

Classification: Internal

Ref no. RS/SMER/IIMR/2018/CH 964
August 14, 2018

To
The Chairperson,
The Placement Office,
Indian Institute of Management Rohtak,
Management City, NH - 10,
Southern Bye-Pass,
Rohtak - 124 010, Haryana

Re: Audit of the Placement Report of the Post Graduate Programme (PGP) in Management, 2016-18

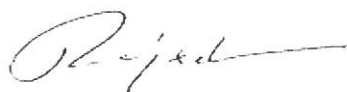
Dear Sir,

CRISIL have audited the Placement Report prepared by Indian Institute of Management Rohtak (IIM - R), for the final placements of students in the PGP batch of 2016-18. We have validated the contents of the report prepared by IIM-R by cross-checking these with the relevant documentation. On the placement report's conformance with the Indian Placement Reporting Standards (IPRS), version 2.2, we wish to confirm the following:

1. For the purpose of the audit, we have obtained all information and explanations, which to the best of our knowledge and belief were necessary.
2. The validation of information presented in the report is based on communication received by IIM-Rohtak from the recruiting companies and students. CRISIL has not independently sourced any information or documentation.
3. We have verified the information with respect to remuneration, job function, and location presented in the report with the help of communication received from recruiters.
4. CRISIL has verified information for 136 out of 142 students through communication provided by the institute.
5. Due to IIM-R policy of one offer per student, there is no separate process for recording acceptance of offer by students and hence the same has not been verified.
6. The salary information has been categorized as far as possible under different salary heads to indicate fixed and variable salary components for the purpose of better representation where a break-up was not available, the salary has been considered only as 'maximum earning potential'.
7. CRISIL has verified pre-placement offers (PPO) awarded to 9 students and all of them have accepted the same.

Thank you,

Best Regards,



T. Raj Sekhar
Director - Education Gradings
Tel: +91 22 3342 3526
Email: rajsekhar.t@crisil.com

Classification: Internal
CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363

Indian Institute of Management Rohtak



FINAL PLACEMENTS

PGP (BATCH 2016-2018)

Contents

1. Classification of the Entire Graduate Pool	3
2. Sector-wise classification	4
3. Function-wise classification	5
4. Location-wise classification.....	5
5. Salary details	6
5.1 Salary Heads – Domestic (INR).....	6
5.2 Salary Heads – International (USD).....	6
5.3 Salary Statistics at PPP (USD)	6
5.4 Sector-wise classification of salary	7
5.5 Function-wise classification of salary.....	10
5.6 Location-wise classification of salary.....	12
6. Other details	14

1. Classification of the Entire Graduate Pool

The graduating class is categorised into three major groups:

- Graduates seeking placement through the institute
- Graduates not seeking placement through the institute
- Graduates who did not get placed

Categories	Number
1. Sought placement through the institute	142
2. Did not seek placement through the institute	
2a. Company-sponsored or already employed	-
2b. Continuing education	-
2c. Postponing job search	-
2d. Entrepreneurship (Starting a new business)	-
2e. Returning to/joining family business	-
2f. Seeking placement outside the campus placement process	-
2g. Not seeking placements for other reasons	10
Total who did not seek employment through the institute	10
3. Number unplaced, if any	-
Total Graduates	152*

Table 1: Classification of the Entire Graduate Pool

*Out of total batch, offer letters of only 136 students were considered as placement information for remaining 6 students was not available.

