

Ref No: BJ/ED/K.J.SOMAIYA/2024/CH1279  
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) Program, 2021-23**

Dear Sir,

CRISIL has audited the Placement Report prepared for K.J. Somaiya Institute of Management, Mumbai: final placements of students in the MBA batch of 2021-23. 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 K.J. 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 147 students out of 224 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

**CRISIL Limited**

Corporate Identity Number: L67120MH1987PLC042363

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**SOMAIYA**  
VIDYAVIHAR UNIVERSITY

K J Somaiya Institute of Management

# FINAL PLACEMENT

2021-23

MASTER OF BUSINESS  
ADMINISTRATION (MBA)

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# Contents

Classification of the Entire Graduate Pool.....	3
Key Highlights.....	4
Sectoral Highlights.....	5
Functional Highlights.....	6
Location Highlights.....	7
Salary details.....	8
Other details.....	18
Compliance Statement.....	19



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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
<b>1. Sought placement through the institute</b>	<b>231*</b>
<b>2. Did not seek placement through the institute</b>	
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	3**
2g. Did not seek placements for other reasons	-
<b>Total who did not seek employment through the institute</b>	-
<b>3. Number unplaced, if any</b>	-
<b>Total Graduates</b>	<b>234</b>

\*224 offer letters were available for verification out of the total final placement offers. However, salary breakup for 07 offer letters has not been shared to CRISIL. Among the total final placement offers, 46 were pre-placement offers. Further, CRISIL has obtained supporting documents for pre-placement offer.

\*\*CRISIL has received confirmation mail for 03 students who did not seek placement through the institute.



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## Key Highlights

### MBA Program (2021-23 batch)



**Batch size  
(234 students)**



**Highest Salary  
(Rs 21.37 lakh)**



**Mean Salary  
(Rs 12.37 lakh)**



**Number of  
recruiters (73)**



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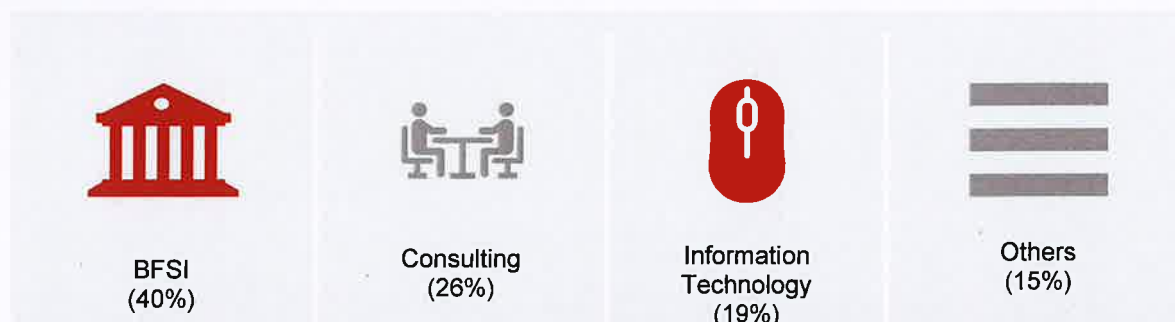


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## Sectoral Highlights



- Highest offers were made in Banking, Financial Service and Insurance (BFSI) sector (40%)
- Others include offers from Manufacturing (03%), Media/Entertainment (03%), Consumer goods (FMCG) (02%), Health (02%), Others (02%), Real Estate (01%), E – Commerce (01%), Telecom (01%)

## 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
Banking, Financial Services and Insurance (BFSI)	89
Consulting	58
Consumer goods	04
E-Commerce	02
Health	05
Information Technology (IT)	44
Manufacturing	08
Media/Entertainment	06
Others	04
Real Estate	01
Telecom	03
<b>Grand Total</b>	<b>224</b>



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## Functional Highlights



Finance  
(47%)



Marketing/Sales  
(17%)



General  
Management  
(15%)



Consulting  
(08%)



Others (13%)

- Highest offers received for Finance (47%)
- Others include offers from Systems/IT (05%), Human Resource (04%), Operations/Supply Chain (02%), Others (02%)

## 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	17
Finance	107
General Management	33
Human Resource	10
Marketing/Sales	39
Operations/Supply Chain	04
Others	01
Systems/IT	13
<b>Grand Total</b>	<b>224</b>



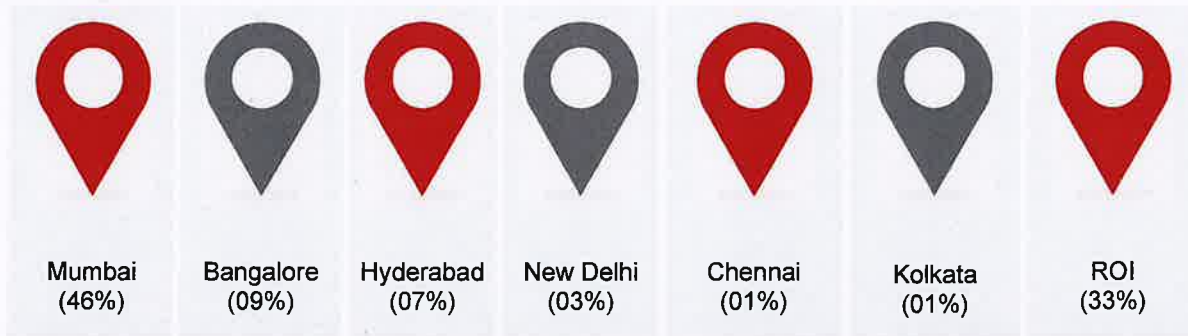
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## Location Highlights



