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Ref No: BJ/ED/SPJIMR/2023/CH1247
March 20, 2023

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

Re: Audit of the Autumn Internship Placement Report of the Post Graduate Diploma in Management (PGDM) Programme, 2018-20

Dear Sir,

CRISIL has audited the placement report prepared by SP Jain Institute of Management and Research (SPJIMR), Mumbai, for the autumn internship placements of students in the PGDM batch of 2018-20. CRISIL has validated the information provided in the report with the relevant documentation, and offers the following comments on the report's conformance to the Indian Placement Reporting Standards (IPRS) Version 2.2:

In this context, CRISIL confirms the following:

1. For the purpose of the audit, we have obtained all necessary information and explanations. 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 and students. CRISIL has not independently sourced any information or documentation.
3. CRISIL has verified the information with respect to job function, location and stipends presented in the report, based on communication received from the recruiters.
4. Data of 237 students was available for verification during the audit.

Thank You,

Best Regards,

CRISIL

Ms. Binaifer F. Jehani
Business Head- SME Solutions

Mr. Yogendra Deep Singh
Business Head - GIX

Bharatiya Vidya Bhavan's

SPJIMR

AUTUMN PLACEMENT REPORT

2018-20

POST GRADUATE DIPLOMA IN MANAGEMENT (PGDM)

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Classification of entire placement pool

Table 1: Classification of the entire placement pool

Categories	Number
1. Total batch strength	239
1a. Total students eligible for sitting in Autumn Placements	239
1b. Total students not eligible for sitting in Autumn Placements	-
2. Total students eligible for sitting in Autumn Placements	
2a. Seeking internship through the Institute	237*
2b. Not Seeking Internship through the Institute	2
2c. Students who opted out of Autumn internship	-

**Offer letters or completion certificate of 237 students were available for verification*

Nature of the internship	With Stipend	Without Stipend	Data Not Available
Seeking internship through the institute	153	-	84
Not seeking internship through the institute	-	-	-

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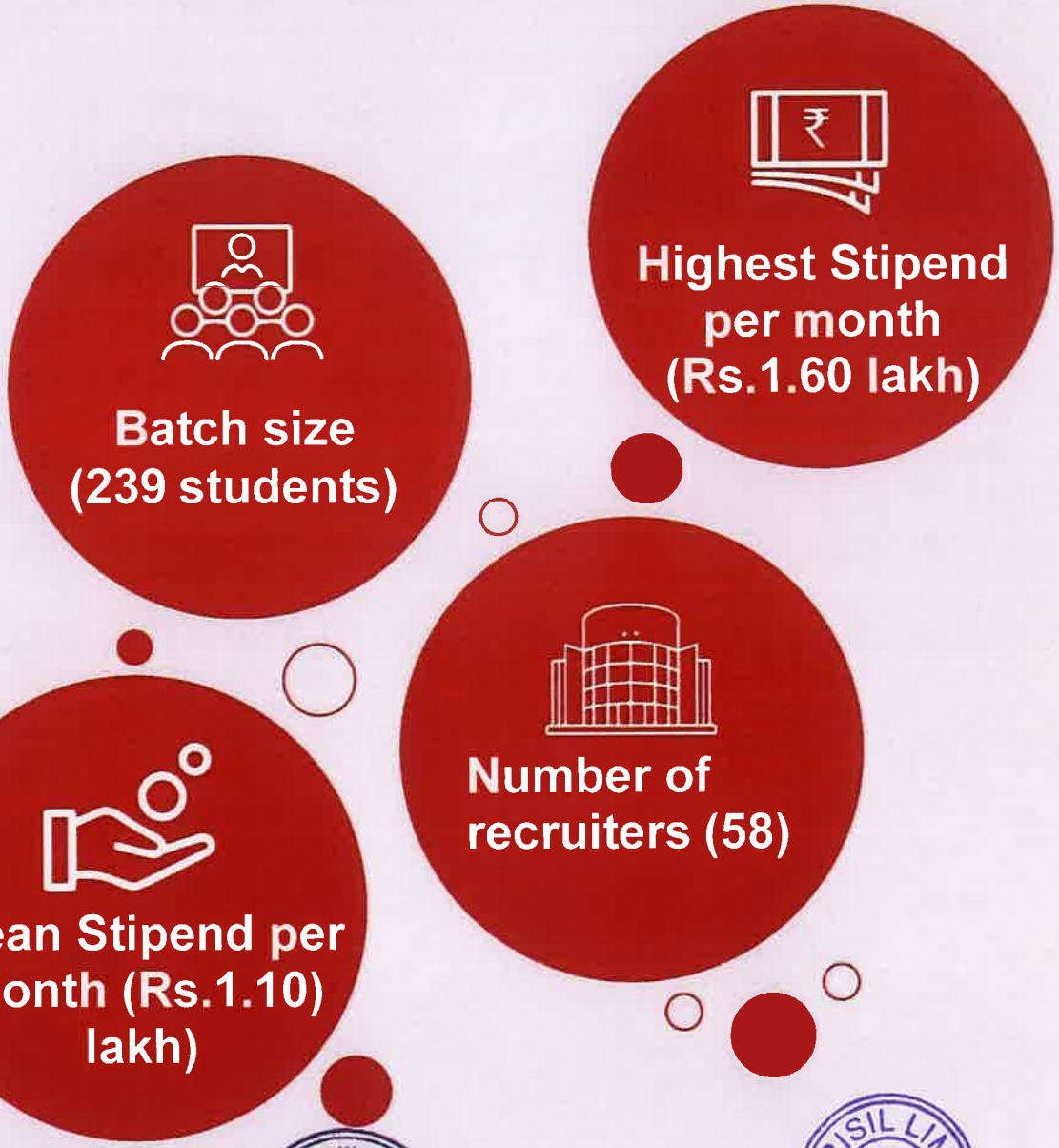
For SPJIMR, Mumbai

