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Ref No: BJ/ED/SPJIMR/2021/CH1205
June 25, 2021

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

Re: Audit of the Placement Report for the Post Graduate Programme in Management (PGPM) 2019

Dear Sir,

CRISIL has audited the Placement Report prepared by SP Jain Institute of Management and Research (SPJIMR), Mumbai, for the final placements of students in the PGPM batch of 2019. 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 SPJIMR 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. Data was not available for 1 student (out of 130 students) who sought placement through the institute. We have not been able to verify the status of the 1 student in the absence of required data.
    b. The information has been categorized as best as possible under various salary heads according to IPRS Version 2.2; where a break-up was not available, the salary has been considered only as 'Maximum earning potential'.
    c. Proof of acceptance of the offers is indicated by student signing the offer letter. Such proof was not available for 61 students out of 129.
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- SME Solutions

Mr. Bhushan Parekh
Director – SME Solutions

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Bharatiya Vidya Bhavan's
SPJIMR

FINAL PLACEMENT 2019

Post Graduate Programme in Management

(PGPM)

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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	**130***
2. Did not seek placement through the institute	**13**
2a. Sabbatical	6
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	-
2g. Did not seek placements for other reasons	7
Total who did not seek employment through the institute	**13**
3. Number unplaced, if any	-
Total Graduates	**143**

**Out of 130 students, offer letters of only 129 students were available for verification.*

Table 1: Classification of the Entire Graduate Pool

For SPJIMR, Mumbai

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2. Sector-wise classification

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

Sector	Number of Offers accepted
BFSI	10
Consumer goods (FMCG)	6
E-commerce	7
Energy	1
IT/ITES	68
Logistics	6
Manufacturing	1
Media / Entertainment	1
Others	16
Service	13
Grand Total	**129**

Table 2: Classification of Placements Based on Sector

3. Function-wise classification

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

Function	Number of Offers accepted
Advisory	4
Analytics	1
Consulting	51
Finance	11
General Management	3
Information Technology	33
Marketing & Sales	7
Operations & Supply Chain	19
Grand Total	**129**

Table 3: Classification of Placements Based on Function

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For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

4. Location-wise classification

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

Location	Number of Offers accepted
Bangalore	35
Chennai	7
Data not available	14
Delhi	1
Gurgaon	8
Hyderabad	7
Jabalpur	1
Jaipur	1
Kolkata	2
Mumbai	36
Noida	1
Pune	16
Grand Total	**129**

Table 4: Classification of Placements Based on Location

5. Salary details

5.1 Salary Heads – Domestic (INR)

Salary Head (INR)	Min	Max	Median	Mean	Data
Total Fixed Salary	498000	2630000	1468272	1457698	129
One time Cash Payments	30000	611600	130000	150207	51
Total Guaranteed Cash Payments	498000	2630000	1528000	1517082	129
Performance linked compensation (max)	50000	1080163	268400	279781	89
Other payments	21600	702000	101000	130234	105
Maximum Earning Potential (including non-cash, long term and performance linked components)	1153027	3208500	1800000	1816114	129

Table 5: Classification of Salary Components in INR

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For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

5.2 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 and are given in order to indicate the industry benchmark.

Fixed Yearly Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	664911	2300000	1011785	1171974	10
Consumer goods (FMCG)	1328400	1500000	1328400	1357000	6
E-commerce	1692000	1974000	1778400	1795800	7
Energy	2016491	2016491	-	-	1
IT/ITES	644085	2630000	1468804	1471981	68
Logistics	1450488	2378400	1678400	1757081	6
Manufacturing	1650000	1650000	-	-	1
Media / Entertainment	1220789	1220789	-	-	1
Others	498000	1678403	1328063	1254008	16
Service	810000	2071037	1700000	1540164	13

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

One time Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	275010	350000	275010	293758	4
Consumer goods (FMCG)	100000	100000	100000	100000	6
E-commerce	611600	611600	-	-	1
IT/ITES	30000	350000	130000	115822	23
Manufacturing	300000	300000	-	-	1
Others	100000	150000	115000	121000	10
Service	150000	200000	200000	183333	6

