

Ref No: BJ/ED/K.J.SOMAIYA/2024/CH1274
December 26, 2024

To,
The Director,
The Placement Office
K.J. Somaiya Institute of Management
Somaiya Vidyavihar University,
Vidya Vihar East, Mumbai-400077

Re: Placement Audit Report for the Master of Business Administration (MBA) Program, 2020-22

Dear Sir,

CRISIL has audited the Placement Report prepared for K.J. Somaiya Institute of Management, Mumbai: final placements of students in the MBA batch of 2020-22. CRISIL has validated the information provided in the report with the relevant documentation, and offers the following comments:

1. CRISIL has obtained all information and explanations as were necessary for conducting the audit. We believe the Placement Report complies with the requirements of Indian Placement Reporting Standards (IPRS) Version 2.2.
2. The validation of information presented in the report is based on communication received by KJ Somaiya Institute of Management from the recruiting companies. CRISIL has not independently sourced any information or documentation.
3. CRISIL has verified the information with respect to remuneration, job function and location presented in the report with communication received from recruiters.
 - a. The information has been categorized as best as possible under various salary heads according to IPRS Version 2.2; where break-up was not available, the salary has been considered only as 'Maximum earning potential'.
 - b. Proof of acceptance of the offers is indicated by students signing the offer letter. The acceptance of offer for 177 students out of 232 could not be verified.
4. The number of students opting out of the placement process and students on sabbatical has been established through written communication from the students/recruiting companies.

Thank You,

Best Regards,



Ms. Binaifer F. Jehani
Business Head- CRISIL MI&A - Assessments

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SOMAIYA
VIDYAVIHAR UNIVERSITY

K J Somaiya Institute of Management

FINAL PLACEMENT

2020-22

MASTER OF BUSINESS ADMINISTRATION
(MBA)

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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

Table 1: Classification of the Entire Graduate Pool

Categories	Number
1. Sought placement through the institute	233*
2. Did not seek placement through the institute	
2a. Sabbatical	-
2b. Continuing education	-
2c. Postponing job search	-
2d. Entrepreneurship (Starting a new business)	-
2e. Returning to / joining family business	-
2f. Sought placement outside the campus placement process	2**
2g. Did not seek placements for other reasons	2***
Total who did not seek employment through the institute	4
3. Number unplaced, if any	-
Total Graduates	237

*232 offer letters were available for verification out of the total final placement offers. However, salary breakup for 11 offer letters and 01 offer letter has not been shared to CRISIL. Among the total final placement offers, 37 were pre-placement offers. Further, CRISIL has obtained supporting documents for all 37 pre-placement offers.

**CRISIL has received mail confirmation for students who did not seek placement (02 offers) through the institute.

***CRISIL have received mail confirmation for students who did not seek placement for other reasons (02 offers).



For K.J Somaiya Institute of Management, Mumbai



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Key Highlights

MBA Program (2020-22 batch)



**Batch size
(237 students)**



**Highest Salary
(Rs 20.00 lakh)**



**Mean Salary
(Rs 11.00 lakh)**



**Number of
recruiters (60)**

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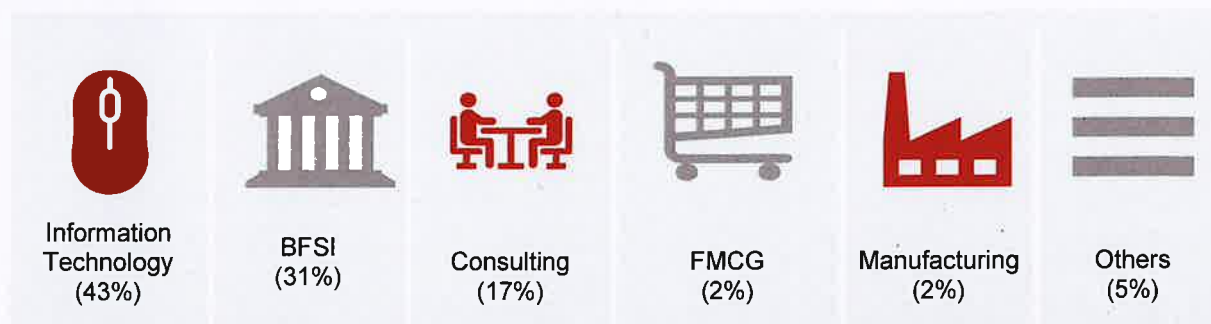


