	19,00,000	19,37,955	367

Table 5.8.3: Location-wise Classification of Total Guaranteed Cash Component - International

5.8.4 Maximum Earning Potential

Location	Min	Max	Median	Mean	Data
Asia Pacific excluding India (USD)	\$35,112	\$153,168	\$71,583	\$77,959	8
EMEA (USD)	\$60,000	\$85,000	\$65,342	\$68,575	7
India (INR)	11,50,000	48,00,000	21,00,000	22,14,043	367

Table 5.8.4: Location-wise Classification of Maximum Earning Potential - International

5.9 Location-wise Classification of Salary – Domestic

5.9.1 Fixed Yearly Cash Component

Location	Min	Max	Median	Mean	Data
Bangalore	11,73,000	31,00,000	16,50,000	17,63,426	60 *
Chennai	17,50,000	23,00,000	19,64,002	19,84,335	6
Hyderabad	9,50,000	24,50,000	16,00,000	15,53,883	19
Mumbai	10,00,000	35,00,000	16,43,380	17,06,854	88
NCR	11,21,100	27,20,000	18,66,200	19,36,875	69
Pune	13,00,000	22,50,000	18,00,000	18,34,369	15
Rest Of India	6,00,000	23,03,000	18,58,100	17,68,151	50
Data not available	13,60,000	23,00,000	17,00,328	17,86,512	60

Table 5.9.1: Location-wise Classification of Fixed Yearly Cash Component – Domestic

*One data point not available

5.9.2 One-time Cash Payment

Location	Min	Max	Median	Mean	Data
Bangalore	85,000	5,00,000	2,00,000	2,22,386	44
Chennai	2,00,000	3,00,000	2,00,000	2,33,333	3
Hyderabad	1,00,000	5,50,000	3,00,000	3,00,000	16
Mumbai	85,000	10,00,000	2,50,000	2,71,293	57
NCR	1,50,000	10,08,675	1,75,000	2,61,174	50
Rest Of India	1,50,000	10,08,675	4,25,000	4,35,460	16
Data not available	50,000	5,50,000	50,000	2,04,839	31

Table 5.9.2: Location-wise Classification of One-time Cash Payment – Domestic

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5.9.3 Total Guaranteed Cash Component

Location	Min	Max	Median	Mean	Data
Bangalore	12,73,000	33,00,000	18,18,000	19,20,453	60
Chennai	17,50,000	23,00,000	21,28,004	21,01,001	6
Hyderabad	9,50,000	30,00,000	19,00,000	18,06,515	19
Mumbai	12,00,000	45,00,000	17,14,412	18,85,661	88
NCR	11,21,100	28,70,000	22,50,000	21,26,131	69
Pune	13,00,000	22,50,000	18,00,000	18,34,369	15
Rest Of India	10,25,000	27,18,953	22,00,000	19,07,498	50
Data not available	13,60,000	23,50,000	18,93,112	18,92,346	60

Table 5.9.3: Location-wise Classification of Total Guaranteed Cash Component – Domestic

5.9.4 Maximum Earning Potential

Location	Min	Max	Median	Mean	Data
Bangalore	12,73,000	48,00,000	19,80,000	21,72,328	60
Chennai	17,50,000	28,00,000	23,28,004	23,84,335	6
Hyderabad	12,35,000	31,20,000	21,00,000	20,22,476	19
Mumbai	13,50,000	45,00,000	19,60,000	20,79,885	88
NCR	13,63,100	34,50,000	24,00,000	24,71,088	69
Pune	15,00,000	27,00,000	21,52,725	21,27,286	15
Rest Of India	11,50,000	32,18,953	23,03,000	21,27,276	50
Data not available	15,85,695	32,05,600	21,10,175	22,94,547	60

Table 5.9.4: Location-wise Classification of Maximum Earning Potential – Domestic

6. Other Details

Sr. No.	Parameter	Number
1	Total Pre-Placement offers awarded	126
	1a. Through internships	126
	1b. Others	--
2	Total Pre-Placement offers accepted	108
	2a. Through internships	108
	2b. Others	--

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


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7. Compliance Statement

This placement report has been prepared as per the Indian Placement Reporting Standards Revision 2.1*.

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

Deviation from the standards	Reason
PPI data not included in other details	Data regarding PPIs was not collected

Table 7.1: List of deviations from standards with reasons

* <http://www.iimahd.ernet.in/iprs/gallery/IPRSRevision2.1.pdf>


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