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Ref No: BJ/ED/SPJIMR/2023/CH1246
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, 2019-21

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 2019-21. 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 42 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,

CRISIL

Ms. Binaifer F. Jehani
Business Head- SME Solutions

Mr. Yogendra Deep Singh
Business Head - GIX

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Bharatiya Vidya Bhavan's
SPJIMR

FINAL PLACEMENT

2019-21

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	**232***
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	4
2g. Did not seek placements for other reasons	-
Total who did not seek employment through the institute	4
3. Number unplaced, if any	-
Total Graduates	**236**

** 232 offer letters were available for verification (230 offer letters and 2 email confirmation) of which 190 offers were signed and accepted.*

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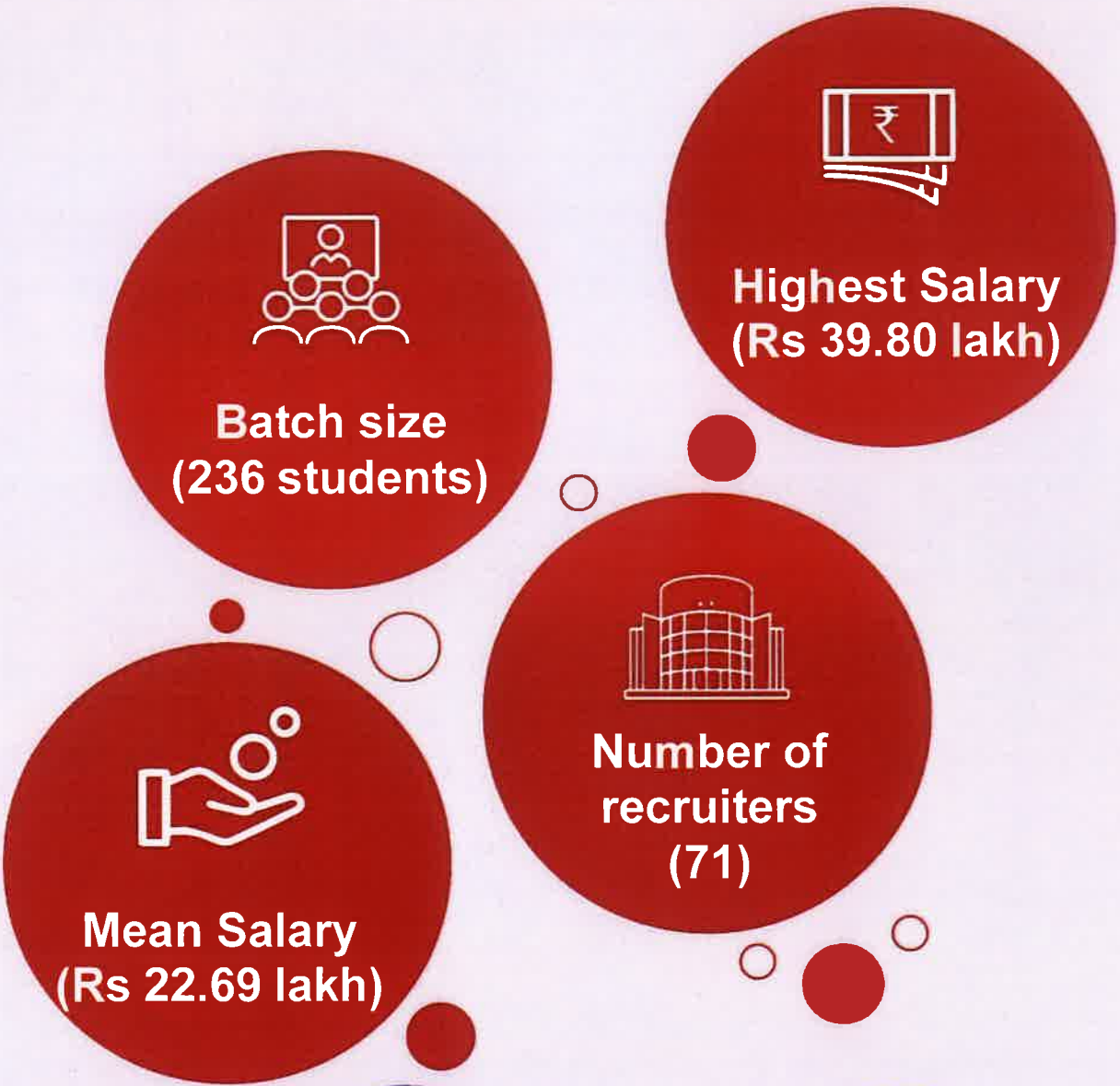
Key Highlights