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Sectoral Highlights



- Highest offers were made in Information Technology sector (43%)
- Others include offers from Real Estate were 1%, Pharmaceutical / Healthcare 1%, Market Research 0.43%, Education 0.43%, Engineering 0.43%, Health 0.43%, Media/Entertainment 0.43%, Telecom 0.43% and Travel & Tourism 0.42%

Sector-wise classification

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

Table 2: Classification of Placements Based on Sector

Sector	Number of Offers accepted
BFSI	71
Consulting	39
Consumer goods (FMCG)	04
Engineering	01
Health	01
Information Technology (IT)	101
Manufacturing	04
Media/Entertainment	01
Others	02
Pharmaceutical / Healthcare	02
Real Estate	03
Telecom	01

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Travel & Tourism	01
International	
Others	01
Grand Total	232




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Functional Highlights



Finance
(30%)



General
Management
(25%)



Consulting
(25%)



Marketing/Sales
(13%)



Others
(7%)

- Highest offers received for Finance (30%)
- Others include offers from Human Resources were 3%, System/ IT 3% and Operations / Supply Chain 1%

Function-wise classification

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

Table 3: Classification of Placements Based on Function

Function	Number of Offers accepted
Consulting	57
Finance	69
General Management	57
Human Resources	09
Marketing/Sales	31
Operations / Supply Chain	02
Systems/IT	06
International	
General Management	01
Grand Total	232



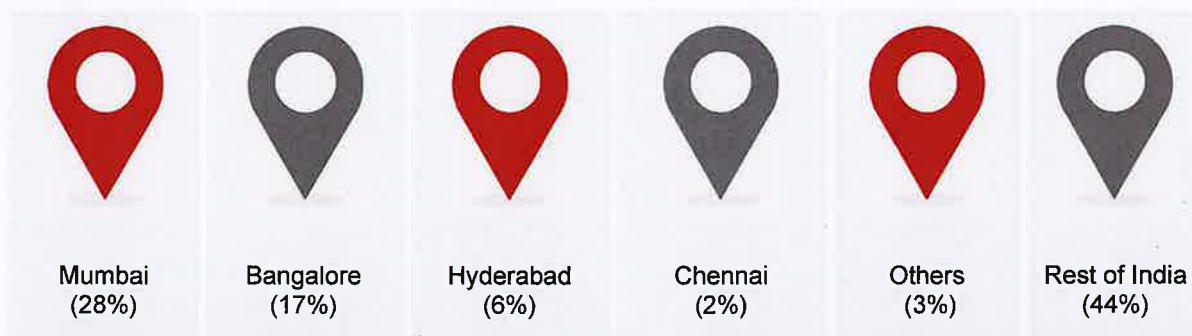
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Location Highlights



- Highest offers received for Mumbai (28%) location.
- Others (1%) includes offers for United Arab Emirates (1%), Delhi (1%) and Kolkata (1%).
- Rest of India (44%) includes offers for Pune (7.2%), Gurugram (4.3%), Bhubaneswar (0.9%), Ahmedabad (0.4%), Secunderabad (0.4%), Trivandrum (0.4%) and Surat (0.4%).
- 30% of letters with location details were not available and have been considered in Rest of India.

