

Indian Institute of Management Ahmedabad



PGP Placement Report



Finals 2021



07-December -2021

Ref: BWA/IIMA/MUM/RB/0003/2021-22

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

Dear Sir,

Re: **Audit of Placement Report for 2021 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 2021 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. Brickworks Analytics (BWA) 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

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Potential'.

- b. The data points mentioned under different salary heads are representative of aggregate salary components offered to the candidates.
 - c. Stock Options have been mentioned for thirty-nine students with details on how much vests in the first year. Hence, the corresponding amount has been considered for the calculation of 'Maximum Earning Potential'.
 - d. For one candidate, data of salary figure was not available, but the sector and function of the job offered was verified by us.
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,



Ritaban Basu

Head – Risk & Analytics

Brickworks Analytics

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Contents

Contents.....	i
List of Tables	iii
Overview	1
1. Classification of Students	4
1.1 Classification of the Entire Placement Pool	4
1.2 Classification of the Entire Graduating Pool	5
2. Sector-wise Classification.....	5
3. Function-wise Classification.....	6
4. Location-wise Classification	6
4.1 Classification of International Locations	6
4.2 Classification of Domestic Locations	6
5. Salary Data	7
5.1 Salary Heads – Domestic (INR).....	7
5.2 Salary Heads – International (USD).....	7
5.3 Salary Statistics at Purchasing Power Parity (PPP).....	8
5.4 Sector-wise Classification of Salary – Domestic (INR).....	9
5.4.1 Fixed Yearly Cash Component.....	9
5.4.2 One-time Cash Payment.....	9
5.4.3 Total Guaranteed Cash Component.....	10
5.4.4 Maximum Earning Potential.....	10
5.5 Function-wise Classification of Salary – Domestic (INR).....	11
5.5.1 Fixed Yearly Cash Component.....	11
5.5.2 One-time Cash Payment.....	11
5.5.3 Total Guaranteed Cash Component.....	12
5.5.4 Maximum Earning Potential.....	12
5.6 Sector-wise Classification of Salary – International (USD).....	13
5.6.1 Fixed Yearly Cash Component.....	13
5.6.2 One-time Cash Payment.....	13
5.6.3 Total Guaranteed Cash Component.....	13
5.6.4 Maximum Earning Potential.....	13
5.7 Function-wise Classification of Salary – International (USD).....	14
5.7.1 Fixed Yearly Cash Component.....	14



5.7.2 One-time Cash Payment.....	14
5.7.3 Total Guaranteed Cash Component.....	14
5.7.4 Maximum Earning Potential.....	14
5.8 Location-wise Classification of Salary – International (USD)	15
5.8.1 Fixed Yearly Cash Component.....	15
5.8.2 One-time Cash Payment.....	15
5.8.3 Total Guaranteed Cash Component.....	15
5.8.4 Maximum Earning Potential.....	16
5.9 Location-wise Classification of Salary – Domestic (INR)	16
5.9.1 Fixed Yearly Cash Component.....	16
5.9.2 One-time Cash Payment.....	17
5.9.3 Total Guaranteed Cash Component.....	17
5.9.4 Maximum Earning Potential.....	18
6. Other Details	18
7. Compliance Statement.....	19

List of Tables

Table 1.1: Classification of the entire placement pool	4
Table 1.2: Classification of the entire graduating pool	5
Table 2.1: Classification of offers based on sector	5
Table 3.1: Classification of offers based on function	6
Table 4.1: Classification of offers based on international locations	6
Table 4.2: Classification of offers based on domestic locations	7
Table 5.1: Classification of salary heads – Domestic	7
Table 5.2: Classification of salary heads – International	7
Table 5.3: Salary Statistics at PPP adjusted exchange rates	8
Table 5.4.1: Sector-wise Classification of Fixed Yearly Cash Component – Domestic.....	9
Table 5.4.2: Sector-wise Classification of One-time Cash Payment – Domestic	9
Table 5.4.3: Sector-wise Classification of Total Guaranteed Cash Component– Domestic	10
Table 5.4.4: Sector-wise Classification of Maximum Earning Potential – Domestic	10
Table 5.5.1: Function-wise Classification of Fixed Yearly Cash Component – Domestic.....	11
Table 5.5.2: Function-wise Classification of One-time Cash Payment – Domestic.....	11
Table 5.5.3: Function-wise Classification of Total Guaranteed Cash Component – Domestic.....	12
Table 5.5.4: Function-wise Classification of Maximum Earning Potential – Domestic.....	12
Table 5.6.1: Sector-wise Classification of Fixed Yearly Cash Component – International.....	13
Table 5.6.2: Sector-wise Classification of One-time Cash Payment – International	13
Table 5.6.3: Sector-wise Classification of Total Guaranteed Cash Component – International.....	13
Table 5.6.4: Sector-wise Classification of Maximum Earning Potential – International.....	13
Table 5.7.1: Function-wise Classification of Fixed Yearly Cash Component – International.....	14
Table 5.7.2: Function-wise Classification of One-time Cash Payment – International.....	14
Table 5.7.3: Function-wise Classification of Total Guaranteed Cash Component – International.....	14
Table 5.7.4: Function-wise Classification of Maximum Earning Potential – International.....	14
Table 5.8.1: Location-wise Classification of Fixed Yearly Cash Component – International	15
Table 5.8.2: Location-wise Classification of One-time Cash Payment - International.....	15
Table 5.8.3: Location-wise Classification of Total Guaranteed Cash Component - International.....	15
Table 5.8.4: Location-wise Classification of Maximum Earning Potential - International.....	16
Table 5.9.1: Location-wise Classification of Fixed Yearly Cash Component – Domestic.....	16
Table 5.9.2: Location-wise Classification of One-time Cash Payment – Domestic.....	17



