

Indian Institute of Management Ahmedabad



विद्याविनियोगाद्विकासः

I I IMC

AHMEDABAD

PGPX Placement Report

Finals 2019

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 for Executives (PGPX) Programme

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 for Executives (PGPX) 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 mentioned for five students with details on how much vests in the first year. Hence, the corresponding fixed amount has been considered for calculation of 'Maximum Earning Potential'.
 - c. Performance Bonus for one student has been mentioned as 100% of CTC. Hence, this amount has been considered for calculation of 'Maximum Earning Potential'.
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.

Best Regards,



Rajee R
Senior Director
Brickwork Ratings
Tel: 080-40409940 extn 349
rajee.r@brickworkratings.com



Brickwork Ratings India Pvt. Ltd.

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

Phone: +91 80 4040 9940 • Fax: +91 80 4040 9941 | info@brickworkratings.com • www.BrickworkRatings.com

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Overview

The placement process for the graduating batch of the One Year Post-Graduate Programme in Management for Executives (PGPX) at IIM Ahmedabad was successfully completed in June 2019. The PGPX placements started from November 12, 2018 on a rolling basis and is continued till 3 months after the convocation. The participants of the Thirteenth batch of PGPX come from varied backgrounds with considerable experience ranging from 5 years to 17 years. For a diverse and accomplished participant group such as this, recruiters visit campus to select candidates for their middle and senior management positions. In this year's placement process, continuing with the tradition, students were offered positions such as Group CFO, Vice President, Director- Sales, Associate Vice-President, General Manager, Head of Operations, Young Leadership Programs, Principal Consultant, Senior Manager, Product Manager, Manager-Consulting and Implementation Coach.

Firms that recruited include Accenture, Adani Group, Adidas AG, Amazon, Axiscades, Basix Sub-K, BioUrja, BS Ship Management, CGI, Cocubes Technologies, CoffeeDay, Elasticrun, Ericsson, FinIQ, Flipkart, FourKites, Genpact, Godrej Properties, Govt. of Andhra Pradesh, Hindustan CocaCola Beverages, Honeywell, HSBC, ICICI Bank, ICICI Lombard, Indegene, Infosys, Innoviti Payment Solutions, JobsonSight International, Lodha Group, Lohia Group, Lynks Logistics, Mastercard, McKinsey, Microsoft, Omniactive, OYO Rooms/Weddingz.in, Punjab Bureau Of Investment Promotion, Persistent Systems, Publicis Sapient, Riddhi Siddhi Group, KEC International, Sterlite Power, Sutherland, Travel Designer Group, Uber, Visionet Systems, Xynteo & Zensar. Accenture and Innoviti Payment Solutions have made the largest number of offers. There was one international offer made this year.

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.

IIM Ahmedabad would like to thank all its recruiters for their participation in the year's placement process and their co-operation with the IPRS initiative.

1. Classification of Students

1.1. Classification of Entire Placement Pool

| Categories | Number |
|---|------------|
| 1. Number of students eligible for placements | 137 |
| 1a. Number of students graduating in 2019 | 137 |
| 1b. Number of ITEC* Programme Scholars | 0 |
| 1c. Number of students returning from Placement Holiday | 0 |
| 2. Number of students who did not seek placement through the institute | 20 |
| 2a. Company-sponsored or already employed | 0 |
| 2b. Continuing education | 0 |
| 2c. Postponing job search/seeking placement holiday | 1 |
| 2d. Entrepreneurship (Starting a new business) | 2 |
| 2e. Returning to / joining family business | 0 |
| 2f. Seeking placement outside the campus placement process | 17 |
| 3. Total who sought Placements through the institute | 117 |
| 4. Total offers accepted | 114 |
| 5. Number unplaced, if any | 3 |

Table 1.1: Classification of the entire placement pool

**Indian Technical and Economic Cooperation (ITEC) Programme Scholarship recipients are participants from developing countries who return to their respective nations post successful completion of the programme.*

2. Sector Wise Classification

| Sector | Number of Offers | | |
|-----------------------------|------------------|---------------|------------|
| | Domestic | International | Total |
| BFSI | 15 | 0 | 15 |
| Conglomerate | 3 | 0 | 3 |
| Consulting | 2 | 0 | 2 |
| Consumer goods (FMCG) | 2 | 1 | 3 |
| Engineering / Technology | 11 | 0 | 11 |
| Environment & Energy | 2 | 0 | 2 |
| Information Technology (IT) | 47 | 0 | 47 |
| Logistics | 4 | 0 | 4 |
| Manufacturing | 4 | 0 | 4 |
| Online Services | 9 | 0 | 9 |
| Pharmaceutical / Healthcare | 3 | 0 | 3 |
| Real Estate | 4 | 0 | 4 |
| Telecom | 3 | 0 | 3 |
| Others | 4 | 0 | 4 |
| Total | 113 | 1 | 114 |