PGDM Program (2019-21 batch)



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Sectoral Highlights

- Highest offers were made in Consulting (35%)
- Others include offers from Information Technology (9%), Retail, Education, Logistics (5%), Healthcare (2%), Real Estate (2%) Manufacturing and Travel & Tourism (2%) sector

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	33
Consulting	82
E-commerce	29
FMCG	42
Healthcare	05
Information Technology (IT)	20
Manufacturing	03
Others	10
Real Estate	04
Travel & Tourism	02
International	
Others	02
Grand Total	**232**

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Functional Highlights

Consulting (34%)

Marketing/Sales (27%)

General Management (16%)

Others (23%)

- Highest offers received for Consulting (34%)
- Others include offers for Finance (12%), Operations/Supply Chain (7%), Systems/IT (4%)

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	78
Finance	27
General Management	37
Marketing/Sales	62
Operations/Supply Chain	15
Systems/IT	11
International	
Operations/Supply Chain	02
Grand Total	**232**

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Location Highlights

- Highest offers received for Bangalore (29%) location
- Others include offers for New Delhi (2%), Pune (2%), Noida (1%), Coimbatore, Kolkata, Mysore, Surat, Saudi Arabia cumulatively contributing (3%)
- 23% 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
Bangalore	68
Chennai	09
Coimbatore	01
Data not available	54
Gurgaon	24
Hyderabad	10
Kolkata	01
Mumbai	50
Mysore	01
New Delhi	05
Noida	02
Pune	04
Surat	01
International	

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Location	Number of Offers accepted
Saudi Arabia	02
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	884400	2900000	1796895	1747686	230
One time Cash Payments	50000	800000	390000	365233	151
Total Guaranteed Cash Payments	884400	2960000	1946540	1987470	230
Performance linked compensation (max)	85000	821280	236000	297487	134
Other payments	21600	436150	108039	124621	199
Maximum Earning Potential (including non-cash, long term, and performance linked components)	1111210	3980000	2209666	2268613	230

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	02
One time Cash Payments	1744	1744	1744	1744	02
Total Guaranteed Cash Payments	68023	68023	68023	68023	02
Performance linked compensation (max)	-	-	-	-	-
Other payments	-	-	-	-	-
Maximum Earning Potential (including non-cash, long term, and performance linked components)	68023	68023	68023	68023	02

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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)	36896	123488	81207	82915	230
Non-INR Salary (Total Guaranteed Cash Component)	68023	68023	68023	68023	02
Combines INR and non-INR salary (Total Guaranteed Cash Component)	36896	123488	80229	82787	232
INR Salary (Maximum Earning Potential)	46358	166041	92185	94644	230
Non-INR Salary (Maximum Earning Potential)	68023	68023	68023	68023	02
Combines INR and non-INR salary (Maximum Earning Potential)	46358	166041	91782	94414	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/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	1032911	2900000	1499207	1521093	33
Consulting	990000	2760000	1814975	1758905	82
E-commerce	1678400	1958400	1950000	1896345	29
FMCG	1401780	2297356	1931000	1862385	42
Healthcare	884400	1495800	1039400	1150800	05
Information Technology (IT)	1571964	1978404	1945851	1832148	20
Manufacturing	1279225	1591941	1550450	1473872	03
Others	1266000	2062582	1719597	1685978	10
Real Estate	1919444	1936000	1927722	1927722	04
Travel & Tourism	1469097	1469097	1469097	1469097	02