CRISIL LIMITED MUMBAI

For CRISIL Limited, Mumbai

Key Highlights

PGDM Program (2018-20)



For SPJIMR, Mumbai

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Sectoral Highlights

FMCG (38%)

E-Commerce (25%)

BFSI (15%)

Consulting (7%)

Others (15%)

- Highest offers were made in FMCG (38%) sector.
- Others includes internships for Information Technology (4%), Manufacturing (4%), Healthcare (3%), Education (2%), Telecom (1%) and Travel & Tourism (1%)

Sector-wise classification

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

Table 2: Classification of internships based on sector

Sector	Number of Offers accepted
BFSI	36
Consulting	17
E-Commerce	60
FMCG	89
Healthcare	06
Information Technology (IT)	09
Manufacturing	10
Other	05
Telecom	02
Travel & Tourism	03
Total	**237**

For SPJIMR, Mumbai

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Functional Highlights

Marketing/Sales (35%)

Finance (17%)

Operations/Supply Chain (16%)

Others (32%)

- Highest offers received for Marketing (35%) domain.
- Others include Intern/Trainee (13%), Consulting (7%), Systems / IT (6%), General Management (5%) and Human Resources (1%)

Function-wise classification

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

Table 3: Classification of internships based on function

Function	Number of Offers accepted
Consulting	17
Finance	40
General Management	13
Human Resources	01
Marketing/Sales	84
Operations/Supply Chain	37
Summer Trainee	30
Systems / IT	15
Total	**237**

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Location Highlights

- Highest offers received for Bangalore (28%) location.
- Location details for 42% of internship offers were not available.
- Others include internship offers from Pune, New Delhi, Hyderabad, Haryana, Dubai cumulative contribution 4%

Location-wise classification

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

Table 4: Classification of internships based on location

Location	Number of Offers accepted
Bangalore	65
Data not available	100
Gurgaon	05
Haryana	01
Hyderabad	02
Mumbai	55
New Delhi	02
Noida	03
Pune	03
International	
Dubai	01
Total	**237**

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

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Compliance Statement

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

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