

Ref No: SN/SMER/IIMR/2017/ 651  
September 20, 2017

To  
The Chairperson,  
The Placement Office,  
Indian Institute of Management Rohtak,  
M. D. University Campus,  
Rohtak, Haryana- 124 001.

**Re: Audit report of final placements of Post Graduate Programme (PGP) batch of 2015-17**

Dear Sir,

CRISIL has audited the report prepared by Indian Institute of Management, Rohtak (IIM-R), on the final placements of students in the PGP batch of 2015-17. We have validated the contents of the report prepared by IIM-R by cross-checking these with the relevant documentation. On the placement report's conformance with the Indian Placement Reporting Standards (IPRS), version 2.1, we wish to confirm the following:

1. To the best of our knowledge and belief, we have obtained all information and explanations as were necessary for the audit.
2. The validation of information presented in the report is based on communication received by IIM-R from recruiting companies and students. CRISIL has not independently sourced any information or documentation.
3. We have verified information provided in the report regarding remuneration, job function, and location, by cross-checking these with communication received from recruiters.
4. CRISIL has verified information for all the students through communication provided by the institute.
5. Due to IIM-R policy of one offer per student, there is no separate process for recording acceptance of offer by students and hence the same has not been verified.
6. The salary information has been categorized as far as possible under appropriate heads to indicate fixed and variable components for better representation. Where such a break-up was not available, the salary has been considered only as 'maximum earning potential'.
7. CRISIL has verified pre-placement offers (PPO) awarded to 20 students out of which 19 students have duly accepted
8. CRISIL has verified 2 out of 7 students opting out of the placement process through communication received from the students.

Thank you,

Best regards,



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**CRISIL Limited**

Corporate Identity Number: L67120MH1987PLC042363

*Indian Institute of Management Rohtak*



**PGP FINAL PLACEMENTS 2017**



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## 1. Classification of the Entire Graduate Pool

The graduating class is categorised into three major groups:

- Graduates seeking placement through the institute
- Graduates not seeking placement through the institute
- Graduates who did not get placed

Categories	Number
<b>1. Sought placement through the institute</b>	<b>150</b>
<b>2. Did not seek placement through the institute</b>	<b>7</b>
2a. Company-sponsored or already employed	-
2b. Continuing education	-
2c. Postponing job search	-
2d. Entrepreneurship (Starting a new business)	-
2e. Returning to/joining family business	-
2f. Seeking placement outside the campus placement process	-
2g. Not seeking placements for other reasons	-
<b>Total who did not seek employment through the institute</b>	<b>7</b>
<b>3. Number unplaced, if any</b>	<b>3</b>
<b>Total Graduates</b>	<b>160</b>

Table 1: Classification of the Entire Graduate Pool





## 2. Sector-wise classification

The table below shows sector-wise break-up of the accepted offers.

Others include sectors such as BPO, FMCG, Mass Media, Pharmaceuticals, Consumer Electronics and Logistics

Sector	Number of Offers accepted
BFSI	53
Consulting	40
Ecommerce	10
Energy	6
Infrastructure	6
Manufacturing	7
Research Analytics	5
Telecom	5
Others	18
<b>Total</b>	<b>150</b>

Table 2: Classification of Placements Based on Sector

## 3. Function-wise classification

The table below shows function-wise break-up of the accepted offers.

Function	Number of Offers accepted
Analytics	6
Consultancy	24
Finance	7
Information Technology	5
Management Trainee	84
Marketing / Sales	16
Operations	8
<b>Total</b>	<b>150</b>

Table 3: Classification of Placements Based on Function



For IIM Rohtak



For CRISIL Limited, Mumbai



#### 4. Location-wise classification

The table below shows location-wise break-up of the accepted offers.