Table 2.1: Classification of offers based on sector

**Note: Others includes Government funded bodies & institutes*


 संजय त्रिपाठी / Sanjay Tripathi
 संबंध प्रबंधक (पीजीपीएक्स)
 Relationship Manager (PGPX)
 For Indian Institute of Management Ahmedabad
 स्थानिय कार्यालय / Placement Office
 भारतीय प्रबंध संस्थान
 Indian Institute of Management
 अहमदाबाद / Ahmedabad


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3. Function wise Classification

| Function | Number of Offers | | |
|-------------------------|------------------|---------------|------------|
| | Domestic | International | Total |
| Business Development | 5 | 0 | 5 |
| Consulting | 15 | 0 | 15 |
| Finance | 5 | 0 | 5 |
| General Management | 22 | 0 | 22 |
| Marketing / Sales | 15 | 0 | 15 |
| Operations | 15 | 0 | 15 |
| Research & Advisory | 1 | 0 | 1 |
| Strategy | 5 | 0 | 5 |
| Supply Chain Management | 4 | 0 | 4 |
| System / IT | 22 | 1 | 23 |
| Others* | 4 | 0 | 4 |
| Total | 113 | 1 | 114 |

Table 3.1: Classification of offers based on function

*Note: Others includes EA to CXO & Business Analytics functions

4. Location wise Classification

| Location | No of offers accepted |
|--------------|-----------------------|
| Europe | 1 |
| India | 113 |
| Total | 114 |

Table 4.1: Classification of offers based on location

| India Locations | Number of offers accepted |
|-----------------|---------------------------|
| Ahmedabad | 7 |
| Bengaluru | 35 |
| Chandigarh | 3 |
| Chennai | 4 |
| Hyderabad | 7 |
| Jaipur | 2 |
| Mumbai | 15 |
| NCR | 23 |
| Pune | 12 |
| Rest of India* | 5 |
| Total | 113 |

Table 4.2: Classification of offers based on domestic locations

* Rest of India includes Indore, Kanpur, Kolkata, Mundra & Vijayawada


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 For Indian Institute of Management, Ahmedabad
 स्थानन कार्यालय/Placement Office,
 भारतीय प्रबंध संस्थान
 Indian Institute of Management
 अहमदाबाद/Ahmedabad



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5. Salary Heads

5.1. Salary Head's-Domestic (INR)

| Salary Head | Min | Max | Median | Mean | Data |
|---------------------------------|-----------|-----------|-----------|-----------|------|
| Fixed Yearly Cash Component | 15,42,540 | 40,00,000 | 23,39,172 | 23,91,997 | 113 |
| One-time Cash Payment | 40,000 | 7,00,000 | 2,50,000 | 2,82,893 | 43 |
| Total Guaranteed Cash Component | 15,42,540 | 44,00,000 | 24,00,000 | 24,99,646 | 113 |
| Maximum Earning Potential | 17,00,000 | 60,00,000 | 30,00,000 | 30,35,708 | 113 |

Table 5.1: Classification of salary heads- Domestic

5.2. Salary Heads-International (USD) *

| Salary Head | Min | Max | Median | Mean | Data |
|---------------------------------|---------|---------|---------|---------|------|
| Fixed Yearly Cash Component | 84,271 | 84,271 | 84,271 | 84,271 | 1 |
| One-time Cash Payment | 12,775 | 12,775 | 12,775 | 12,775 | 1 |
| Total Guaranteed Cash Component | 97,026 | 97,026 | 97,026 | 97,026 | 1 |
| Maximum Earning Potential | 109,666 | 109,666 | 109,666 | 109,666 | 1 |

Table 5.2: Classification of salary heads-international (USD)

*For international salaries, all conversions to USD are made as per average of closing rates on 25th June 2019. Data is sourced from the International Monetary Fund (IMF) (Link: https://www.imf.org/external/np/fin/data/rms_mth.aspx?SelectDate=2019-06-25&reportType=REP)

Description of Salary Heads

- 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.
- 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.
- Total guaranteed Cash Component:** This is the sum of fixed yearly cash component and one-time cash payment.
- 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, gratuity and other perks as well.


