FINAL PLACEMENT

2020-22

Post Graduate Diploma in Management (PGDM)

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, 2020-22

Dear Sir,

Gandhi and Lakhani Chartered Accountants, have audited the Placement Report prepared by SP Jain Institute of Management and Research (SPJIMR), Mumbai, for the final placement of students in the PGDM batch of 2020-22. Gandhi and Lakhani Chartered Accountants has validated the information provided in the report with the relevant documentation, and offers the following comments:

1. Gandhi and Lakhani Chartered Accountants, have obtained all information and explanations as were necessary for conducting the audit. We believe the Placement Report compiles 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. Gandhi and Lakhani Chartered Accountants has not independently sourced any information or documentation.
3. Gandhi and Lakhani Chartered Accountants 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 breakup was not available, the salary has been considered only as 'Maximum earning potential'.
    b. Acceptance of the offers is as per the offer letters made available to us

4. The number of students opting out of the placement process and students signing on sabbatical has been established through written communication from the students/recruiting companies.

Thank You,

Best Regards,

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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 new business)	-
2e. Returning to/ joining family business	-
2f. Sought placement outside the campus placement process	1
2g. Did not seek placements for other reasons	-
Total who did not seek employment through the institute	**1**
3. Number unplaced, if any	**-**
Total Graduates	**238**

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For SPJIMR, Mumbai

GANDHI & LAKHANI ★ MUMBAI ★ CHARTERED ACCOUNTANTS

For
Gandhi & Lakhani Chartered Accountants, Mumbai

Gandhi & Lakhani
CHARTERED ACCOUNTANT

Key Highlights

Batch Size
(238 Students)

Highest Salary
(Rs 53.14 Lakhs)

Mean salary
(Rs 31.64 Lakhs)

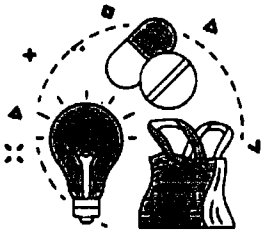
Number of recruiters
(47)

For SPJIMR, Mumbai

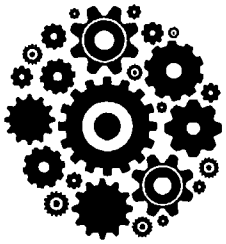
For
Gandhi & Lakhani Chartered Accountants, Mumbai

Sectoral Highlights

Consulting
38%

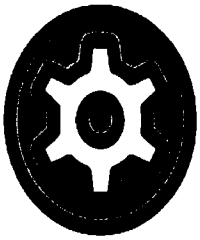


FMCG
22%



Technology
14%

E-commerce
13%



Others
14%

- **Highest offers received for Consulting (38%)**
- **Others include offers for BFSI (9%), General Management (3%) and Healthcare (2%)**

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For SPJIMR, Mumbai

For
Gandhi & Lakhani Chartered Accountants, Mumbai

Sector-wise classification

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

Table 2: Classification of Placement Based on Sector

Sector	Number of Offers accepted
Consulting	91
FMCG	51
Technology	32
E-commerce	30
BFSI	22
General Management	7
Health care	4
Grand Total	**237**

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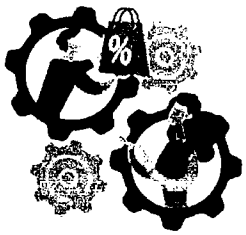
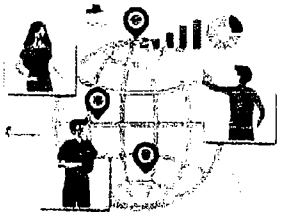
Functional Highlights

Consulting
38%

IT
20%



Marketing/Sales
16%



Operations/Logistic
11%

Others
16%

- **Highest offers received for Consulting (38%)**
- **Others include Finance/Accounting (10%), General Management (3%) and others (3%)**

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	91
IT	47
Marketing / Sales	37
Operations /Logistics	26
Finance / Accounting	23
General Management	7
Others	6
Grand Total	**237**

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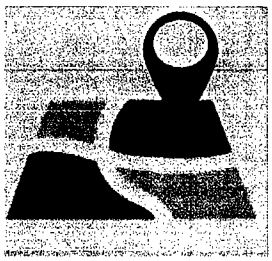

