### Ratings

Classification: Internal



Ref no. RS/SMER/IIMR/2018/CH 964 August 14, 2018

To
The Chairperson,
The Placement Office,
Indian Institute of Management Rohtak,
Management City, NH – 10,
Southern Bye-Pass,
Rohtak – 124 010, Haryana

Re: Audit of the Placement Report of the Post Graduate Programme (PGP) in Management, 2016-18

Dear Sir,

CRISIL have audited the Placement Report prepared by Indian Institute of Management Rohtak (IIM – R), for the final placements of students in the PGP batch of 2016-18. 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 2.2, we wish to confirm the following:

- 1. For the purpose of the audit, we have obtained all information and explanations, which to the best of our knowledge and belief were necessary.
- 2. The validation of information presented in the report is based on communication received by IIM-Rohtak from the recruiting companies and students. 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 the help of communication received from recruiters.
- 4. CRISIL has verified information for 136 out of 142 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 different salary heads to indicate fixed and variable salary components for the purpose of better representation where 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 9 students and all of them have accepted the same.

Thank you,

Best Regards,

T. Raj Sekhar

Director - Education Gradings

Tel: +91 22 3342 3526

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Email: rajsekhar.t@crisil.com

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Corporate Identity Number: L67120MH1987PLC042363

### Indian Institute of Management Rohtak



FINAL PLACEMENTS
PGP (BATCH 2016-2018)

#### Contents

1.	Classification of the Entire Graduate Pool	3
2.	Sector-wise classification	4
3.	Function-wise classification	5
4.	Location-wise classification	5
5.	Salary details	6
	5.1 Salary Heads – Domestic (INR)	6
	5.2 Salary Heads – International (USD)	6
	5.3 Salary Statistics at PPP (USD)	6
	5.4 Sector-wise classification of salary	7
	5.5 Function-wise classification of salary	10
	5.6 Location-wise classification of salary	12
6.	Other details	14

## 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	
2. Did not seek placement through the institute	
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	10
Total who did not seek employment through the institute	10
3. Number unplaced, if any	-
Total Graduates	152*

Table 1: Classification of the Entire Graduate Pool

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For CRISIL Limited, Mumbai

For IIM Rohtak

<sup>\*</sup>Out of total batch, offer letters of only 136 students were considered as placement information for remaining 6 students was not available.

#### 2. Sector-wise classification

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

Sector	Number of Offers accepted
Domestic	
BFSI sector	43
Consulting	3
Consumer goods (FMCG)	5
Energy	9
Engineering / Technology	4
Information Technology (IT)	19
Manufacturing	23
Pharmaceutical / Healthcare	6
Telecom	3
Others	17
International	
Real Estate	4
Total	136

Table 2: Classification of Placements Based on Sector

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For CRISIL Limited, Mumbai

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Final Placements Report

For IIM Rohtak

Classification: Internal

#### 3. Function-wise classification

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

Function	Number of Offers accepted
Domestic	
Analytics	11
Consultancy	4
Finance	6
Management Trainee	65
Marketing/sales	38
Operations & Supply chain	8
International	
Management trainee	4
Total	136

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	Number of Offers accepted
Domestic	
Bangalore	24
Chennai	3
Jamshedpur	3
Mumbai	29
Pune	3
Delhi/NCR	43
Rest of India	22
Data not available	5
International	
Dubai	4
Total	136

Table 4: Classification of Placements Based on Location

For IIM Rohtak

For CRISIL Limited, Mumbai

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### 5. Salary details

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

	Salary Head (INR)	Min	Max	Mean	Median	Data
А	Fixed Yearly Cash Component	4,12,800	16,00,000	8,70,942	8,50,845	132
В	One-time Cash Payment	16,800	4,00,000	1,79,721	1,00,000	33
С	Total Guaranteed Cash Component	4,12,800	17,50,000	9,15,872	8,51,690	132
D	Performance Linked Compensation	16,500	12,50,000	1,73,679	1,25,000	75
	Maximum Earning Potential					
	(including non-cash, long term and	5,29,762	30,00,000	10,54,362	10,00,000	132
E	performance linked components)					