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 Indian Institute of Management
 अहमदाबाद/Ahmedabad


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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) | 85,223 | 243,094 | 132,597 | 138,102 | 113 |
| Non-INR salary (Total guaranteed cash component) | 106,500 | 106,500 | 106,500 | 106,500 | 1 |
| Combined INR and non-INR salary (Total guaranteed cash component) | 85,223 | 243,094 | 132,597 | 137,825 | 114 |
| INR salary (Maximum Earning Potential) | 93,923 | 331,492 | 165,746 | 167,719 | 113 |
| Non-INR salary (Maximum Earning Potential) | 120,375 | 120,375 | 120,375 | 120,375 | 1 |
| Combined INR and non-INR salary (Maximum Earning Potential) | 93,923 | 331,492 | 165,746 | 167,303 | 114 |

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>

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

5.4.1. Fixed Yearly Cash Component

| Sectors | Min | Max | Median | Mean | Data |
|-----------------------------|-----------|-----------|-----------|-----------|------|
| BFSI sector | 15,42,540 | 26,50,000 | 22,50,965 | 21,34,355 | 15 |
| Conglomerate | 18,72,000 | 25,78,140 | 20,59,200 | 21,69,780 | 3 |
| Consulting | 22,50,000 | 29,92,000 | 26,21,000 | 26,21,000 | 2 |
| Consumer goods (FMCG) | 28,96,233 | 29,36,070 | 29,16,152 | 29,16,152 | 2 |
| Engineering / Technology | 18,19,356 | 23,59,925 | 21,65,928 | 21,35,932 | 11 |
| Environment & Energy | 24,21,420 | 30,00,000 | 27,10,710 | 27,10,710 | 2 |
| Information Technology (IT) | 15,87,648 | 40,00,000 | 22,29,504 | 23,62,799 | 47 |
| Logistics | 22,78,400 | 25,06,400 | 23,89,200 | 23,90,800 | 4 |
| Manufacturing | 19,56,710 | 32,35,242 | 29,20,779 | 27,58,378 | 4 |
| Online Services | 24,00,000 | 35,00,000 | 25,50,000 | 26,43,688 | 9 |
| Pharmaceutical / Healthcare | 33,61,320 | 37,00,000 | 33,61,320 | 34,74,213 | 3 |
| Real Estate | 28,27,980 | 35,00,000 | 30,07,980 | 30,85,985 | 4 |
| Telecom | 19,65,852 | 23,40,300 | 19,65,852 | 20,90,668 | 3 |
| Others* | 18,00,000 | 19,00,000 | 18,00,000 | 18,25,000 | 4 |

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

* Others includes Government funded bodies & institutes


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 Indian Institute of Management
 अहमदाबाद/Ahmedabad


 Bangalore
 For Brickwork Ratings Bengaluru

5.4.2. One-time Cash Payment

| Sectors | Min | Max | Median | Mean | Data |
|-----------------------------|----------|----------|----------|----------|------|
| BFSI sector | 1,50,000 | 2,50,000 | 2,50,000 | 2,16,667 | 3 |
| Conglomerate | 2,00,000 | 2,00,000 | 2,00,000 | 2,00,000 | 1 |
| Consulting | 1,00,000 | 1,00,000 | 1,00,000 | 1,00,000 | 1 |
| Consumer goods (FMCG) | - | - | - | - | - |
| Engineering / Technology | - | - | - | - | - |
| Environment & Energy | - | - | - | - | - |
| Information Technology (IT) | 40,000 | 5,00,000 | 3,00,000 | 2,66,013 | 29 |
| Logistics | - | - | - | - | - |
| Manufacturing | 5,00,000 | 5,00,000 | 5,00,000 | 5,00,000 | 2 |
| Online Services | 2,00,000 | 7,00,000 | 7,00,000 | 5,33,333 | 3 |
| Pharmaceutical / Healthcare | 3,00,000 | 3,00,000 | 3,00,000 | 3,00,000 | 1 |
| Real Estate | - | - | - | - | - |
| Telecom | 2,00,000 | 2,00,000 | 2,00,000 | 2,00,000 | 3 |
| Others* | - | - | - | - | - |

