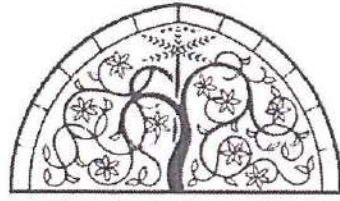


Indian Institute of Management Ahmedabad



विद्याविनियोगाद्विकासः

I I IIM

AHMEDABAD

PGPX Placement Report

Finals 2020



Ref: BWA/IIMA/MUM/RB/0001/2020-21

02-Sep-2020

**The Chairperson
Placement Office
Indian Institute of Management
Vastrapur, Ahmedabad - 380015
Gujarat**

Dear Sir,

Re: Audit of Placement Report for 2020 placements of Post Graduate Programme in Management for Executives (PGPX) Programme.

We have audited the Placement Report prepared by you on the final placement (based on the offers received and accepted on campus) of students in 2020 of the Post Graduate Programme in Management for Executives (PGPX) of the Indian Institute of Management, Ahmedabad (IIM-A). The Placement Report is the responsibility of IIM-A. Our responsibility is to validate the information provided in the report with the relevant documentation and comment on the Placement Report's conformance with the Indian Placement Reporting Standards (IPRS) Revision 2.2.

In this context, we confirm the following:

1. For the purpose of the audit, we have obtained all the information and explanations which to the best of our knowledge and belief were necessary. In our opinion, the Placement Report complies with the Indian Placement Reporting Standards Revision 2.2.
2. The validation of information presented in the report is based on communication received by IIM-A from recruiting companies. Brickworks Analytics (BWA) has not independently sourced any information or documentation.

Brickworks Analytics Private Limited (Brickworks Analytics)

A 100% subsidiary of Brickwork Ratings India Pvt. Ltd.


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CIN: U74900KA2015PTC081521



3. We have verified the information with respect to job location, function and remuneration presented in the report with communication received from recruiters.
 - a. The information has been categorised as best as possible under different salary heads as given in the IPRS Revision 2.2; where a break up was not available, the salary has been considered only as 'Maximum Earning Potential'.
 - b. The data points mentioned under different salary heads are representative of aggregate salary components offered to the candidates.
 - c. Stock Options have been mentioned for eighteen students with details on how much vests in the first year. Hence, the corresponding fixed amount has been considered for calculation of 'Maximum Earning Potential'.
 - d. Performance Bonus for one student was mentioned as "up to Rs. 2 lakhs per month". Hence, we have considered Rs. 24 lakhs of performance bonus in the 'Maximum Earning Potential'.
4. The acceptance of offers and number of students opting out of the placement process has been established through written communication from those students.
5. We have only audited the salary figures in the placement report and not the report's overview section, which explains the placement process.

Best Regards,



Ritaban Basu

Head – Risk & Analytics

Brickworks Analytics



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Overview

The placement process for the graduating batch of the One Year Post-Graduate Programme in Management for Executives (PGPX) at IIM Ahmedabad was successfully completed in July 2020. The PGPX placements started from November 11, 2019 on a rolling basis and is continued till 4 months after the convocation. The participants of the fourteenth batch of PGPX come from varied backgrounds with considerable experience ranging from 4 years to 16 years. For a diverse and accomplished participant group such as this, recruiters visit campus to select candidates for their middle and senior management positions. In this year's placement process, continuing with the tradition, students were offered positions such as Co-CFO, Chief Product Executive, Vice President, Director, Associate Vice-President, National Head, General Manager, Senior Advisor to CEO, Young Leadership Programs, Principal Consultant, Senior Manager, Product Manager, Client Partner and Offering Manager.

