

# *Indian Institute of Management Ahmedabad*



## *PGP Placement Report*

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***Finals 2019***

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BWR/IIMA/HO/RR/0008/2019-20

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

Dear Sir,

**Re: Audit of Placement Report for 2019 placements of Post Graduate Programme in Management (PGP)**

We have audited the Placement Report prepared by you on the final placement (based on the offers received and accepted on campus) of students in 2019 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 2.2.

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 2.2.
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 2.2; where a break-up was not available, the salary has been considered only as 'Maximum Earning Potential'.
  - B. Stock Options have been offered for Thirteen students. Our observation in this regard are:
    1. For six students, stock options have been mentioned with details on how much vests in the first year. Hence, the corresponding fixed amount has been considered for calculation of 'Maximum Earning Potential'.
    2. For seven students, stock options have been mentioned without details on how much vests in the first year. Hence, the amount relating to stock options has not been considered for calculation of 'Maximum Earning Potential'.
4. The acceptance of offers and the 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.

Best Regards,

Rajee R  
Senior Director-Ratings  
Brickwork Ratings  
Tel: 080-40409999 extn 349  
rajee.r@brickworkratings.com

**Brickwork Ratings India Pvt. Ltd.**

3rd Floor, Raj Alkaa Park, Kalena Agrahara,  
Bannerghatta Road, Bengaluru - 560 076

P: +91 80 4040 9940 | F: +91 80 4040 9941

20-Sep-2019



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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 14<sup>th</sup> February 2019. 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 143 dream applications during 2019 placement season. The successful completion of the recruitment cycle for the batch of 398 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 43+ firms from diverse sectors such as Technology, Banking, Consulting, General Management and Analytics. Firms which participated in the laterals process included Accenture Tech., Amazon, American Express, BrowserStack, Cognizant, EXL, FinIQ, Flipkart, InfoEdge, IvyCap Ventures, Matrix Partners, Microsoft, Myntra, OYO Rooms, Piramal, PwC, RPG Group, Sprinklr, Star TV India, Tata Administrative Services, Uber and Yes Bank amongst others.

## **Sectoral overview**

Firms from different sectors and geographies participated in the process at IIM Ahmedabad. Recruiters in the management consulting domain included Accenture Strategy, A.T. Kearney, Bain & Co., McKinsey & Co., Monitor Deloitte, Oliver Wyman and The Boston Consulting Group among others. Prominent recruiters in the Investment Banking and Markets space include Avendus Capital, Barclays, Citi Bank, Credit Suisse, Goldman Sachs and JP Morgan. The Private Equity & Venture Capital cohort included recruiters like SAIF Partners and Matrix

Partners. The Banking, Financial Services & Insurance recruiters included firms like American Express, Bajaj Finserv, FinIQ and HSBC. Sales and marketing roles were offered by regular recruiters like HUL, Nestle, P&G, Reckitt Benckiser and Wipro Consumer Care among others. The General Management cohort saw participation from Aditya Birla Group, C.K. Birla and Tata Administrative Services among others. The Consumer Services cohort saw participation from firms like Etihad and IndiGo. The Enterprise Tech and Consumer Tech cohorts saw participation from firms like Magicpin, Microsoft and OYO Rooms among others.

### **Top recruiters**

About 123 firms participated with 184 different roles in the placement process in 2019. Firms which made the most offers on campus included Accenture, The Boston Consulting Group and PwC. Accenture made the most offers at the end of the final placement process with 23 offers, followed by BCG with 17 and PwC with 14 offers. Among global banks, JP Morgan and HSBC were the largest recruiters, having picked 5 & 4 students respectively. In the sales and marketing domain, AB InBev extended the most offers – 7 offers followed by HUL – 4. With 7 offers, ABG was the largest recruiter in the General Management cohort. Microsoft extended 8 offers, the highest in the Enterprise Tech cohort. In BFSI, FinIQ extended the most offers – 11.

### **Entrepreneurship**

IIM Ahmedabad has always encouraged students to take up entrepreneurship as a career and this year, two 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)*. 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	388
1a. Students in PGP Programme Graduating in 2019	373
1b. PGP and Dual Degree students graduating in 2020*	10
1c. Students returning from Placement Holiday	2
1d. Students from University abroad**	3
1e. Previous year students graduating in 2019	0
2. Did not seek Placement through the Institute	10
2a. Company sponsored or already employed	0
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship	2
2e. Returning to/joining family business	0
2f. Sought placement outside the campus placement process	8
2g. Did not seek placement for other reasons	0
<b>Total students eligible for placements</b>	<b>398</b>
<b>Total offers accepted</b>	<b>388</b>
<b>Students still in process</b>	<b>0</b>
<b>Total who did not seek placement through the institute</b>	<b>10</b>

Table 1.1: Classification of the entire placement pool

\* Students opting for a dual degree programme will graduate from IIM Ahmedabad in 2020, a year after the students of the PGP programme. However, they are eligible to participate in the placement process in the current year (2019). Hence, dual degree students graduating in 2020 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.

