Ref No: BJ/ED/K.J.SOMAIYA/2024/CH1278
December 26, 2024

To,
The Director,
The Placement Office
K.J. Somaiya Institute of Management
Somaiya Vidyavihar University,
Vidya Vihar East, Mumbai-400077

Re: Placement Audit Report for the Master of Business Administration (MBA RM) Program, 2020-22

Dear Sir,

CRISIL has audited the Placement Report prepared for K.J. Somaiya Institute of Management, Mumbai: final placements of students in the MBA RM batch of 2020-22. CRISIL has validated the information provided in the report with the relevant documentation, and offers the following comments:

1. CRISIL has obtained all information and explanations as were necessary for conducting the audit. We believe the Placement Report complies 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 KJ Somaiya Institute of Management from the recruiting companies. CRISIL has not independently sourced any information or documentation.
3. CRISIL has 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 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 students signing the offer letter. The acceptance of offer for 40 students out of 56 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- CRISIL MI&A – Assessments

SOMAIYA
VIDYAVIHAR UNIVERSITY

K J Somaiya Institute of Management

FINAL PLACEMENT

2020-22

MASTER OF BUSINESS ADMINISTRATION
IN RETAIL MANAGEMENT (MBA-RM)

Contents

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	57*
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	59

56 offer letters were available for verification out of the total final placement. However, salary breakup for 3 offer letters and 1 offer letter with salary break up has not been shared to CRISIL. Among the total final placement offers, 01 was pre-placement offer. Further, CRISIL has obtained supporting documents for pre-placement offer.

**CRISIL has received mail confirmation for students who did not seek placement (02 offers) through the institute.

For K.J Somaiya Institute of Management, Mumbai

For CRISIL Limited, Mumbai

CRISIL
An S&P Global Company

MBA-RM Program (2020-22 batch)

Batch size (59 students)

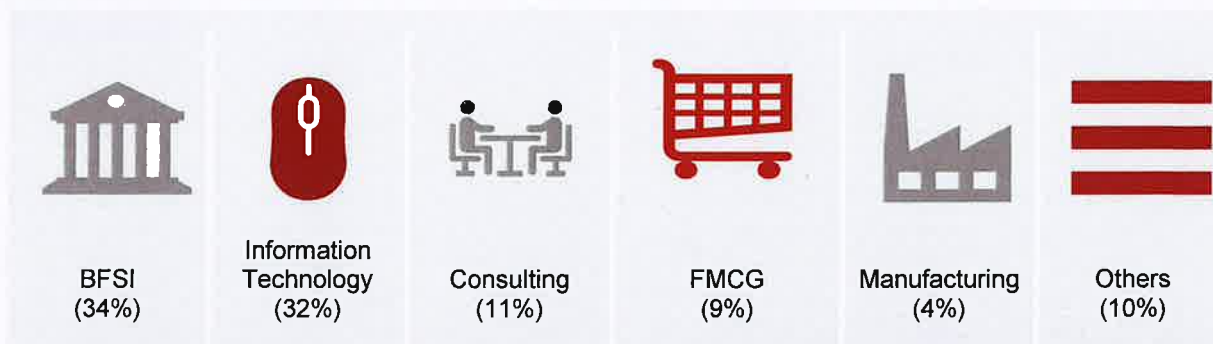**Highest Salary (Rs 18.00 lakh)**

Number of recruiters (28)

Mean Salary (Rs 10.71 lakh)

For K.J Somaiya Institute of Management, Mumbai

For CRISIL Limited, Mumbai

Sectoral Highlights

BFSI (34%)	Information Technology (32%)	Consulting (11%)	FMCG (9%)	Manufacturing (4%)	Others (10%)

- Highest offers were made in Banking, Financial Service and Insurance (BFSI) sector (34%).
- Others include offers from Pharmaceutical / Healthcare were 4%, Retail 4%, Travel & Tourism 1% and E-Commerce 1%.

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	19
Consulting	6
Consumer goods (FMCG)	5
E-Commerce	1
Information Technology (IT)	18
Manufacturing	2
Pharmaceutical / Healthcare	2
Travel & Tourism	1
International	
Others	2
Grand Total	56