Firms that recruited include AB InBev, Accenture, Adani Group, Aditya Birla Management Corporation, Agarwal Packers & Movers, Amazon, Atos Syntel, Axis Bank, Bank of America, Bharti Airtel, Cepheid India, Citi, Decimal Technologies, Deloitte, Deshpande Foundation, ElasticRun, Ernst and Young, FIITJEE, Genpact, Havmor, Hexagon, Honeywell, ICICI Bank, Indegene, KEC International, L&T Infotech, Microsoft, Magicpin, Mastercard, Near India, NEC, NISG, NPCI, Optum, Persistent Systems, Praxis Global, PwC, Schindler, Shell, Stryker, Sutherland, Technova, Trident, Udaan, Vikram Solar, Visionet Systems, Zensar and Zama Organics. Genpact has made the maximum number of offers.

The IPRS Initiative

The Indian Placement Reporting Standards (IPRS) is an initiative that aims to provide transparency and authenticity in placement reporting across B-schools, through the means of audited placement reports. Please visit the [IPRS website](#) to know more.

IIM Ahmedabad would like to thank all its recruiters for their participation in the year's placement process and their co-operation with the IPRS initiative.

1. Classification of Students

1.1. Classification of Entire Placement Pool

Categories	Number
1. Number of students eligible for placements	140
1a. Number of students graduating in 2020	140
1b. Number of ITEC* Programme Scholars	0
1c. Number of students returning from Placement Holiday	0
2. Number of students who did not seek placement through the institute	15
2a. Company-sponsored or already employed	5
2b. Continuing education	0
2c. Postponing job search/seeking placement holiday	0
2d. Entrepreneurship (Starting a new business)	3
2e. Returning to / joining family business	0
2f. Seeking placement outside the campus placement process	7
3. Total who sought Placements through the institute	125
4. Total offers accepted	120
5. Number unplaced, if any	5

Table 1.1: Classification of the entire placement pool

**Indian Technical and Economic Cooperation (ITEC) Programme Scholarship recipients are participants from developing countries who return to their respective nations post successful completion of the programme.*


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2. Sector wise Classification

Sector	Number of Offers		
	Domestic	International	Total
BFSI	11	0	11
Conglomerate	3	0	3
Consulting	13	0	13
Consumer goods (FMCG)	4	0	4
Engineering / Technology	4	0	4
Environment & Energy	3	0	3
Information Technology (IT)	42	0	42
Logistics	2	0	2
Manufacturing	7	0	7
Online Services	14	0	14
Pharmaceutical / Healthcare	9	0	9
Telecom	2	0	2
Others*	6	0	6
Total	120	0	120

Table 2.1: Classification of offers based on sector

*Note: Others include Education, Aviation and Non-Profit.

3. Function wise Classification

Function	Number of Offers		
	Domestic	International	Total
Consulting	15	0	15
Finance	4	0	4
General Management	19	0	19
Human Resources	2	0	2
Marketing / Sales	24	0	24
Operations	22	0	22
Research & Advisory	1	0	1
Strategy	9	0	9
Supply Chain Management	2	0	2
System / IT	15	0	15
Others*	7	0	7
Total	120	0	120

Table 3.1: Classification of offers based on function

*Note: Others include Mergers & Acquisitions, Data Analytics and Advisor to CEO


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4. Location wise Classification

Location	No of offers accepted
Outside India	0
India	120
Total	120

Table 4.1: Classification of offers based on location

India Locations	Number of offers accepted
Ahmedabad	3
Bengaluru	29
Chandigarh	1
Hyderabad	12
Kolkata	1
Mumbai	19
NCR	33
Pune	14
Rest of India*	8
Total	120

Table 4.2: Classification of offers based on domestic locations

* Rest of India includes Guwahati, Hubli, Kochi, Ludhiana, Nagpur & Patna.