  
**सोमनाथ भट्टाचार्य/SOMNATH BHATTACHARYA**  
 संबंध प्रबंधक, स्थान कार्यालय/Relationship Manager, Placement Office  
 भारतीय प्रबंध संस्थान/Indian Institute of Management  
 अहमदाबाद - ३८००१५./Ahmedabad-380015.



## 1.2 Classification of the Entire Graduating Pool

Categories	Number
1. Total students graduating in 2019	398
1a. Students in PGP programme graduating in 2019	379
1b. Students of previous years (dual degree and others) graduating in 2019	11
1c. Dual degree students from abroad graduating in 2019	8
2. Total students eligible for placements	398
2a. PGP Programme students graduating in 2019	379
2b. Students graduating in 2020 and eligible for placements in 2019	15
2c. Students from universities abroad	2
2d. Students returning from Placement holiday	2
2e. Previous year students	0
<b>Total who sought placement through the institute</b>	<b>388</b>
<b>Total who did not seek placement through the institute</b>	<b>10</b>

Table 1.2: Classification of the entire graduating pool

## 2. Sector-wise Classification

Sector	Number of Offers		
	Domestic	International	Total
Agri Inputs	2	1	3
Banking, Financial Services and Insurance (BFSI)	52	1	53
Conglomerates	26	0	26
Consulting	129	7	136
Consumer goods (FMCG)	45	1	46
Consumer Services	3	1	4
Engineering/ Technology	17	0	17
Environment & Energy	2	0	2
Information Technology (IT)	30	0	30
Manufacturing	7	0	7
Media/Communications	6	0	6
Online Services	44	0	44
Pharmaceutical/ Healthcare	8	0	8
Real Estate	0	2	2
Others - Education	1	0	1
Others - Gaming	3	0	3
<b>Total</b>	<b>375</b>	<b>13</b>	<b>388</b>

Table 2.1: Classification of offers based on sector

  
**सोमनाथ भट्टाचार्य/SOMNATH BHATTACHARYA**  
 संबंध प्रबंधक, स्थान कार्यालय /Relationship Manager, Placement Office  
 भारतीय प्रबंध संस्थान /Indian Institute of Management  
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### 3. Function-wise Classification

Function	Number of Offers		
	Domestic	International	Total
Business Development	17	0	17
Consulting	130	7	137
Finance	50	2	52
General Management	50	2	52
Human Resources	1	0	1
Marketing/ Sales	42	1	43
Operations	11	0	11
Product/ Category Management	50	1	51
Research & Advisory	5	0	5
Strategy	6	0	6
Systems/IT	13	0	13
<b>Total</b>	<b>375</b>	<b>13</b>	<b>388</b>

Table 3.1: Classification of offers based on function

### 4. Location-wise Classification

#### 4.1 Classification of International Locations

International Location	No. of offers accepted
Abu Dhabi	1
Dubai	2
Hong Kong	1
Kuala Lumpur	5
San Diego	1
Singapore	2
Nigeria	1
<b>Total</b>	<b>13</b>

Table 4.1: Classification of offers based on international locations

  
**सोमनाथ भट्टाचार्य/SOMNATH BHATTACHARYA**  
 संबंध प्रबंधक, स्थानन कार्यालय/Relationship Manager, Placement Office  
 भारतीय प्रबंध संस्थान/Indian Institute of Management  
 अहमदाबाद - ३८००१५./Ahmedabad-380015.



