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Ref No: BJ/ED/SPJIMR/2023/CH1245
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 Placement Report of the Post Graduate Diploma in Management (PGDM) Programme, 2018-20

Dear Sir,

CRISIL have audited the Placement Report prepared by SP Jain Institute of Management and Research (SPJIMR), Mumbai, for the final 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:

1. CRISIL have obtained all information and explanations as were necessary for conducting the audit. We believe the Placement Report complies with the requirement s 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 have 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 a 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 student signing the offer letter. The acceptance of offer for 152 students out of 237 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- SME Solutions

Mr. Yogendra Deep Singh
Business Head - GIX

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SPJIMR

FINAL PLACEMENT

2018-20

Post Graduate Diploma in Management (PGDM)

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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	**237***
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	-
Total who did not seek employment through the institute	2
3. Number unplaced, if any	-
Total Graduates	**239**

** 237 offer letters were available for verification (231 offer letters and 6 email confirmation) of which 85 offers were signed and accepted.*

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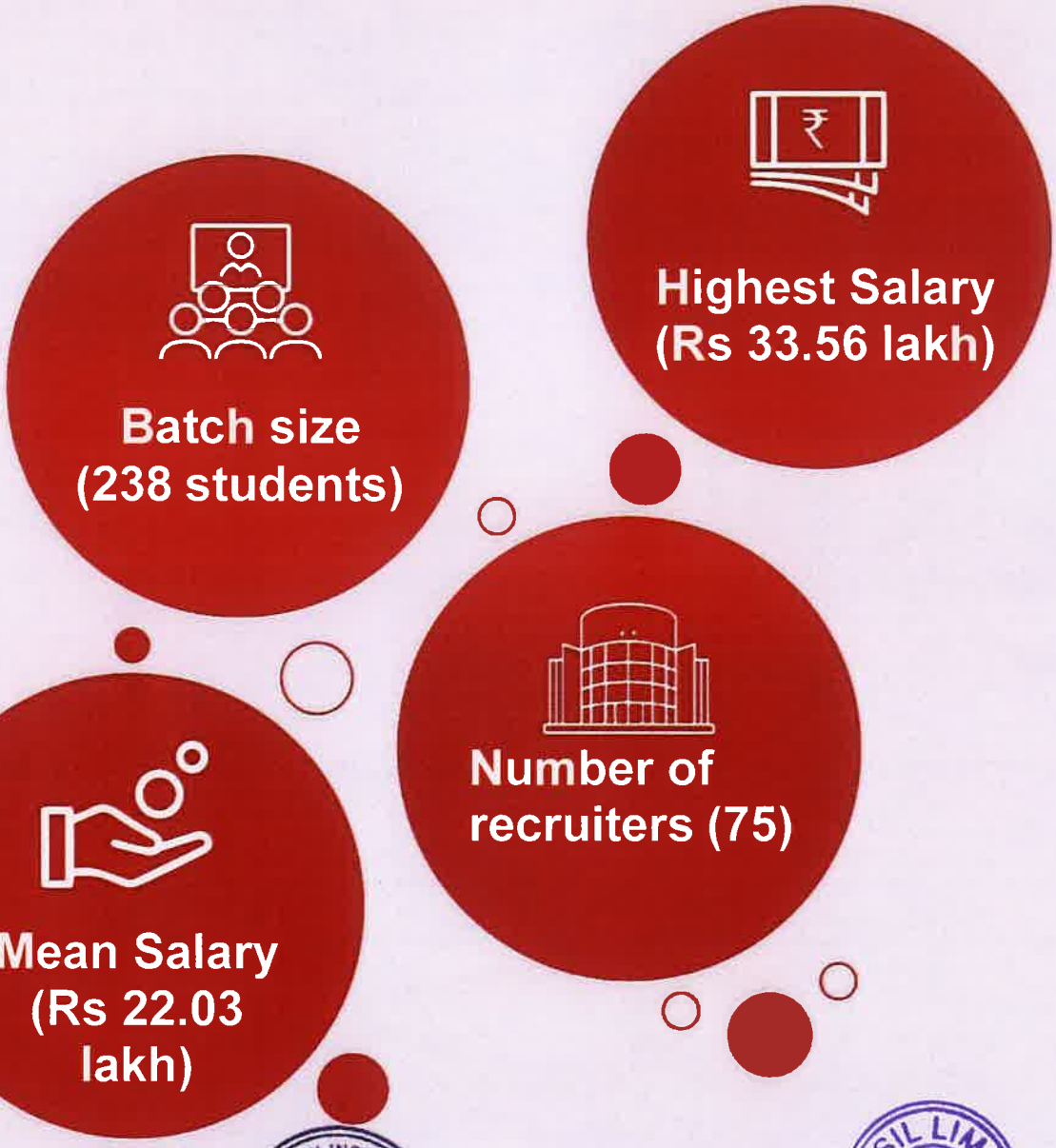
Key Highlights