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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	100000	500000	400000	368750	16
Consulting	50000	650000	500000	396206	42
E-commerce	100000	650000	470000	485172	29
FMCG	100000	800000	285000	322149	37
Healthcare	150000	300000	250000	233333	03
Information Technology (IT)	100000	400000	200000	248125	16
Manufacturing	150000	700000	150000	333333	03
Others	50000	50000	-	-	01
Real Estate	100000	350000	225000	225000	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	1049172	2900000	1610000	1699881	33
Consulting	1248372	2960000	1814975	1961840	82
E-commerce	1778400	2600000	2420000	2381517	29
FMCG	1401780	2570000	2196895	2146183	42
Healthcare	884400	1795800	1189400	1290800	05
Information Technology (IT)	1571964	2261014	2145851	2030648	20
Manufacturing	1700450	1979225	1741941	1807205	03
Others	1266000	2062582	1736249	1690978	10
Real Estate	2036000	2269444	2152722	2152722	04
Travel & Tourism	1469097	1469097	1469097	1469097	02

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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	99996	650000	320000	289230	13
Consulting	100000	821280	210000	294030	50
E-commerce	85000	180000	85000	128846	13
FMCG	176678	598000	300000	342321	29
Healthcare	217500	804000	783000	566124	05
Information Technology (IT)	300000	367549	320000	334395	12
Manufacturing	228572	292500	285000	268691	03
Others	200000	400000	200000	266667	03
Real Estate	236000	264000	250000	250000	04
Travel & Tourism	175000	175000	175000	175000	02

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

Other Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	48000	144868	97824	94253	30
Consulting	21600	213404	116721	120264	70
E-commerce	21600	179219	79000	86591	22
FMCG	82705	436150	113308	201718	40
Healthcare	81600	281880	84000	132870	04
Information Technology (IT)	21600	148987	112240	98585	17
Manufacturing	64550	92203	65559	74104	03
Others	21600	234000	21600	61023	09
Real Estate	94556	94556	94556	94556	02
Travel & Tourism	205903	205903	205903	205903	02

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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	1111210	2900000	1920000	1899504	33
Consulting	1431058	3980000	1931696	2243790	82
E-commerce	1800000	2679000	2505000	2504966	29
FMCG	1494492	3236566	2700000	2574660	42
Healthcare	1772400	2299800	1917500	1963220	05
Information Technology (IT)	1980003	2650326	2320000	2315083	20
Manufacturing	2050000	2300000	2100000	2150000	03
Others	1600000	2062582	1823500	1825898	10
Real Estate	2300000	2600000	2450000	2450000	04
Travel & Tourism	1850000	1850000	1850000	1850000	02

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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	2760000	1814975	1745297	78
Finance	1049172	2900000	1508648	1656185	27
General Management	884400	2277330	1820000	1807630	37
Marketing/Sales	1032911	2297356	1713299	1715306	62
Operations/Supply Chain	1266000	2153000	1796895	1821428	15
Systems / IT	1600000	2153000	1978404	1869547	11

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

One time Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	50000	650000	310000	370492	42
Finance	100000	650000	400000	413889	18
General Management	100000	650000	300000	328621	29
Marketing/Sales	50000	700000	296500	332551	39
Operations/Supply Chain	100000	800000	500000	474615	13
Systems / IT	200000	800000	300000	347000	10

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

Total Guaranteed Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	1248372	2960000	1814975	1944793	78
Finance	1049172	2900000	1787432	1932111	27
General Management	884400	2927330	2145851	2065198	37
Marketing/Sales	1288728	2551600	1786702	1924491	62
Operations/Supply Chain	1266000	2600000	2350000	2232761	15
Systems / IT	2000000	2570000	2178404	2185002	11

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

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	100000	821280	210000	289992	43
Finance	150000	650000	217000	317333	06
General Management	180000	804000	367549	367128	29
Marketing/Sales	85000	460000	255000	249949	45
Operations/Supply Chain	85000	598000	346250	325363	06
Systems / IT	85000	598000	320000	328600	05

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

Other Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	21600	198720	116721	116113	69
Finance	62038	144868	99309	105297	24
General Management	49400	287100	102561	128898	33
Marketing/Sales	21600	436150	103105	155288	53
Operations/Supply Chain	21600	234000	79000	105365	13
Systems / IT	21600	212300	21600	58149	07