Table 5.4.2.: Sector wise Classification of One Time Cash Payment- Domestic

* Others includes Government funded bodies & institutes

5.4.3. Total Guaranteed Cash Component

| Sectors | Min | Max | Median | Mean | Data |
|-----------------------------|-----------|-----------|-----------|-----------|------|
| BFSI sector | 15,42,540 | 26,50,000 | 22,50,965 | 21,77,689 | 15 |
| Conglomerate | 18,72,000 | 27,78,140 | 20,59,200 | 22,36,447 | 3 |
| Consulting | 23,50,000 | 29,92,000 | 26,71,000 | 26,71,000 | 2 |
| Consumer goods (FMCG) | 28,96,233 | 29,36,070 | 29,16,152 | 29,16,152 | 2 |
| Engineering / Technology | 18,19,356 | 23,59,925 | 21,65,928 | 21,35,932 | 11 |
| Environment & Energy | 24,21,420 | 30,00,000 | 27,10,710 | 27,10,710 | 2 |
| Information Technology (IT) | 15,87,648 | 44,00,000 | 24,00,000 | 25,26,935 | 47 |
| Logistics | 22,78,400 | 25,06,400 | 23,89,200 | 23,90,800 | 4 |
| Manufacturing | 24,56,710 | 32,35,242 | 31,70,779 | 30,08,378 | 4 |
| Online Services | 24,00,000 | 35,00,000 | 28,78,400 | 28,21,466 | 9 |
| Pharmaceutical / Healthcare | 33,61,320 | 40,00,000 | 33,61,320 | 35,74,213 | 3 |
| Real Estate | 28,27,980 | 35,00,000 | 30,07,980 | 30,85,985 | 4 |
| Telecom | 21,65,852 | 25,40,300 | 21,65,852 | 22,90,668 | 3 |
| Others* | 18,00,000 | 19,00,000 | 18,00,000 | 18,25,000 | 4 |

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

*Others includes Government funded bodies & institutes


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 Indian Institute of Management
 अहमदाबाद/Ahmedabad


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5.4.4. Maximum Earning Potential

| Sectors | Min | Max | Median | Mean | Data |
|-----------------------------|-----------|-----------|-----------|-----------|------|
| BFSI sector | 17,00,000 | 31,25,000 | 24,00,000 | 24,96,755 | 15 |
| Conglomerate | 20,00,000 | 33,00,032 | 22,00,000 | 25,00,011 | 3 |
| Consulting | 26,50,000 | 37,00,000 | 31,75,000 | 31,75,000 | 2 |
| Consumer goods (FMCG) | 33,00,000 | 35,58,667 | 34,29,334 | 34,29,334 | 2 |
| Engineering / Technology | 21,00,000 | 30,00,000 | 25,50,024 | 25,21,920 | 11 |
| Environment & Energy | 29,99,999 | 60,00,000 | 45,00,000 | 45,00,000 | 2 |
| Information Technology (IT) | 20,60,004 | 53,00,000 | 30,00,000 | 31,94,309 | 47 |
| Logistics | 24,66,667 | 29,66,667 | 25,39,334 | 26,28,000 | 4 |
| Manufacturing | 28,00,000 | 35,00,000 | 32,00,000 | 31,75,000 | 4 |
| Online Services | 30,00,000 | 42,75,307 | 35,00,000 | 35,41,318 | 9 |
| Pharmaceutical / Healthcare | 40,00,000 | 40,00,000 | 40,00,000 | 40,00,000 | 3 |
| Real Estate | 35,00,028 | 48,12,500 | 35,00,028 | 38,28,146 | 4 |
| Telecom | 26,15,000 | 30,74,995 | 26,15,000 | 27,68,332 | 3 |
| Others* | 18,00,000 | 19,00,000 | 18,00,000 | 18,25,000 | 4 |

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

*Others includes Government funded bodies & institutes

5.5. Sector wise Classification of Salary-International (in USD)

5.5.1. Fixed Yearly Cash Component-International

| | Min | Max | Median | Mean | Data |
|-----------------------|--------|--------|--------|--------|------|
| Consumer goods (FMCG) | 84,271 | 84,271 | 84,271 | 84,271 | 1 |

Table 5.5.1: Sector wise classification of fixed yearly cash component - International

5.5.2 One-time Cash Component-International

| | Min | Max | Median | Mean | Data |
|-----------------------|--------|--------|--------|--------|------|
| Consumer goods (FMCG) | 12,775 | 12,775 | 12,775 | 12,775 | 1 |

Table 5.5.2: Sector wise classification of one-time cash component- International