Table 5.9.3: Location-wise Classification of Total Guaranteed Cash Component – Domestic.....	17
Table 5.9.4: Location-wise Classification of Maximum Earning Potential – Domestic.....	18
Table 6.1: Details regarding pre-placement offers (PPO)	18
Table 7.1: List of deviations from standards with reasons.....	19



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 8th March 2021. 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 86 dream applications during 2021 placement season. The successful completion of the recruitment cycle for the batch of 374 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

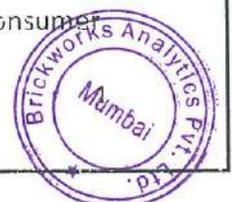
The placement process was conducted in two stages. The first was the laterals process where firms interviewed students with prior work experience and offered them mid-level managerial positions. The second stage was the final placement process where firms were grouped into cohorts based on the profile 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 27 firms from diverse sectors such as Technology, Pharmaceuticals, Consulting, General Financial Services and Online Services. Firms which participated in the laterals process included Amazon, BrowserStack, Capgemini, Deloitte, Microsoft, Oracle, Paytm, Sprinklr, Merilytics, Unacademy, Infoedge, Searce, FinIQ, Tata Administrative Services, Arpwood Partners and Kepler Cannon 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 & Consulting, Boston Consulting Group, Kearney, Bain & Company, KPMG, McKinsey & Co., Monitor Deloitte, Oliver Wyman and Strategy& Middle East among others. Prominent recruiters in the Investment Banking and Markets space included Citibank, Credit Suisse, Goldman Sachs, HSBC and JP Morgan. Consumer goods, consumer services and consumer



electronics cohorts saw participation by regular recruiters like Asian Paints, Cavinkare Pvt. Ltd., Dabur, ITC Ltd., Nestle, Kimberly Clark, Procter and Gamble, Samsung Electronics, Tata Sky and Wipro Consumer Care among others. The General Management cohort saw participation from CK Birla Group, Reliance Industries Limited, Bharti Enterprises and Tata Administrative Services among others. Retail B2B & B2C cohort consisted of firms like Titan Company Ltd and eShakti. The Banking, Financial Services & Insurance recruiters included firms like Mastercard, Navi Technologies and Kotak Mahindra. Firms which participated in the Laterals process included Amazon, BrowserStack, Merilytics, Capgemini, Flipkart, Microsoft, TAS, Infoedge, Atlassian and Oracle among others. There were 41 new recruiters this year, including Five Holdings, Power Finance, Lifesight, Intueri Consulting, Indxx Capital and Unacademy. Roles were also opened across geographies including Singapore and Middle East.

Top recruiters

131 firms participated with 170 different roles in the placement process in 2021. In the Final placements, firms which made the most offers on campus included McKinsey, Boston Consulting Group and Tata Consultancy Services. Boston Consulting Group made the most offers (including Pre-Placement Offers) at the end of the final placement process with 32 offers, followed by McKinsey & Co. with 30 offers. In the Niche Consulting cohort, GEP extended 11 offers. Among the investment banks, Nomura was the largest recruiter, making 7 offers, closely followed by Avendus and Goldman Sachs with 5 offers each. This year, the Private Equity, Venture Capital and Asset Management cohort witnessed a 40% increase in participating firms vis-à-vis last year including Gaja Capital and Brookfield. The consistent increase in firms participating in this cohort year after year (80% increase last year) reinforces the trust that diverse industries have in the quality of our PGP program. In the consumer goods and consumer services domain, Hindustan Unilever and Samsung extended the most offers – 5 each. With 6 offers, CK Birla was the largest recruiter in the General Management cohort. In the IT Consulting cohort, Tata Consultancy Services was the largest recruiter with 14 offers. In the Laterals process, Paytm made the highest number of offers – 14. Amazon (9 offers), FinIQ (6 offers) and Microsoft (5 offers) were the other top recruiters in the Laterals process.