Table 5: Classification of Salary Components in INR

#### 5.2 Salary Heads - International (USD)

	Salary Head (USD)	Min	Max	Mean	Median	Data
Α	Fixed Yearly Cash Component	26,784	26,784	26,784	26,784	4
В	One-time Cash Payment	-	-27	-	-	-
С	Total Guaranteed Cash Component	26,784	26,784	26,784	26,784	4
D	Performance Linked Compensation	3,267	3,267	3,267	3,267	4
E	Maximum Earning Potential (including non-cash, long term and performance linked components)	30,051	30,051	30,051	30,051	4

Table 6: Classification of Salary Components in USD

Conversion rate to USD is as per exchange rate on July 16, 2018

#### 5.3 Salary Statistics at PPP (USD)

Salary Head (USD)	Min	Max	Mean	Median	Data
INR salary (Total guaranteed cash component)	23,322	98,870	51,744	48,118	132
Non-INR salary (Total guaranteed cash component)	49,200	49,200	49,200	49,200	4
Combined INR and non-INR salary (Total guaranteed cash component)	23,322	98,870	51,669	48,869	136
INR salary (Maximum Earning Potential)	29,930	169,492	59,568	56,497	132
Non-INR salary (Maximum Earning Potential)	55200	55200	55200	55200	4
Combined INR and non-INR salary (Maximum Earning Potential)	29,930	169,492	59,440	56,497	136

Table 7: Classification of Salary Components in USD

PPP data as per http://wdi.worldbank.org/table/4.16

For IIM Rohtak

For CRISIL Limited, Mumbai

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# 5.4 Sector-wise classification of salary Classification: Internal

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.

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

Fixed Yearly Cash Component (INR)						
	The second second second second					
Sectors	Min	Max	Median	Mean	Data	
BFSI sector	522,356	1,600,000	900,000	919,703	43	
Consulting	412,800	833,000	600,000	615,267	3	
Consumer goods (FMCG)	650,000	650,000	650,000	650,000	5	
Energy	833,000	1,000,000	840,000	859,333	9	
Engineering / Technology	780,000	1,225,440	1,059,312	1,031,016	4	
Information Technology (IT)	660,000	1,175,004	922,046	875,728	19	
Manufacturing	530,224	1,250,017	935,196	899,079	23	
Pharmaceutical / Healthcare	758,208	859,116	758,208	790,325	6	
Telecom	578,400	774,612	578,400	643,804	3	
Others	557,000	998,804	900,012	851,307	17	

Table 8 Sector-wise Classification of Fixed Yearly Cash Component in INR

One time Cash Payments (INR)							
Sectors	Min	Max	Median	Mean	Data		
BFSI sector	50,000	400,000	325,000	258,929	14		
Engineering / Technology	65,000	65,000	65,000	65,000	1		
Information Technology (IT)	100,000	200,000	100,000	110,000	10		
Manufacturing	308,000	308,000	308,000	308,000	3		
Telecom	16,800	16,800	16,800	16,800	1		
Others	50,000	50,000	50,000	50,000	4		

Table 9: Sector-wise Classification of Onetime Cash Payments in INR

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Tota	Total Guaranteed Cash Component (INR)							
Sectors	Min	Max	Median	Mean	Data			
BFSI sector	522,356	1,750,000	900,000	1,004,006	43			
Consulting	412,800	833,000	600,000	615,267	3			
Consumer goods (FMCG)	650,000	650,000	650,000	650,000	5			
Energy	833,000	1,000,000	840,000	859,333	9			
Engineering / Technology	845,000	1,225,440	1,059,312	1,047,266	4			
Information Technology (IT)	660,000	1,375,004	957,215	933,623	19			
Manufacturing	530,224	1,325,963	973,608	939,253	23			
Pharmaceutical / Healthcare	758,208	859,116	758,208	790,325	6			
Telecom	578,400	791,412	578,400	649,404	3			
Others	557,000	998,804	900,012	863,072	17			