Location-wise classification

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

Table 4: Classification of Placements Based on Location

Location	Number of Offers accepted
Bangalore	40
Chennai	05
Hyderabad	12
Kolkata	02
Mumbai	67
Delhi	03
Rest of India	102
International	
United Arab Emirates	01
Grand Total	232



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Salary details

Salary Heads – Domestic (INR)

Table 5: Classification of Salary Components in INR

Salary Head (INR)	Min	Max	Median	Mean	Data
Total Fixed Salary	622632	1451371	850000	878763	231
One time Cash Payments	25000	360862	150000	134089	91
Total Guaranteed Cash Payments	624192	1451371	914765	931586	231
Performance linked compensation (max)	39996	600000	110000	152977	164
Other payments	21600	292653	56580	64813	212
Maximum Earning Potential (including non-cash, long term, and performance linked components)	705000	2000000	1050000	1099675	231

Salary Heads – International (USD)

Table 6: Classification of Salary Components in USD

Salary Head (INR)	Min	Max	Median	Mean	Data
Total Fixed Salary	96000	96000	-	-	01
One time Cash Payments	-	-	-	-	-
Total Guaranteed Cash Payments	96000	96000	-	-	01
Performance linked compensation (max)	-	-	-	-	-
Other payments	-	-	-	-	-
Maximum Earning Potential (including non-cash, long term, and performance linked components)	96000	96000	-	-	01

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Salary Statistics at PPP (USD)

Table 7: Classification of Salary Components in USD

Salary Head (INR)	Min	Max	Median	Mean	Data
INR Salary (Total Guaranteed Cash Component)	30764	71531	45924	45085	231
Non-INR Salary (Total Guaranteed Cash Component)	96000	96000	-	-	01
Combines INR and non-INR salary (Total Guaranteed Cash Component)	30764	96000	46140	45093	232
INR Salary (Maximum Earning Potential)	34746	98571	54198	51750	231
Non-INR Salary (Maximum Earning Potential)	96000	96000	-	-	01
Combines INR and non-INR salary (Maximum Earning Potential)	34746	98571	54378	51750	232

Note: This section allows a comparison of domestic and international salaries offered at PPP (Purchasing Power Parity) adjusted exchange rate. The base currency for the same would-be USD.

PPP data as per <https://www.imf.org/external/datamapper/PPPEX@WEO/OEMDC/ADVEC/WEOORLD>.

As per implied PPP conversion rate dated December 23, 2024

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.

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

Fixed Yearly Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	649169	1418400	905859	917756	71
Consulting	697000	1257600	925360	895351	39
Consumer goods (FMCG)	623190	989461	989461	897893	04
Engineering	914765	914765	-	-	01
Health	850000	850000	-	-	01
Information Technology (IT)	622632	1378404	836496	840790	101
Manufacturing	783518	954400	805977	837468	04
Media/Entertainment	800000	800000	-	-	01
Others	663521	778400	720960.5	720961	02
Pharmaceutical / Healthcare	978400	978400	978400	978400	02
Real Estate	923170	950000	923170	932113	03
Telecom	842400	842400	-	-	01

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Travel & Tourism	1451371	1451371	-	-	01
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Table 7: Sector-wise Classification of Onetime Cash Payments in INR

One time Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	50000	200000	200000	166129	31
Consulting	150000	325000	150000	173333	15
Consumer goods (FMCG)	50000	100000	100000	87500	04
Engineering	-	-	-	-	-
Health	-	-	-	-	-
Information Technology (IT)	25000	360862	50000	102837	36
Manufacturing	100000	100000	100000	100000	03
Media/Entertainment	-	-	-	-	-
Others	-	-	-	-	-
Pharmaceutical / Healthcare	50000	50000	50000	50000	02
Real Estate	-	-	-	-	-
Telecom	-	-	-	-	-
Travel & Tourism	-	-	-	-	-

Table 8: Sector-wise Classification of Total Guaranteed Cash Payments in INR

Total Guaranteed Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	649169	1418400	967600	990291	71
Consulting	697000	1407600	925360	962018	39
Consumer goods (FMCG)	673190	1089461	1089461	985393	04
Engineering	914765	914765	-	-	01
Health	850000	850000	-	-	01
Information Technology (IT)	624192	1397480	850000	877445	101
Manufacturing	828436	1054400	883518	912468	04
Media/Entertainment	800000	800000	-	-	01
Others	663521	778400	720960	720961	02
Pharmaceutical / Healthcare	1028400	1028400	1028400	1028400	02

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Real Estate	923170	950000	923170	932113	03
Telecom	842400	842400	-	-	01
Travel & Tourism	1451371	1451371	-	-	01