## 4.2 Classification of Domestic Locations

Domestic Location	Number of offers accepted
Ahmedabad	1
Bengaluru	70
Chennai	8
Delhi	12
Faridabad	1
Gurugram	58
Hyderabad	18
Jharsuguda	1
Mumbai	105
Noida	5
Pan India	77
Pune	16
TBD	3
<b>Total</b>	<b>375</b>

**Table 4.2: Classification of offers based on domestic locations**

\* TBD means the location data was not available with us at the time of auditing

## 5. Salary Data

### 5.1 Salary Heads – Domestic (INR)

Salary Head	Min	Max	Median	Mean	Data
Fixed Yearly Cash Component	11,90,000	50,00,000	19,93,764	20,36,562	375
One time Cash Payment	50,000	10,00,000	3,00,000	2,91,837	252
Total Guaranteed Cash Component	11,90,000	53,00,000	21,34,426	22,32,677	375
Maximum Earning Potential	15,00,000	70,00,000	24,00,000	25,83,126	375

**Table 5.1: Classification of salary heads – Domestic**

### 5.2 Salary Heads – International (USD)

Salary Head*	Min	Max	Median	Average	Data
Fixed Yearly Cash Component	\$ 34,037	\$ 98,026	\$ 52,873	\$ 62,014	13
One time Cash Payment	\$ 2,836	\$ 10,000	\$ 7,388	\$ 6,523	5
Total Guaranteed Cash Component	\$ 36,873	\$ 98,026	\$ 52,873	\$ 64,523	13
Maximum Earning Potential	\$ 49,000	\$ 1,17,631	\$ 79,672	\$ 80,050	13

**Table 5.2: Classification of salary heads – International**

\* For International salaries, all conversions to USD are made as per closing rates on 28th June 2019. Data is sourced from International Monetary Fund & Bloomberg (Links:

[https://www.imf.org/external/np/fin/data/rms\\_mth.aspx?SelectDate=2019-06-30&reportType=REP](https://www.imf.org/external/np/fin/data/rms_mth.aspx?SelectDate=2019-06-30&reportType=REP),

<http://www.bloomberg.com/quote/USDHKD:CUR>)

  
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 अहमदाबाद-380015

For Indian Institute of Management Ahmedabad

  
**Brickwork Ratings India Pvt. Ltd.**  
 Bengaluru

For Brickwork Ratings Bengaluru



## 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 component.
- 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.

### 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)	65,746	2,92,818	1,17,924	1,23,352	375
Non-INR salary (Total guaranteed cash component)	49,000	1,71,429	1,11,111	1,19,919	13
Combined INR and non-INR salary (Total guaranteed cash component)	49,000	2,92,818	1,17,924	1,23,237	388
INR salary (Maximum Earning Potential)	82,873	3,86,740	1,32,597	1,42,714	375
Non-INR salary (Maximum Earning Potential)	49,000	2,35,714	1,14,444	1,58,493	13
Combined INR and non-INR salary (Maximum Earning Potential)	49,000	3,86,740	1,32,597	1,43,243	388

Table 5.3: Salary Statistics at PPP adjusted exchange rates

\* As per the PPP conversion rate for 2018 for all the available currencies from the World Development Indicators (WDI) database of the World Bank. Data is sourced from <http://wdi.worldbank.org/table/4.16>

  
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 अहमदाबाद - ३८००१५. / Ahmedabad-380015.

  
**Rajeev**  
 Brickwork Ratings India Pvt. Ltd.  
 Bangalore



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

### 5.4.1 Fixed Yearly Cash Component

Sectors	Min	Max	Median	Mean	Data
Agri Inputs	16,00,000	16,00,000	16,00,000	16,00,000	2
Banking, Financial Services and Insurance (BFSI)	13,20,000	40,00,000	20,37,160	23,36,906	52
Conglomerates	13,39,260	22,00,000	17,30,000	17,54,801	26
Consulting	13,50,000	50,00,000	23,00,000	21,90,889	129
Consumer Goods (FMCG)	14,45,000	27,00,000	17,00,000	18,26,088	45
Consumer Services	15,30,000	18,00,000	18,00,000	17,10,000	3
Engineering/ Technology	15,00,000	27,46,775	25,00,000	22,75,332	17
Environment & Energy	16,00,000	17,10,000	16,55,000	16,55,000	2
Information Technology (IT)	14,40,000	35,00,000	18,46,000	18,87,888	30
Manufacturing	11,90,000	15,00,000	15,00,000	14,01,429	7
Media/Communications	13,50,000	16,80,000	13,50,000	14,55,000	6
Online Services	15,00,000	26,63,620	17,50,000	18,74,338	44
Others- Education	18,00,000	18,00,000	18,00,000	18,00,000	1
Others- Gaming	25,00,000	25,00,000	25,00,000	25,00,000	3
Pharmaceutical/ Healthcare	15,00,000	20,00,000	18,00,000	18,12,500	8