Entrepreneurship

IIM Ahmedabad has always encouraged students to take up entrepreneurship as a career by opting for IIM AVericks Fellowship. The IIM AVericks Fellowship includes mentorship from CIIE.CO and financial support for a period of 2 years. At anytime during the Fellowship, the student can return and sit for placements through the Institute's placement process. This year, 2 students opted out of the placement process to work on their own venture, under the IIM AVericks Fellowship.

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	374
1a. Students in PGP Programme Graduating in 2021	372
1b. PGP and Dual Degree students graduating in 2022*	1
1c. Students returning from Placement Holiday	0
1d. Students from University abroad**	1
1e. Previous year students graduating in 2021	0
2. Did not seek Placement through the Institute	14
2a. Company sponsored or already employed	0
2b. Continuing education	1
2c. Postponing job search	0
2d. Entrepreneurship	2
2e. Returning to/joining family business	0
2f. Sought placement outside the campus placement process	11
2g. Did not seek placement for other reasons	0
Total students eligible for placements	388
Total offers accepted***	374
Students for whom data is unavailable	0
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 2022, a year after the students of the PGP programme. However, they are eligible to participate in the placement process in the current year (2021). Hence, dual degree students graduating in 2022 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.

*** Salary details for one student is unavailable.



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1.2 Classification of the Entire Graduating Pool

Categories	Number
1. Total students graduating in 2021	405
1a. Students in PGP programme graduating in 2021	386
1b. Students of previous years (dual degree and others) graduating in 2021	9
1c. Dual degree students from abroad graduating in 2021	10
2. Students graduating in 2022 and eligible for placements in 2021	1
3. Total students eligible for placements	388
3a. PGP Programme students graduating in 2021	386
3b. PGP students graduating in 2022 eligible for placements in 2021	1
3c. Students from universities abroad	1
3d. Students returning from Placement holiday	0
3e. Previous year students graduating in 2021	0
Total who sought placement through the institute	374
Total who did not seek placement through the institute	14

Table 1.2: Classification of the entire graduating pool

2. Sector-wise Classification

Sector	Number of Offers		
	Domestic	International	Total
Banking, Financial Services and Insurance (BFSI)	60	5	65
Conglomerates	16	0	16
Consulting	159	2	161
Consumer goods (FMCG)	31	0	31
Consumer Services	12	0	12
Engineering/Technology	14	0	14
Information Technology (IT)	34	0	34
Manufacturing	4	0	4
Online Services	17	0	17
Pharmaceutical/Healthcare	4	0	4
Telecom	1	0	1
Others (Education Technology)	1	0	1
Others (Electronic Trading)	7	0	7
Others (Hospitality)	0	2	2
Others (Private Entity)	2	0	2
Others (PSU)	2	0	2
Others (Retail B2B/B2C)	1	0	1
Total	365	9	374

Table 2.1: Classification of offers based on sector

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3. Function-wise Classification

Function	Number of Offers		
	Domestic	International	Total
Business Development	11	0	11
Consulting	173	2	175
Finance	54	7	61
General Management	20	0	20
Marketing/Sales	35	0	35
Operations	5	0	5
Product/Category Management	54	0	54
Strategy	2	0	2
Supply Chain Management	1	0	1
Systems/IT	7	0	7
Others (Growth)	1	0	1
Others (MLDP)	1	0	1
Others (Private Equity)	1	0	1
Total	365	9	374

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
Amsterdam	1
Dubai	2
Hong Kong	4
UAE	2
Total	9

Table 4.1: Classification of offers based on international locations

4.2 Classification of Domestic Locations

Domestic Location	Number of offers accepted
Ahmedabad	1
Bangalore	64
Bangalore/Gurgaon	4
Bangalore/Pune	2
Barmer	1
Chennai	7



For Indian Institute of Management Ahmedabad

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Chennai/Noida	2
Delhi	3
Delhi/Mumbai	3
Goa	2
Gurgaon	45
Gurgaon/Mumbai	9
Hyderabad	22
Kolkata	1
Mumbai	99
Mumbai/Virtual	1
New Delhi	13
Noida	16
Pan India	50
Pune	8
TBD*	4
Udaipur	1
Virtual	7
Total	365