PGDM Program (2018-20 batch)



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Sectoral Highlights

- Highest offers were made in FMCG (23%) sector
- Others include offers from Information Technology (8%), Energy, Real Estate, Healthcare, Telecom cumulative contribution being (3%), Manufacturing (3%), Education (5%), Travel & Tourism (3%)

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	45
Consulting	47
E-commerce	37
Energy	01
FMCG	54
Healthcare	03
Information Technology (IT)	21
Manufacturing	07
Others	10
Real Estate	02
Telecom	02

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Travel & Tourism	07
International	
Others	01
Grand Total	**237**

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Functional Highlights

General Management (28%)

Marketing/Sales (26%)

Consulting (24%)

Others (22%)

- Highest offers received for General Management (28%) domain
- Others include offers for Finance (9%), Operations/Supply Chain (8%), Systems/IT (4%), HR (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	21
General Management	67
HR	03
Marketing/Sales	62
Operations/Supply Chain	17
Systems / IT	09
International	
Operations/Supply Chain	01
Grand Total	**237**

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Location Highlights

- Highest offers received for Bangalore (35%) location
- Others include offers for New Delhi (2%), Pune (1%), Hyderabad (3%), Ahmedabad, Cuttack, Kolkata, Noida, Tirunelveli, Saudi Arabia cumulatively (3%)
- 21% of letters with location details not available

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
Ahmedabad	01
Bangalore	83
Chennai	08
Cuttack	01
Data not available	49
Gurgaon	22
Hyderabad	07
Kolkata	01
Mumbai	55
New Delhi	04
Noida	01
Pune*	03
Tirunelveli	01

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Location	Number of Offers accepted
International	
Saudi Arabia	01
Grand Total	**237**

**Include offer letters for Patancheru and Khandala location*

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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	840000	2800000	1732258	1708342	236
One time Cash Payments	25000	800000	300000	316430	162
Total Guaranteed Cash Payments	945000	2877330	1900000	1925552	236
Performance linked compensation (max)	82500	634400	225225	283739	125
Other payments	3900	699237	114000	140486	213
Maximum Earning Potential (including non-cash, long term, and performance linked components)	1131058	3355569	2135000	2202633	236

Salary Heads – International (USD)

Table 6: Classification of Salary Components in USD

Salary Head (USD)	Min	Max	Median	Mean	Data
Total Fixed Salary	66279	66279	66279	66279	01
One time Cash Payments	872	872	872	872	01
Total Guaranteed Cash Payments	67151	67151	67151	67151	01
Performance linked compensation (max)	-	-	-	-	-
Other payments	-	-	-	-	-
Maximum Earning Potential (including non-cash, long term, and performance linked components)	67151	67151	67151	67151	01

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Salary Statistics at PPP (USD)

Table 7: Classification of Salary Components in USD

Salary Head (USD)	Min	Max	Median	Mean	Data
INR Salary (Total Guaranteed Cash Component)	46934	120039	79433	80770	143
Non-INR Salary (Total Guaranteed Cash Component)	67151	67151	67151	67151	01
Combines INR and non-INR salary (Total Guaranteed Cash Component)	39424	120039	79266	80276	237
INR Salary (Maximum Earning Potential)	54235	139990	90139	92527	143
Non-INR Salary (Maximum Earning Potential)	67151	67151	67151	67151	01
Combines INR and non-INR salary (Maximum Earning Potential)	47186	139990	88965	91787	237

