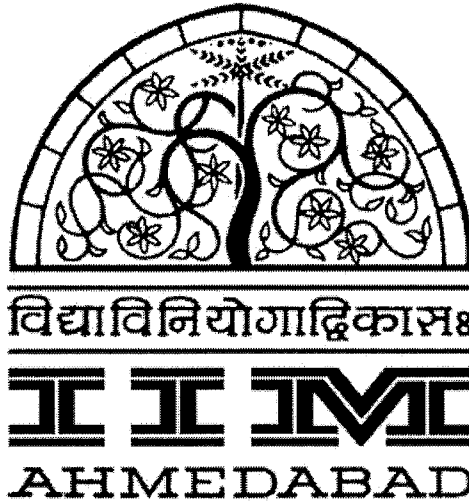


Indian Institute of Management, Ahmedabad



PGP-ABM FINAL PLACEMENTS 2014

Ref No: SM/SMER/IIMA/2014/31

August 8, 2014

Chairperson, The Placement Office,
The Indian Institute of Management,
Vastrapur,
Ahmedabad – 380 015,
Gujarat

Dear Sir,

Re: Audit of Placement Report for 2012-14 Post Graduate Programme in AgriBusiness Management (PGP-ABM) programme

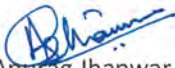
We have audited the Placement Report prepared by you on the final placement of students of the 2012-14 batch of the Post Graduate Programme in AgriBusiness Management (PGP-ABM) programme of Indian Institute of Management, Ahmedabad (IIM-A). The Placement Report is the responsibility of IIM-A. Our responsibility 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) version 2.1.

In this context, we confirm the following:

1. For the purpose of the audit, we have obtained all the information and explanations, which to the best of our knowledge and belief, were necessary. In our opinion, the Placement Report complies with the Indian Placement Reporting Standards version 2.1.
2. The validation of information presented in the report is based on communication received by IIM-A from recruiting companies. CRISIL has not independently sourced any information or documentation.
3. We have verified the information with respect to remuneration, job function, and location presented in the report with communication received from recruiters. Information regarding compensation received from individual students has not been used.
 - a. Where offer letters or other recruiter communication was not available, the report considers the record as 'Data not available'. We have not been able to verify the status of such students as there is no record.
 - b. The information has been categorised as best as possible under different salary heads as given in the IPRS version 2.1; where a break-up was not available, the salary has been considered only as 'Maximum earning potential'.
 - c. For two students, source of information gives salary on absorption (which will be after one year), which has been considered.
 - d. For two students, pre placement offer (PPO) could not be verified.
4. The number of students opting out of the placement process has been established through written communication from those students.
5. We have not audited the report's Overview section, which explains the placement process.

Thank you.

Best regards,


Anurag Jhanwar, MRICS,
Director, Education Gradings
Tel: +91 22 3342 3234
Email: anurag.jhanwar@crisil.com



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Overview

The Post Graduate Programme in Agribusiness Management (PGP-ABM) is a residential 2-year full-time sector-specific programme designed to meet the diverse demands of agri-business and allied sectors through specialised managerial talent. IIM-Ahmedabad's PGP-ABM programme has been ranked No. 1 worldwide in the MBA (Agribusiness) / Food Industry Management Global Ranking by Eduniversal, Paris (2013) for the third year running.

The programme has a robust placement process, well received by both recruiters and students, effectively matching talent with opportunities. Companies created special roles for candidates based on their profiles, which is a testament to the strength of the process and calibre of students.

The programme was well received by the industry as a provider of high-quality talent to the agribusiness sector and over 30 companies participated in the placement process. The batch attracted a diverse pool of recruiters, ranging from MNCs to small and medium enterprises as well as notable start-up firms. Godrej Agrovet, GSFC, Kirloskar Oil India Limited and Naga Industries were the top recruiters, and recruited three students each. Escorts, Gati-KWE, I-Prof, Mondelez International, SH Group, Standard Chartered, Stellapps, and Tata Rallis hired for the first time from the programme. The placement season also witnessed regular recruiters such as ESP, Rabo Bank, Syngenta and Tafe. Notably, Tierra Foods offered leadership roles across functions to PGP-ABM students this year.