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



### 5.4.2 One-time Cash Payment

Sectors	Min	Max	Median	Mean	Data
Agri Inputs	2,00,000	2,00,000	2,00,000	2,00,000	2
Banking, Financial Services and Insurance (BFSI)	1,00,000	10,00,000	1,62,500	2,19,464	28
Conglomerates	1,00,000	4,00,000	2,50,000	2,15,000	20
Consulting	50,000	6,00,000	3,00,000	2,84,813	107
Consumer Goods (FMCG)	1,00,000	8,00,000	4,00,000	3,66,321	28
Consumer Services	2,00,000	5,50,000	2,00,000	3,16,667	3
Engineering/ Technology	2,50,000	7,75,000	7,75,000	6,00,000	3
Environment & Energy	2,40,000	2,56,000	2,48,000	2,48,000	2
Information Technology (IT)	2,00,000	5,00,000	4,00,000	3,40,000	15
Manufacturing	2,50,000	2,50,000	2,50,000	2,50,000	4
Media/Communications	3,00,000	3,00,000	3,00,000	3,00,000	1
Online Services	2,00,000	5,50,000	3,00,000	3,14,054	37
Pharmaceutical/ Healthcare	2,00,000	5,00,000	3,50,000	3,50,000	2

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

  
**सोमनाथ भट्टाचार्य/SOMNATH BHATTACHARYA**  
 संबंध प्रबंधक, स्थानन कार्यालय/Relationship Manager, Placement Office  
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 अहमदाबाद - ३८००१५./Ahmedabad-380015.

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### 5.4.3 Total Guaranteed Cash Component

Sectors	Min	Max	Median	Mean	Data
Agri Inputs	18,00,000	18,00,000	18,00,000	18,00,000	2
Banking, Financial Services and Insurance (BFSI)	15,00,000	40,95,000	21,18,580	24,55,079	52
Conglomerates	15,89,260	23,00,000	19,00,000	19,20,185	26
Consulting	16,50,000	53,00,000	24,50,000	24,27,129	129
Consumer Goods (FMCG)	15,30,000	30,00,000	18,45,000	20,54,022	45
Consumer Services	20,00,000	20,80,000	20,00,000	20,26,667	3
Engineering/ Technology	16,50,000	30,75,000	25,00,000	23,81,215	17
Environment & Energy	18,40,000	19,66,000	19,03,000	19,03,000	2
Information Technology (IT)	14,40,000	35,00,000	20,00,000	20,57,888	30
Manufacturing	11,90,000	17,50,000	17,50,000	15,44,286	7
Media/Communications	13,50,000	19,80,000	13,50,000	15,05,000	6
Online Services	16,00,000	30,00,000	19,50,000	21,38,429	44
Others, Education	18,00,000	18,00,000	18,00,000	18,00,000	1
Others, Gaming	25,00,000	25,00,000	25,00,000	25,00,000	3
Pharmaceutical/ Healthcare	16,00,000	25,00,000	18,00,000	19,00,000	8

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

### 5.4.4 Maximum Earning Potential

Sectors	Min	Max	Median	Mean	Data
Agri Inputs	20,00,000	20,00,000	20,00,000	20,00,000	2
Banking, Financial Services and Insurance (BFSI)	15,00,000	70,00,000	25,87,160	29,22,937	52
Conglomerates	18,72,200	23,50,000	21,00,000	20,97,131	26
Consulting	17,85,000	53,00,000	29,00,000	27,64,836	129
Consumer Goods (FMCG)	16,00,000	30,00,000	23,26,667	23,04,701	45
Consumer Services	20,00,000	22,50,000	20,00,000	20,83,333	3
Engineering/ Technology	17,50,000	33,05,000	30,00,000	26,69,925	17
Environment & Energy	21,60,000	23,07,500	22,33,750	22,33,750	2
Information Technology (IT)	18,00,000	35,00,000	22,00,009	23,38,735	30
Manufacturing	16,78,000	24,67,000	24,17,000	21,19,143	7
Media/Communications	17,55,000	24,00,000	17,55,000	19,36,667	6
Online Services	17,02,000	50,20,000	24,00,000	26,66,058	44
Others, Education	21,00,000	21,00,000	21,00,000	21,00,000	1
Others, Gaming	27,90,000	27,90,000	27,90,000	27,90,000	3
Pharmaceutical/ Healthcare	18,00,000	30,00,000	22,00,000	21,60,000	8

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

  
**सोमनाथ भट्टाचार्य/SOMNATH BHATTACHARYA**  
 संबंध प्रबंधक, स्थानन कार्यालय / Relationship Manager, Placement Office  
 भारतीय प्रबंध संस्थान / Indian Institute of Management  
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## 5.5 Function-wise Classification of Salary – Domestic (INR)