5.5.3 Total guaranteed Cash Component-International

| | Min | Max | Median | Mean | Data |
|-----------------------|--------|--------|--------|--------|------|
| Consumer goods (FMCG) | 97,026 | 97,026 | 97,026 | 97,026 | 1 |

Table 5.5.3: Sector wise classification of total guaranteed cash component- International

5.5.4 Maximum Earning Potential-International

| | Min | Max | Median | Mean | Data |
|-----------------------|---------|---------|---------|---------|------|
| Consumer goods (FMCG) | 109,666 | 109,666 | 109,666 | 109,666 | 1 |

Table 5.5.4: Sector wise classification of Maximum Earning Potential- International

संजय त्रिपाठी/Sanjay Tripathi

संबंध प्रबंधक (पीजीपीएक्स)

For Indian Placement Office, Ahmedabad

स्थानन कार्यालय/Placement Office,

भारतीय प्रबंध संस्थान

Indian Institute of Management

अहमदाबाद/Ahmedabad



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5.6. Function wise Classification of Salary- Domestic (IMR)

5.6.1 Fixed Yearly Cash Component – Domestic

| Sectors | Min | Max | Median | Mean | Data |
|-------------------------|-----------|-----------|-----------|-----------|------|
| Business Development | 18,72,000 | 28,80,000 | 23,39,172 | 24,24,665 | 5 |
| Consulting | 15,87,648 | 29,92,000 | 19,65,852 | 21,06,908 | 15 |
| Finance | 18,75,804 | 35,00,000 | 26,50,000 | 27,53,489 | 5 |
| General Management | 17,00,000 | 35,00,000 | 23,49,129 | 23,92,465 | 22 |
| Marketing / Sales | 18,78,384 | 29,36,070 | 23,40,220 | 24,14,685 | 15 |
| Operations | 17,00,000 | 37,00,000 | 24,00,000 | 24,12,125 | 15 |
| Research & Advisory | 30,00,000 | 30,00,000 | 30,00,000 | 30,00,000 | 1 |
| Strategy | 17,02,824 | 30,00,000 | 19,73,220 | 21,33,312 | 5 |
| Supply Chain Management | 18,19,356 | 26,41,558 | 22,46,330 | 22,38,394 | 4 |
| System / IT | 15,42,540 | 40,00,000 | 26,14,200 | 25,85,635 | 22 |
| Others* | 18,90,000 | 24,21,420 | 19,74,685 | 20,65,198 | 4 |

Table 5.6.1.: Function wise Classification of Fixed Yearly Cash Component- Domestic

*Note: Others includes EA to CXO & Business Analytics functions

5.6.2. One-time Cash Payment- Domestic

| Sectors | Min | Max | Median | Mean | Data |
|-------------------------|----------|----------|----------|----------|------|
| Business Development | - | - | - | - | - |
| Consulting | 1,00,000 | 3,00,000 | 2,00,000 | 2,22,222 | 9 |
| Finance | - | - | - | - | - |
| General Management | 1,50,000 | 4,00,000 | 2,25,000 | 2,37,500 | 8 |
| Marketing / Sales | 40,000 | 2,08,871 | 1,75,517 | 1,32,878 | 5 |
| Operations | 1,00,000 | 4,00,000 | 3,25,000 | 2,81,250 | 8 |
| Research & Advisory | 5,00,000 | 5,00,000 | 5,00,000 | 5,00,000 | 1 |
| Strategy | 4,50,000 | 4,50,000 | 4,50,000 | 4,50,000 | 1 |
| Supply Chain Management | 5,00,000 | 5,00,000 | 5,00,000 | 5,00,000 | 1 |
| System / IT | 1,50,000 | 7,00,000 | 3,00,000 | 3,77,778 | 9 |
| Others* | 5,00,000 | 5,00,000 | 5,00,000 | 5,00,000 | 1 |

Table 5.6.2.: Function wise Classification of One Time Cash Payment- Domestic

*Note: Others includes EA to CXO & Business Analytics functions


संजय त्रिपाठी/Sanjay Tripathi
 संबंध प्रबंधक (पीजीपीएक्स)
 Relationship Manager (PGPX)

For Indian Institute of Management Ahmedabad
 भारतीय प्रबंध संस्थान
 Indian Institute of Management
 अहमदाबाद/Ahmedabad