A variety of roles were offered across diverse domains including Seeds, Fertilizers, Pesticides, Inclusive Banking, Corporate Banking, Food & Agribusiness, Research and Advisory, Logistics and Supply Chain Management, Platform Development, Plantations, Commodity Trading, Agricultural Machinery, Rural Banking, and Consulting.

Four pre-placement offers (PPOs) were extended by companies to students after their summer internships, indicating their confidence in the students and the PGP-ABM programme.

Three students opted out of the placement process this year to launch their own entrepreneurial ventures. The start-ups included ventures in education and retail sector. IIMA supports entrepreneurship by providing a two-year placement holiday to students who launch their own start-up ventures.

Tauseef Khan, the Recruitment Secretary of the PGP-ABM Programme, said, "The PGP-ABM programme continued to attract challenging and rewarding roles in a sector that has a strong requirement for managerial excellence. The placement team is delighted to provide excellent opportunities to students and roles aligned to their expectations for building careers in this sector."

The Final Placement Report drafted according to the Indian Placement Reporting Standards is annexed. The annexed report has been audited by CRISIL.

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
1. Sought placement through the institute	36
2. Did not seek placement through the institute	
2a. Company-sponsored or already employed	0
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship (Starting a new business)	3
2e. Returning to/joining family business	0
2f. Seeking placement outside the campus placement process	2
2g. Not seeking placements for other reasons	0
Total who did not seek employment through the institute	5
3. Number unplaced, if any	0
Total Graduates	41

Table 1: Classification of the Entire Graduate Pool

2. Sector-wise classification

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

Sector	No of Offers accepted
Agri-Inputs	12
BFSI sector	4
Consumer Goods	4
Manufacturing	6
Others	10
Total	36

Table 2: Classification of Placements Based on Sector


 विक्टर परेरा/Victor Pereira
 नियोजन अधिकारी / Placement Officer
 भारतीय प्रबंध संस्थान / Indian Institute of Management
 अहमदाबाद - 380 015/Ahmedabad - 380 015


 PLACEMENT OFFICE
 भारतीय प्रबंध संस्थान
 IIM AHMEDABAD


 For CRISIL Limited, Mumbai


 CRISIL
 MUMBAI

3. Function-wise classification

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

Function	No of Offers accepted
General Management	3
Marketing/Sales	13
Others	11
Data not available	9
Total	36

Table 3: Classification of Placements Based on Function

4. Location-wise classification

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

Location	No of Offers accepted
Domestic	
Bengaluru	3
Mumbai	8
NCR	4
Pune	6
Rest of India	5
International	0
South-east Asia	-
Data not available	10
Total	36

Table 4: Classification of Placements Based on Location

Victor

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नियोजन कार्यालय / Placement Office

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For Indian Institute of Management, Ahmedabad
अहमदाबाद - 380 015 / Ahmedabad - 380 015



Aditya
For CRISIL Limited, Mumbai

5. Salary details

5.1 Salary Heads – Domestic (INR)

	Salary Head (INR)	Min	Max	Median	Mean	Data
A+B	Fixed Yearly Cash Component	512,387	1,500,000	1,003,236	998,833	31
C	One-time Cash Payment	50,000	350,400	100,000	110,945	11
A+B+C	Total Guaranteed Cash Component	512,387	1,749,080	1,057,357	1,038,200	31
D	Maximum Earning Potential (including non-cash, long term and performance linked components)	660,000	2,050,000	1,140,261	1,219,020	36

Table 5: Classification of Salary Components in INR

5.2 Salary Statistics at PPP (USD)

Salary Head (USD)	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	\$21,358	\$72,909	\$44,075	\$43,276	31
Non-INR salary (Total guaranteed cash component)	-	-	-	-	-
Combined INR and non-INR salary (Total guaranteed cash component)	\$21,358	\$72,909	\$44,075	\$43,276	31
INR salary (Maximum Earning Potential)	\$27,511	\$85,452	\$47,531	\$50,814	36
Non-INR salary (Maximum Earning Potential)	-	-	-	-	-
Combined INR and non-INR salary (Maximum Earning Potential)	\$27,511	\$85,452	\$47,531	\$50,814	36

