



BHARATIYA VIDYA BHAVAN'S

S.P. Jain Institute of Management & Research

PGPM FINAL PLACEMENTS 2012

Ref No: SM/SMER/IIMA/2013/676

January 30, 2013

Chairperson, The Placement Office
SP Jain Institute of Management and Research
Munshi Nagar, Andheri (W)
Mumbai 400 058



Dear Sir,

Re: Audit of the Placement Report of the 2011-12 Post Graduate Programme in Management (PGPM)

We have audited the Placement Report prepared by SP Jain Institute of Management and Research (SPJIMR), Mumbai, for the final placements of the students of the 2011-12 batch of the PGPM programme. The Placement Report is the responsibility of SPJIMR. Our responsibility is to validate the information provided in the report with the relevant documentation, and comment on the Placement Report's conformance with Indian Placement Reporting Standards (IPRS).

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.
2. The validation of information presented in the report is based on communication received by SPJIMR from recruiting companies. CRISIL has not independently sourced any information or documentation.
3. We have verified the information with respect to remuneration and job function 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 unavailable. We have not been able to verify the status of such students since there is no record.
 - b. The information has been categorised as best as possible under different salary heads as given in the IPRS: where a break-up was not available, the salary has been considered only as 'Maximum earning potential'.
4. CRISIL has not been able to verify through any documentation the following:
 - a. Students who are company-sponsored or already employed
 - b. Entrepreneurship (Starting a new business) students
 - c. Students seeking placement outside the campus placement processSPJIMR does not maintain a separate process of recording such cases for PGPM programme.

Thank you.

Best regards,

Sachin Nigam
Senior Director, SME Ratings
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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 |
|--|-----------|
| 1. Sought placement through the institute | 69 |
| 2. Did not seek placement through the institute | |
| 2a. Company-sponsored or already employed | 6 |
| 2b. Continuing education | - |
| 2c. Postponing job search | - |
| 2d. Entrepreneurship (Starting a new business) | 1 |
| 2e. Returning to / joining family business | - |
| 2f. Seeking placement outside the campus placement process | 4 |
| 2g. Not seeking placements for other reasons | - |
| Total who did not seek employment through the institute | 11 |
| 3. Number unplaced, if any | - |
| Total Graduates | 80 |

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 |
|--|-----------------------|
| Banking, Financial Services and Insurance (BFSI) | 3 |
| Consulting | 24 |
| Consumer Goods (FMCG) | 3 |
| Information Technology (IT) | 25 |
| Manufacturing | 4 |
| Pharma/ Healthcare | 3 |
| Others | 7 |
| Total | 69 |

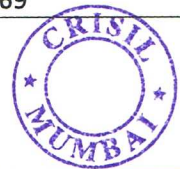
Table 2: Classification of placements based on sector



For SPJIMR, Mumbai




For CRISIL Limited, Mumbai



3. Function-wise classification

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

| Function | No of Offers accepted |
|---------------------------|-----------------------|
| Consulting | 47 |
| Finance | 3 |
| General Management | 4 |
| Marketing/ Sales | 3 |
| Operations / Supply Chain | 8 |
| Data not available | 4 |
| Total | 69 |

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 | 18 |
| Chennai | 3 |
| Mumbai | 17 |
| NCR | 8 |
| Hyderabad | 4 |
| Pune | 7 |
| Rest of India | 3 |
| International | |
| South-east Asia | 2 |
| Data not available | 7 |
| Total | 69 |

Table 4: Classification of placements based on location



For SPJIMR, Mumbai



For CRISIL Limited, Mumbai

5. Salary details

5.1 Salary Heads – Domestic (INR)

| | Salary head (INR) | Min | Max | Median | Mean | Data |
|-------|---|-----------|-----------|-----------|-----------|------|
| A | Basic Salary | 228,000 | 1,100,000 | 455,100 | 432,880 | 59 |
| B | Additional Guaranteed Cash Components | 351,482 | 1,584,920 | 677,280 | 726,917 | 57 |
| A+B | Fixed Yearly Cash Components | 400,000 | 2,140,000 | 1,119,312 | 1,136,494 | 61 |
| C | One-time Cash Payments | 25,000 | 145,000 | 50,000 | 73,333 | 3 |
| A+B+C | Total guaranteed cash payments | 400,000 | 2,140,000 | 1,119,312 | 1,140,101 | 61 |
| D | Maximum Earning Potential (including non-cash, long term and performance-linked components) | 1,000,000 | 2,842,557 | 1,400,000 | 1,444,161 | 67 |