For K.J Somaiya Institute of Management, Mumbai

For CRISIL Limited, Mumbai

Functional Highlights

| Finance (36%) | General Management (30%) | Consulting (20%) | Marketing/Sales (12%) | Systems/IT (2%) |
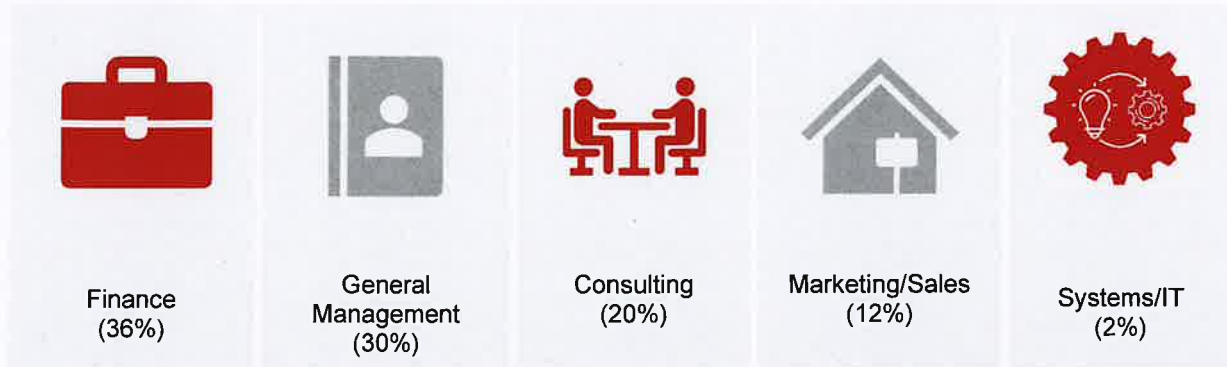
- Highest offers received for Finance (36%)

Function-wise classification

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

Table 3: Classification of Placements Based on Function

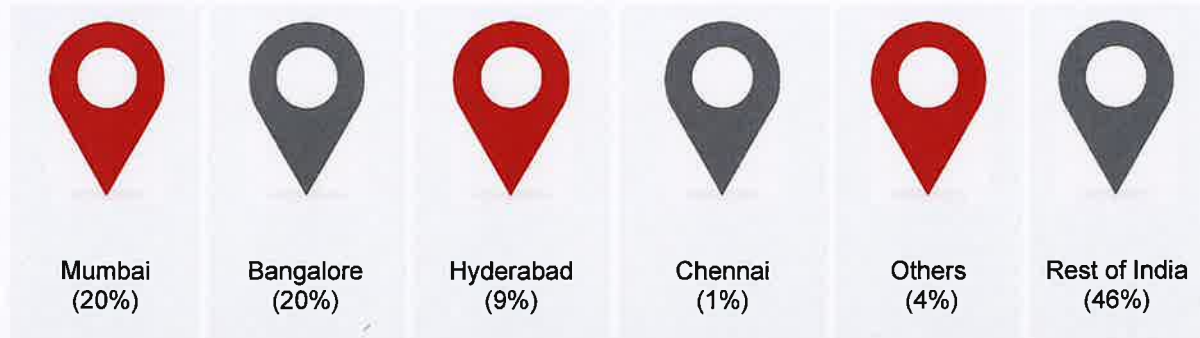| Function	Number of Offers accepted
Consulting	11
Finance	20
General Management	15
Marketing/Sales	07
Systems/IT	01
International	
General Management	02
Grand Total	**56**

For K.J Somaiya Institute of Management, Mumbai

For CRISIL Limited, Mumbai

Location Highlights

Mumbai (20%)	Bangalore (20%)	Hyderabad (9%)	Chennai (1%)	Others (4%)	Rest of India (46%)

- Highest offers received for Mumbai (20%) and Bangalore (20%) location.
- Others (4%) includes offers for United Arab Emirates (4%)
- Rest of India (46%) includes offers for Gurugram (5%) and Pune (2%)
- 39% of letters with location details were not available and have been considered in Rest of India.

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	11
Chennai	01
Hyderabad	05
Mumbai	11
Rest of India	26
International	
United Arab Emirates	02
Grand Total	**56**

For K.J Somaiya Institute of Management, Mumbai

For CRISIL Limited, 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	615000	1451371	791683	846783	54
One time Cash Payments	50000	263087	150000	136049	22
Total Guaranteed Cash Payments	624192	1578400	890595	902211	54
Performance linked compensation (max)	45916	540000	92846	122886	46
Other payments	13200	292653	64254	69454	50
Maximum Earning Potential (including non-cash, long term, and performance linked components)	800000	1800000	1032237	1071201	54

Salary Heads – International (USD)

Table 6: Classification of Salary Components in USD

Salary Head (INR)	Min	Max	Median	Mean	Data
Total Fixed Salary	40678	40678	40678	40678	02
One time Cash Payments	-	-	-	-	-
Total Guaranteed Cash Payments	40678	40678	40678	40678	02
Performance linked compensation (max)	-	-	-	-	-
Other payments	-	-	-	-	-
Maximum Earning Potential (including non-cash, long term, and performance linked components)	40678	40678	40678	40678	02