### 5.5.1 Fixed Yearly Cash Component

Functions	Min	Max	Median	Mean	Data
Business Development	16,50,000	27,46,775	19,00,000	21,28,274	17
Consulting	13,50,000	50,00,000	23,00,000	21,87,651	130
Finance	14,50,000	40,00,000	20,18,580	23,51,002	50
General Management	13,39,260	25,00,000	17,15,000	17,46,953	50
Human Resources	16,69,850	16,69,850	16,69,850	16,69,850	1
Marketing/ Sales	11,90,000	27,00,000	16,66,805	17,77,546	42
Operations	16,00,000	26,63,620	17,00,000	19,52,778	11
Product/ Category Management	14,50,000	25,00,000	19,00,000	19,76,800	50
Research & Advisory	15,00,000	35,00,000	15,00,000	19,00,000	5
Strategy	13,50,000	21,00,000	19,00,000	17,83,333	6
Systems/IT	13,20,000	19,93,764	16,00,000	16,45,407	13

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

### 5.5.2 One-time Cash Payment

Functions	Min	Max	Median	Mean	Data
Business Development	2,00,000	2,00,000	2,00,000	2,00,000	1
Consulting	50,000	6,00,000	3,00,000	2,83,255	106
Finance	1,00,000	10,00,000	2,00,000	2,35,323	31
General Management	1,00,000	4,00,000	3,00,000	2,80,303	33
Marketing/ Sales	1,00,000	8,00,000	3,00,000	3,32,962	26
Operations	2,00,000	4,50,000	3,45,000	3,30,000	8
Product/ Category Management	1,50,000	7,75,000	3,50,000	3,50,526	38
Research & Advisory	2,50,000	2,50,000	2,50,000	2,50,000	4
Strategy	1,50,000	1,50,000	1,50,000	1,50,000	1
Systems/IT	1,50,000	3,00,000	2,78,000	2,51,500	4

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

  
**सोमनाथ भट्टाचार्य/SOMNATH BHATTACHARYA**  
 संबंध प्रबंधक, स्थान कार्यालय /Relationship Manager, Placement Office  
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### 5.5.3 Total Guaranteed Cash Component

Functions	Min	Max	Median	Mean	Data
Business Development	16,50,000	27,46,775	20,00,000	21,40,038	17
Consulting	15,30,000	53,00,000	24,50,000	24,18,613	130
Finance	15,00,000	40,95,000	21,37,160	24,96,902	50
General Management	15,89,260	25,00,000	18,65,880	19,31,953	50
Human Resources	16,69,850	16,69,850	16,69,850	16,69,850	1
Marketing/ Sales	11,90,000	30,00,000	18,82,000	19,83,666	42
Operations	16,69,850	28,63,620	21,50,000	21,92,778	11
Product/ Category Management	16,00,000	30,75,000	22,00,000	22,43,200	50
Research & Advisory	17,50,000	35,00,000	17,50,000	21,00,000	5
Strategy	13,50,000	21,00,000	19,75,000	18,08,333	6
Systems/IT	13,50,000	19,93,764	17,70,000	17,22,792	13

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	19,50,000	31,40,925	30,21,453	26,23,084	17
Consulting	17,85,000	53,00,000	29,00,000	27,54,749	130
Finance	15,00,000	70,00,000	25,87,160	29,45,334	50
General Management	18,72,200	31,20,000	22,00,000	22,01,577	50
Human Resources	20,00,531	20,00,531	20,00,531	20,00,531	1
Marketing/ Sales	16,00,000	30,00,000	20,74,500	22,00,774	42
Operations	20,00,531	28,63,620	24,60,000	24,34,402	11
Product/ Category Management	17,02,000	50,20,000	24,30,400	26,97,480	50
Research & Advisory	24,17,000	35,00,000	24,67,000	26,53,600	5
Strategy	17,55,000	25,62,000	21,25,000	21,47,333	6
Systems/IT	17,55,000	24,00,000	20,00,000	20,29,194	13

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

  
**सोमनाथ भट्टाचार्य/SOMNATH BHATTACHARYA**  
 संबंध प्रबंधक, स्थान कार्यालय /Relationship Manager, Placement Office  
 भारतीय प्रबंध संस्थान /Indian Institute of Management  
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 Bangalore