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	9,00,000	42,00,000	22,25,800	22,13,372	364
One time Cash Payment	50,000	13,00,000	2,50,000	2,90,985	266
Total Guaranteed Cash Component	9,00,000	45,00,000	24,50,000	24,26,015	364
Maximum Earning Potential	11,00,000	55,00,000	27,60,000	27,54,721	364

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	\$29,427	\$1,04,833	\$87,057	\$76,517	9
One time Cash Payment	\$5,804	\$5,804	\$5,804	\$5,804	1
Total Guaranteed Cash Component	\$29,427	\$1,04,833	\$90,040	\$77,162	9
Maximum Earning Potential	\$29,972	\$1,54,355	\$1,04,833	\$98,962	9

Table 5.2: Classification of salary heads – International

* For International salaries, all conversions to USD are made as per closing rates on 25th October 2021. Data is sourced from the Exchange Rates official website.

(Links: <https://www.exchangerates.org.uk/USD-HKD-exchange-rate-history.html>,

<https://www.exchangerates.org.uk/USD-EUR-exchange-rate-history.html>,

<https://www.exchangerates.org.uk/USD-AED-exchange-rate-history.html>)



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For Brickworks Analytics Mumbai

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)	40,928	2,04,638	1,11,414	1,10,324	364
Non-INR salary (Total guaranteed cash component)	52,326	1,34,353	1,13,314	96,718	9
Combined INR and non-INR salary (Total guaranteed cash component)	40,928	2,04,638	1,11,414	1,09,995	373
INR salary (Maximum Earning Potential)	50,023	2,50,114	1,25,512	1,25,272	364
Non-INR salary (Maximum Earning Potential)	53,295	1,97,820	1,34,353	1,23,702	9
Combined INR and non-INR salary (Maximum Earning Potential)	50,023	2,50,114	1,25,512	1,25,234	373

Table 5.3: Salary Statistics at PPP adjusted exchange rates

* As per the PPP conversion rate for 2020 for all the available currencies from the World Development Indicators (WDI) database of the World Bank, OECD and Nasdaq's official website. Data is sourced from [https://data.worldbank.org/indicator/PA.NUS.PPP?end=2020&most recent year desc=false&start=2020&view=bar](https://data.worldbank.org/indicator/PA.NUS.PPP?end=2020&most%20recent%20year%20desc=false&start=2020&view=bar), <https://data.oecd.org/conversion/purchasing-power-parities-ppp.htm>, https://data.nasdaq.com/data/ODA/ARE_PPPEX-united-arab-emirates-implied-ppp-conversion-rate-lcu-per-usd



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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)	12,16,412	42,00,000	22,50,000	24,16,194	59
Conglomerates	16,00,000	23,75,000	20,82,000	19,61,813	16
Consulting	16,00,000	40,00,000	23,73,800	23,83,330	159
Consumer goods (FMCG)	13,61,962	23,13,556	20,30,300	19,54,107	31
Consumer Services	16,50,000	30,00,000	18,18,182	19,18,826	12
Engineering/Technology	9,00,000	22,00,000	19,25,000	17,39,901	14
Information Technology (IT)	13,58,914	25,00,000	20,47,000	19,85,198	34
Manufacturing	18,00,000	18,00,000	18,00,000	18,00,000	4
Online Services	18,00,000	22,00,000	19,50,000	20,02,941	17
Others (Education Technology)	24,00,000	24,00,000	24,00,000	24,00,000	1
Others (Electronic Trading)	20,37,160	27,28,840	22,25,800	22,70,714	7
Others (Private Entity)	18,00,000	18,00,000	18,00,000	18,00,000	2
Others (PSU)	20,00,000	20,00,000	20,00,000	20,00,000	2
Others (Retail B2B/B2C)	13,20,000	13,20,000	13,20,000	13,20,000	1
Pharmaceutical/Healthcare	14,00,000	18,00,000	15,75,000	15,87,500	4
Telecom	25,00,000	25,00,000	25,00,000	25,00,000	1

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
Banking, Financial Services and Insurance (BFSI)	1,75,000	4,60,000	2,20,000	2,40,000	34
Conglomerates	1,00,000	3,00,000	1,00,000	1,41,667	12
Consulting	50,000	6,50,000	2,00,000	2,79,773	110
Consumer goods (FMCG)	1,00,000	6,00,000	3,00,000	3,49,172	29
Consumer Services	1,50,000	3,00,000	2,00,000	2,22,727	11
Engineering/Technology	75,000	5,00,000	5,00,000	3,45,455	11
Information Technology (IT)	50,000	5,71,321	2,00,000	3,03,600	30
Manufacturing	2,50,000	2,50,000	2,50,000	2,50,000	4
Online Services	2,00,000	13,00,000	5,00,000	5,26,667	15
Others (Electronic Trading)	1,00,000	5,70,000	1,00,000	2,19,000	7
Pharmaceutical/Healthcare	2,50,000	3,00,000	3,00,000	2,83,333	3