For K.J Somaiya Institute of Management, Mumbai

For CRISIL Limited, Mumbai

Salary Statistics at PPP (USD)

Table 7: Classification of Salary Components in USD

Salary Head (INR)	Min	Max	Median	Mean	Data
INR Salary (Total Guaranteed Cash Component)	30764	77792	43893	44466	54
Non-INR Salary (Total Guaranteed Cash Component)	40678	40678	40678	40678	02
Combines INR and non-INR salary (Total Guaranteed Cash Component)	30764	77792	42744	44331	56
INR Salary (Maximum Earning Potential)	39428	88714	50874	52795	54
Non-INR Salary (Maximum Earning Potential)	40678	40678	40678	40678	02
Combines INR and non-INR salary (Maximum Earning Potential)	39428	88714	50341	52362	56

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 December 16, 2024

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

Fixed Yearly Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	703104	1418400	791683	886744	19
Consulting	835800	1000000	928460	917819	06
Consumer goods (FMCG)	621071	828436	623190	663392	05
E-Commerce	615000	615000	-	-	01
Information Technology (IT)	622632	1378404	660888	791087	18
Manufacturing	856459	954400	905429	905430	02
Pharmaceutical / Healthcare	959112	978400	968756	968756	02
Travel & Tourism	1451371	1451371	-	-	01

For K.J Somaiya Institute of Management, Mumbai

For CRISIL Limited, Mumbai

Table 7: Sector-wise Classification of Onetime Cash Payments in INR

Sectors	One time Cash Payments (INR)				
	Min	Max	Median	Mean	Data
BFSI	160000	200000	200000	186667	09
Consulting	150000	150000	150000	150000	04
Consumer goods (FMCG)	50000	50000	50000	50000	04
E-Commerce	263087	263087	-	-	01
Information Technology (IT)	50000	50000	50000	50000	02
Manufacturing	100000	100000	-	-	01
Pharmaceutical / Healthcare	50000	50000	-	-	01
Travel & Tourism	-	-	-	-	-

Table 8: Sector-wise Classification of Total Guaranteed Cash Payments in INR

Sectors	Total Guaranteed Cash Payments (INR)				
	Min	Max	Median	Mean	Data
BFSI	716056	1578400	915104	975165	19
Consulting	925360	1128396	992900	1017819	06
Consumer goods (FMCG)	671071	828436	673190	703392	05
E-Commerce	878087	878087	-	-	01
Information Technology (IT)	624192	1378404	672632	796642	18
Manufacturing	856459	1054400	955429	955430	02
Pharmaceutical / Healthcare	959112	1028400	993756	993756	02
Travel & Tourism	1451371	1451371	-	-	01

Table 9: Sector-wise Classification of Performance Linked Compensation in INR

Sectors	Performance Linked Compensation (INR)				
	Min	Max	Median	Mean	Data
BFSI	55000	160000	69996	85293	17
Consulting	83580	210000	92846	110475	06
Consumer goods (FMCG)	75000	390000	75000	138000	05
E-Commerce	-	-	-	-	-
Information Technology (IT)	45916	540000	140262	163432	16

For K.J Somaiya Institute of Management, Mumbai

For CRISIL Limited, Mumbai

Manufacturing	135000	135000	-	-	01
Pharmaceutical / Healthcare	100000	100000	-	-	01
Travel & Tourism	-	-	-	-	-

Table 10: Sector-wise Classification of Other Payments in INR

Other Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	33600	69948	59176	60073	18
Consulting	21600	93880	64200	58055	06
Consumer goods (FMCG)	64992	76367	74248	73244	05
E-Commerce	13200	13200	-	-	01
Information Technology (IT)	21600	292653	64308	80857	15
Manufacturing	45600	53540	49570	49570	02
Pharmaceutical / Healthcare	97730	190896	144313	144313	02
Travel & Tourism	63029	63029	-	-	01

Table 11: Sector-wise Classification of Maximum Earning Potential Cash Component in INR

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	830232	1794632	1055048	1108390	19
Consulting	1111776	1249996	1188372	1186349	06
Consumer goods (FMCG)	822438	1283428	822438	914636	05
E-Commerce	891287	891287	-	-	01
Information Technology (IT)	800000	1800000	859056	1009296	18
Manufacturing	1044999	1100000	1072499.5	1072500	02
Pharmaceutical / Healthcare	1150008	1226130	1188069	1188069	02
Travel & Tourism	1514400	1514400	-	-	01