Location Highlights

Bengaluru (35%) | **Mumbai (12%)** | **Gurugram (11%)** | **Hyderabad (8%)** | **Others (8%)**

- **Highest offers received for Bengaluru (35%)**
- **Others include offers for Pune, Noida, New Delhi, Delhi, Kolkata, Chakan, Sriperumbudur, Mysuru, Madurai and Kasna**
- **26% of letters with location details not available**

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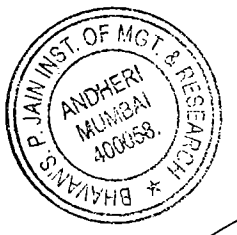
For
Gandhi & Lakhani Chartered Accountants, Mumbai

Location-Wise classification

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

Table 4: Classification of placement Based on Location

Location	Number of offers accepted
Bengaluru	83
Data not available	61
Mumbai	28
Hyderabad	19
Gurugram	26
Pune	4
Noida	3
New Delhi	3
Chakan	2
Delhi	2
Sriperumbudur	1
Noida/ Bengaluru	1
Mysuru	1
Madurai	1
Kasna	1
Kolkata	1
Grand Total	**237**



For SPJIMR, Mumbai

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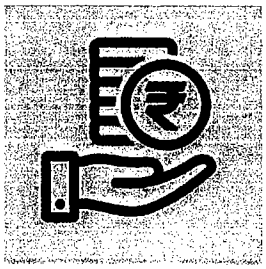
Gandhi & Lakhani Chartered Accountants, Mumbai



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	1371428	2958720	2100000	2112364	237
One time cash payments	50000	1100000	500000	506178	218
Total CTC	1800000	5314422	3046167	3164866	237
Performance linked compensation	120000	855280	369250	375853	164
Other benefits	11210	2236931	228478	614731	126

Salary statistics at PPP (USD)

Table 6: Classification of salary components in USD

Salary head (INR)	Min	Max	Median	Mean	Data
Total Fixed Salary	58583	126387	89705	90233	237
One time cash payments	2136	46988	21358	21622	218
Total CTC	76890	227015	130122	135193	237
Performance linked compensation	5126	36535	15773	16055	164
Other benefits	479	95555	9760	26259	126

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 June 06, 2023

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Location-Wise classification

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

Table 4: Classification of placement Based on Location

Location	Number of offers accepted
Data not available	111
Remote	41
Mumbai	38
Bengaluru	26
Hyderabad	10
Hyderabad/ Vizag/ Baddi	5
Gurgaon	4
Chennai	2
Kolkata	1
Grand Total	**238**

For SPJIMR, Mumbai

For
Gandhi & Lakhani Chartered Accountants, Mumbai

Gandhi & Lakhani
CHARTERED ACCOUNTANT

Compliance statement

This placement report has been prepared as per the Indian Placement reporting standards, Version 2.2.

Date: 19-06-2023

Place: Mumbai

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Sector-wise Classification of salary

Note: The mean and the median figures for the following sections are calculated only from those offers which contain such payments.

Table 7: Sector-wise classification of fixed yearly cash components in INR

Sectors	Min	Max	Mean	Median	Data
BFSI	1500000	2500000	1874837	1912500	22
Consulting	1500000	2958720	2232929	2300000	91
E-commerce	1800000	2100000	2020000	2100000	30
FMCG	1760000	2374740	2182209	2194052	51
General Management	1980000	2188750	2100688	2188750	7
Health care	1638598	1700000	1684650	1700000	4
Technology	1371428	2500000	1964105	2000000	32

Table 8: Sector-wise classification of one time cash payments in INR

Sectors	Min	Max	Mean	Median	Data
BFSI	300000	700000	475000	400000	18
Consulting	50000	700000	439773	600000	88
E-commerce	500000	1100000	940000	1100000	30
FMCG	150000	850000	492239	425000	46
General Management	300000	400000	333333	300000	6
Health care	500000	500000	500000	500000	1
Technology	200000	700000	336341	220000	29

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Table 9: Sector-wise classification of Total CTC in INR

Sectors	Min	Max	Mean	Median	Data
BFSI	1879201	2844683	2394662	2439736	22
Consulting	1800000	4014000	3053266	3300000	91
E-commerce	2585961	4879800	4268110	4879800	30
FMCG	2100000	3400000	3043636	3006000	51
General Management	2200010	2875000	2700001	2875000	7
Health care	1904000	2300000	2003000	1904000	4
Technology	2300000	5314422	3417585	3400000	32