For Brickwork Ratings Bengaluru

5.6.3. Total Guaranteed Cash Component – Domestic

| Sectors | Min | Max | Median | Mean | Data |
|-------------------------|-----------|-----------|-----------|-----------|------|
| Business Development | 18,72,000 | 28,80,000 | 23,39,172 | 24,24,665 | 5 |
| Consulting | 15,87,648 | 30,00,000 | 21,65,852 | 22,40,242 | 15 |
| Finance | 18,75,804 | 35,00,000 | 26,50,000 | 27,53,489 | 5 |
| General Management | 17,00,000 | 35,00,000 | 23,79,963 | 24,78,829 | 22 |
| Marketing / Sales | 18,78,384 | 29,93,814 | 25,15,737 | 24,58,977 | 15 |
| Operations | 19,00,000 | 40,00,000 | 24,00,000 | 25,62,125 | 15 |
| Research & Advisory | 35,00,000 | 35,00,000 | 35,00,000 | 35,00,000 | 1 |
| Strategy | 17,02,824 | 34,50,000 | 19,73,220 | 22,23,312 | 5 |
| Supply Chain Management | 18,19,356 | 31,41,558 | 22,46,330 | 23,63,394 | 4 |
| System / IT | 15,42,540 | 44,00,000 | 27,00,000 | 27,40,181 | 22 |
| Others* | 18,90,000 | 24,56,710 | 22,07,040 | 21,90,198 | 4 |

Table 5.6.3.: Function wise Classification of Total Guaranteed Cash Component – Domestic

**Note: Others includes EA to CXO & Business Analytics functions*

5.6.4. Maximum Earning Potential – Domestic

| Sectors | Min | Max | Median | Mean | Data |
|-------------------------|-----------|-----------|-----------|-----------|------|
| Business Development | 20,00,000 | 36,00,000 | 27,00,000 | 29,00,006 | 5 |
| Consulting | 18,00,000 | 40,14,000 | 26,15,000 | 26,16,920 | 15 |
| Finance | 20,00,000 | 35,00,000 | 30,47,500 | 29,31,900 | 5 |
| General Management | 17,00,000 | 60,00,000 | 30,00,000 | 30,81,478 | 22 |
| Marketing / Sales | 23,33,409 | 38,00,000 | 32,00,000 | 30,42,405 | 15 |
| Operations | 22,00,000 | 45,00,000 | 30,00,000 | 32,06,975 | 15 |
| Research & Advisory | 44,90,000 | 44,90,000 | 44,90,000 | 44,90,000 | 1 |
| Strategy | 23,45,756 | 38,41,004 | 30,41,000 | 31,83,753 | 5 |
| Supply Chain Management | 21,00,000 | 32,00,000 | 26,33,354 | 26,41,677 | 4 |
| System / IT | 20,10,372 | 53,00,000 | 30,00,000 | 32,68,775 | 22 |
| Others* | 21,00,000 | 29,99,999 | 25,50,020 | 25,50,010 | 4 |

Table 5.6.4.: Function wise Classification of Maximum Earning Potential– Domestic

**Note: Others includes EA to CXO & Business Analytics functions*


संजय त्रिपाठी/Sanjay Tripathi
 संबंध प्रबंधक (पीजीपीएक्स)
 Relationship Manager (PGPX)
 For Indian Institute of Management, Ahmedabad
 स्थानन कार्यालय/Placement Office,
 भारतीय प्रबंध संस्थान
 Indian Institute of Management
 अहमदाबाद/Ahmedabad



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5.7. Function wise Classification of Salary-International (in USD)

5.7.1 Fixed Yearly Cash Component-International

| | Min | Max | Median | Mean | Data |
|-------------|--------|--------|--------|--------|------|
| System / IT | 84,271 | 84,271 | 84,271 | 84,271 | 1 |

Table 5.7.1: Function wise classification of fixed yearly cash component- International

5.7.2 One-time Cash Component-International

| | Min | Max | Median | Mean | Data |
|-------------|--------|--------|--------|--------|------|
| System / IT | 12,775 | 12,775 | 12,775 | 12,775 | 1 |

Table 5.7.2: Function wise classification of one-time cash component- International

5.7.3 Total guaranteed Cash Component-International

| | Min | Max | Median | Mean | Data |
|-------------|--------|--------|--------|--------|------|
| System / IT | 97,026 | 97,026 | 97,026 | 97,026 | 1 |

Table 5.7.3: Function wise classification of total guaranteed cash component- International