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

### 5.6.1 Fixed Yearly Cash Component

Sectors	Min	Max	Median	Mean	Data
Agri Inputs	\$49,000	\$49,000	\$49,000	\$49,000	1
Banking, Financial Services and Insurance (BFSI)	\$83,267	\$83,267	\$83,267	\$83,267	1
Consulting	\$52,873	\$66,494	\$52,873	\$56,765	7
Consumer Goods (FMCG)	\$34,037	\$34,037	\$34,037	\$34,037	1
Consumer Services	\$66,000	\$66,000	\$66,000	\$66,000	1
Real Estate	\$78,500	\$98,026	\$88,263	\$88,263	2

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
Consulting	\$7,388	\$7,388	\$7,388	\$7,388	2
Consumer Goods (FMCG)	\$2,836	\$2,836	\$2,836	\$2,836	1
Consumer Services	\$5,000	\$5,000	\$5,000	\$5,000	1
Real Estate	\$10,000	\$10,000	\$10,000	\$10,000	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
Agri Inputs	\$49,000	\$49,000	\$49,000	\$49,000	1
Banking, Financial Services and Insurance (BFSI)	\$83,267	\$83,267	\$83,267	\$83,267	1
Consulting	\$52,873	\$73,883	\$52,873	\$58,876	7
Consumer Goods (FMCG)	\$36,873	\$36,873	\$36,873	\$36,873	1
Consumer Services	\$71,000	\$71,000	\$71,000	\$71,000	1
Real Estate	\$88,500	\$98,026	\$93,263	\$93,263	2

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)	\$49,000	\$49,000	\$49,000	\$49,000	1
Conglomerates	\$83,267	\$83,267	\$83,267	\$83,267	1
Consulting	\$76,099	\$79,672	\$79,672	\$78,651	7
Consumer goods (FMCG)	\$63,926	\$63,926	\$63,926	\$63,926	1
Information Technology (IT)	\$76,000	\$76,000	\$76,000	\$76,000	1
Online Services	\$1,00,275	\$1,17,631	\$1,08,953	\$1,08,953	2

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

  
**सोमनाथ भट्टाचार्य/SOMNATH BHATTACHARYA**  
 संबंध प्रबंधक, स्थान कार्यालय / Relationship Manager, Placement Office  
 भारतीय प्रबंध संस्थान / Indian Institute of Management  
 अहमदाबाद - 380015 / Ahmedabad-380015

For Indian Institute of Management Ahmedabad

  
**R. Rangaraj**  
 Associate Director, Ratings  
 Brickwork Ratings India Pvt. Ltd.  
 Bengaluru

For Brickwork Ratings Bengaluru



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

### 5.7.1 Fixed Yearly Cash Component

Functions	Min	Max	Median	Mean	Data
Consulting	\$52,873	\$66,494	\$52,873	\$56,765	7
Finance	\$83,267	\$98,026	\$90,646	\$90,646	2
General Management	\$49,000	\$66,000	\$57,500	\$57,500	2
Marketing/ Sales	\$34,037	\$34,037	\$34,037	\$34,037	1
Product/ Category Management	\$78,500	\$78,500	\$78,500	\$78,500	1

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

### 5.7.2 One-time Cash Payment

Functions	Min	Max	Median	Mean	Data
Consulting	\$7,388	\$7,388	\$7,388	\$7,388	2
General Management	\$5,000	\$5,000	\$5,000	\$5,000	1
Marketing/ Sales	\$2,836	\$2,836	\$2,836	\$2,836	1
Product/ Category Management	\$10,000	\$10,000	\$10,000	\$10,000	1

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

### 5.7.3 Total Guaranteed Cash Component

Functions	Min	Max	Median	Mean	Data
Consulting	\$52,873	\$73,883	\$52,873	\$58,876	7
Finance	\$83,267	\$98,026	\$90,646	\$90,646	2
General Management	\$49,000	\$71,000	\$60,000	\$60,000	2
Marketing/ Sales	\$36,873	\$36,873	\$36,873	\$36,873	1
Product/ Category Management	\$88,500	\$88,500	\$88,500	\$88,500	1

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

### 5.7.4 Maximum Earning Potential

Functions	Min	Max	Median	Mean	Data
Consulting	\$76,099	\$79,672	\$79,672	\$78,651	7
Finance	\$83,267	\$1,17,631	\$1,00,449	\$1,00,449	2
General Management	\$49,000	\$76,000	\$62,500	\$62,500	2
Marketing/ Sales	\$63,926	\$63,926	\$63,926	\$63,926	1
Product/ Category Management	\$1,00,275	\$1,00,275	\$1,00,275	\$1,00,275	1