5. Salary Heads

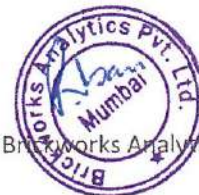
5.1. Salary Heads-Domestic (INR)

Salary Head	Min	Max	Median	Mean	Data
Fixed Yearly Cash Component	15,42,540	48,00,000	25,00,000	26,50,641	120
One-time Cash Payment	1,00,000	9,40,000	3,00,000	3,31,190	42
Total Guaranteed Cash Component	15,42,540	48,00,000	25,66,220	27,66,558	120
Maximum Earning Potential	18,50,000	81,00,000	30,00,000	33,36,247	120

Table 5.1: Classification of salary heads- Domestic


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Description of Salary Heads

- a) **Fixed Yearly Cash Component:** This is a total of the annual basic salary and additional guaranteed cash components. These additional components include cash payments and allowances that are part of the annual package. The term guaranteed signifies that the amount is certain unless there is an overall pay revision. The components falling under this salary head are final and are not related to performance.
- b) **One-time cash Payment:** This head indicates the value of the remuneration given to a candidate as one-time cash benefit mostly at the time of joining.
- c) **Total guaranteed Cash Component:** This is the sum of fixed yearly cash component and one-time cash payment.
- d) **Maximum Earning Potential:** This is the sum of total guaranteed cash component, maximum possible-linked variable pay and all other components of salary that are a part of the offer. This can include long term compensation such as PF, gratuity and other perks as well.

5.2. Salary statistics at Purchasing Power Parity (PPP)*

Salary in USD at PPP	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	72,733	226,326	121,001	130,447	120
Combined INR and non-INR salary (Total guaranteed cash component)	72,733	226,326	121,001	130,447	120
INR salary (Maximum Earning Potential)	87,230	381,926	141,454	157,308	120
Combined INR and non-INR salary (Maximum Earning Potential)	87,230	381,926	141,454	157,308	120

Table 5.2: Salary Statistics at PPP adjusted exchange rates

*As per the PPP conversion rate for 2019 for all the available currencies from the World Development Indicators (WDI) database of the World Bank. Data is sourced from <https://data.worldbank.org/indicator/PA.NUS.PPP?locations=IN>


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5.3. Sector wise Classification of Salary- Domestic (INR)

5.3.1. Fixed Yearly Cash Component

Sectors	Min	Max	Median	Mean	Data
BFSI sector	15,42,540	43,00,000	25,00,000	26,70,495	11
Conglomerate	22,00,000	26,50,000	24,25,000	24,25,000	3
Consulting	16,00,000	27,40,000	22,00,000	22,33,242	13
Consumer goods (FMCG)	26,58,566	33,84,621	29,95,444	30,08,519	4
Engineering / Technology	23,19,200	33,00,000	26,25,000	27,17,300	4
Environment & Energy	22,50,000	23,32,439	22,60,000	22,80,813	3
Information Technology (IT)	16,80,000	37,00,000	25,00,000	25,45,427	42
Logistics	18,00,000	30,00,000	24,00,000	24,00,000	2
Manufacturing	21,18,644	48,00,000	48,00,000	36,77,521	7
Online Services	17,00,000	37,50,000	24,25,000	25,53,571	14
Pharmaceutical / Healthcare	16,02,000	46,00,000	20,00,000	25,20,556	9
Telecom	24,30,000	25,20,000	24,75,000	24,75,000	2
Others*	19,13,043	45,00,000	38,50,000	36,35,507	6

Table 5.3.1.: Sector wise Classification of Fixed Yearly Cash Component- Domestic

* Others include Education, Aviation and Non-Profit.

5.3.2. One-time Cash Payment

Sectors	Min	Max	Median	Mean	Data
BFSI sector	2,50,000	2,50,000	2,50,000	2,50,000	2
Conglomerate	3,00,000	3,70,000	3,00,000	3,23,333	3
Consulting	2,00,000	2,00,000	2,00,000	2,00,000	1
Engineering / Technology	4,00,000	4,00,000	4,00,000	4,00,000	1
Environment & Energy	1,50,000	2,30,000	1,90,000	1,90,000	2
Information Technology (IT)	2,00,000	4,00,000	4,00,000	3,29,412	17
Manufacturing	1,00,000	1,00,000	1,00,000	1,00,000	3
Online Services	4,50,000	9,40,000	9,40,000	7,76,667	6
Pharmaceutical / Healthcare	1,00,000	2,00,000	1,00,000	1,28,571	7

Table 5.3.2.: Sector wise Classification of One Time Cash Payment- Domestic


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5.3.3. Total Guaranteed Cash Component