Table 10: Sector-wise Classification of Total Guaranteed Cash Component in INR

Performance Linked Compensation (INR)							
Sectors	Min	Max	Median	Mean	Data		
BFSI sector	72,000	1,250,000	150,000	206,867	29		
Consulting	87,500	90,792	89,146	89,146	2		
Consumer goods (FMCG)	550,000	550,000	550,000	550,000	5		
Energy	125,000	156,500	125,000	131,300	5		
Engineering / Technology	96,000	203,000	96,000	131,667	3		
Information Technology (IT)	16,500	286,515	81,563	85,188	16		
Manufacturing	76,500	337,000	135,000	156,917	6		
Pharmaceutical / Healthcare	50,000	50,000	50,000	50,000	4		
Telecom	92,496	92,496	92,496	92,496	1		
Others	50,000	200,004	99,996	112,499	4		

Table 11: Sector-wise Classification of Performance Linked Compensation in INR

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For CRISIL Limited, Mumbai

Other Payments (INR) Sectors Data Min Max Median Mean BFSI sector 21,600 82,593 60,990 55,651 29 Consulting 2,400 42,000 26,170 23,523 3 Energy 42,000 42,000 42,000 42,000 3 Engineering / Technology 21,600 68,688 68,688 52,992 3 Information Technology (IT) 15,000 79,273 67,785 62,918 13 Manufacturing 38,327 165,948 49,166 61,851 15 Pharmaceutical / Healthcare 91,800 180,900 91,800 109,620 5 Telecom 21,600 41,100 21,600 28,100 3 Others 14,160 80,000 50,234 53,365 17

Table 11: Sector-wise Other Payments in INR

Maximum Earning Potential (INR)				
Min	Max	Median	Mean	Data
650,000	3,000,000	975,000	1,181,052	43
529,762	962,500	602,400	698,221	3
1,200,000	1,200,000	1,200,000	1,200,000	5
840,000	1,156,500	1,000,000	946,278	9
845,000	1,450,040	1,224,000	1,185,760	4
676,500	1,490,004	1,100,000	1,048,410	19
650,000	1,416,214	1,100,000	1,020,525	23
850,000	1,040,016	900,008	915,008	6
600,000	925,008	600,000	708,336	3
643,000	1,050,000	1,000,000	942,907	17
	Min 650,000 529,762 1,200,000 840,000 845,000 676,500 650,000 850,000	Min         Max           650,000         3,000,000           529,762         962,500           1,200,000         1,200,000           840,000         1,156,500           845,000         1,450,040           676,500         1,490,004           650,000         1,416,214           850,000         1,040,016           600,000         925,008	Min         Max         Median           650,000         3,000,000         975,000           529,762         962,500         602,400           1,200,000         1,200,000         1,200,000           840,000         1,156,500         1,000,000           845,000         1,450,040         1,224,000           676,500         1,490,004         1,100,000           650,000         1,416,214         1,100,000           850,000         1,040,016         900,008           600,000         925,008         600,000	Min         Max         Median         Mean           650,000         3,000,000         975,000         1,181,052           529,762         962,500         602,400         698,221           1,200,000         1,200,000         1,200,000         1,200,000           840,000         1,156,500         1,000,000         946,278           845,000         1,450,040         1,224,000         1,185,760           676,500         1,490,004         1,100,000         1,048,410           650,000         1,416,214         1,100,000         1,020,525           850,000         1,040,016         900,008         915,008           600,000         925,008         600,000         708,336

Table 12: Sector-wise Classification of Maximum Earning Potential Cash Component in INR

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For CRISIL Limited, Mumbai

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### 5.5 Function-wise classification of salary Classification: Internal

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.

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

	Fixed Yearly Cash Com	ponent (INR)			
Functions	Min	Max	Median	Mean	Data
Analytics	578,400	1,400,006	900,000	927,212	11
Consultancy	650,000	955,727	848,329	825,596	4
Finance	522,356	1,125,780	908,500	830,923	6
Management Trainee	412,800	1,600,000	840,000	877,404	
Marketing/sales	557,000	1,500,000	801,700	831,240	65
Operations & Supply chain	741,088	1,175,000	996,694	982,337	38