- Highest offers received for Mumbai (46%) location.
- Rest of India (33%) includes offers for Pune (7%), Gurugram (5%), Ahmedabad (0.5%), Bihar (0.5%), Coimbatore (0.5%), Ghaziabad (0.5%), Jamshedpur (0.5%), Udaipur (0.5%), Vadodara (0.5%)
- 18% 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	20
Chennai	02
Hyderabad	16
Kolkata	02
Mumbai	103
New Delhi	07
ROI	74
<b>Grand Total</b>	<b>224</b>



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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	638045	1786000	925575	1009055	224
One time Cash Payments	25000	361363	150000	159096	114
Total Guaranteed Cash Payments	638045	2018000	1058805	1090023	224
Performance linked compensation (max)	38908	512500	105000	151543	125
Other payments	6600	347400	59029	68341	202
Maximum Earning Potential (including non-cash, long term, and performance linked components)	705000	2104600	1152812	1236970	224

## 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
Banking, Financial Services and Insurance (BFSI)	638045	1664903	1092766	1070888	89
Consulting	678396	1786000	915800	977833	58
Consumer goods (FMCG)	753259	1151892	965000	958788	04
E-Commerce	1102812	1430400	1266606	1266606	02
Health	978400	978400	978400	978400	05
Information Technology (IT)	748606	1428400	928207	958089	44
Manufacturing	657176	1523200	849641	896115	08
Media/Entertainment	875000	1263379	875000	1004460	06
Others	663521	1000000	937280	884520	04
Real Estate	849570	849570	-	-	01
Telecom	849312	849312	849312	849312	03



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

One time Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	100000	200000	200000	180526	38
Consulting	25000	250000	150000	166842	38
Consumer goods (FMCG)	100000	100000	100000	100000	02
E-Commerce	-	-	-	-	-
Health	100000	100000	100000	100000	05
Information Technology (IT)	50000	361363	118000	142109	27
Manufacturing	100000	100000	-	-	01
Media/Entertainment	-	-	-	-	-
Others	-	-	-	-	-
Real Estate	-	-	-	-	-
Telecom	100000	100000	100000	100000	03

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

Total Guaranteed Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	638045	1664903	1092766	1147967	89
Consulting	703396	2018000	1053200	1095029	58
Consumer goods (FMCG)	753259	1251892	1015000	1008788	04
E-Commerce	1102812	1430400	1266606	1266606	02
Health	1078400	1078400	1078400	1078400	05
Information Technology (IT)	748606	1546400	990312	1045292	44
Manufacturing	657176	1523200	849641	908615	08
Media/Entertainment	875000	1263379	875000	1004460	06
Others	663521	1000000	937280	884520	04
Real Estate	849570	849570	-	-	01
Telecom	949312	949312	949312	949312	03



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

Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	105000	209683	105000	131038	30
Consulting	47620	250000	150000	132630	37
Consumer goods (FMCG)	120000	250336	120000	163445	03
E-Commerce	100000	100000	-	-	01
Health	100000	100000	100000	100000	05
Information Technology (IT)	38908	512500	199500	188597	35
Manufacturing	141750	200000	164875	168875	06
Media/Entertainment	100000	100000	100000	100000	04
Others	100000	100000	-	-	01
Real Estate	-	-	-	-	-
Telecom	300000	300000	300000	300000	03

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

Other Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	24767	233694	63205	69885	85
Consulting	6600	114000	60516	61771	54
Consumer goods (FMCG)	47778	48000	47778	47852	03
E-Commerce	56004	97188	76596	76596	02
Health	36030	36030	36030	36030	05
Information Technology (IT)	15900	347400	55236	71330	38
Manufacturing	21600	112344	56217	73129	07
Media/Entertainment	236621	236621	236621	236621	02
Others	22500	41479	31989.5	31990	02
Real Estate	50430	50430	-	-	01
Telecom	80688	80688	80688	80688	03



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**Table 11: Sector-wise Classification of Ma**

**Maximum Earning Potential Cash Component in INR**

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	825000	1900000	1150000	1258881	89
Consulting	920995	2104600	1162500	1237149	58
Consumer goods (FMCG)	921037	1550228	1098889	1167261	04
E-Commerce	1200000	1586404	1393202	1393202	02
Health	1214430	1214430	1214430	1214430	05
Information Technology (IT)	900001	1947900	1200000	1260739	44
Manufacturing	934395	1630784	1048627	1099260	08
Media/Entertainment	975000	1500000	975000	1150000	06
Others	705000	1000000	998530	925515	04
Real Estate	900000	900000			01
Telecom	1330000	1330000	1330000	1330000	03