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

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For Indian Institute of Management Ahmedabad



For Brickworks Analytics Mumbai

5.4.3 Total Guaranteed Cash Component

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	12,16,412	42,00,000	24,50,000	25,54,499	59
Conglomerates	17,70,000	24,75,000	21,82,000	20,68,063	16
Consulting	18,70,000	45,00,000	25,23,800	25,76,883	159
Consumer goods (FMCG)	14,61,962	27,38,556	23,00,000	22,80,752	31
Consumer Services	18,00,000	30,00,000	21,18,182	21,22,993	12
Engineering/Technology	9,00,000	25,00,000	21,37,500	20,11,330	14
Information Technology (IT)	15,00,000	28,50,415	22,47,000	22,53,080	34
Manufacturing	20,50,000	20,50,000	20,50,000	20,50,000	4
Online Services	22,00,000	35,00,000	24,50,000	24,67,647	17
Others (Education Technology)	24,00,000	24,00,000	24,00,000	24,00,000	1
Others (Electronic Trading)	23,25,800	32,98,840	23,25,800	24,89,714	7
Others (Private Entity)	18,00,000	18,00,000	18,00,000	18,00,000	2
Others (PSU)	20,00,000	20,00,000	20,00,000	20,00,000	2
Others (Retail B2B/B2C)	13,20,000	13,20,000	13,20,000	13,20,000	1
Pharmaceutical/Healthcare	14,00,000	20,50,000	18,75,000	18,00,000	4
Telecom	25,00,000	25,00,000	25,00,000	25,00,000	1

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
Banking, Financial Services and Insurance (BFSI)	16,00,016	55,00,000	25,50,000	28,07,054	59
Conglomerates	19,50,000	29,00,000	25,49,000	23,93,938	16
Consulting	19,00,000	51,00,000	29,00,000	29,07,015	159
Consumer goods (FMCG)	15,81,962	31,98,556	27,00,000	26,11,809	31
Consumer Services	20,00,000	30,00,000	23,25,000	23,83,333	12
Engineering/Technology	11,00,000	35,41,506	28,77,863	25,16,362	14
Information Technology (IT)	18,50,000	33,21,951	25,00,000	25,58,325	34
Manufacturing	25,50,000	25,50,000	25,50,000	25,50,000	4
Online Services	24,80,000	40,00,000	28,75,000	29,13,235	17
Others (Education Technology)	24,00,000	24,00,000	24,00,000	24,00,000	1
Others (Electronic Trading)	27,75,800	41,98,840	27,75,800	30,25,429	7
Others (Private Entity)	21,25,818	21,25,818	21,25,818	21,25,818	2
Others (PSU)	25,38,400	25,38,400	25,38,400	25,38,400	2
Others (Retail B2B/B2C)	15,50,000	15,50,000	15,50,000	15,50,000	1
Pharmaceutical/Healthcare	15,00,000	24,96,400	20,64,000	20,31,100	4
Telecom	25,00,000	25,00,000	25,00,000	25,00,000	1

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



For Indian Institute of Management Ahmedabad

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Indian Institute of Management Ahmedabad



For Brickworks Analytics Mumbai

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

5.5.1 Fixed Yearly Cash Component

Functions	Min	Max	Median	Mean	Data
Business Development	14,00,000	19,50,000	18,00,000	17,09,091	11
Consulting	16,00,000	40,00,000	23,73,800	23,60,101	173
Finance	12,16,412	42,00,000	22,50,000	24,56,240	53
General Management	15,30,000	23,75,000	18,70,000	18,90,450	20
Marketing/Sales	9,00,000	23,13,556	19,50,000	18,52,748	35
Operations	12,00,000	22,50,000	19,50,000	18,60,000	5
Others (Growth)	25,00,000	25,00,000	25,00,000	25,00,000	1
Others (MLDP)	19,50,000	19,50,000	19,50,000	19,50,000	1
Others (Private Equity)	40,00,000	40,00,000	40,00,000	40,00,000	1
Product/Category Management	15,69,150	30,00,000	19,80,000	20,24,503	54
Strategy	16,20,000	22,50,000	19,35,000	19,35,000	2
Supply Chain Management	20,00,000	20,00,000	20,00,000	20,00,000	1
Systems/IT	15,00,000	22,00,000	18,18,182	18,27,273	7