Sectors	Min	Max	Median	Mean	Data
BFSI sector	15,42,540	43,00,000	27,50,000	27,15,949	11
Conglomerate	25,70,000	29,50,000	27,25,000	27,48,333	3
Consulting	16,00,000	29,40,000	22,00,000	22,48,627	13
Consumer goods (FMCG)	26,58,566	33,84,621	29,95,444	30,08,519	4
Engineering / Technology	25,50,000	33,00,000	27,09,600	28,17,300	4
Environment & Energy	22,50,000	25,62,439	24,10,000	24,07,480	3
Information Technology (IT)	16,80,000	37,00,000	25,75,618	26,78,760	42
Logistics	18,00,000	30,00,000	24,00,000	24,00,000	2
Manufacturing	22,18,644	48,00,000	48,00,000	37,20,378	7
Online Services	21,00,000	37,50,000	28,50,000	28,86,429	14
Pharmaceutical / Healthcare	17,02,000	47,00,000	21,00,000	26,20,556	9
Telecom	24,30,000	25,20,000	24,75,000	24,75,000	2
Others*	19,13,043	45,00,000	38,50,000	36,35,507	6

Table 5.3.3.: Sector wise Classification of Total Guaranteed Cash Component – Domestic

* Others include Education, Aviation and Non-Profit.

5.3.4. Maximum Earning Potential

Sectors	Min	Max	Median	Mean	Data
BFSI sector	18,50,000	43,00,000	28,00,000	28,39,649	11
Conglomerate	27,25,000	29,50,000	29,00,000	28,58,333	3
Consulting	19,20,000	33,90,000	22,50,000	24,19,396	13
Consumer goods (FMCG)	32,29,346	45,95,721	35,30,834	37,21,684	4
Engineering / Technology	28,05,000	37,95,000	31,64,557	32,32,278	4
Environment & Energy	22,50,000	29,15,539	27,50,000	26,38,513	3
Information Technology (IT)	21,50,000	50,00,000	31,25,000	33,79,492	42
Logistics	20,00,000	30,00,000	25,00,000	25,00,000	2
Manufacturing	26,00,000	48,00,000	48,00,000	39,42,857	7
Online Services	22,00,000	71,50,000	32,62,500	36,20,357	14
Pharmaceutical / Healthcare	21,00,000	53,90,000	25,96,000	31,27,256	9
Telecom	27,00,000	28,00,000	27,50,000	27,50,000	2
Others*	22,00,000	81,00,000	58,00,000	56,66,667	6

Table 5.3.4.: Sector wise Classification of Maximum Earning Potential– Domestic

* Others include Education, Aviation and Non-Profit.


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For Indian Institute of Management Ahmedabad



For Brickworks Analytics Mumbai

5.4. Function wise Classification of Salary- Domestic (INR)

5.4.1. Fixed Yearly Cash Component

Sectors	Min	Max	Median	Mean	Data
Consulting	16,00,000	25,00,000	22,00,000	21,95,977	15
Finance	25,00,000	37,00,000	32,45,444	31,72,722	4
General Management	19,20,000	43,00,000	28,00,000	28,55,066	19
Human Resources	25,00,000	27,40,000	26,20,000	26,20,000	2
Marketing / Sales	16,80,000	48,00,000	25,25,000	29,03,388	24
Operations	17,00,000	40,00,000	26,25,000	25,52,273	22
Research & Advisory	32,00,000	32,00,000	32,00,000	32,00,000	1
Strategy	21,00,000	46,00,000	28,05,900	30,46,685	9
Supply Chain Management	22,50,000	30,00,000	26,25,000	26,25,000	2
System / IT	15,42,540	30,50,000	25,51,236	24,68,330	15
Others*	16,02,000	30,00,000	19,13,043	20,33,384	7

Table 5.4.1.: Function wise Classification of Fixed Yearly Cash Component- Domestic