Table 13: Function-wise Classification of Fixed Yearly Cash Component in INR

	One time Cash Paym	ents (INR)			STREET, ST
Functions	Min	Max	Median	D.Coon	T = -
Analytics	100,000	100,000	The transport of the second se	Mean	Data
Consultancy			100,000	100,000	4
	16,800	100,000	58,400	58,400	2
Finance	125,000	400,000	400,000	331,250	1
Management Trainee	50,000	400,000			4
Marketing/sales		400,000	179,000	215,800	10
	65,000	250,000	100,000	119,545	11
Operations & Supply Chain	308,000	308,000	308,000	308,000	2

Table 14: Function-wise Classification of Onetime Cash Payments in INR

T	otal Guaranteed Cash Co	omponent (INF	8)		
Functions	Min	Max	Median	Moon	Doto
Analytics	578,400	1,500,006	900,000	Mean	Data
Consultancy				963,576	11
Finance	650,000	1,022,046	873,570	854,796	4
	522,356	1,525,780	1,171,000	1,051,756	6
Management Trainee	412,800	1,600,000	840,000	910,604	
Marketing/sales	557,000	1			65
Operations & Supply Chain	337,000	1,750,000	810,900	865,845	38
Table 15: Function-wise	741,088	1,325,963	1,065,617	1,059,337	8

Table 15: Function-wise Classification of Total Guaranteed Cash Component in INR

For IIM Rohtak

For CRISIL Limited, Mumbai



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Performance Linked Compensation (INR) **Functions** Min Max **Analytics** Median Mean Data 72,000 250,000 87,500 Consultancy 149,055 9 80,625 115,000 Finance 92,496 96,040 3 140,000 224,000 Management Trainee 150,000 166,000 4 50,000 250,000 Marketing/sales 150,000 139,493 29 16,500 1,250,000 Operations & Supply Chain 96,000 235,054 26 99,996 219,138 143,908

Table 16: Function-wise Classification of Performance Linked Compensation in INR

Functions	Other Payments	s (INR)			
Analytics	Min	Max	Median	Mean	T -
Consultancy	21,600	82,593	53,634		Data
Finance	41,100	79,273	72,329	55,031 64,234	8
Management Trainee	21,600	82,400	60,990		3
	14,160	180,900	57,084	55,729	6
Marketing/sales	2,400	165,948	65,887	59,944	44
Operations & Supply Chain	38,327	68 767	40.000	56,630	24
Table 17: Fund	ction-wise Classification of	00,767	43,200	48,456	6

Table 17: Function-wise Classification of Other Payments in INR

Functions	num Earning Potential Ca	ash Componen	t (INR)		
Analytics	Min	Max	Median	Mean	Data
Consultancy	600,000	1,552,529	972,000	1,125,552	11
Finance	650,000	1,175,000	1,037,504	975,002	
Management Trainee	600,000	1,820,528	1,317,695	1,218,151	4
Marketing/sales	529,762	1,850,000	975,000	1,013,417	6
	602,400	3,000,000	1,027,524		65
Operations & Supply Chain	800,000	4.20.		1,062,437	38
Table 18: Function-wise Class	ification of Maximum Earr	ing Potential C	1,178,250	1,167,632	8

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

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Final Placements Report

For CRISIL Limited, Mumbai

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# 5.6 Location-wise classification of salary Classification: Internal

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.

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

	<b>Fixed Yearly Cash Com</b>	Donent (INR)			
Location Bangalore	Min	Max	1 00-11	1	
	552,528		Median	Mean	Data
Chennai		1,500,000	911,241	856,830	24
Delhi/NCR	1,017,963	1,225,440	1,175,004	1,139,469	
Jamshedpur	550,000	1,600,000	833,000	829,089	3
	1,250,017	1,250,017			43
Mumbai	412,800		1,250,017	1,250,017	3
Pune		1,600,000	935,196	925,331	29
Rest of India	600,000	875,000	710,268	728,423	
	530,224	1,128,396			3
Data not available	522,356		796,410	806,287	22
Table 19: Location-wis	e Classification of Fixed Yo	1,378,400	1,000,000	964,596	5

I	One time Cash Paym	nents (INR)			
<b>Location</b> Bangalore	Min	Max	Median	I	
Chennai	16,800	250,000	100,000	Mean	Data
Delhi/NCR	200,000	308,000	254,000	106,073	11
Mumbai	50,000	100,000	50,000	254,000	2
Pune	65,000	400,000	400,000	58,333	6
	125,000	125,000		335,125	8
Rest of India	100,000	100.000	125,000	125,000	1
Table 20: Location-v	vise Classification of One	400,000	100,000	220,000	5