Table 9: Sector-wise Classification of Performance Linked Compensation in INR

Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	55000	462500	110000	154393	33
Consulting	69700	250000	100000	116115	31
Consumer goods (FMCG)	75000	217681	217681	182011	04
Engineering	100000	100000	-	-	01
Health	102000	102000	-	-	01
Information Technology (IT)	39996	600000	111024	150043	85
Manufacturing	390000	560000	560000	503333	03
Media/Entertainment	100000	100000	-	-	01
Others	300000	300000	-	-	01
Pharmaceutical / Healthcare	100000	100000	100000	100000	02
Real Estate	300000	300000	-	-	01
Telecom	300000	300000	-	-	01
Travel & Tourism	-	-	-	-	-

Table 10: Sector-wise Classification of Other Payments in INR

Other Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	30600	143052	57983	62982	63
Consulting	21600	93880	54632.5	54184	36
Consumer goods (FMCG)	74248	84105	84105	81641	04
Engineering	85235	85235	-	-	01
Health	-	-	-	-	-
Information Technology (IT)	21600	292653	55518	69505	95
Manufacturing	45600	64992	56481	55889	04
Media/Entertainment	-	-	-	-	-
Others	21600	41479	31539.5	31540	02

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Pharmaceutical / Healthcare	97730	97730	97730	97730	02
Real Estate	76830	76830	76830	76830	02
Telecom	57600	57600	-	-	01
Travel & Tourism	63029	63029	-	-	01

Table 11: Sector-wise Classification of Maximum Earning Potential Cash Component in INR

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	795000	1762500	1050000	1118652	71
Consulting	800000	1670480	1111776	1104330	39
Consumer goods (FMCG)	822438	1391247	1391247	1249045	04
Engineering	1100000	1100000	-	-	01
Health	952000	952000	-	-	01
Information Technology (IT)	793347	2000000	1021424	1069094	101
Manufacturing	1100000	1499999	1391714	1345857	04
Media/Entertainment	900000	900000	-	-	01
Others	705000	1100000	902500	902500	02
Pharmaceutical / Healthcare	1226130	1226130	1226130	1226130	02
Real Estate	1000000	1250000	1000000	1083333	03
Telecom	1200000	1200000	-	-	01
Travel & Tourism	1514400	1514400	-	-	01



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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.

Table 12: Function-wise Classification of Fixed Yearly Cash Component in INR

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	622632	1197480	728184	786242	57
Finance	655104	1378404	835800	863249	69
General Management	623190	1418400	968001	951608	57
Human Resources	624192	1451371	820000	900834	09
Marketing/Sales	651962	1378400	931753	915986	31
Operations / Supply Chain	649169	1050000	849585	849585	02
Systems / IT	833000	1155264	1091200	1028399	06

Table 13: Function-wise Classification of Onetime Cash Payments in INR

One time Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	50000	200000	50000	86765	34
Finance	100000	200000	200000	174242	33
General Management	50000	325000	100000	138889	09
Human Resources	305402	360862	360862	342375	03
Marketing/Sales	50000	200000	100000	110000	10
Operations / Supply Chain	100000	100000	-	-	01
Systems / IT	25000	25000	-	-	01

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

Total Guaranteed Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	624192	1397480	768416	837996	57
Finance	697000	1407600	925360	946582	69
General Management	663521	1418400	974712	973538	57
Human Resources	624192	1451371	1000000	1014959	09

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Total Guaranteed Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Marketing/Sales	651962	1378400	927462	951470	31
Operations / Supply Chain	649169	1150000	899585	899585	02
Systems / IT	833000	1155264	1103700	1032566	06

Table 15: Function-wise Classification of Performance Linked Compensation in INR

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	39996	250000	100000	96189	44
Finance	55000	462500	92536	132509	43
General Management	67500	317250	178500	173583	39
Human Resources	82000	123359	93424	97368	06
Marketing/Sales	45915	600000	217681	261112	27
Operations / Supply Chain	84000	210000	147000	147000	02
Systems / IT	60000	200000	200000	153333	03