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	1,50,000	5,00,000	2,50,000	2,90,000	10
Consulting	50,000	6,50,000	2,00,000	2,69,882	127
Finance	1,00,000	5,70,000	2,00,000	2,53,444	27
General Management	1,00,000	5,00,000	1,00,000	2,21,429	14
Marketing/Sales	1,00,000	6,00,000	3,00,000	3,17,533	30
Operations	2,00,000	5,00,000	5,00,000	4,25,000	4
Others (MLDP)	5,00,000	5,00,000	5,00,000	5,00,000	1
Product/Category Management	50,000	5,71,321	4,34,289	3,45,636	44
Strategy	1,50,000	2,00,000	1,75,000	1,75,000	2
Supply Chain Management	2,00,000	2,00,000	2,00,000	2,00,000	1
Systems/IT	3,00,000	13,00,000	3,00,000	4,66,667	6

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


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5.5.3 Total Guaranteed Cash Component

Functions	Min	Max	Median	Mean	Data
Business Development	14,00,000	24,50,000	20,50,000	19,72,727	11
Consulting	18,80,000	45,00,000	25,23,800	25,58,222	173
Finance	12,16,412	42,00,000	25,00,000	25,85,354	53
General Management	17,85,000	24,75,000	20,30,000	20,45,450	20
Marketing/Sales	9,00,000	27,38,556	22,00,000	21,24,920	35
Operations	12,00,000	24,50,000	24,50,000	22,00,000	5
Others (Growth)	25,00,000	25,00,000	25,00,000	25,00,000	1
Others (MLDP)	24,50,000	24,50,000	24,50,000	24,50,000	1
Others (Private Equity)	40,00,000	40,00,000	40,00,000	40,00,000	1
Product/Category Management	18,00,000	30,00,000	22,92,281	23,06,132	54
Strategy	17,70,000	24,50,000	21,10,000	21,10,000	2
Supply Chain Management	22,00,000	22,00,000	22,00,000	22,00,000	1
Systems/IT	15,00,000	35,00,000	21,18,182	22,27,273	7

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	15,00,000	28,75,000	24,80,000	23,53,000	11
Consulting	19,00,000	51,00,000	29,00,000	28,78,470	173
Finance	16,00,016	42,00,000	27,75,800	28,43,326	53
General Management	20,00,000	29,00,000	25,40,000	24,06,150	20
Marketing/Sales	11,00,000	31,98,556	25,50,000	24,46,522	35
Operations	13,00,000	28,75,000	28,75,000	25,40,000	5
Others (Growth)	27,50,000	27,50,000	27,50,000	27,50,000	1
Others (MLDP)	28,75,000	28,75,000	28,75,000	28,75,000	1
Others (Private Equity)	55,00,000	55,00,000	55,00,000	55,00,000	1
Product/Category Management	20,00,000	35,41,506	26,48,605	27,03,939	54
Strategy	19,50,000	27,75,000	23,62,500	23,62,500	2
Supply Chain Management	25,00,000	25,00,000	25,00,000	25,00,000	1
Systems/IT	18,50,000	40,00,000	23,00,000	24,78,571	7

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)	\$87,057	\$1,04,833	\$90,040	\$95,361	5
Consulting	\$76,500	\$76,500	\$76,500	\$76,500	2
Others (Hospitality)	\$29,427	\$29,427	\$29,427	\$29,427	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
Banking, Financial Services and Insurance (BFSI)	\$5,804	\$5,804	\$5,804	\$5,804	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)	\$90,040	\$1,04,833	\$92,861	\$96,521	5
Consulting	\$76,500	\$76,500	\$76,500	\$76,500	2
Others (Hospitality)	\$29,427	\$29,427	\$29,427	\$29,427	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)	\$1,04,833	\$1,54,355	\$1,36,390	\$1,30,953	5
Consulting	\$87,975	\$87,975	\$87,975	\$87,975	2
Others (Hospitality)	\$29,972	\$29,972	\$29,972	\$29,972	2

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



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

5.7.1 Fixed Yearly Cash Component

Functions	Min	Max	Median	Mean	Data
Consulting	\$76,500	\$76,500	\$76,500	\$76,500	2
Finance	\$29,427	\$1,04,833	\$90,040	\$76,522	7

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
Finance	\$5,804	\$5,804	\$5,804	\$5,804	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	\$76,500	\$76,500	\$76,500	\$76,500	2
Finance	\$29,427	\$1,04,833	\$90,040	\$77,352	7

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	\$87,975	\$87,975	\$87,975	\$87,975	2
Finance	\$29,972	\$1,54,355	\$1,04,833	\$1,02,101	7

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



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5.8 Location-wise Classification of Salary – International (USD)

5.8.1 Fixed Yearly Cash Component

Location	Min	Max	Median	Mean	Data
Amsterdam	\$87,057	\$87,057	\$87,057	\$87,057	1
Dubai	\$76,500	\$76,500	\$76,500	\$76,500	2
Hong Kong	\$90,040	\$1,04,833	\$97,436	\$97,436	4
UAE	\$29,427	\$29,427	\$29,427	\$29,427	2