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For CRISIL Limited, Mumbai

Final Placements Report

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	omponents (IN	K)		
Min	Max	Median	Moon	D-4
552,528	1,750,000			Data
1,225,440	1,375,004			24
550,000				3
1,250,017				43
			1,250,017	3
		973,608	1,017,779	29
	1,000,000	710,268		3
530,224	1,342,000	796.410		
522,356	1.378 400			22
	Min 552,528 1,225,440 550,000 1,250,017 412,800 600,000 530,224	Min         Max           552,528         1,750,000           1,225,440         1,375,004           550,000         1,600,000           1,250,017         1,250,017           412,800         1,600,000           600,000         1,000,000           530,224         1,342,000	Min         Max         Median           552,528         1,750,000         956,471           1,225,440         1,375,004         1,325,963           550,000         1,600,000         833,000           1,250,017         1,250,017         1,250,017           412,800         1,600,000         973,608           600,000         1,000,000         710,268           530,224         1,342,000         796,410	Min         Max         Median         Mean           552,528         1,750,000         956,471         905,446           1,225,440         1,375,004         1,325,963         1,308,802           550,000         1,600,000         833,000         837,229           1,250,017         1,250,017         1,250,017         1,250,017           412,800         1,600,000         973,608         1,017,779           600,000         1,000,000         710,268         770,089           530,224         1,342,000         796,410         856,287

Table 21: Location-wise Classification of Total Guaranteed Cash Component in INR

Pe	rformance Linked Com	pensation (INF	) Carlo Carlo		
<b>Location</b> Bangalore	Min	Max	Median	L M	
Chennai	50,000	1,250,000	94,248	Mean 253,540	Data
Delhi/NCR	100,000	203,000	151,500		22
Mumbai	16,500	250,000	125,000	151,500	2
Pune	76,500	250,000	200,000	114,242	17
Rest of India	84,996	84,996		172,407	13
	50,000	337,000	84,996	84,996	1
Data not available	140,000	245	104,000	135,063	16
Table 22: Location-wise C	lassification of Performan	219,138	178,250	178,910	4

Table 22: Location-wise Classification of Performance Linked Compensation in INR

Localis	Other Payment	s (INR)			
Location Bangalore	Min	Max	Median		
Chennai	36,000	79,273	67,785	Mean	Data
Delhi/NCR	15,000	38,327		64,540	15
	14,160	80,000	21,600	24,976	3
Mumbai	26,170		48,310	50,979	32
Pune	2,400	180,900	61,514	66,573	18
Rest of India		82,400	54,744	46,515	3
Data not available	21,600	165,948	61,776	66,499	17
Table 23: Location	21,600 on-wise Classification of (	52,778	37,644	37,341	3

Table 23: Location-wise Classification of Other Payments in INR

For CRISIL Limited, Mumbai

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**Maximum Earning Potential (INR)** Location Min Bangalore Max Median Mean Data 643,000 3,000,000 Chennai 1,187,500 1,178,196 24 1,364,290 1,490,004 Delhi/NCR 1,450,040 1,434,778 3 600,000 1,850,000 Jamshedpur 891,592 920,332 43 1,250,017 1,250,017 Mumbai 1,250,017 1,250,017 3 529,762 1,850,000 1,050,000 Pune 1,136,386 29 602,400 1,082,400 850,008 Rest of India 844,936 3 650,000 1,552,990 Data not available 912,504 1,005,900 22 700,000 1,600,000 1,130,128 5

Table 24: Location-wise Classification of Maximum Earning Potential in INR

#### 6. Other details

Paramotore	
- Season Plans	Number
- Season Placement offers offered	Halliber
2-Season Placement offers accepted	9
Table 25: Details regards	9
6	Parameters e-Season Placement offers offered e-Season Placement offers accepted Table 25: Details regarding Pre- Season Placement

Table 25: Details regarding Pre- Season Placement Offers

Rama shankar Yadar

For IIM Rohtak

For CRISIL Limited, Mumbai