Table 10: Sector-wise classification of Performance Linked Compensation in INR

Sectors	Min	Max	Mean	Median	Data
BFSI	120000	750000	349063	337500	8
Consulting	150000	855280	425222	483000	79
E-commerce	180000	180000	180000	180000	8
FMCG	176678	620000	395673	444877	37
General Management	198984	386250	311998	386250	7
Health care	161402	204000	193351	204000	4
Technology	205000	442080	296076	250000	21

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Table 11: Sector-wise classification of Other Payments in INR

Sectors	Min	Max	Mean	Median	Data
BFSI	93656	93656	-	-	1
Consulting	14477	100000	51264	36167	46
E-commerce	105961	1679800	1260110	1679800	30
FMCG	30000	700000	265995	228478	25
General Management	11210	11210	-	-	1
Technology	1000000	2236931	1327822	1000000	23

Function-wise Classification of salary

Note: The mean and the median figures for the following sections are calculated only from those offers which contain such payments.

Table 12: Function-wise classification of fixed yearly cash components in INR

Function	Min	Max	Mean	Median	Data
Consulting	1500000	2958720	2232929	2300000	91
Finance/Accounting	1500000	2500000	1881366	1912500	23
General Management	1980000	2188750	2100688	2188750	7
IT	1371428	2500000	2042947	2100000	47
Marketing/Sales	1760000	2325691	2060785	2126000	37
Operations/Logistics	1800000	2268367	2099616	2100000	26
Others	2100000	2100000	2100000	2100000	6

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Table 13: Function-wise classification of one time cash payments in INR

Function	Min	Max	Mean	Median	Data
Consulting	50000	700000	439773	600000	88
Finance/Accounting	200000	1100000	563889	500000	18
General Management	300000	400000	333333	300000	6
IT	200000	1100000	504241	400000	41
Marketing/Sales	150000	850000	425622	425000	37
Operations/Logistics	300000	1100000	748864	725000	22
Others	1100000	1100000	1100000	1100000	6

Table 14: Function-wise classification of Total CTC in INR

Function	Min	Max	Mean	Median	Data
Consulting	1800000	4014000	3053266	3300000	91
Finance/Accounting	1879201	4879800	2781852	2500000	23
General Management	2200010	2875000	2700001	2875000	7
IT	1904000	5314422	3278213	3006000	47
Marketing/Sales	2300000	3520000	3045641	3006000	37
Operations/Logistics	2100000	4879800	3588455	3238929	26
Others	4879800	4879800	4879800	4879800	6

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

Function	Min	Max	Mean	Median	Data
Consulting	150000	855280	425222	483000	79
Finance/Accounting	120000	750000	332944	337500	9
General Management	198984	386250	311998	386250	7
IT	161402	620000	295448	250000	29
Marketing/Sales	180000	594000	337365	273000	27
Operations/Logistics	176678	620000	399234	444877	13

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

Function	Min	Max	Mean	Median	Data
Consulting	14477	100000	51264	36167	46
Finance/Accounting	93656	1679800	1080670	1000000	7
General Management	11210	11210	11210	11210	1
IT	30000	2236931	1309801	1300000	22
Marketing/Sales	30000	1100000	463312	228478	25
Operations/Logistics	30000	1679800	897094	431633	19
Others	1679800	1679800	1679800	1679800	6

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For SPJIMR, Mumbai

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Location-wise Classification of salary

Note: The mean and the median figures for the following sections are calculated only from those offers which contain such payments.

Table 17: Location-wise classification of fixed yearly cash components in INR

Location	Min	Max	Mean	Median	Data
Bengaluru	1371428	2958720	2047274	2100000	83
Data not available	1855000	2958720	2219054	2200000	61
Mumbai	1500000	2500000	2067050	2112603	28
Gurugram	1800000	2444683	2137915	2194052	26
Hyderabad	1700000	2300000	1984224	2100000	19
Pune	2188750	2188750	2188750	2188750	4
New Delhi	2300000	2958720	2739147	2958720	3
Noida	2205252	2210400	2206968	2205252	3
Chakan	1980000	1980000	1980000	1980000	2
Delhi	1700000	1928627	1814314	1814314	2
Mysuru	2242740	2242740	-	-	1
Kasna	2242740	2242740	-	-	1
Sriperumbudur	2242740	2242740	-	-	1
Kolkata	1760000	1760000	-	-	1
Noida/ Bengaluru	2500000	2500000	-	-	1
Madurai	2010705	2010705	-	-	1