Table 5: Classification of salary components in INR

5.2 Salary Heads – International (USD)

| | Salary head | Min | Max | Median | Mean | Data |
|-------|---|--------|--------|--------|--------|------|
| A | Basic Salary | 75,067 | 75,067 | 75,067 | 75,067 | 1 |
| B | Additional Guaranteed Cash Components | - | - | - | - | - |
| A+B | Fixed Yearly Cash Components | 75,067 | 75,067 | 75,067 | 75,067 | 1 |
| C | One-time Cash Payments | 11,549 | 11,549 | 11,549 | 11,549 | 1 |
| A+B+C | Total guaranteed cash payments | 86,616 | 86,616 | 86,616 | 86,616 | 1 |
| D | Maximum Earning Potential (including non-cash, long term and performance-linked components) | 90,704 | 92,246 | 91,475 | 91,475 | 2 |

Table 6: Classification of salary components in USD

Conversion rate to USD as per www.bloomberg.com, mean exchange rate as on June 2012



For SPJIMR, Mumbai




For CRISIL Limited, Mumbai



5.3 Salary Statistics at PPP

| Salary head | Min | Max | Median | Mean | Data |
|---|--------|---------|--------|--------|------|
| INR salary (Total guaranteed cash component) | 18,841 | 100,801 | 52,723 | 53,702 | 61 |
| Non-INR salary (Total guaranteed cash component) | 74,346 | 74,346 | 74,346 | 74,346 | 1 |
| Combined INR and non-INR salary (Total guaranteed cash component) | 18,841 | 100,801 | 52,884 | 54,035 | 62 |
| INR salary (Maximum Earning Potential) | 47,103 | 133,893 | 65,944 | 68,025 | 67 |
| Non-INR salary (Maximum Earning Potential) | 77,855 | 79,178 | 78,517 | 78,517 | 2 |
| Combined INR and non-INR salary (Maximum Earning Potential) | 47,103 | 133,893 | 65,945 | 68,329 | 69 |

Table 7: Classification of salary components in USD at PPP

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

5.4 Sector-wise classification of salary

Others include sectors that do not fall into the other categories such as Media/ Entertainment and Engineering/Technology.

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 Components (INR) | | | | | |
|---|-----------|-----------|-----------|-----------|------|
| Sectors | Min | Max | Median | Mean | Data |
| Banking, Financial Services and Insurance | 400,000 | 1,389,600 | 894,800 | 894,800 | 2 |
| Consulting | 487,843 | 2,140,000 | 1,142,400 | 1,214,899 | 19 |
| Consumer Goods (FMCG) | 849,147 | 1,275,560 | 1,180,227 | 1,101,645 | 3 |
| Information Technology (IT) | 804,000 | 1,981,150 | 1,003,476 | 1,053,728 | 25 |
| Manufacturing | 1,020,156 | 1,786,000 | 1,087,010 | 1,245,044 | 4 |
| Pharma/ Healthcare | 1,119,312 | 1,268,554 | 1,119,312 | 1,169,059 | 3 |
| Others | 800,000 | 1,556,217 | 1,279,260 | 1,263,595 | 5 |

Table 8: Sector-wise classification of Fixed Yearly Cash Components in INR




For SPJIMR, Mumbai




For CRISIL Limited, Mumbai

| One-time Cash Component (INR) | | | | | |
|---|---------|---------|---------|---------|------|
| Sectors | Min | Max | Median | Mean | Data |
| Banking, Financial Services and Insurance | 50,000 | 50,000 | 50,000 | 50,000 | 1 |
| Consulting | - | - | - | - | - |
| Consumer Goods (FMCG) | 25,000 | 25,000 | 25,000 | 25,000 | 1 |
| Information Technology (IT) | - | - | - | - | - |
| Manufacturing | - | - | - | - | - |
| Pharma/ Healthcare | - | - | - | - | - |
| Others | 145,000 | 145,000 | 145,000 | 145,000 | 1 |