Location	Number of Offers accepted
Bangalore	33
Data not available	4
Delhi NCR	44
Hyderabad	8
Jamshedpur	4
Mumbai	35
To be decided	5
Rest of India	17
<b>Total</b>	<b>150</b>

Table 4: Classification of Placements Based on Location

#### 5. Salary details

##### 5.1 Salary Heads – Domestic (INR)

Salary Head (INR)	Min	Max	Median	Mean	Data
Fixed Yearly Cash Component	488,423	1,567,544	917,400	889,169	150
One-time Cash Payment	16,800	200,000	150,000	125,775	70
Total Guaranteed Cash Component	488,423	1,767,544	970,000	949,864	144
Performance Linked Compensation	48,000	279,000	100,000	127,807	90
Other Payments	21,600	387,000	61,224	90,507	123
Maximum Earning Potential including non-cash, long term and performance linked components)	660,000	2,000,000	1,066,698	1,100,764	150

Table 5: Classification of Salary Components in INR



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## 5.2 Sector-wise classification of salary

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments and are given in order to indicate the industry benchmark.

Others include sectors such as BPO, FMCG, Mass Media, Pharmaceuticals, Consumer Electronics and Logistics

### 5.2.1 Sector-wise classification of salary - Domestic (INR)

Fixed Yearly Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	488,423	1,417,176	909,000	841,233	53
Consulting	733,517	1,362,975	981,948	991,498	40
Ecommerce	550,000	1,000,000	900,000	819,600	10
Energy	744,300	744,300	744,300	744,300	6
Infrastructure	920,000	920,000	920,000	920,000	6
Manufacturing	651,264	1,194,000	804,670	824,333	7
Research Analytics	800,000	862,200	831,100	824,880	5
Telecom	1,005,564	1,047,360	1,005,564	1,013,923	5
Others	501,000	1,567,544	917,352	904,656	18

Table 6: Sector-wise Classification of Fixed Yearly Cash Component in INR

Total Guaranteed Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	488,423	1,417,176	964,000	873,082	53
Consulting	758,517	1,462,975	1,181,948	1,117,373	40
Ecommerce	550,000	1,100,000	1,100,000	9,39,600	10
Energy	744,300	744,300	744,300	744,300	6
Infrastructure	970,000	970,000	970,000	970,000	6
Manufacturing	651,264	1,270,500	804,670	839,398	7
Research Analytics	800,000	912,200	856,100	844,880	5
Telecom	1,005,564	1,047,360	1,005,564	1,013,923	5
Others	501,000	1,767,544	934,152	925,534	18

Table 7: Sector-wise Classification of Total Guaranteed Cash Component in INR



For IIM Rohtak संस्थान, रोहतक



For CRISIL Limited, Mumbai





Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	60,000	279,000	140,000	159,296	27
Consulting	50,000	250,000	100,000	119,324	36
Ecommerce	150,000	150,000	150,000	150,000	2
Energy	112,500	112,500	112,500	112,500	6
Infrastructure	-	-	-	-	-
Manufacturing	88,000	88,000	88,000	88,000	4
Research Analytics	50,000	50,000	50,000	50,000	2
Telecom	144,000	150,000	144,000	145,200	5
Others	48,000	175,000	84,000	94,125	8

Table 8: Sector-wise Classification of Performance Linked Compensation in INR

Other Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	21,600	387,000	77,251	132,028	45
Consulting	29700	309,993	64,356	68,020	38
Ecommerce	-	-	-	-	-
Energy	43,200	43,200	43,200	43,200	6
Infrastructure	80,000	80,000	80,000	80,000	6
Manufacturing	44,378	64,176	44,530	49,121	7
Research Analytics	88,378	88,378	88,378	88,378	2
Telecom	50,436	52,644	50,436	50,877	5
Others	28,800	308,264	57,600	79,508	14

Table 9: Location-wise Classification of Other Payments in INR

Maximum Earning Potential Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	660,000	1,520,528	1,100,000	1,065,936	53
Consulting	900,000	1,772,968	1,340,004	1,289,384	40
Ecommerce	696,000	1,100,000	1,100,000	969,600	10
Energy	900,000	900,000	900,000	900,000	6
Infrastructure	1,050,000	1,050,000	1,050,000	1,050,000	6
Manufacturing	708,744	1,334,676	937,048	938,806	7
Research Analytics	800,000	1,050,578	925,289	900,231	5
Telecom	1,200,000	1,250,004	1,200,000	1,210,000	5
Others	700,008	2,000,000	1,001,116	1,029,207	18

Table 10: Sector-wise Classification of Maximum Earning Potential Component in INR





### 5.3 Function-wise classification of salary

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments and are given in order to indicate the industry benchmark.