Table 6: Classification of Salary Components in USD at PPP

PPP data as per <http://unstats.un.org/unsd/mdg/SeriesDetail.aspx?srid=699>

Victor

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नियोजन कार्यालय / Placement Office

भारतीय प्रबंधन संस्थान / Indian Institute of Management, Ahmedabad
अहमदाबाद - 380 015 / Ahmedabad - 380 015



Alkhan

For CRISIL Limited, Mumbai

5.4 Sector-wise classification of salary

Others include sectors which do not fall into the given categories such as Consulting, E-Commerce, Information Technology, Logistics, and Social Sector

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

5.4.1 Sector-wise classification of salary - Domestic (INR)

Fixed Yearly Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
Agri-Inputs	512,387	1,341,315	690,000	801,746	9
BFSI sector	800,000	1,400,000	1,057,357	1,078,679	4
Consumer Goods	900,000	1,398,680	1,250,000	1,199,670	4
Manufacturing	1,036,500	1,214,000	1,153,250	1,134,583	6
Others	662,959	1,500,000	927,315	978,400	8


Table 7: Sector-wise Classification of Fixed Yearly Cash Component in INR

One-time Cash Payment (INR)					
Sectors	Min	Max	Median	Mean	Data
Agri-Inputs	100,000	120,000	100,000	103,333	6
BFSI sector	100,000	100,000	100,000	100,000	1
Consumer Goods	350,400	350,400	350,400	350,400	1
Manufacturing	-	-	-	-	-
Others	50,000	50,000	50,000	50,000	3

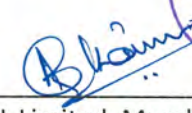
Table 8: Sector-wise Classification of One-time Cash Payment in INR

Total Guaranteed Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
Agri-Inputs	512,387	1,341,315	810,000	870,635	9
BFSI sector	800,000	1,500,000	1,057,357	1,103,679	4
Consumer Goods	900,000	1,749,080	1,250,000	1,287,270	4
Manufacturing	1,036,500	1,214,000	1,153,250	1,134,583	6
Others	712,959	1,500,000	927,315	997,150	8

Table 9: Sector-wise Classification of Total Guaranteed Cash Component in INR


 चिक्टर परेरा/Victor Pereira
 नियोजन अधिकारी / Placement Officer
 For Indian Institute of Management, Ahmedabad
 भारतीय प्रबंध संस्थान / Indian Institute of Management
 अहमदाबाद - 380 015 / Ahmedabad - 380 015




 For CRISIL Limited, Mumbai



Maximum Earning Potential Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
Agri-Inputs	660,000	1,650,000	1,008,000	1,102,184	12
BFSI sector	925,000	1,700,000	1,140,261	1,226,381	4
Consumer Goods	1,200,000	2,050,000	1,450,000	1,537,500	4
Manufacturing	1,100,000	1,214,000	1,207,486	1,173,829	6
Others	850,000	1,920,000	1,075,000	1,256,001	10

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

5.5 Function-wise classification of salary

Others include roles which do not fall into the given categories such as Consulting, Finance, Operations/Supply Chain, and Strategy.

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

5.5.1 Function-wise classification of salary – Domestic (INR)

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
General Management	1,057,357	1,500,000	1,057,357	1,204,905	3
Marketing/Sales	800,000	1,341,315	1,003,216	1,045,807	12
Others	662,959	1,400,000	1,000,000	1,016,995	9
Data not available	512,387	1,398,680	575,000	806,636	7

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

One-time Cash Payment (INR)					
Functions	Min	Max	Median	Mean	Data
General Management	-	-	-	-	-
Marketing/Sales	100,000	100,000	100,000	100,000	3
Others	50,000	120,000	50,000	74,000	5
Data not available	100,000	350,400	100,000	183,467	3

Table 12: Function-wise Classification of One-time Cash Payment in INR

Victor

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नियोजन कार्यालय / Placement Office

भारतीय प्रबंध संस्थान / Indian Institute of Management
अहमदाबाद - 380 015 / Ahmedabad - 380 015



Blamunt

For CRISIL Limited, Mumbai

Total Guaranteed Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
General Management	1,057,357	1,500,000	1,057,357	1,204,905	3
Marketing/Sales	800,000	1,341,315	1,103,196	1,070,807	12
Others	712,959	1,500,000	1,050,000	1,058,107	9
Data not available	512,387	1,749,080	675,000	885,265	7