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/WEOWORLD.
As per implied PPP conversion rate dated March 20, 2023

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

Fixed Yearly Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	909000	1904000	1423080	1433001	45
Consulting	990000	2322635	1841483	1793275	47
E-commerce	1450000	2000000	1750000	1743373	37
Energy	1550332	1550332	-	-	01
FMCG	840000	2800000	1732500	1786109	54
Healthcare	1428000	1450000	1428000	1435333	03
Information Technology (IT)	1463059	2277330	1922321	1970698	21
Manufacturing	1279226	1950000	1800000	1680048	07
Others	1378400	1986000	1761103	1714759	10
Real Estate	1919444	1919444	1919444	1919444	02
Telecom	1415692	2356452	1886072	1886072	02
Travel & Tourism	1259226	1555113	1385149	1383579	07

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Table 9: Sector-wise Classification of Onetime Cash Payments in INR

One time Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	25000	500000	300000	321122	34
Consulting	100000	389595	150000	194460	20
E-commerce	100000	600000	300000	341607	28
Energy	61668	61668	-	-	01
FMCG	100000	800000	400000	388769	39
Healthcare	156500	312500	312500	260500	03
Information Technology (IT)	100000	600000	200000	308533	21
Manufacturing	150000	500000	300000	292857	07
Others	200000	300000	202500	234167	06
Real Estate	350000	350000	350000	350000	02
Telecom	250000	250000	-	-	01

Table 10: Sector-wise Classification of Total Guaranteed Cash Payments in INR

Total Guaranteed Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	945000	2057780	1682473	1675627	45
Consulting	990000	2632635	1841483	1876024	47
E-commerce	1750000	2600000	1910400	2001886	37
Energy	1612000	1612000	-	-	01
FMCG	1125000	2800000	2132500	2066887	54
Healthcare	1606500	1740500	1740500	1695833	03
Information Technology (IT)	1713059	2877330	2122321	2279231	21
Manufacturing	1779226	2242072	1950000	1972905	07
Others	1500000	2186000	1954512	1855259	10
Real Estate	2269444	2269444	2269444	2269444	02
Telecom	1665692	2356452	2011072	2011072	02
Travel & Tourism	1259226	1555113	1385149	1383579	07

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Table 11: Sector-wise Classification of Performance Linked Compensation in INR

Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	85000	500000	190001	202775	23
Consulting	160000	634400	200000	339295	22
E-commerce	82500	180000	168000	136200	05
FMCG	208334	549000	305150	362434	35
Healthcare	217500	217500	-	-	01
Information Technology (IT)	152435	478239	345766	329116	14
Manufacturing	110000	228572	224286	196786	04
Others	181819	300000	200000	231364	10
Real Estate	236000	236000	236000	236000	02
Telecom	170000	270000	220000	220000	02
Travel & Tourism	150000	175000	165000	162143	07

Table 12: Sector-wise Classification of Other Payments in INR

Other Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	46800	562300	108000	171282	44
Consulting	21600	177365	129987	128190	44
E-commerce	3900	396600	3900	82867	35
Energy	222400	222400	-	-	01
FMCG	72000	699237	116678	174410	51
Healthcare	72000	72000	72000	72000	02
Information Technology (IT)	57745	390231	102253	145561	12
Manufacturing	92202	270187	148964	150420	06
Others	21600	178075	21600	82490	07
Real Estate	94556	94556	94556	94556	02
Telecom	114308	121548	117928	117928	02
Travel & Tourism	99851	193800	121600	133340	07

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Table 13: Sector-wise Classification of Maximum Earning Potential Cash Component in INR

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	1150992	2538480	2060000	1946743	45
Consulting	1131058	3200000	1971470	2154850	47
E-commerce	1753900	2603900	2132500	2098680	37
Energy	1834400	1834400	-	-	01
FMCG	1425000	3035891	2551080	2466519	54
Healthcare	1812500	1824000	1812500	1816333	03
Information Technology (IT)	1862933	3355569	2405105	2581819	21
Manufacturing	2100000	2500000	2100000	2214286	07
Others	1800000	2564075	2250000	2144365	10
Real Estate	2600000	2600000	2600000	2600000	02
Telecom	1950000	2748000	2349000	2349000	02
Travel & Tourism	1600000	1851713	1650000	1679061	07