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

  
**सोमनाथ भट्टाचार्य/SOMNATH BHATTACHARYA**  
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 भारतीय प्रबंध संस्थान / Indian Institute of Management  
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 Ratings India Pvt. Ltd.  
 Bangalore



## 5.8 Location-wise Classification of Salary - International

### 5.8.1 Fixed Yearly Cash Component

Location	Min	Max	Median	Mean	Data
Abu Dhabi	\$66,000	\$66,000	\$66,000	\$66,000	1
Dubai	\$34,037	\$98,026	\$66,031	\$66,031	2
Hong Kong	\$83,267	\$83,267	\$83,267	\$83,267	1
Kuala Lumpur	\$52,873	\$52,873	\$52,873	\$52,873	5
San Diego	\$78,500	\$78,500	\$78,500	\$78,500	1
Singapore	\$66,494	\$66,494	\$66,494	\$66,494	2
Nigeria	\$49,000	\$49,000	\$49,000	\$49,000	1
India (INR)	11,90,000	50,00,000	19,93,764	20,36,562	375

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
Abu Dhabi	\$5,000	\$5,000	\$5,000	\$5,000	1
Dubai	\$2,836	\$2,836	\$2,836	\$2,836	1
San Diego	\$10,000	\$10,000	\$10,000	\$10,000	1
Singapore	\$7,388	\$7,388	\$7,388	\$7,388	2
India (INR)	50,000	10,00,000	3,00,000	2,91,837	252

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

### 5.8.3 Total Guaranteed Cash Component

Location	Min	Max	Median	Mean	Data
Abu Dhabi	\$71,000	\$71,000	\$71,000	\$71,000	1
Dubai	\$36,873	\$98,026	\$67,450	\$67,450	2
Hong Kong	\$83,267	\$83,267	\$83,267	\$83,267	1
Kuala Lumpur	\$52,873	\$52,873	\$52,873	\$52,873	5
San Diego	\$88,500	\$88,500	\$88,500	\$88,500	1
Singapore	\$73,883	\$73,883	\$73,883	\$73,883	2
TBD (Global)	\$49,000	\$49,000	\$49,000	\$49,000	1
India (INR)	11,90,000	53,00,000	21,34,426	22,32,677	375

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

  
**सोमनाथ भट्टाचार्य/SOMNATH BHATTACHARYA**  
 संबंध प्रबंधक, स्थान कार्यालय / Relationship Manager, Placement Office  
 भारतीय प्रबंध संस्थान / Indian Institute of Management  
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#### 5.8.4 Maximum Earning Potential

Location	Min	Max	Median	Mean	Data
Abu Dhabi	\$76,000	\$76,000	\$76,000	\$76,000	1
Dubai	\$63,926	\$1,17,631	\$90,778	\$90,778	2
Hong Kong	\$83,267	\$83,267	\$83,267	\$83,267	1
Kuala Lumpur	\$79,672	\$79,672	\$79,672	\$79,672	5
San Diego	\$1,00,275	\$1,00,275	\$1,00,275	\$1,00,275	1
Singapore	\$76,099	\$76,099	\$76,099	\$76,099	2
Nigeria	\$49,000	\$49,000	\$49,000	\$49,000	1
India (INR)	15,00,000	70,00,000	24,00,000	26,35,259	375

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
Ahmedabad	16,53,609	16,53,609	16,53,609	16,53,609	1
Bengaluru	15,00,000	40,00,000	18,61,000	19,68,307	70
Chennai	20,00,000	24,00,000	23,50,000	22,62,500	8
Delhi	15,00,000	23,00,000	20,03,500	20,42,250	12
Faridabad	16,00,000	16,00,000	16,00,000	16,00,000	1
Gurugram	13,20,000	26,06,383	22,11,000	20,91,701	58
Hyderabad	13,50,000	26,63,620	18,86,000	19,14,080	18
Jharsuguda	15,00,000	15,00,000	15,00,000	15,00,000	1
Mumbai	13,39,260	50,00,000	21,92,000	22,21,845	105
Noida	18,00,000	35,00,000	18,00,000	21,40,000	5
Pan India	11,90,000	27,50,000	16,50,000	18,46,754	77
Pune	16,20,000	26,63,620	19,55,700	19,81,426	16
TBD	16,00,000	17,00,000	16,00,000	16,33,333	3