Rama Shankar Yadav



For IIM Rohtak

Rajesh

For CRISIL Limited, Mumbai



2. Sector-wise classification

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

Sector	Number of Offers accepted
Domestic	
BFSI sector	43
Consulting	3
Consumer goods (FMCG)	5
Energy	9
Engineering / Technology	4
Information Technology (IT)	19
Manufacturing	23
Pharmaceutical / Healthcare	6
Telecom	3
Others	17
International	
Real Estate	4
Total	136

Table 2: Classification of Placements Based on Sector

Rama Shankar Yadav



For IIM Rohtak

Rajesh



For CRISIL Limited, Mumbai

3. Function-wise classification

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

Function	Number of Offers accepted
Domestic	
Analytics	11
Consultancy	4
Finance	6
Management Trainee	65
Marketing/sales	38
Operations & Supply chain	8
International	
Management trainee	4
Total	136

Table 3: Classification of Placements Based on Function

4. Location-wise classification

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

Location	Number of Offers accepted
Domestic	
Bangalore	24
Chennai	3
Jamshedpur	3
Mumbai	29
Pune	3
Delhi/NCR	43
Rest of India	22
Data not available	5
International	
Dubai	4
Total	136

Table 4: Classification of Placements Based on Location

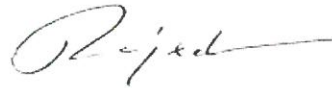
Rama Shankar Yadav



For IIM Rohtak



Rajesh



For CRISIL Limited, Mumbai



5. Salary details

5.1 Salary Heads – Domestic (INR)

	Salary Head (INR)	Min	Max	Mean	Median	Data
A	Fixed Yearly Cash Component	4,12,800	16,00,000	8,70,942	8,50,845	132
B	One-time Cash Payment	16,800	4,00,000	1,79,721	1,00,000	33
C	Total Guaranteed Cash Component	4,12,800	17,50,000	9,15,872	8,51,690	132
D	Performance Linked Compensation	16,500	12,50,000	1,73,679	1,25,000	75
E	Maximum Earning Potential (including non-cash, long term and performance linked components)	5,29,762	30,00,000	10,54,362	10,00,000	132

Table 5: Classification of Salary Components in INR

5.2 Salary Heads – International (USD)

	Salary Head (USD)	Min	Max	Mean	Median	Data
A	Fixed Yearly Cash Component	26,784	26,784	26,784	26,784	4
B	One-time Cash Payment	-	-	-	-	-
C	Total Guaranteed Cash Component	26,784	26,784	26,784	26,784	4
D	Performance Linked Compensation	3,267	3,267	3,267	3,267	4
E	Maximum Earning Potential (including non-cash, long term and performance linked components)	30,051	30,051	30,051	30,051	4

Table 6: Classification of Salary Components in USD

Conversion rate to USD is as per exchange rate on July 16, 2018

5.3 Salary Statistics at PPP (USD)

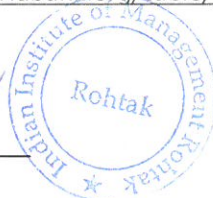
Salary Head (USD)	Min	Max	Mean	Median	Data
INR salary (Total guaranteed cash component)	23,322	98,870	51,744	48,118	132
Non-INR salary (Total guaranteed cash component)	49,200	49,200	49,200	49,200	4
Combined INR and non-INR salary (Total guaranteed cash component)	23,322	98,870	51,669	48,869	136
INR salary (Maximum Earning Potential)	29,930	169,492	59,568	56,497	132
Non-INR salary (Maximum Earning Potential)	55200	55200	55200	55200	4
Combined INR and non-INR salary (Maximum Earning Potential)	29,930	169,492	59,440	56,497	136

Table 7: Classification of Salary Components in USD

PPP data as per <http://wdi.worldbank.org/table/4.16>

Rama Shankar Yadav

For IIM Rohtak



Rajesh

For CRISIL Limited, Mumbai



5.4 Sector-wise classification of salary Classification: Internal

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 and are given in order to indicate the industry benchmark.