Table 9: Sector-wise classification of One-time Cash Payments in INR

| Total Guaranteed Cash Components (INR) | | | | | |
|---|-----------|-----------|-----------|-----------|------|
| Sectors | Min | Max | Median | Mean | Data |
| Banking, Financial Services and Insurance | 400,000 | 1,439,600 | 919,800 | 919,800 | 2 |
| Consulting | 487,843 | 2,140,000 | 1,142,400 | 1,214,899 | 19 |
| Consumer Goods (FMCG) | 849,147 | 1,300,560 | 1,180,227 | 1,109,978 | 3 |
| Information Technology (IT) | 804,000 | 1,981,150 | 1,003,476 | 1,053,728 | 25 |
| Manufacturing | 1,020,156 | 1,786,000 | 1,087,010 | 1,245,044 | 4 |
| Pharma/ Healthcare | 1,119,312 | 1,268,554 | 1,119,312 | 1,169,059 | 3 |
| Others | 800,000 | 1,556,217 | 1,294,980 | 1,292,595 | 5 |

Table 10: Sector-wise classification of Total Guaranteed Cash Payments in INP

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For SPJIMR, Mumbai

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For CRISIL Limited, Mumbai

5.5 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.

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

| Fixed Yearly Cash Components (INR) | | | | | |
|------------------------------------|-----------|-----------|-----------|-----------|------|
| Sectors | Min | Max | Median | Mean | Data |
| Consulting | 487,843 | 2,140,000 | 1,126,141 | 1,137,806 | 43 |
| Finance | 1,060,545 | 1,389,600 | 1,225,073 | 1,225,073 | 2 |
| General Management | 1,148,124 | 1,556,217 | 1,532,519 | 1,412,287 | 3 |
| Marketing/ Sales | 1,180,227 | 1,786,000 | 1,483,114 | 1,483,114 | 2 |
| Operations/Supply Chain | 400,000 | 1,275,560 | 1,020,156 | 925,980 | 7 |
| Data not available | 856,021 | 1,343,971 | 1,032,715 | 1,066,355 | 4 |

Table 11: Function-wise classification of Fixed Yearly Cash Components in INR

| One-time Cash Component (INR) | | | | | |
|-------------------------------|---------|---------|---------|---------|------|
| Sectors | Min | Max | Median | Mean | Data |
| Consulting | 145,000 | 145,000 | 145,000 | 145,000 | 1 |
| Finance | 50,000 | 50,000 | 50,000 | 50,000 | 1 |
| General Management | - | - | - | - | - |
| Marketing/ Sales | - | - | - | - | - |
| Operations/Supply Chain | 25,000 | 25,000 | 25,000 | 25,000 | 1 |
| Data not available | - | - | - | - | - |

Table 12: Function-wise classification of One-time Cash Payments in INR



For SPJIMR, Mumbai



For CRISIL Limited, Mumbai

| Total Guaranteed Cash Components (INR) | | | | | |
|--|-----------|-----------|-----------|-----------|------|
| Sectors | Min | Max | Median | Mean | Data |
| Consulting | 487,843 | 2,140,000 | 1,126,141 | 1,141,178 | 43 |
| Finance | 1,060,545 | 1,439,600 | 1,250,073 | 1,250,073 | 2 |
| General Management | 1,148,124 | 1,556,217 | 1,532,519 | 1,412,287 | 3 |
| Marketing/ Sales | 1,180,227 | 1,786,000 | 1,483,114 | 1,483,114 | 2 |
| Operations/Supply Chain | 400,000 | 1,300,560 | 1,020,156 | 929,552 | 7 |
| Data not available | 856,021 | 1,343,971 | 1,032,715 | 1,066,355 | 4 |

Table 13: Function-wise classification of Total Guaranteed Cash Payments in INR

5.6 Location-wise classification of salary

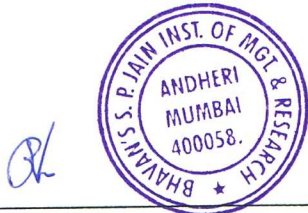
'Rest of India' includes locations Dewas, Nasik and Vishakapatnam.