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

Maximum Earning Potential (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	1431058	3980000	1931696	2207375	78
Finance	1111210	2900000	2000000	2096227	27
General Management	1772400	3405569	2450961	2467910	37
Marketing/Sales	1350000	3236566	2087501	2238652	62
Operations/Supply Chain	1800000	2837740	2649000	2454223	15
Systems / IT	2200004	2837740	2320000	2371369	11

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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
Bangalore	1279225	2760000	1814975	1801386	68
Chennai	1266000	1978404	1978404	1797776	09
Coimbatore	1950000	1950000	-	-	01
Data not available	884400	2297356	1878400	1776927	54
Gurgaon	990000	2277330	1523200	1599293	24
Hyderabad	1039400	1950000	1779520	1660926	10
Kolkata	1910000	1910000	-	-	01
Mumbai	990000	2900000	1582759	1688361	50
Mysore	1820000	1820000	-	-	01
New Delhi	1371004	2760000	2277330	2289133	05
Noida	1571964	1571964	1571964	1571964	02
Pune	1248372	1592907	1499207	1459923	04
Surat	1820000	1820000	-	-	01

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

Onetime Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	50000	700000	485000	477632	38
Chennai	200000	650000	200000	278571	07
Coimbatore	650000	650000	-	-	01
Data not available	100000	800000	285000	304690	42
Gurgaon	50000	650000	500000	383333	15
Hyderabad	150000	650000	575000	475000	06
Kolkata	150000	150000	-	-	01
Mumbai	100000	650000	300000	311857	34
Mysore	150000	150000	-	-	01

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New Delhi	50000	650000	425000	390000	05
Surat	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
Bangalore	1578400	2927330	1951153	2068298	68
Chennai	1266000	2600000	2178404	2014443	09
Coimbatore	2600000	2600000	-	-	01
Data not available	884400	2570000	2054217	2013908	54
Gurgaon	1290000	2927330	1776445	1838876	24
Hyderabad	1189400	2600000	1779520	1945926	10
Kolkata	2060000	2060000	-	-	01
Mumbai	1049172	2927330	1745238	1900424	50
Mysore	1970000	1970000	-	-	01
New Delhi	1771004	2960000	2927330	2679133	05
Noida	1571964	1571964	1571964	1571964	02
Pune	1248372	1592907	1499207	1459923	04
Surat	1970000	1970000	-	-	01

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

Performance Linked Compensation (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	85000	821280	180000	211943	29
Chennai	300000	400000	300000	350000	02
Data not available	100000	804000	236000	308684	40
Gurgaon	160000	478239	175000	196549	15
Hyderabad	150000	783000	199284	278234	07
Kolkata	553000	553000	-	-	01
Mumbai	99996	650000	259500	346654	30
Mysore	553000	553000	-	-	01
New Delhi	99996	821280	289118	539807	05

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Noida	300000	300000	300000	300000	02
Pune	416006	416006	-	-	01
Surat	553000	553000	-	-	01

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

Other Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	21600	198720	115661	104710	58
Chennai	21600	234000	21600	66130	08
Coimbatore	49000	49000	-	-	01
Data not available	21600	436150	131282	168467	50
Gurgaon	21600	205903	107584	108141	22
Hyderabad	79000	213404	89400	140180	09
Kolkata	82705	82705	-	-	01
Mumbai	48000	429966	96464	119985	39
Mysore	82705	82705	-	-	01
New Delhi	105996	198720	198720	167812	03
Noida	108039	108039	108039	108039	02
Pune	100793	128616	103943	109324	04
Surat	82705	82705	-	-	01

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

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	1600000	3830000	2259664	2247997	68
Chennai	1800000	2679000	2200004	2151003	09
Coimbatore	2649000	2649000	-	-	01
Data not available	1494492	3078556	2395000	2398551	54
Gurgaon	1431058	3405569	1825000	2060848	24
Hyderabad	1891184	2679000	2192208	2266852	10
Kolkata	2695705	2695705	-	-	01
Mumbai	1111210	3405569	1993550	2202004	50
Mysore	2605705	2605705	-	-	01

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New Delhi	1976996	3980000	3158720	3319627	05
Noida	1980003	1980003	1980003	1980003	02
Pune	1600000	1792994	1650000	1673249	04
Surat	2605705	2605705	-	-	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	79
2	Total Pre-Season Placement offers accepted	79

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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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