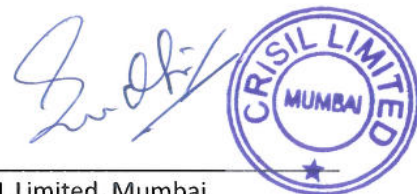
#### 5.3.1 Function-wise classification of salary – Domestic (INR)

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Analytics	800,000	1,362,975	917,400	932,962	6
Consultancy	733,517	1,197,480	965,267	967,945	24
Finance	856,800	1,142,400	949,800	962,597	7
Information Technology	857,215	1,178,400	1,089,714	1,014,451	5
Management Trainee	488,423	1,567,544	804,670	818,064	84
Marketing / Sales	651,264	1,417,176	981,948	976,012	16
Operations	900,000	1,417,176	990,000	1,087,844	8

Table 11: Function-wise Classification of Fixed Yearly Cash Component in INR

Total Guaranteed Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Analytics	800,000	1,462,975	1,017,400	982,962	6
Consultancy	758,517	1,397,480	981,996	1,076,354	24
Finance	856,800	1,225,780	1,049,800	1,005,454	7
Information Technology	857,215	1,325,648	1,216,090	1,114,451	5
Management Trainee	488,423	1,767,544	804,670	846,070	84
Marketing / Sales	651,264	1,417,176	1,181,948	1,122,887	16
Operations	950,000	1,417,176	1,100,000	1,137,844	8

Table 12: Function-wise Classification of Total Guaranteed Cash Component in INR



For CRISIL Limited, Mumbai



Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Analytics	250,000	250,000	250,000	250,000	2
Consultancy	50,000	231,600	100,000	106,967	21
Finance	72,000	174,000	84,000	99,000	6
Information Technology	75,000	100,000	100,000	87,500	4
Management Trainee	48,000	279,000	112,500	143,704	44
Marketing / Sales	75,000	150,000	100,000	102,500	10
Operations	110,000	177,175	177,175	154,783	3

Table 13: Function-wise Classification of Performance Linked Compensation in INR

Other payments (INR)					
Functions	Min	Max	Median	Mean	Data
Analytics	82,596	309,993	196,294	158,395	3
Consultancy	34,883	91,300	64,356	60,223	24
Finance	43,200	120,748	50,400	59,724	6
Information Technology	21,600	67,785	66,070	56,550	5
Management Trainee	28,800	387,000	62,583	109,412	69
Marketing / Sales	52,644	89,550	61,224	64,138	13
Operations	21,600	82,924	82,924	62,482	3

Table 14: Function-wise Classification of Other Payments in INR

Maximum Earning Potential Component (INR)					
Functions	Min	Max	Median	Mean	Data
Analytics	800,000	1,772,968	1,349,996	1,145,493	6
Consultancy	913,000	1,565,004	1,125,000	1,230,714	24
Finance	972,000	1,520,528	1,117,000	1,141,504	7
Information Technology	1,000,000	1,490,004	1,307,502	1,241,001	5
Management Trainee	660,000	2,000,000	1,050,000	1,011,218	84
Marketing / Sales	708,744	1,565,004	1,340,004	1,239,062	16
Operations	1,100,000	1,500,100	1,127,175	1,219,318	8

Table 15: Function-wise Classification of Maximum Earning Potential Component in INR



For CRISIL Limited, Mumbai



#### 5.4 Location-wise classification of salary

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments and are given in order to indicate the industry benchmark.

Rest of India includes locations Telangana, Thiruvananthapuram, Chennai, Hazira, Pune, Nagpur, Indore, Chandigarh and Ahmedabad.