5.7.4 Maximum Earning Potential-International

| | Min | Max | Median | Mean | Data |
|-------------|---------|---------|---------|---------|------|
| System / IT | 109,666 | 109,666 | 109,666 | 109,666 | 1 |

Table 5.7.4: Function wise classification of Maximum Earning Potential- International


संजय त्रिपाठी/Sanjay Tripathi
संबंध प्रबंधक (पीजीपीएक्स)
Relationship Manager (PGPX)

For Indian Institute of Management Ahmedabad
भारतीय प्रबंध संस्थान
Indian Institute of Management
अहमदाबाद/Ahmedabad



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5.8. Location wise Classification of Salary- Domestic (INR)

5.8.1. Fixed Yearly Cash Component

| Location | Min | Max | Median | Mean | Data |
|----------------|-----------|-----------|-----------|-----------|------|
| Ahmedabad | 18,72,000 | 35,00,000 | 26,41,558 | 26,86,501 | 7 |
| Bengaluru | 15,87,648 | 33,61,320 | 25,50,000 | 24,65,170 | 35 |
| Chandigarh | 18,00,000 | 18,00,000 | 18,00,000 | 18,00,000 | 3 |
| Chennai | 21,65,928 | 27,78,400 | 23,75,000 | 24,23,582 | 4 |
| Hyderabad | 17,00,000 | 25,00,000 | 22,50,000 | 22,23,029 | 7 |
| Jaipur | 18,19,356 | 25,00,000 | 21,59,678 | 21,59,678 | 2 |
| Mumbai | 15,42,540 | 37,00,000 | 25,50,000 | 25,37,604 | 15 |
| NCR | 19,50,317 | 40,00,000 | 23,38,333 | 24,33,463 | 23 |
| Pune | 17,02,824 | 22,78,400 | 20,23,839 | 20,21,939 | 12 |
| Rest of India* | 19,00,000 | 30,00,000 | 24,00,000 | 23,87,468 | 5 |

Table 5.8.1.: Location wise Classification of Fixed Yearly Cash Component- Domestic

* Rest of India includes Indore, Kanpur, Kolkata, Mundra & Vijayawada

5.8.2. One-time Cash Payment

| Location | Min | Max | Median | Mean | Data |
|----------------|----------|----------|----------|----------|------|
| Ahmedabad | 5,00,000 | 5,00,000 | 5,00,000 | 5,00,000 | 2 |
| Bengaluru | 1,50,000 | 5,00,000 | 2,00,000 | 2,70,313 | 14 |
| Chandigarh | - | - | - | - | - |
| Chennai | 1,00,000 | 3,50,000 | 2,50,000 | 2,33,333 | 3 |
| Hyderabad | 1,00,000 | 4,00,000 | 1,50,000 | 2,00,000 | 4 |
| Jaipur | 4,00,000 | 4,00,000 | 4,00,000 | 4,00,000 | 1 |
| Mumbai | 3,00,000 | 7,00,000 | 5,00,000 | 5,00,000 | 4 |
| NCR | 2,00,000 | 4,00,000 | 3,00,000 | 2,88,889 | 9 |
| Pune | 40,000 | 3,00,000 | 1,50,000 | 1,36,000 | 5 |
| Rest of India* | 2,00,000 | 2,00,000 | 2,00,000 | 2,00,000 | 5 |

Table 5.8.2.: Location wise Classification of One Time Cash Payment- Domestic

* Rest of India includes Indore, Kanpur, Kolkata, Mundra & Vijayawada


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 संबंध प्रबंधक (पीजीपीएक्स)
 Relationship Manager (PGPX)
 For Indian Institute of Management
 भारतीय प्रबंध संस्थान
 Indian Institute of Management
 अहमदाबाद/Ahmedabad



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5.8.3. Total Guaranteed Cash Component

| Location | Min | Max | Median | Mean | Data |
|----------------|-----------|-----------|-----------|-----------|------|
| Ahmedabad | 18,72,000 | 35,00,000 | 31,41,558 | 28,29,359 | 7 |
| Bengaluru | 15,87,648 | 35,00,000 | 25,50,000 | 25,73,296 | 35 |
| Chandigarh | 18,00,000 | 18,00,000 | 18,00,000 | 18,00,000 | 3 |
| Chennai | 21,65,928 | 30,28,400 | 26,00,000 | 25,98,582 | 4 |
| Hyderabad | 19,00,000 | 26,50,000 | 23,00,000 | 23,37,315 | 7 |
| Jaipur | 18,19,356 | 29,00,000 | 23,59,678 | 23,37,315 | 2 |
| Mumbai | 15,42,540 | 40,00,000 | 26,50,000 | 26,70,938 | 15 |
| NCR | 19,50,317 | 44,00,000 | 24,00,000 | 25,46,507 | 23 |
| Pune | 17,02,824 | 22,80,000 | 21,40,384 | 20,78,606 | 12 |
| Rest of India* | 19,00,000 | 30,00,000 | 24,00,000 | 24,27,468 | 5 |