5.4.1 Sector-wise classification of salary - Domestic (INR)

Fixed Yearly Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	522,356	1,600,000	900,000	919,703	43
Consulting	412,800	833,000	600,000	615,267	3
Consumer goods (FMCG)	650,000	650,000	650,000	650,000	5
Energy	833,000	1,000,000	840,000	859,333	9
Engineering / Technology	780,000	1,225,440	1,059,312	1,031,016	4
Information Technology (IT)	660,000	1,175,004	922,046	875,728	19
Manufacturing	530,224	1,250,017	935,196	899,079	23
Pharmaceutical / Healthcare	758,208	859,116	758,208	790,325	6
Telecom	578,400	774,612	578,400	643,804	3
Others	557,000	998,804	900,012	851,307	17

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

One time Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	50,000	400,000	325,000	258,929	14
Engineering / Technology	65,000	65,000	65,000	65,000	1
Information Technology (IT)	100,000	200,000	100,000	110,000	10
Manufacturing	308,000	308,000	308,000	308,000	3
Telecom	16,800	16,800	16,800	16,800	1
Others	50,000	50,000	50,000	50,000	4

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

Ramesh Shankar Yadav

For IIM Rohtak

Rajesh

For CRISIL Limited, Mumbai



Total Guaranteed Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	522,356	1,750,000	900,000	1,004,006	43
Consulting	412,800	833,000	600,000	615,267	3
Consumer goods (FMCG)	650,000	650,000	650,000	650,000	5
Energy	833,000	1,000,000	840,000	859,333	9
Engineering / Technology	845,000	1,225,440	1,059,312	1,047,266	4
Information Technology (IT)	660,000	1,375,004	957,215	933,623	19
Manufacturing	530,224	1,325,963	973,608	939,253	23
Pharmaceutical / Healthcare	758,208	859,116	758,208	790,325	6
Telecom	578,400	791,412	578,400	649,404	3
Others	557,000	998,804	900,012	863,072	17

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

Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	72,000	1,250,000	150,000	206,867	29
Consulting	87,500	90,792	89,146	89,146	2
Consumer goods (FMCG)	550,000	550,000	550,000	550,000	5
Energy	125,000	156,500	125,000	131,300	5
Engineering / Technology	96,000	203,000	96,000	131,667	3
Information Technology (IT)	16,500	286,515	81,563	85,188	16
Manufacturing	76,500	337,000	135,000	156,917	6
Pharmaceutical / Healthcare	50,000	50,000	50,000	50,000	4
Telecom	92,496	92,496	92,496	92,496	1
Others	50,000	200,004	99,996	112,499	4

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

Rama Shankar Yadav



For IIM Rohtak

Rajesh



For CRISIL Limited, Mumbai

Other Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	21,600	82,593	60,990	55,651	29
Consulting	2,400	42,000	26,170	23,523	3
Energy	42,000	42,000	42,000	42,000	3
Engineering / Technology	21,600	68,688	68,688	52,992	3
Information Technology (IT)	15,000	79,273	67,785	62,918	13
Manufacturing	38,327	165,948	49,166	61,851	15
Pharmaceutical / Healthcare	91,800	180,900	91,800	109,620	5
Telecom	21,600	41,100	21,600	28,100	3
Others	14,160	80,000	50,234	53,365	17

Table 11: Sector-wise Other Payments in INR

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	650,000	3,000,000	975,000	1,181,052	43
Consulting	529,762	962,500	602,400	698,221	3
Consumer goods (FMCG)	1,200,000	1,200,000	1,200,000	1,200,000	5
Energy	840,000	1,156,500	1,000,000	946,278	9
Engineering / Technology	845,000	1,450,040	1,224,000	1,185,760	4
Information Technology (IT)	676,500	1,490,004	1,100,000	1,048,410	19
Manufacturing	650,000	1,416,214	1,100,000	1,020,525	23
Pharmaceutical / Healthcare	850,000	1,040,016	900,008	915,008	6
Telecom	600,000	925,008	600,000	708,336	3
Others	643,000	1,050,000	1,000,000	942,907	17

Table 12: Sector-wise Classification of Maximum Earning Potential Cash Component in INR

Rameshankar Yadav

For IIM Rohtak



Rajesh

For CRISIL Limited, Mumbai



5.5 Function-wise classification of salary

Classification: Internal

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 and are given in order to indicate the industry benchmark.