Table 7: Sector-wise Classification of Onetime Cash Payments in INR

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Total Guaranteed Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	664911	2300000	1281004	1289477	10
Consumer goods (FMCG)	1428400	1600000	1428400	1457000	6
E-commerce	1692000	2411600	1778400	1883171	7
Energy	2016491	2016491	-	-	1
IT/ITES	744085	2630000	1534550	1511156	68
Logistics	1450488	2378400	1678400	1757081	6
Manufacturing	1950000	1950000	-	-	1
Media / Entertainment	1220789	1220789	-	-	1
Others	498000	1736000	1468063	1323383	16
Service	1010000	2271037	1800000	1624780	13

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

Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	111120	1080163	1023313	809477	4
Consumer goods (FMCG)	150000	150000	150000	150000	5
E-commerce	75000	75000	-	-	1
IT/ITES	50000	769515	268400	263100	61
Logistics	100000	100000	-	-	1
Manufacturing	214500	214500	-	-	1
Media / Entertainment	420000	420000	-	-	1
Others	69048	780600	180000	235163	9
Service	300000	350000	318750	322917	6

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

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For CRISIL Limited, Mumbai

Other Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	105787	300000	117986	142858	9
Consumer goods (FMCG)	21600	21600	21600	21600	5
E-commerce	108000	303113	303113	228064	7
Energy	233509	233509	-	-	1
IT/ITES	46227	639440	100028	107209	51
Logistics	21600	49512	21600	26252	6
Manufacturing	138683	138683	-	-	1
Media / Entertainment	179211	179211	-	-	1
Others	21600	702000	67636	113841	15
Service	83169	607406	108900	267493	9

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

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	1409569	2300000	1794785	1741840	10
Consumer goods (FMCG)	1600000	1600000	1600000	1600000	6
E-commerce	1800000	2636600	2081513	2121950	7
Energy	2250000	2250000	-	-	1
IT/ITES	1153027	3208500	1800000	1827579	68
Logistics	1600000	2400000	1700000	1800000	6
Manufacturing	2303183	2303183	-	-	1
Media / Entertainment	1820000	1820000	-	-	1
Others	1200000	1875000	1600000	1586938	16
Service	1650000	2400001	1950028	1959006	13

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

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For SPJIMR, Mumbai

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.

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Advisory	810000	840000	840000	832500	4
Analytics	1650000	1650000	-	-	1
Consulting	498000	2100000	1420340	1422359	51
Finance	664911	2300000	1019785	1210016	11
General Management	1328400	1428000	1428000	1394800	3
Information Technology	1130880	2630000	1548400	1550144	33
Marketing & Sales	1018000	2016491	1600000	1523365	7
Operations & Supply Chain	1283213	2378400	1692000	1642626	19

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

One time Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Advisory	100000	200000	200000	175000	4
Analytics	300000	300000	-	-	1
Consulting	100000	350000	150000	198333	12
Finance	110000	350000	275010	234172	6
General Management	100000	100000	100000	100000	3
Information Technology	30000	200000	30000	75217	18
Marketing & Sales	110000	110000	-	-	1
Operations & Supply Chain	100000	611600	100000	185267	6

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

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For SPJIMR, Mumbai

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Total Guaranteed Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Advisory	940000	1040000	1025000	1007500	4
Analytics	1950000	1950000	-	-	1
Consulting	498000	2450000	1444672	1469026	51
Finance	664911	2300000	1294795	1337746	11
General Management	1428400	1528000	1528000	1494800	3
Information Technology	1170880	2630000	1578000	1591172	33
Marketing & Sales	1018000	2016491	1600000	1539079	7
Operations & Supply Chain	1283213	2411600	1692000	1701132	19

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

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Advisory	337500	350000	350000	345833	3
Analytics	214500	214500	-	-	1
Consulting	69048	780600	270000	293755	37
Finance	180000	1080163	1023313	721358	5
General Management	150000	150000	-	-	1
Information Technology	50000	600000	268400	232745	32
Marketing & Sales	88800	420000	180000	229600	3
Operations & Supply Chain	75000	150000	150000	126589	7

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

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For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Other Payments (INR)					
Functions	**Min**	**Max**	**Median**	**Mean**	**Data**
Advisory	560000	607406	596925	590314	4
Analytics	138683	138683	-	-	1
Consulting	21600	702000	98242	109566	40
Finance	46728	300000	116380	127628	10
General Management	21600	72000	72000	55200	3
Information Technology	51600	639440	101000	118697	23
Marketing & Sales	46227	233509	84131	112323	6
Operations & Supply Chain	21600	303113	35556	108119	18

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

Maximum Earning Potential Cash Component (INR)					
Functions	**Min**	**Max**	**Median**	**Mean**	**Data**
Advisory	1500000	1997406	1965675	1857189	4
Analytics	2303183	2303183	-	-	1
Consulting	1153027	2967000	1700000	1768076	51
Finance	1409569	2300000	1800000	1781662	11
General Management	1600000	1600000	1600000	1600000	3
Information Technology	1470000	3208500	1898400	1899592	33
Marketing & Sales	1153027	2250000	1785092	1733755	7
Operations & Supply Chain	1500120	2636600	1800000	1850198	19

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

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For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

5.4 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 and are given in order to indicate the industry benchmark.