Table 5.8.3.: Location wise Classification of Total Guaranteed Cash Component – Domestic

* Rest of India includes Indore, Kanpur, Kolkata, Mundra & Vijayawada

5.8.4. Maximum Earning Potential

| Location | Min | Max | Median | Mean | Data |
|----------------|-----------|-----------|-----------|-----------|------|
| Ahmedabad | 20,00,000 | 35,00,000 | 32,00,000 | 30,57,143 | 7 |
| Bengaluru | 17,00,000 | 44,90,000 | 30,00,000 | 30,52,328 | 35 |
| Chandigarh | 18,00,000 | 18,00,000 | 18,00,000 | 18,00,000 | 3 |
| Chennai | 25,50,024 | 35,50,000 | 29,90,000 | 30,20,006 | 4 |
| Hyderabad | 23,00,000 | 47,13,976 | 28,50,000 | 29,68,803 | 7 |
| Jaipur | 21,00,000 | 32,00,000 | 26,50,000 | 26,50,000 | 2 |
| Mumbai | 20,10,372 | 48,12,500 | 30,47,500 | 31,24,016 | 15 |
| NCR | 23,00,040 | 53,00,000 | 28,90,800 | 31,85,504 | 23 |
| Pune | 23,45,756 | 38,41,004 | 28,95,502 | 28,92,924 | 12 |
| Rest of India* | 19,00,000 | 60,00,000 | 30,00,000 | 32,80,006 | 5 |

Table 5.8.4.: Location wise Classification of Maximum Earning Potential– Domestic

* Rest of India includes Indore, Kanpur, Kolkata, Mundra & Vijayawada


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 संबंध प्रबंधक (पीजीपीएक्स)
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 स्थानिक कार्यालय/Placement Office, Ahmedabad
 भारतीय प्रबंध संस्थान
 Indian Institute of Management
 अहमदाबाद/Ahmedabad


 Brickwork Ratings India Pvt. Ltd.
 Bangalore
 For Brickwork Ratings Bengaluru

5.9. Location-wise Classification of Salary-International (USD)

5.9.1 Fixed Yearly Cash Component-International

| | Min | Max | Median | Mean | Data |
|--------|--------|--------|--------|--------|------|
| Europe | 84,271 | 84,271 | 84,271 | 84,271 | 1 |

Table 5.9.1: Location wise classification of fixed yearly cash component - International

5.9.2 One-time Cash Component-International

| | Min | Max | Median | Mean | Data |
|--------|--------|--------|--------|--------|------|
| Europe | 12,775 | 12,775 | 12,775 | 12,775 | 1 |

Table 5.9.2: Location wise classification of one-time cash component - International

5.9.3 Total guaranteed Cash Component-International

| | Min | Max | Median | Mean | Data |
|--------|--------|--------|--------|--------|------|
| Europe | 97,026 | 97,026 | 97,026 | 97,026 | 1 |

Table 5.9.3: Location wise classification of total guaranteed cash component - International

5.9.4 Maximum Earning Potential-International

| | Min | Max | Median | Mean | Data |
|--------|---------|---------|---------|---------|------|
| Europe | 109,666 | 109,666 | 109,666 | 109,666 | 1 |

Table 5.9.4: Location wise classification of Maximum Earning Potential - International

संजय त्रिपाठी/Sanjay Tripathi

संबंध प्रबंधक (पीजीपीएक्स)

Relationship Manager (PGPX)

स्थानन कार्यालय/Placement Office

For Indian Institute of Management Ahmedabad

भारतीय प्रबंध संस्थान

Indian Institute of Management

अहमदाबाद/Ahmedabad

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6. 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 |
|------------------------------|--------|
| Nil | - |

Table 6.1: List of deviations from standards with reasons

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


संजय त्रिपाठी/Sanjay Tripathi
संबंध प्रबंधक (पीजीपीएस)
Relationship Manager (PGPX)
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For Indian Institute of Management Ahmedabad
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