Table 13: Function-wise Classification of Total Guaranteed Cash Component in INR

Maximum Earning Potential Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
General Management	1,140,261	1,800,000	1,140,261	1,360,174	3
Marketing/Sales	660,000	1,650,000	1,214,000	1,201,386	13
Others	810,000	1,920,000	1,200,000	1,275,455	11
Data not available	937,086	2,050,000	1,016,000	1,128,464	9

Table 14: Function-wise Classification of Maximum Earning Potential Cash Component in INR

5.6 Location-wise classification of salary

'Rest of India' includes locations such as Hyderabad, Kachchh, Vadodara

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

5.6.1 Location-wise classification of salary – Domestic (INR)

Fixed Yearly Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bengaluru	809,613	1,400,000	950,640	1,053,418	3
Mumbai	512,387	1,398,680	1,057,357	934,024	7
National Capital Region	662,959	1,500,000	1,036,500	1,058,990	4
Pune	690,000	1,341,315	1,214,000	1,134,663	5
Rest of India	575,000	1,000,000	687,500	737,500	4
Data not available	900,000	1,300,000	1,003,216	1,050,765	8

Table 15: Location-wise Classification of Fixed Yearly Cash Component in INR

Victor

विक्टर परेरा/Victor Pereira

For Indian Institute of Management, Ahmedabad
निदेशक/प्रबंधन/Placement Officer
नियोजन कार्यालय / Placement Office

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Abhannu

For CRISIL Limited, Mumbai

One-time Cash Payment (INR)					
Location	Min	Max	Median	Mean	Data
Bengaluru	100,000	100,000	100,000	100,000	1
Mumbai	350,400	350,400	350,400	350,400	1
National Capital Region	50,000	50,000	50,000	50,000	1
Pune	120,000	120,000	120,000	120,000	1
Rest of India	50,000	100,000	75,000	75,000	4
Data not available	100,000	100,000	100,000	100,000	3

Table 16: Location-wise Classification of One-time Cash Payment in INR

Total Guaranteed Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bengaluru	809,613	1,500,000	950,640	1,086,751	3
Mumbai	512,387	1,749,080	1,057,357	984,081	7
National Capital Region	712,959	1,500,000	1,036,500	1,071,490	4
Pune	810,000	1,341,315	1,214,000	1,158,663	5
Rest of India	675,000	1,050,000	762,500	812,500	4
Data not available	900,000	1,300,000	1,103,196	1,088,265	8

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

Maximum Earning Potential Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bengaluru	900,000	1,700,000	1,440,000	1,346,667	3
Mumbai	925,000	2,050,000	1,140,261	1,318,712	8
National Capital Region	850,000	1,800,000	1,100,000	1,212,500	4
Pune	810,000	1,650,000	1,214,000	1,200,333	6
Rest of India*	660,000	1,050,000	1,000,000	942,000	5
Data not available	1,000,010	1,500,000	1,300,486	1,253,302	10

Table 18: Location-wise Classification of Maximum Earning Potential Cash Component in INR

Victor

विक्टर परेरा/Victor Pereira

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Indian Institute of Management, Ahmedabad
अहमदाबाद - 380 015 / Ahmedabad - 380 015



Abhinav

For CRISIL Limited, Mumbai

6. Other details

Sl. No.	Parameters	Number
1	Total Pre-Placement offers awarded*	4
	1a. Through internships	4
	1b. Others	0
2	Total Pre-Placement offers accepted	4
	2a. Through internships	4
	2b. Others	0

Table 19: Details regarding Pre-Placement Offers (PPO)

*Two offers could not be verified


7. Compliance statement

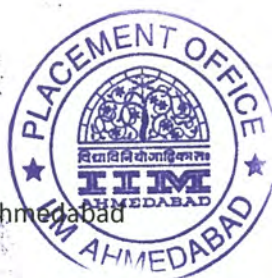
This placement report has been prepared as per the Indian Placement Reporting Standards, Version 2.1.

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	-	-

Table 20: List of Deviations from Standards with reasons for the same


 विकटर परेरा/Victor Pereira
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 अहमदाबाद - 380015/Ahmedabad-380015




 For CRISIL Limited, Mumbai