*Note: Others include Mergers & Acquisitions, Data Analytics and Advisor to CEO

5.4.2. One-time Cash Payment

Sectors	Min	Max	Median	Mean	Data
Consulting	3,00,000	3,00,000	3,00,000	3,00,000	4
Finance	2,50,000	2,50,000	2,50,000	2,50,000	1
General Management	2,00,000	4,00,000	2,30,000	2,76,667	3
Human Resources	2,00,000	2,00,000	2,00,000	2,00,000	1
Marketing / Sales	1,00,000	2,50,000	1,00,000	1,37,500	4
Operations	2,00,000	9,40,000	4,00,000	5,04,000	15
Strategy	1,00,000	3,00,000	1,50,000	1,83,333	3
System / IT	2,00,000	4,00,000	4,00,000	3,54,000	5
Others*	1,00,000	4,00,000	1,00,000	1,66,667	6

Table 5.4.2.: Function wise Classification of One Time Cash Payment- Domestic

*Note: Others include Mergers & Acquisitions, Data Analytics and Advisor to CEO


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5.4.3. Total Guaranteed Cash Component

Sectors	Min	Max	Median	Mean	Data
Consulting	16,00,000	26,00,000	23,62,151	22,75,977	15
Finance	27,50,000	37,00,000	32,45,444	32,35,222	4
General Management	19,20,000	43,00,000	28,00,000	28,98,751	19
Human Resources	25,00,000	29,40,000	27,20,000	27,20,000	2
Marketing / Sales	16,80,000	48,00,000	25,75,000	29,26,304	24
Operations	21,00,000	40,00,000	29,25,000	28,95,909	22
Research & Advisory	32,00,000	32,00,000	32,00,000	32,00,000	1
Strategy	21,00,000	47,00,000	28,05,900	31,07,797	9
Supply Chain Management	22,50,000	30,00,000	26,25,000	26,25,000	2
System / IT	15,42,540	34,00,000	25,70,000	25,86,330	15
Others*	17,02,000	34,00,000	20,00,000	21,76,241	7

Table 5.4.3.: Function wise Classification of Total Guaranteed Cash Component – Domestic

*Note: Others include Mergers & Acquisitions, Data Analytics and Advisor to CEO

5.4.4. Maximum Earning Potential

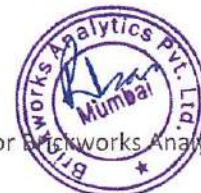
Sectors	Min	Max	Median	Mean	Data
Consulting	19,20,000	32,21,000	25,92,151	26,15,610	15
Finance	31,25,000	41,00,000	37,68,334	36,90,417	4
General Management	21,20,000	50,00,000	31,95,000	33,03,178	19
Human Resources	25,00,000	33,90,000	29,45,000	29,45,000	2
Marketing / Sales	20,00,000	80,00,000	30,00,000	36,96,304	24
Operations	24,50,000	70,00,000	33,75,000	36,53,864	22
Research & Advisory	41,53,000	41,53,000	41,53,000	41,53,000	1
Strategy	21,77,000	81,00,000	30,00,000	37,77,886	9
Supply Chain Management	22,50,000	30,00,000	26,25,000	26,25,000	2
System / IT	18,50,000	43,00,000	30,00,000	30,75,279	15
Others*	21,00,000	43,00,000	24,46,000	26,55,429	7

Table 5.4.4.: Function wise Classification of Maximum Earning Potential– Domestic

*Note: Others include Mergers & Acquisitions, Data Analytics and Advisor to CEO


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 Indian Institute of Management
 अहमदाबाद/Ahmedabad

For Indian Institute of Management Ahmedabad



For Brio Analytics Mumbai

5.5. Location wise Classification of Salary- Domestic (INR)

5.5.1. Fixed Yearly Cash Component

Location	Min	Max	Median	Mean	Data
Ahmedabad	22,50,000	37,00,000	30,00,000	29,83,333	3
Bengaluru	18,00,000	46,00,000	25,51,236	26,78,647	29
Chandigarh	19,55,000	19,55,000	19,55,000	19,55,000	1
Hyderabad	16,02,000	39,00,000	24,84,600	25,72,600	12
Kolkata	22,60,000	22,60,000	22,60,000	22,60,000	1
Mumbai	15,42,540	33,60,000	22,12,000	23,76,931	19
NCR	16,00,000	48,00,000	25,20,000	28,46,346	33
Pune	16,80,000	30,00,000	21,00,000	21,67,414	14
Rest of India*	19,13,043	48,00,000	31,06,000	33,65,630	8