Table 16: Function-wise Classification of Other Payments in INR

Other Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	21600	104316	56580	57171	54
Finance	21600	171600	66324	63041	62
General Management	21600	85235	39040	45141	53
Human Resources	50423	75660	62029	62219	08
Marketing/Sales	21600	292653	76830	116772	28
Operations / Supply Chain	50831	63000	56916	56916	02
Systems / IT	45387	143052	80677	94199	05

Table 17: Function-wise Classification of Maximum Earning Potential Cash Component in INR

Maximum Earning Potential (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	793347	1550004	899996	966409	57
Finance	795000	1762500	1050000	1085805	69
General Management	705000	1634632	1064500	1134278	57

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Maximum Earning Potential (INR)					
Functions	Min	Max	Median	Mean	Data
Human Resources	793347	1514400	1100000	1135177	9
Marketing/Sales	800000	2000000	1226130	1284362	31
Operations / Supply Chain	910000	1297000	1103500	1103500	02
Systems / IT	889855	1498316	1174039	1187732	06

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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.

Table 18: Location-wise Classification of Fixed Yearly Cash Component in INR

Fixed Yearly Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	624192	1378400	836496	858178	40
Chennai	697000	1000000	784100	809860	05
Hyderabad	624192	1055018	835800	843977	12
Kolkata	691104	828436	759770	759770	02
Mumbai	623190	1451371	866600	903757	67
Delhi	703104	1155264	703104	853824	03
Rest of India	622632	1418400	858300	880954	102

Table 19: Location-wise Classification of Onetime Cash Payments in INR

Onetime Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	50000	305402	75000	125450	12
Chennai	100000	200000	100000	133333	03
Hyderabad	150000	150000	150000	150000	07
Kolkata	200000	200000	-	-	01
Mumbai	25000	360862	125000	138224	30
Delhi	200000	200000	200000	200000	02
Rest of India	50000	325000	100000	125000	36

Table 20: Location-wise Classification of Total Guaranteed Cash Payments in INR

Total Guaranteed Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	624192	1378400	886496	895814	40
Chennai	697000	1000000	884100	889860	05
Hyderabad	624192	1205018	985800	931477	12
Kolkata	828436	891104	859770	859770	02
Mumbai	649169	1451371	974712	965649	67
Delhi	903104	1155264	903104	987157	03
Rest of India	624192	1418400	904482	925072	102

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Table 21: Location-wise Classification of Performance Linked Compensation in INR

Performance Linked Compensation (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	39996	600000	107424	157286	28
Chennai	67500	69700	67500	68050	04
Hyderabad	83580	462500	111024	222118	12
Kolkata	69996	390000	229998	229998	02
Mumbai	55000	300000	134317	135197	27
Delhi	69996	200000	69996	113331	03
ROI	39996	560000	111024	151094	88

Table 22: Location-wise Classification of Other Payments in INR

Other Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	21600	292653	63000	96387	39
Chennai	45900	78000	45900	53925	04
Hyderabad	64200	94982	68274	76438	12
Kolkata	64992	69948	67470	67470	02
Mumbai	30600	171600	53792	59620	61
Delhi	69948	143052	69948	94316	03
Rest of India	21600	112788	52368	52677	91

Table 23: Location-wise Classification of Maximum Earning Potential in INR

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	705000	2000000	1021424	1099891	40
Chennai	844700	1097500	997500	987440	05
Hyderabad	793347	1762500	1133580	1230032	12
Kolkata	1031048	1283428	1157238	1157238	02
Mumbai	795000	1670480	1025000	1074412	67
Delhi	1043048	1498316	1043048	1194804	03
Rest of India	793347	1634632	1064500	1102424	102



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Other details

Table 24: Details regarding Pre-Season Placement Offers

Sr. No.	Parameters	Number
1	Total Pre-Season Placement offers offered	37
2	Total Pre-Season Placement offers accepted	37

Note: Among the total final placement offer, 37 was pre-placement offers. Further, CRISIL has obtained supporting documents for all 37 pre-placement offers.



For K.J Somaiya Institute of Management, Mumbai



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Compliance Statement

This placement report has been prepared as per the Indian Placement Reporting Standards, Version 2.2.



For K.J Somaiya Institute of Management, Mumbai



For CRISIL Limited, Mumbai

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