5.5.1 Function-wise classification of salary – Domestic (INR)

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Analytics	578,400	1,400,006	900,000	927,212	11
Consultancy	650,000	955,727	848,329	825,596	4
Finance	522,356	1,125,780	908,500	830,923	6
Management Trainee	412,800	1,600,000	840,000	877,404	65
Marketing/sales	557,000	1,500,000	801,700	831,240	38
Operations & Supply chain	741,088	1,175,000	996,694	982,337	8

Table 13: Function-wise Classification of Fixed Yearly Cash Component in INR

One time Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Analytics	100,000	100,000	100,000	100,000	4
Consultancy	16,800	100,000	58,400	58,400	2
Finance	125,000	400,000	400,000	331,250	4
Management Trainee	50,000	400,000	179,000	215,800	10
Marketing/sales	65,000	250,000	100,000	119,545	11
Operations & Supply Chain	308,000	308,000	308,000	308,000	2

Table 14: Function-wise Classification of Onetime Cash Payments in INR

Total Guaranteed Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Analytics	578,400	1,500,006	900,000	963,576	11
Consultancy	650,000	1,022,046	873,570	854,796	4
Finance	522,356	1,525,780	1,171,000	1,051,756	6
Management Trainee	412,800	1,600,000	840,000	910,604	65
Marketing/sales	557,000	1,750,000	810,900	865,845	38
Operations & Supply Chain	741,088	1,325,963	1,065,617	1,059,337	8

Table 15: Function-wise Classification of Total Guaranteed Cash Component in INR

Rama Shankar Yadav

For IIM Rohtak



Rajesh

For CRISIL Limited, Mumbai



Classification: Internal

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Analytics	72,000	250,000	87,500	149,055	9
Consultancy	80,625	115,000	92,496	96,040	3
Finance	140,000	224,000	150,000	166,000	4
Management Trainee	50,000	250,000	150,000	139,493	29
Marketing/sales	16,500	1,250,000	96,000	235,054	26
Operations & Supply Chain	99,996	219,138	128,248	143,908	4

Table 16: Function-wise Classification of Performance Linked Compensation in INR

Other Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Analytics	21,600	82,593	53,634	55,031	8
Consultancy	41,100	79,273	72,329	64,234	3
Finance	21,600	82,400	60,990	55,729	6
Management Trainee	14,160	180,900	57,084	59,944	44
Marketing/sales	2,400	165,948	65,887	56,630	24
Operations & Supply Chain	38,327	68,767	43,200	48,456	6

Table 17: Function-wise Classification of Other Payments in INR

Maximum Earning Potential Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Analytics	600,000	1,552,529	972,000	1,125,552	11
Consultancy	650,000	1,175,000	1,037,504	975,002	4
Finance	600,000	1,820,528	1,317,695	1,218,151	6
Management Trainee	529,762	1,850,000	975,000	1,013,417	65
Marketing/sales	602,400	3,000,000	1,027,524	1,062,437	38
Operations & Supply Chain	800,000	1,394,138	1,178,250	1,167,632	8

Table 18: Function-wise Classification of Maximum Earning Potential Cash Component in INR

Rama Shanker Yadav

For IIM Rohtak



Rajesh

For CRISIL Limited, Mumbai



5.6 Location-wise classification of salary Classification: Internal

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 and are given in order to indicate the industry benchmark.