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Table 18: Location-wise classification of one time cash payments in INR

Location	Min	Max	Mean	Median	Data
Bengaluru	50000	1100000	609375	600000	80
Data not available	50000	1100000	412672	400000	61
Gurugram	200000	700000	415385	400000	26
Mumbai	100000	700000	365789	350000	19
Hyderabad	486942	1100000	839129	700000	15
Pune	300000	300000	300000	300000	4
New Delhi	50000	600000	283333	200000	3
Noida	300000	486942	362314	300000	3
Delhi	700000	700000	700000	700000	2
Chakan	400000	400000	400000	400000	2
Noida/ Bengaluru	300000	300000	-	-	1
Kolkata	300000	300000	-	-	1
Madurai	150000	150000	-	-	1

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For SPJIMR, Mumbai

GANDHI & LAKHANI CHARTERED ACCOUNTANTS MUMBAI

For
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Table 19: Location-wise classification of Total CTC in INR

Location	Min	Max	Mean	Median	Data
Bengaluru	1800000	4879800	3186907	3046167	83
Data not available	2250000	5227480	3230144	400000	61
Mumbai	1879201	3394000	2737191	2600000	28
Gurugram	2439736	3400000	3119644	3238929	26
Hyderabad	1904000	5314422	3467970	3046167	19
Pune	2875000	2875000	2875000	2875000	4
New Delhi	3383000	4014000	3753667	3864000	3
Noida	4694235	5314422	4900964	4694235	3
Chakan	2600000	2600000	2600000	2600000	2
Delhi	2655000	2865833	2760417	2760417	2
Mysuru	2862740	2862740	2862740	-	1
Kasna	2862740	2862740	2862740	-	1
Sriperumbudur	2862740	2862740	2862740	-	1
Kolkata	2300000	2300000	2300000	-	1
Noida/ Bengaluru	3050000	3050000	3050000	-	1
Madurai	2754705	2754705	2754705	-	1

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For SPJIMR, Mumbai

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For
Gandhi & Lakhani Chartered Accountants, Mumbai

Table 20: Location-wise classification of Performance Linked Compensation in INR

Location	Min	Max	Mean	Median	Data
Bengaluru	161402	855280	360422	288000	50
Data not available	200000	821280	373531	324320	43
Mumbai	120000	750000	422048	483000	27
Hyderabad	170000	483000	237390	204000	13
Gurugram	210000	483000	422966	483000	11
Pune	386250	386250	386250	386250	4
New Delhi	483000	855280	731187	855280	3
Noida	250000	442080	314027	250000	3
Chakan	220000	220000	220000	220000	2
Delhi	170000	188333	179167	179167	2
Mysuru	620000	620000	-	-	1
Kasna	620000	620000	-	-	1
Sriperumbudur	620000	620000	-	-	1
Kolkata	240000	240000	-	-	1
Noida/ Bengaluru	250000	250000	-	-	1
Madurai	594000	594000	-	-	1

Table 21: Location-wise classification of Other Payments in INR

Location	Min	Max	Mean	Median	Data
Bengaluru	14477	1679800	604749	105961	46
Data not available	30000	2236931	454258	228478	45
Hyderabad	11210	2175000	834545	36167	15
Gurugram	36167	1000000	839361	1000000	12
Noida	1938983	2175000	2017655	1938983	3
Mumbai	75000	250000	139552	93656	3
Delhi	48873	85000	66937	66937	2

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For SPJIMR, Mumbai

GANDHI & LAKHANI MUMBAI CHARTERED ACCOUNTANTS

For
Gandhi & Lakhani Chartered Accountants, Mumbai

Compliance statement

This placement report has been prepared as per the Indian Placement reporting standards, Version 2.2.

Date: 19-06-2023

Place: Mumbai

BHAVAN'S S. P. JAIN INST. OF MGMT. & RESEARCH ANDHERI MUMBAI 400058

For SPJIMR, Mumbai

GANDHI & LAKHANI MUMBAI CHARTERED ACCOUNTANTS

For
Gandhi & Lakhani Chartered Accountants, Mumbai