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

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	990000	2322635	1841483	1746793	57
Finance	909000	2000000	1337700	1418480	21
General Management	840000	2277330	1796581	1749726	67
Human Resource (HR)	1409880	1409880	1409880	1409880	03
Marketing/Sales	1259226	2800000	1750000	1759155	62
Operations/Supply Chain	1401360	1862000	1586000	1582507	17
Systems / IT	1463059	2200000	1918404	1820209	09

Table 15: Function-wise Classification of Onetime Cash Payments in INR

One time Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	100000	600000	349798	351344	34
Finance	25000	600000	200000	270000	15
General Management	100000	600000	285000	266778	45
Human Resource (HR)	172716	172716	172716	172716	03
Marketing/Sales	61668	800000	300000	359771	44
Operations/Supply Chain	100000	800000	300000	377529	15
Systems / IT	200000	250000	200000	208333	06

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Table 16: Function-wise Classification of Total Guaranteed Cash Payments in INR

Total Guaranteed Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	990000	2877330	1841483	1956366	57
Finance	945000	2600000	1537700	1611337	21
General Management	1125000	2877330	1904000	1928905	67
Human Resource (HR)	1582596	1582596	1582596	1582596	03
Marketing/Sales	1259226	2800000	2029907	2014477	62
Operations/Supply Chain	1401360	2532258	1792000	1915621	17
Systems / IT	1499207	2400000	2118404	1959098	09

Table 17: Function-wise Classification of Performance Linked Compensation in INR

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	150000	634400	200000	293384	32
Finance	99996	99996	99996	99996	04
General Management	181819	520000	345766	357921	31
Marketing/Sales	82500	487500	240000	250235	49
Operations/Supply Chain	85000	549000	165000	216773	06
Systems / IT	152435	549000	320000	340478	03

Table 18: Function-wise Classification of Other Payments in INR

Other Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	21600	177365	129987	118420	49
Finance	3900	562300	119512	231541	20
General Management	3900	699237	126240	169197	62
Human Resource (HR)	82956	82956	82956	82956	03
Marketing/Sales	3900	390231	99851	123257	55
Operations/Supply Chain	3900	212978	91777	83094	16
Systems / IT	48000	100793	81600	80299	08

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Table 19: Function-wise Classification of Maximum Earning Potential Cash Component in INR

Maximum Earning Potential (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	1131058	3310023	1975000	2222872	57
Finance	1150992	2603900	1815500	1850899	21
General Management	1425000	3355569	2200000	2251081	67
Human Resource (HR)	1665552	1665552	1665552	1665552	03
Marketing/Sales	1600000	3035891	2211431	2321584	62
Operations/Supply Chain	1678860	2745236	1950000	2070335	17
Systems / IT	1600000	2625694	2200004	2143968	09

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

Fixed Yearly Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Ahmedabad	1550332	1550332	-	-	01
Bangalore	909000	2000000	1650000	1646320	83
Chennai	1450000	2200000	1918404	1815452	8
Cuttack	1726000	1726000	-	-	01
Data not available	840000	2800000	1904000	1873963	49
Gurgaon	990000	2356452	1566661	1574300	22
Hyderabad	1151784	1815660	1726000	1582364	07
Kolkata	909000	909000	-	-	01
Mumbai	945000	2322635	1732500	1732967	55
New Delhi	1350000	2277330	1537310	1675488	04
Noida	1678296	1678296	-	-	01
Pune	1499207	1862000	1499207	1620138	03
Tirunelveli	1726000	1726000	-	-	01

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Table 21: Location-wise Classification of Onetime Cash Payments in INR