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

\* TBD means the location data was not available with us at the time of auditing

##### 5.9.2 One-time Cash Payment

Location	Min	Max	Median	Mean	Data
Ahmedabad	1,50,000	1,50,000	1,50,000	1,50,000	1
Bengaluru	50,000	7,75,000	3,00,000	3,43,182	44
Chennai	50,000	50,000	50,000	50,000	5
Delhi	50,000	8,00,000	50,000	2,08,333	6
Gurugram	50,000	6,00,000	2,53,000	3,34,568	44
Hyderabad	50,000	5,50,000	4,00,000	3,72,727	11
Jharsuguda	2,50,000	2,50,000	2,50,000	2,50,000	1
Mumbai	50,000	10,00,000	2,50,000	2,88,742	66
Noida	2,00,000	2,00,000	2,00,000	2,00,000	4
Pan India	1,00,000	5,00,000	3,00,000	2,90,648	54
Pune	1,00,000	2,00,000	1,20,000	1,24,667	15
TBD	3,00,000	3,00,000	3,00,000	3,00,000	1

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

\* TBD means the location data was not available with us at the time of auditing

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संस्था प्रबंधक, स्थान संबंधित/Relationship Manager, Placement Office  
भारतीय प्रबंध संस्थान/Indian Institute of Management  
अहमदाबाद - 380015 / Ahmedabad-380015

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### 5.9.3 Total Guaranteed Cash Component

Location	Min	Max	Median	Mean	Data
Ahmedabad	18,03,609	18,03,609	18,03,609	18,03,609	1
Bengaluru	15,30,000	40,00,000	20,00,000	21,84,021	70
Chennai	20,00,000	24,50,000	24,00,000	22,93,750	8
Delhi	17,50,000	28,07,000	20,50,000	21,46,417	12
Faridabad	16,00,000	16,00,000	16,00,000	16,00,000	1
Gurugram	13,50,000	29,25,000	25,00,000	23,45,511	58
Hyderabad	16,50,000	30,00,000	19,93,764	21,41,858	18
Jharsuguda	17,50,000	17,50,000	17,50,000	17,50,000	1
Mumbai	13,50,000	53,00,000	23,50,000	24,03,340	105
Noida	20,00,000	35,00,000	20,00,000	23,00,000	5
Pan India	11,90,000	32,00,000	19,00,000	20,50,585	77
Pune	17,70,000	28,63,620	20,31,400	20,98,301	16
TBD	16,00,000	20,00,000	16,00,000	17,33,333	3

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

\* TBD means the location data was not available with us at the time of auditing

### 5.9.4 Maximum Earning Potential

Location	Min	Max	Median	Mean	Data
Ahmedabad	22,58,609	22,58,609	22,58,609	22,58,609	1
Bengaluru	16,00,000	60,00,000	22,60,000	26,71,143	70
Chennai	22,00,000	30,40,000	29,00,000	27,30,000	8
Delhi	20,00,000	30,40,000	23,98,500	25,05,333	12
Faridabad	17,02,000	17,02,000	17,02,000	17,02,000	1
Gurugram	17,50,000	34,16,750	28,00,000	26,94,341	58
Hyderabad	17,85,000	36,60,000	23,45,200	24,90,711	18
Jharsuguda	24,67,000	24,67,000	24,67,000	24,67,000	1
Mumbai	15,00,000	70,00,000	26,00,000	27,22,398	105
Noida	20,00,000	35,00,000	20,00,000	23,00,000	5
Pan India	16,78,000	35,00,000	23,00,000	23,44,629	77
Pune	19,50,000	28,63,620	24,15,700	24,17,989	16
TBD	18,40,000	20,00,000	18,40,000	18,93,333	3

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

\* TBD means the location data was not available with us at the time of auditing

  
**सोमनाथ भट्टाचार्य/SOMNATH BHATTACHARYA**  
 संबंध प्रबंधक, स्थान कार्यालय /Relationship Manager, Placement Office  
 भारतीय प्रबंध संस्थान /Indian Institute of Management  
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## 6. Other Details

Sr. No.	Parameter	Number
1	Total Pre-Placement offers awarded	157
	1a. Through internships	157
	1b. Others	-
2	Total Pre-Placement offers accepted	131
	2a. Through internships	131
	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 Revision 2.2\*.

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

\* <https://web.iima.ac.in/iprs/gallery/IPRSRevision2.2.pdf>

  
**सोमनाथ भट्टाचार्य/SOMNATH BHATTACHARYA**  
 संबंध प्रबंधक, स्थानन कार्यालय/Relationship Manager, Placement Office  
 भारतीय प्रबंध संस्थान/Indian Institute of Management  
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