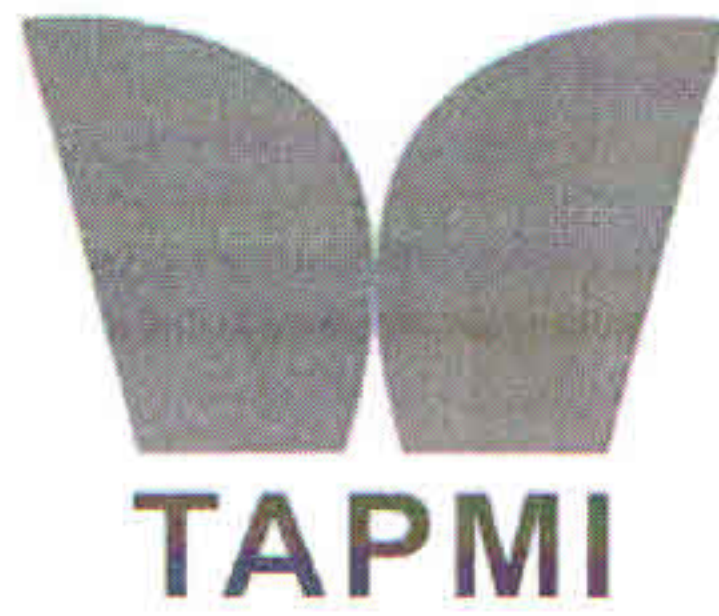


*T A Pai Management Institute
Manipal*



PGDM FINAL PLACEMENTS 2012

Ref No: SM/SMER/TAPMI/2012/16494

October 12, 2012

Chairman, Placement Office
T. A. Pai Management Institute
Manipal - 576 104
Karnataka, India



Dear Sir,

Re: Audit of the Placement Report of the 2010-12 Post Graduate Diploma in Management (PGDM) programme

We have audited the Placement Report prepared by you for the final placements of students of the 2010-12 batch of the Post Graduate Diploma in Management (PGDM) programme of T. A. Pai Management Institute, Manipal (TAPMI). The Placement Report is the responsibility of TAPMI. 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).

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 TAPMI 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 'To be decided'. We have not been able to verify the status of such students since there is no record.
 - b. The information has been categorized 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. The number of students opting out of the placement process has been established through written communication from the student who has opted out.

Thank you.

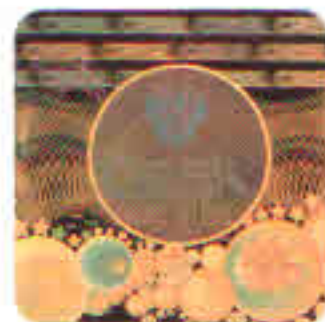
Best regards,

Sachin Nigam

Senior Director, SME Ratings

Tel: +91 22 3342 3415

Email: sachin.nigam@crisil.com



CRISIL Limited

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1. Classification of the entire graduate pool

The graduating class is categorized 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	175
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	3
2g. Not seeking placements for other reasons	-
Total who did not seek employment through the institute	3
3. Number unplaced, if any	0
Total Graduates	178



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)	42
Consulting	16
Consumer Goods (FMCG)	12
Information Technology (IT)	76
Manufacturing	14
Pharmaceutical / Healthcare	7
Telecom	1
Others	7
Total	175

Table 2: Classification of placements based on sector


For TAPMI, Manipal



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	65
Finance	10
Human Resources	8
Marketing/ Sales	9
Operations / Supply Chain	2
Systems/ IT	2
To be Decided	79
Total	175

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
Bengaluru	25
Chennai	18
Hyderabad	44
Mumbai	26
NCR Region	6
Pune	6
Rest of India	4
To be Decided	46
Total	175

Table 4: Classification of placements based on location



For TAPMI, Manipal



For CRISIL Limited, Mumbai



5. Salary details

5.1 Salary Heads – Domestic (INR)

	Salary head (INR)	Min	Max	Median	Mean	Data
A	Basic Salary	138,000	518,784	210,000	235,604	142
B	Additional Guaranteed Cash Components	34,000	650,861	347,940	375,683	145
A+B	Basic Salary and Additional Guaranteed Cash Components	455,600	1,148,004	593,316	615,130	159
C	One time Cash Payments	5,000	150,000	50,000	65,744	43
A+B+C	Total guaranteed cash payments	469,302	1,148,004	593,316	632,281	159
D	Maximum Earning Potential (including non-cash, long term and performance linked components)	480,000	1,550,000	800,124	800,619	175

Table 5: Classification of salary components in INR

5.2 Sector-wise classification of salary

Others include sectors which do not fall into the given categories.



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.

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

Base Salary + Additional Guaranteed Cash Components (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	482,118	715,100	617,105	618,577	40
Consulting	624,048	907,692	763,992	752,895	14
Consumer Goods (FMCG)	574,000	1,148,004	642,650	716,615	11
Information Technology (IT)	505,200	920,616	557,940	574,754	72
Manufacturing	530,775	714,300	633,330	625,670	12
Pharmaceutical / Healthcare	455,600	704,956	521,000	564,599	7
Telecom	799,692	799,692	799,692	799,692	1
Others	469,302	527,820	498,561	498,561	2

Table 6: Sector-wise classification of Base Salary + Additional Guaranteed Cash Components in INR