Onetime Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Ahmedabad	61668	61668	-	-	01
Bangalore	150000	600000	300000	355801	51
Chennai	200000	300000	200000	237500	08
Cuttack	150000	150000	-	-	01
Data not available	100000	800000	200000	300177	46
Gurgaon	100000	400000	256467	246943	10
Hyderabad	150000	500000	400000	362500	04
Kolkata	400000	400000	-	-	01
Mumbai	25000	600000	300000	324350	36
New Delhi	300000	600000	450000	450000	02
Noida	150000	150000	-	-	01
Tirunelveli	150000	150000	-	-	01

Table 22: Location-wise Classification of Total Guaranteed Cash Payments in INR

Total Guaranteed Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Ahmedabad	1612000	1612000	-	-	01
Bangalore	1309000	2600000	1841483	1864944	83
Chennai	1750000	2400000	2118404	2052952	08
Cuttack	1876000	1876000	-	-	01
Data not available	1125000	2800000	2186000	2155762	49
Gurgaon	990000	2356452	1673836	1686547	22
Hyderabad	1651784	1900000	1815660	1789507	07
Kolkata	1309000	1309000	-	-	01
Mumbai	945000	2877330	1950000	1945269	55
New Delhi	1350000	2877330	1687310	1900488	04
Noida	1828296	1828296	-	-	01
Pune	1499207	1862000	1499207	1620138	03
Tirunelveli	1876000	1876000	-	-	01

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Table 23: Location-wise Classification of Performance Linked Compensation in INR

Performance Linked Compensation (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	82500	520000	190001	201326	32
Cuttack	520000	520000	-	-	01
Data not available	152435	634400	240000	336895	35
Gurgaon	150000	270000	160000	178611	09
Hyderabad	150000	520000	199284	236309	06
Kolkata	99996	99996	-	-	01
Mumbai	99996	549000	305150	331846	34
New Delhi	160000	478239	204167	261643	04
Noida	190000	190000	-	-	01
Pune	549000	549000	-	-	01
Tirunelveli	520000	520000	-	-	01

Table 24: Location-wise Classification of Other Payments in INR

Other Payments (INR)					
Location	Min	Max	Median	Mean	Data
Ahmedabad	222400	222400	-	222400	01
Bangalore	3900	562300	114600	144349	77
Chennai	3900	81600	81600	48300	07
Cuttack	78660	78660	-	-	01
Data not available	21600	699237	134480	183301	48
Gurgaon	3900	193800	115493	107912	16
Hyderabad	3900	177264	89400	113307	07
Kolkata	105996	105996	-	-	01
Mumbai	3900	313527	141058	127760	48
New Delhi	84048	108000	96024	96024	02
Noida	57745	57745	-	-	01
Pune	82694	100793	100793	94760	03
Tirunelveli	78660	78660	-	-	01

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Table 25: Location-wise Classification of Maximum Earning Potential in INR

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
Ahmedabad	1834400	1834400	-	-	01
Bangalore	1514992	2603900	2100000	2076478	83
Chennai	1753900	2400000	2200004	2095215	08
Cuttack	2474660	2474660	-	-	01
Data not available	1425000	3200000	2700000	2575962	49
Gurgaon	1131058	2748000	1790784	1838096	22
Hyderabad	1891184	2474660	2192208	2105365	07
Kolkata	1514992	1514992	-	-	01
Mumbai	1150992	3355569	2100150	2261910	55
New Delhi	1550000	3355569	1967501	2210143	04
Noida	2076041	2076041	-	-	01
Pune	1600000	2493694	1600000	1897898	03
Tirunelveli	2474660	2474660	-	-	01

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Other details

Table 26: Details regarding Pre- Season Placement Offers

Sr. No.	Parameters	Number
1	Total Pre-Season Placement offers offered	90
2	Total Pre-Season Placement offers accepted	90

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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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About CRISIL Limited

CRISIL is a leading, agile and innovative global analytics company driven by its mission of making markets function better. It is India's foremost provider of ratings, data, research, analytics and solutions with a strong track record of growth, culture of innovation, and global footprint.

It has delivered independent opinions, actionable insights, and efficient solutions to over 100,000 customers through businesses that operate from India, the US, the UK, Argentina, Poland, China, Hong Kong, UAE and Singapore.

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