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
Amsterdam	\$5,804	\$5,804	\$5,804	\$5,804	1

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
Amsterdam	\$92,861	\$92,861	\$92,861	\$92,861	1
Dubai	\$76,500	\$76,500	\$76,500	\$76,500	2
Hong Kong	\$90,040	\$1,04,833	\$97,436	\$97,436	4
UAE	\$29,427	\$29,427	\$29,427	\$29,427	2

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



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5.8.4 Maximum Earning Potential

Location	Min	Max	Median	Mean	Data
Amsterdam	\$1,36,390	\$1,36,390	\$1,36,390	\$1,36,390	1
Dubai	\$87,975	\$87,975	\$87,975	\$87,975	2
Hong Kong	\$1,04,833	\$1,54,355	\$1,29,594	\$1,29,594	4
UAE	\$29,972	\$29,972	\$29,972	\$29,972	2

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

5.9 Location-wise Classification of Salary – Domestic (INR)

5.9.1 Fixed Yearly Cash Component

Location	Min	Max	Median	Mean	Data
Ahmedabad	25,00,000	25,00,000	25,00,000	25,00,000	1
Bangalore	12,00,000	27,60,000	22,77,330	21,64,260	64
Bangalore/Gurgaon	18,07,963	18,07,963	18,07,963	18,07,963	4
Bangalore/Pune	16,20,000	16,20,000	16,20,000	16,20,000	2
Barmer	18,00,000	18,00,000	18,00,000	18,00,000	1
Chennai	9,00,000	24,00,000	22,00,000	19,21,429	7
Chennai/Noida	22,00,000	22,00,000	22,00,000	22,00,000	2
Delhi	21,50,000	23,50,000	21,50,000	22,16,667	3
Delhi/Mumbai	26,00,000	32,00,000	26,00,000	28,00,000	3
Goa	18,00,000	23,00,000	20,50,000	20,50,000	2
Gurgaon	15,00,016	30,00,000	23,00,000	22,07,782	45
Gurgaon/Mumbai	25,00,000	26,06,383	26,06,383	25,82,742	9
Hyderabad	15,00,000	22,67,000	18,70,000	18,55,146	22
Kolkata	18,80,000	18,80,000	18,80,000	18,80,000	1
Mumbai	14,00,000	42,00,000	23,73,800	24,51,197	98
Mumbai/Virtual	12,16,412	12,16,412	12,16,412	12,16,412	1
New Delhi	18,00,000	27,60,000	27,60,000	25,88,462	13
Noida	16,50,000	22,50,000	19,80,000	19,82,813	16
Pan India	13,61,962	35,56,000	20,47,000	20,25,943	50
Pune	20,37,160	27,28,840	22,25,800	22,49,375	8
TBD*	13,20,000	21,00,000	21,00,000	19,05,000	4
Udaipur	18,00,000	18,00,000	18,00,000	18,00,000	1
Virtual	20,82,000	20,82,000	20,82,000	20,82,000	7

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



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5.9.2 One-time Cash Payment

Location	Min	Max	Median	Mean	Data
Bangalore	50,000	6,50,000	3,00,000	3,30,843	51
Bangalore/Gurgaon	4,00,000	4,00,000	4,00,000	4,00,000	4
Bangalore/Pune	1,50,000	1,50,000	1,50,000	1,50,000	2
Barmer	2,50,000	2,50,000	2,50,000	2,50,000	1
Chennai	50,000	13,00,000	50,000	3,90,000	5
Delhi	2,00,000	4,00,000	4,00,000	3,33,333	3
Goa	50,000	2,50,000	1,50,000	1,50,000	2
Gurgaon	50,000	6,00,000	1,75,000	2,88,421	38
Hyderabad	3,00,000	5,71,321	5,00,000	4,79,722	18
Mumbai	50,000	6,50,000	2,00,000	2,54,452	62
New Delhi	3,00,000	3,00,000	3,00,000	3,00,000	1
Noida	1,50,000	5,00,000	2,20,000	2,59,375	16
Pan India	1,00,000	5,00,000	3,00,000	2,71,667	45
Pune	1,00,000	5,70,000	1,00,000	2,19,000	7
TBD*	2,00,000	2,00,000	2,00,000	2,00,000	3
Udaipur	2,50,000	2,50,000	2,50,000	2,50,000	1
Virtual	1,00,000	1,00,000	1,00,000	1,00,000	7