Table 5.5.1.: Location wise Classification of Fixed Yearly Cash Component- Domestic

* Rest of India includes Guwahati, Hubli, Kochi, Ludhiana, Nagpur & Patna.

5.5.2. One-time Cash Payment

Location	Min	Max	Median	Mean	Data
Bengaluru	1,00,000	9,40,000	3,00,000	3,18,462	13
Hyderabad	1,00,000	9,40,000	4,00,000	3,37,778	9
Kolkata	1,50,000	1,50,000	1,50,000	1,50,000	1
Mumbai	1,00,000	9,40,000	2,75,000	4,38,333	6
NCR	2,00,000	4,50,000	3,25,000	3,10,000	10
Pune	3,00,000	4,50,000	3,75,000	3,75,000	2
Rest of India*	1,00,000	1,00,000	1,00,000	1,00,000	1

Table 5.5.2.: Location wise Classification of One Time Cash Payment- Domestic

* Rest of India includes Guwahati, Hubli, Kochi, Ludhiana, Nagpur & Patna.

5.5.3. Total Guaranteed Cash Component

Location	Min	Max	Median	Mean	Data
Ahmedabad	22,50,000	37,00,000	30,00,000	29,83,333	3
Bengaluru	20,00,000	47,00,000	26,00,000	28,21,405	29
Chandigarh	19,55,000	19,55,000	19,55,000	19,55,000	1
Hyderabad	17,02,000	39,00,000	29,59,600	28,25,933	12
Kolkata	24,10,000	24,10,000	24,10,000	24,10,000	1
Mumbai	15,42,540	35,90,000	23,12,000	25,15,353	19
NCR	16,00,000	48,00,000	29,00,000	29,40,285	33
Pune	16,80,000	30,00,000	21,00,000	22,20,986	14
Rest of India*	19,13,043	48,00,000	31,56,000	33,78,130	8

Table 5.5.3.: Location wise Classification of Total Guaranteed Cash Component – Domestic

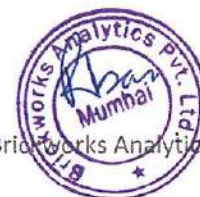
* Rest of India includes Guwahati, Hubli, Kochi, Ludhiana, Nagpur & Patna.

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5.5.4. Maximum Earning Potential

Location	Min	Max	Median	Mean	Data
Ahmedabad	22,50,000	41,00,000	35,00,000	32,83,333	3
Bengaluru	24,46,000	71,50,000	32,00,000	35,71,709	29
Chandigarh	23,00,000	23,00,000	23,00,000	23,00,000	1
Hyderabad	21,00,000	45,30,000	36,29,557	34,19,509	12
Kolkata	27,50,000	27,50,000	27,50,000	27,50,000	1
Mumbai	18,50,000	45,30,000	28,00,000	28,77,832	19
NCR	19,20,000	81,00,000	31,25,000	35,02,414	33
Punc	21,50,000	32,59,000	28,87,500	27,99,393	14
Rest of India*	22,00,000	70,00,000	38,50,000	38,62,500	8

Table 5.5.4.: Location wise Classification of Maximum Earning Potential– Domestic

* Rest of India includes Guwahati, Hubli, Kochi, Ludhiana, Nagpur & Patna.

6. Compliance Statement

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

The instances where the report deviates from the standards and the reasons for them are mentioned below:

Deviation from the standards	Reason
Nil	NA

Table 6.1: List of deviations from standards with reasons

* <https://web.iima.ac.in/iprs/gallery/IPRSRevision2.2.pdf>


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