 For TAPMI, Manipal 


 For CRISIL Limited, Mumbai 

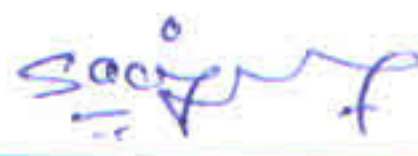

One-time Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	5,000	150,000	50,000	62,077	13
Consulting	30,000	100,000	100,000	82,500	8
Consumer Goods (FMCG)	-	-	-	-	-
Information Technology (IT)	50,000	50,000	50,000	50,000	11
Manufacturing	50,000	100,000	50,000	70,000	5
Pharmaceutical / Healthcare	90,000	90,000	90,000	90,000	4
Telecom	-	-	-	-	-
Others	50,000	50,000	50,000	50,000	2

Table 7: Sector-wise classification of One-time Cash Component in INR

Total Guaranteed Cash Components (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	482,118	784,210	635,260	638,752	40
Consulting	624,048	1,007,692	812,518	800,038	14
Consumer Goods (FMCG)	574,000	1,148,004	642,650	716,615	11
Information Technology (IT)	505,200	970,616	557,940	582,393	72
Manufacturing	530,775	750,000	685,580	654,837	12
Pharmaceutical / Healthcare	545,600	704,956	611,000	616,027	7
Telecom	799,692	799,692	799,692	799,692	1
Others	469,302	527,820	498,561	498,561	2

Table 8: Sector-wise classification of Total Guaranteed Cash Components in INR


 For TAPMI, Manipal



 For CRISIL Limited, Mumbai


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)

Base Salary + Additional Guaranteed Cash Components (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	505,200	907,692	557,940	580,202	63
Finance	560,400	650,000	579,180	592,958	10
Human resources	505,200	594,420	531,570	540,690	8
Marketing/ Sales	484,529	920,616	632,250	649,498	8
Operations/Supply chain	591,637	654,480	623,059	623,059	2
Systems/IT	716,000	716,000	716,000	716,000	2
To be Decided	455,600	1,148,004	678,697	653,390	66



Table 9: Function-wise classification of Base Salary + Additional Guaranteed Cash Components in INR

One-time Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	30,000	100,000	100,000	82,500	8
Finance	5,000	150,000	23,500	59,500	6
Human resources	-	-	-	-	-
Marketing/ Sales	50,000	50,000	50,000	50,000	1
Operations/Supply chain	-	-	-	-	-
Systems/IT	-	-	-	-	-
To be Decided	50,000	150,000	50,000	62,857	28

Table 10: Function-wise classification of One-time Cash Component in INR

Total Guaranteed Cash Components (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	505,200	1,007,692	557,940	590,678	63
Finance	560,400	784,210	592,420	628,658	10
Human resources	505,200	594,420	531,570	540,690	8
Marketing/ Sales	484,529	970,616	632,250	655,748	8
Operations/Supply chain	591,637	645,480	623,059	623,059	2
Systems/IT	716,000	716,000	716,000	716,000	2
To be Decided	469,302	1,148,004	688,393	678,542	66

Table 11: Function-wise classification of Total Guaranteed Cash Components in INR


 For TAPMI, Manipal



 For CRISIL Limited, Mumbai


5.4 Location-wise classification of salary

'Rest of India' includes locations such as Mysore and Hosur.

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 Location-wise classification of salary – Domestic (INR)

Base Salary + Additional Guaranteed Cash Components (INR)					
Location	Min	Max	Median	Mean	Data
Bengaluru	469,302	920,616	594,420	600,039	25
Chennai	484,529	714,300	557,940	559,731	13
Hyderabad	505,200	907,692	557,940	577,434	44
Mumbai	482,118	1,130,861	688,393	660,122	24
NCR Region	560,400	1,148,004	670,024	727,409	6
Pune	505,200	797,518	575,628	604,578	6
Rest of India	557,940	664,500	593,316	605,252	3
To be Decided	455,600	799,692	700,000	643,961	38

Table 12: Location-wise classification of Base Salary + Additional Guaranteed Cash Components in INR

One-time Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bengaluru	50,000	100,000	75,000	75,000	4
Chennai	5,000	5,000	5,000	5,000	1
Hyderabad	100,000	100,000	100,000	100,000	6
Mumbai	5,000	150,000	36,000	67,833	6
NCR Region	5,000	5,000	5,000	5,000	1
Pune	-	-	-	-	-
Rest of India	-	-	-	-	-
To be Decided	50,000	150,000	50,000	60,400	25

Table 13: Location-wise classification of One-time Cash Component in INR


 For TAPMI, Manipal



 For CRISIL Limited, Mumbai


Total Guaranteed Cash Components (INR)					
Location	Min	Max	Median	Mean	Data
Bengaluru	469,302	970,616	594,420	612,039	25
Chennai	484,529	714,300	557,940	560,116	13
Hyderabad	505,200	1,007,692	557,940	591,070	44
Mumbai	482,118	1,130,861	688,393	677,081	24
NCR Region	560,400	1,148,004	670,024	728,242	6
Pune	505,200	797,518	575,628	604,578	6
Rest of India	557,940	664,500	593,316	605,252	3
To be Decided	496,000	799,692	747,274	681,066	38

Table 14: Location-wise classification of Total Guaranteed Cash Components in INR

6. Other details

Sl. No.	Parameters	Number
1	Total Pre-Placement offers awarded	7
	1a. Through internships	7
	1b. Others	-
2	Total Pre-Placement offers accepted	7*
	2a. Through internships	7
	2b. Others	-

Table 15: Details regarding pre-placement offers (PPO)

* Offers accepted could be verified for 5 students

7. Compliance statement


This placement report has been prepared as per the Indian Placement Reporting Standards, version 2.0.

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.	Base salary and additional salary are taken together	Data at this granularity not available for all students
2.	Acceptance of offer could not be verified for 75 students	Acceptance document not available for these students

Table 16: List of Deviations from Standards with reasons for the same


For TAPMI, Manipal


For CRISIL Limited, Mumbai