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

5.9.3 Total Guaranteed Cash Component

Location	Min	Max	Median	Mean	Data
Ahmedabad	25,00,000	25,00,000	25,00,000	25,00,000	1
Bangalore	12,00,000	28,77,330	24,50,000	24,27,901	64
Bangalore/Gurgaon	22,07,963	22,07,963	22,07,963	22,07,963	4
Bangalore/Pune	17,70,000	17,70,000	17,70,000	17,70,000	2
Barmer	20,50,000	20,50,000	20,50,000	20,50,000	1
Chennai	9,00,000	35,00,000	24,50,000	22,00,000	7
Chennai/Noida	22,00,000	22,00,000	22,00,000	22,00,000	2
Delhi	25,50,000	25,50,000	25,50,000	25,50,000	3
Delhi/Mumbai	26,00,000	32,00,000	26,00,000	28,00,000	3
Goa	20,50,000	23,50,000	22,00,000	22,00,000	2
Gurgaon	15,00,016	30,00,000	25,00,000	24,51,337	45
Gurgaon/Mumbai	25,00,000	26,06,383	26,06,383	25,82,742	9
Hyderabad	15,00,000	27,56,169	23,84,561	22,47,646	22
Kolkata	18,80,000	18,80,000	18,80,000	18,80,000	1
Mumbai	14,00,000	45,00,000	25,00,000	26,12,176	98
Mumbai/Virtual	12,16,412	12,16,412	12,16,412	12,16,412	1
New Delhi	20,00,000	27,60,000	27,60,000	26,11,538	13
Noida	18,00,000	25,00,000	22,00,000	22,42,188	16
Pan India	14,61,962	35,56,000	22,47,000	22,70,443	50
Pune	21,00,000	32,98,840	23,25,800	24,41,000	8
TBD*	13,20,000	23,00,000	23,00,000	20,55,000	4
Udaipur	20,50,000	20,50,000	20,50,000	20,50,000	1
Virtual	21,82,000	21,82,000	21,82,000	21,82,000	7

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



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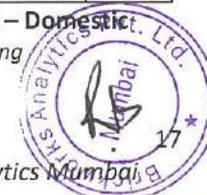
पवन एम. रुइकर | Pawan M. Ruikar

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5.9.4 Maximum Earning Potential

Location	Min	Max	Median	Mean	Data
Ahmedabad	28,00,000	28,00,000	28,00,000	28,00,000	1
Bangalore	16,00,000	35,41,506	28,25,000	28,13,074	64
Bangalore/Gurgaon	24,66,683	24,66,683	24,66,683	24,66,683	4
Bangalore/Pune	19,50,000	19,50,000	19,50,000	19,50,000	2
Barmer	25,50,000	25,50,000	25,50,000	25,50,000	1
Chennai	11,00,000	40,00,000	29,00,000	25,67,857	7
Chennai/Noida	28,00,000	28,00,000	28,00,000	28,00,000	2
Delhi	25,50,000	31,65,000	31,65,000	29,60,000	3
Delhi/Mumbai	29,12,000	38,95,168	29,12,000	32,39,723	3
Goa	23,50,000	25,50,000	24,50,000	24,50,000	2
Gurgaon	16,00,016	33,55,569	29,00,000	28,10,731	45
Gurgaon/Mumbai	30,00,000	30,23,404	30,23,404	30,18,203	9
Hyderabad	18,50,000	32,09,569	27,47,209	26,12,472	22
Kolkata	24,50,000	24,50,000	24,50,000	24,50,000	1
Mumbai	15,00,000	55,00,000	27,60,000	28,65,024	98
Mumbai/Virtual	20,00,000	20,00,000	20,00,000	20,00,000	1
New Delhi	25,00,000	27,60,000	27,60,000	27,06,800	13
Noida	21,30,000	29,50,000	25,30,000	25,83,125	16
Pan India	15,81,962	35,56,000	25,00,000	26,20,163	50
Pune	26,00,000	41,98,840	27,75,800	29,72,250	8
TBD*	15,50,000	23,00,000	23,00,000	21,12,500	4
Udaipur	25,50,000	25,50,000	25,50,000	25,50,000	1
Virtual	25,49,000	25,49,000	25,49,000	25,49,000	7

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

6. Other Details

Sr. No.	Parameter	Number
1	Total Pre-Placement offers awarded	180
	1a. Through internships	175
	1b. Others	5
2	Total Pre-Placement offers accepted	115
	2a. Through internships	113
	2b. Others	2

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



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Indian Institute of Management Ahmedabad

For Indian Institute of Management Ahmedabad



For Brickworks Analytics Mumbai

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
For one candidate, only sector and function of the role offered could be verified	Data for salary figures not available

Table 7.1: List of deviations from standards with reasons

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



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