5.6.1 Location-wise classification of salary – Domestic (INR)

Location	Fixed Yearly Cash Component (INR)				
	Min	Max	Median	Mean	Data
Bangalore	552,528	1,500,000	911,241	856,830	24
Chennai	1,017,963	1,225,440	1,175,004	1,139,469	3
Delhi/NCR	550,000	1,600,000	833,000	829,089	43
Jamshedpur	1,250,017	1,250,017	1,250,017	1,250,017	3
Mumbai	412,800	1,600,000	935,196	925,331	29
Pune	600,000	875,000	710,268	728,423	3
Rest of India	530,224	1,128,396	796,410	806,287	22
Data not available	522,356	1,378,400	1,000,000	964,596	5

Table 19: Location-wise Classification of Fixed Yearly Cash Component in INR

Location	One time Cash Payments (INR)				
	Min	Max	Median	Mean	Data
Bangalore	16,800	250,000	100,000	106,073	11
Chennai	200,000	308,000	254,000	254,000	2
Delhi/NCR	50,000	100,000	50,000	58,333	6
Mumbai	65,000	400,000	400,000	335,125	8
Pune	125,000	125,000	125,000	125,000	1
Rest of India	100,000	400,000	100,000	220,000	5

Table 20: Location-wise Classification of Onetime Cash Payments in INR

Rama Shankar Yadav

For IIM Rohtak



Rajesh

For CRISIL Limited, Mumbai



Classification: Internal

Total Guaranteed Cash Components (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	552,528	1,750,000	956,471	905,446	24
Chennai	1,225,440	1,375,004	1,325,963	1,308,802	3
Delhi/NCR	550,000	1,600,000	833,000	837,229	43
Jamshedpur	1,250,017	1,250,017	1,250,017	1,250,017	3
Mumbai	412,800	1,600,000	973,608	1,017,779	29
Pune	600,000	1,000,000	710,268	770,089	3
Rest of India	530,224	1,342,000	796,410	856,287	22
Data not available	522,356	1,378,400	1,000,000	964,596	5

Table 21: Location-wise Classification of Total Guaranteed Cash Component in INR

Performance Linked Compensation (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	50,000	1,250,000	94,248	253,540	22
Chennai	100,000	203,000	151,500	151,500	2
Delhi/NCR	16,500	250,000	125,000	114,242	17
Mumbai	76,500	250,000	200,000	172,407	13
Pune	84,996	84,996	84,996	84,996	1
Rest of India	50,000	337,000	104,000	135,063	16
Data not available	140,000	219,138	178,250	178,910	4

Table 22: Location-wise Classification of Performance Linked Compensation in INR

Other Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	36,000	79,273	67,785	64,540	15
Chennai	15,000	38,327	21,600	24,976	3
Delhi/NCR	14,160	80,000	48,310	50,979	32
Mumbai	26,170	180,900	61,514	66,573	18
Pune	2,400	82,400	54,744	46,515	3
Rest of India	21,600	165,948	61,776	66,499	17
Data not available	21,600	52,778	37,644	37,341	3

Table 23: Location-wise Classification of Other Payments in INR

Rama Shankar Yadav
For IIM Rohtak



Rajesh
For CRISIL Limited, Mumbai



Classification: Internal

Location	Maximum Earning Potential (INR)				
	Min	Max	Median	Mean	Data
Bangalore	643,000	3,000,000	1,187,500	1,178,196	24
Chennai	1,364,290	1,490,004	1,450,040	1,434,778	3
Delhi/NCR	600,000	1,850,000	891,592	920,332	43
Jamshedpur	1,250,017	1,250,017	1,250,017	1,250,017	3
Mumbai	529,762	1,850,000	1,050,000	1,136,386	29
Pune	602,400	1,082,400	850,008	844,936	3
Rest of India	650,000	1,552,990	912,504	1,005,900	22
Data not available	700,000	1,600,000	1,156,500	1,130,128	5

Table 24: Location-wise Classification of Maximum Earning Potential in INR

6. Other details

Sr. No.	Parameters	Number
1	Total Pre-Season Placement offers offered	9
2	Total Pre-Season Placement offers accepted	9

Table 25: Details regarding Pre- Season Placement Offers

Rama Shankar Yadav

For IIM Rohtak

Rajesh

For CRISIL Limited, Mumbai