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)

| Fixed Yearly Cash Components (INR) | | | | | |
|------------------------------------|-----------|-----------|-----------|-----------|------|
| Sectors | Min | Max | Median | Mean | Data |
| Bengaluru | 822,000 | 1,532,519 | 1,047,200 | 1,084,807 | 16 |
| Chennai | 822,000 | 1,410,100 | 1,196,464 | 1,142,855 | 3 |
| NCR | 856,021 | 2,140,000 | 1,279,260 | 1,410,357 | 7 |
| Hyderabad | 1,119,312 | 1,407,676 | 1,193,933 | 1,228,714 | 4 |
| Mumbai | 400,000 | 1,786,000 | 1,080,273 | 1,007,025 | 16 |
| Pune | 804,000 | 1,786,600 | 1,059,420 | 1,127,999 | 7 |
| Rest of India | 1,037,000 | 1,556,217 | 1,296,609 | 1,296,609 | 2 |
| Data not available | 1,020,156 | 1,245,396 | 1,245,396 | 1,191,953 | 6 |

Table 14 Location-wise classification of Fixed Yearly Cash Components in INR



For SPJIMR, Mumbai



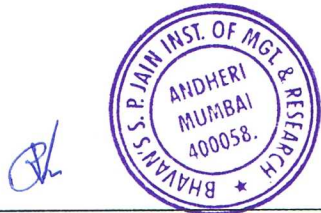
For CRISIL Limited, Mumbai

| One-time Cash Component (INR) | | | | | |
|-------------------------------|---------|---------|---------|---------|------|
| Sectors | Min | Max | Median | Mean | Data |
| Bengaluru | - | - | - | - | - |
| Chennai | - | - | - | - | - |
| NCR | - | - | - | - | - |
| Hyderabad | - | - | - | - | - |
| Mumbai | 25,000 | 50,000 | 37,500 | 37,500 | 2 |
| Pune | - | - | - | - | - |
| Rest of India | - | - | - | - | - |
| Data not available | 145,000 | 145,000 | 145,000 | 145,000 | 1 |

Table 15: Location-wise classification of One-time Cash Payments in INR

| Total Guaranteed Cash Components (INR) | | | | | |
|--|-----------|-----------|-----------|-----------|------|
| Sectors | Min | Max | Median | Mean | Data |
| Bengaluru | 822,000 | 1,532,519 | 1,047,200 | 1,084,807 | 16 |
| Chennai | 822,000 | 1,410,100 | 1,196,464 | 1,142,855 | 3 |
| NCR | 856,021 | 2,140,000 | 1,279,260 | 1,410,357 | 7 |
| Hyderabad | 1,119,312 | 1,407,676 | 1,193,933 | 1,228,714 | 4 |
| Mumbai | 400,000 | 1,786,000 | 1,080,273 | 1,011,712 | 16 |
| Pune | 804,000 | 1,786,600 | 1,059,420 | 1,127,999 | 7 |
| Rest of India | 1,037,000 | 1,556,217 | 1,296,609 | 1,296,609 | 2 |
| Data not available | 1,020,156 | 1,294,980 | 1,245,396 | 1,216,120 | 6 |

Table 16: Location-wise classification of Total Guaranteed Cash Payments in INR



For SPJIMR, Mumbai



For CRISIL Limited, Mumbai

6. 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 | Function-wise, location-wise and sector-wise data not reported for international placements | To maintain client confidentiality due to limited data |

Table 17: List of Deviations from Standards with reasons for the same



For SPJIMR, Mumbai



For CRISIL Limited, Mumbai