Fixed Yearly Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	581000	2100000	1475600	1459737	35
Chennai	1341454	1615000	1479208	1447058	7
Data not available	1548400	2630000	1600000	1703943	14
Delhi	1328400	1328400	-	-	1
Gurgaon	810000	1974000	1428000	1452000	8
Hyderabad	701851	2300000	1328400	1481562	7
Jabalpur	1549000	1549000	-	-	1
Jaipur	1328400	1328400	-	-	1
Kolkata	498000	840000	669000	669000	2
Mumbai	1003785	2016491	1424170	1415876	36
Noida	1428000	1428000	-	-	1
Pune	840000	2378400	1445406	1479828	16

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

One time Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	30000	611600	160000	219354	13
Chennai	150000	150000	150000	150000	2
Data not available	30000	30000	30000	30000	9
Delhi	100000	100000	-	-	1
Gurgaon	150000	200000	150000	160000	5
Hyderabad	63913	130000	100000	98478	4
Jaipur	100000	100000	-	-	1
Kolkata	200000	200000	-	-	1
Mumbai	100000	350000	140000	195912	11
Noida	150000	150000	-	-	1
Pune	40000	200000	100000	120000	3

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

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Total Guaranteed Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	581000	2450000	1549000	1541211	35
Chennai	1352290	1615000	1491454	1489915	7
Data not available	1548400	2630000	1630000	1723229	14
Delhi	1428400	1428400	-	-	1
Gurgaon	1010000	1974000	1578000	1552000	8
Hyderabad	701851	2300000	1444672	1537836	7
Jabalpur	1549000	1549000	-	-	1
Jaipur	1428400	1428400	-	-	1
Kolkata	498000	1040000	769000	769000	2
Mumbai	1018000	2016491	1472399	1475738	36
Noida	1578000	1578000	-	-	1
Pune	1018000	2378400	1445406	1495828	16

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

Performance Linked Compensation (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	75000	1023313	258750	376003	24
Chennai	140909	285000	214500	211764	5
Data not available	50000	394500	268400	253263	13
Delhi	150000	150000	-	-	1
Gurgaon	275000	337500	275000	285417	6
Hyderabad	69048	1080163	150000	409842	5
Jabalpur	85000	85000	-	-	1
Jaipur	150000	150000	-	-	1
Kolkata	350000	350000	-	-	1
Mumbai	50000	420000	180000	214171	22
Noida	275000	275000	-	-	1
Pune	85000	350000	270000	226854	9

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

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For CRISIL Limited, Mumbai

Other Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	21600	303113	108206	124518	30
Chennai	67636	93296	75423	77945	4
Data not available	21600	184000	51600	77200	4
Delhi	21600	21600	-	-	1
Gurgaon	101000	586444	101000	165681	8
Hyderabad	21600	300000	92137	110991	6
Jabalpur	66000	66000	-	-	1
Jaipur	21600	21600	-	-	1
Kolkata	607406	702000	654703	654703	2
Mumbai	46227	233509	84749	103115	32
Noida	101000	101000	-	-	1
Pune	21600	639440	60000	139127	15

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

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	1350012	2967000	1800000	1905772	35
Chennai	1500000	1900000	1699999	1685715	7
Data not available	1650000	3208500	1898400	1980459	14
Delhi	1600000	1600000	-	-	1
Gurgaon	1800000	2100000	1954000	1931743	8
Hyderabad	1580008	2400000	1900000	1925715	7
Jabalpur	1700000	1700000	-	-	1
Jaipur	1600000	1600000	-	-	1
Kolkata	1200000	1997406	1598703	1598703	2
Mumbai	1153027	2303183	1675000	1698277	36
Noida	1954000	1954000	-	-	1
Pune	1220227	2400000	1750000	1761793	16

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

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6. Other details

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

Table 24: Details regarding Pre- Season Placement Offers

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