For K.J Somaiya Institute of Management, Mumbai

For CRISIL Limited, Mumbai

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

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	622632	978396	624192	662781	11
Finance	682856	1021425	791683	805842	20
General Management	615000	1418400	931753	923260	15
Marketing/Sales	750000	1451371	954400	1013081	07
Systems / IT	1378404	1378404	-	-	01

Table 13: Function-wise Classification of Onetime Cash Payments in INR

One time Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	50000	150000	50000	83333	03
Finance	150000	200000	200000	181250	08
General Management	50000	263087	105000	119309	10
Marketing/Sales	100000	100000	-	-	01
Systems / IT	-	-	-	-	-

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

Total Guaranteed Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	624192	1128396	624192	685508	11
Finance	682856	1081560	910481.5	878342	20
General Management	671071	1578400	959112	1002799	15
Marketing/Sales	750000	1451371	1012500	1027367	07
Systems / IT	1378404	1378404	-	-	01

For K.J Somaiya Institute of Management, Mumbai

For CRISIL Limited, Mumbai

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

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	75000	149124	140262	126347	11
Finance	45916	110000	69996	69926	17
General Management	70000	210000	110000	121668	13
Marketing/Sales	90000	540000	337500	298500	05
Systems / IT	-	-	-	-	-

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

Other Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	21600	68100	64308	58944	11
Finance	33600	292653	64200	76668	18
General Management	13200	190896	58247	68263	15
Marketing/Sales	21600	64992	53540	49752	05
Systems / IT	171600	171600	-	-	01

Table 17: Function-wise Classification of Maximum Earning Potential Cash Component in INR

Maximum Earning Potential (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	800000	1249996	828762	870799	11
Finance	830232	1243164	1032236	1006781	20
General Management	822438	1794632	1104851	1176507	15
Marketing/Sales	840000	1800000	1283428	1276118	07
Systems / IT	1550004	1550004	-	-	01

For K.J Somaiya Institute of Management, Mumbai

For CRISIL Limited, Mumbai

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

Fixed Yearly Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	621071	1238400	624192	726767	11
Chennai	1065380	1065380	-	-	01
Hyderabad	624192	931560	835800	801150	05
Mumbai	623190	1451371	715104	852600	11
Rest of India	615000	1418400	867147	895466	26

Table 19: Location-wise Classification of Onetime Cash Payments in INR

Onetime Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	50000	50000	50000	50000	02
Chennai	-	-	-	-	-
Hyderabad	150000	150000	150000	150000	03
Mumbai	50000	200000	200000	157143	07
Rest of India	50000	263087	155000	134309	10

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

Total Guaranteed Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	624192	1238400	660888	735858	11
Chennai	1065380	1065380	-	-	01
Hyderabad	624192	1081560	985800	891150	05
Mumbai	673190	1451371	915104	952600	11
Rest of India	624192	1578400	904481	947124	26

Table 21: Location-wise Classification of Performance Linked Compensation in INR

Performance Linked Compensation (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	45916	540000	140262	175701	11

For K.J Somaiya Institute of Management, Mumbai

For CRISIL Limited, Mumbai

Chennai	156000	156000	-	-	01
Hyderabad	83580	155680	93156	111252	05
Mumbai	69996	135000	69998	79373	08
Rest of India	55000	390000	92536	112990	21

Table 22: Location-wise Classification of Other Payments in INR

Other Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	21600	292653	66204	86042	10
Chennai	78625	78625	-	-	01
Hyderabad	21600	68448	64200	56551	05
Mumbai	33600	171600	69948	73434	11
Rest of India	13200	190896	59176	62745	23

Table 23: Location-wise Classification of Maximum Earning Potential in INR

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	822438	1800000	828762	989779	11
Chennai	1300005	1300005	-	-	01
Hyderabad	828762	1243164	1133580	1058953	05
Mumbai	822438	1550004	1055048	1083760	11
Rest of India	800000	1794632	1032237	1093890	26

For K.J Somaiya Institute of Management, Mumbai

For CRISIL Limited, Mumbai

Other details

Table 24: Details regarding Pre-Season Placement Offers

Sr. No.	Parameters	Number
1	Total Pre-Season Placement offers offered	01
2	Total Pre-Season Placement offers accepted	01

Note: *Among the total final placement offer, 01 was pre-placement offer. Further, CRISIL has obtained supporting documents for pre-placement offer.*

For K.J Somaiya Institute of Management, Mumbai

For CRISIL Limited, Mumbai

Compliance Statement

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

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For K.J Somaiya Institute of Management, Mumbai

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For CRISIL Limited, Mumbai