##### 5.4.1 Location-wise classification of salary – Domestic (INR)

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Bangalore	666,400	1,197,480	1,017,864	993,979	33
Data not available	935,523	1,197,480	950,000	1,008,250	4
Delhi NCR	501,000	1,567,544	800,000	830,082	44
Hyderabad	595,000	1,142,400	856,800	873,800	8
Jamshedpur	804,670	804,670	804,670	804,670	4
Mumbai	488,423	1,417,176	828,750	854,225	35
To be decided	1,005,564	1,047,360	1,005,564	1,013,923	5
Rest of India	525,000	1,194,000	917,376	890,632	17

Table 16: Location-wise Classification of Fixed Yearly Cash Component in INR

Total Guaranteed Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Bangalore	666,400	1,397,480	1,199,970	1,150,343	33
Data not available	935,523	1,397,480	950,000	1,058,250	4
Delhi NCR	501,000	1,767,544	800,000	856,014	44
Hyderabad	595,000	1,142,400	900,000	912,425	8
Jamshedpur	804,670	804,670	804,670	804,670	4
Mumbai	488,423	1,417,176	891,250	891,996	35
To be decided	1,005,564	1,047,360	1,005,564	1,013,923	5
Rest of India	525,000	1,270,500	964,000	930,176	17

Table 17: Location-wise Classification of Total Guaranteed Cash Component in INR



For IIM Rohtak



For CRISIL Limited, Mumbai



Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Bangalore	50,000	100,000	100,000	90,079	27
Data not available	100,000	180,000	177,175	158,587	4
Delhi NCR	48,000	231,600	112,500	125,410	19
Hyderabad	72,000	255,000	92,000	110,714	7
Jamshedpur	88,000	88,000	88,000	88,000	4
Mumbai	50,000	279,000	140,000	157,210	16
To be decided	144,000	150,000	144,000	145,200	5
Rest of India	100,000	250,000	250,000	210,625	8

Table 18: Location-wise Classification of Performance Linked Compensation in INR

Other payments (INR)					
Functions	Min	Max	Median	Mean	Data
Bangalore	48,000	387,000	64,356	75,640	29
Data not available	67,524	84,477	84,477	76,000	2
Delhi NCR	28,800	387,000	80,000	95,151	35
Hyderabad	43,200	60,990	50,400	49,765	6
Jamshedpur	44,378	44,378	44,378	44,378	4
Mumbai	57,600	387,000	71,577	118,348	26
To be decided	50,436	52,644	50,436	50,877	5
Rest of India	21,600	387,000	62,583	103,585	15

Table 19: Location-wise Classification of Other Payments in INR

Maximum Earning Potential Component (INR)					
Functions	Min	Max	Median	Mean	Data
Bangalore	913,000	1,565,004	1,340,004	1,290,516	33
Data not available	1,127,175	1,565,004	1,200,000	1,254,838	4
Delhi NCR	660,000	2,000,000	1,025,000	988,020	44
Hyderabad	850,000	1,320,000	972,000	1,046,623	8
Jamshedpur	937,048	937,048	937,048	937,048	4
Mumbai	700,000	1,520,528	1,051,989	1,051,780	35
To be decided	1,200,000	1,250,004	1,200,000	1,210,000	5
Rest of India	750,000	1,349,996	1,193,495	1,120,693	17

Table 20: Location-wise Classification of Maximum Earning Potential Component in INR





## 6. Other details

Sl. No.	Parameters	Number
1	Total Pre-Placement offers awarded	20
2	Total Pre-Placement offers accepted	19

Table 21: Details regarding Pre-Placement Offers (PPO)

## 7. Compliance statement


This placement report has been prepared as per the Indian Placement Reporting Standards, Version 2.1.

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

Sl. No.	Deviation from the standards	Reason
1	Salary at PPP not included	Absence of international offers

Table 22: List of Deviations from Standards with reasons for the same



  
For CRISIL Limited, Mumbai