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

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	836496	1786000	1078404	1148452	17
Finance	655104	1523200	925360	1020161	107
General Management	638045	1500000	931753	963335	33
Human Resources	799440	1400000	902000	939755	10
Marketing/Sales	655104	1664903	925000	995438	39
Operations/Supply Chain	657176	1263379	960277.5	960278	04
Others	663521	663521	-	-	01
Systems/IT	678396	1428400	977400	987162	13

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

One time Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	50000	250000	100000	107500	12
Finance	50000	225000	200000	182300	50
General Management	75000	200000	150000	147917	12
Human Resources	100000	361363	309525.2	248323	06
Marketing/Sales	50000	350000	150000	142609	23
Operations/Supply Chain	-	-	-	-	-
Others	-	-	-	-	-
Systems/IT	25000	118000	118000	107909	11



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

Total Guaranteed Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	886496	2018000	1177380	1224334	17
Finance	748606	1605864	1061210	1105348	107
General Management	638045	1500000	931753	1017123	33
Human Resources	799440	1500000	1144963	1088748	10
Marketing/Sales	778404	1664903	985800	1079540	39
Operations/Supply Chain	657176	1263379	960277.5	960278	04
Others	663521	663521	-	-	01
Systems/IT	703396	1546400	1095400	1078470	13

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

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	47620	250000	135948	141725	10
Finance	83580	512500	105000	149780	54
General Management	100000	209683	105000	128989	16
Human Resources	70000	200000	90200	104400	07
Marketing/Sales	38908	399425	105000	151208	25
Operations/Supply Chain	164875	164875	164875	164875	02
Others	-	-	-	-	-
Systems/IT	195999	378000	199500	230273	11

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

Other Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	6600	114000	55236	62984	14
Finance	22500	233694	65280	67778	104
General Management	21600	144736	47778	70893	25
Human Resources	33600	84000	48708	49780	07
Marketing/Sales	21600	347400	57719	75700	35
Operations/Supply Chain	112344	236621	174482.5	174483	04
Others	41479	41479	-	-	01
Systems/IT	15900	90909	18500	30375	12



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

Maximum Earning Potential (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	938792	2104600	1350004	1359571	17
Finance	941461	1907500	1150000	1246815	107
General Management	825000	1500000	1081477	1133370	33
Human Resources	833040	1654000	1282432	1196675	10
Marketing/Sales	900000	1930981	1152812	1244404	39
Operations/Supply Chain	934395	1500000	1217198	1217198	04
Others	705000	705000	-	-	01
Systems/IT	900001	1947900	1310800	1314296	13



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

Fixed Yearly Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	810600	1786000	927992	1066269	20
Chennai	691104	849312	770208	770208	02
Hyderabad	748606	1505864	883644	966171	16
Kolkata	691104	1100000	895552	895552	02
Mumbai	638045	1786000	915890	1032821	103
New Delhi	703104	1100000	778404	883959	07
ROI	655104	1768000	965500	991141	74

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

Onetime Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	50000	350000	210000	197075	14
Chennai	100000	200000	150000	150000	02
Hyderabad	100000	180000	150000	144167	12
Kolkata	180000	200000	190000	190000	02
Mumbai	50000	361363	200000	172294	42
New Delhi	180000	200000	190000	190000	06
ROI	25000	309525	118000	127542	36

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

Total Guaranteed Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	810600	1786000	1140800	1204221	20
Chennai	891104	949312	920208	920208	02
Hyderabad	748606	1605864	1033644	1074296	16
Kolkata	691104	1280000	1085552	1085552	02
Mumbai	638045	1886000	1092766	1103077	103
New Delhi	703104	1280000	903104	1046817	07
ROI	655104	2018000	1000000	1053188	74

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

Performance Linked Compensation (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	38908	512500	92536	204107	11
Chennai	105000	300000	202500	202500	02
Hyderabad	83580	200000	90212	106407	15
Kolkata	105000	105000	-	-	01
Mumbai	90200	300000	151107	160737	37
New Delhi	105000	200000	105000	128750	04
ROI	47620	512500	105000	147806	55

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

Other Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	30600	347400	75440.5	95923	20
Chennai	69948	80688	75318	75318	02
Hyderabad	52812	102643	72624	79940	15
Kolkata	52812	69948	61380	61380	02
Mumbai	21600	236621	57234	69837	98
New Delhi	21600	69948	52812	55697	07
ROI	6600	110880	52812	54828	58

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

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	1000000	1930981	1196908	1412403	20
Chennai	1066052	1330000	1198026	1198026	02
Hyderabad	941461	1900000	1164184	1248996	16
Kolkata	1066052	1332812	1199432	1199432	02
Mumbai	825000	2000000	1150000	1228897	103
New Delhi	1000000	1332812	1078052	1176085	07
ROI	705000	2104600	1111776	1206018	74

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## Other details

**Table 24: Details regarding Pre- Season Placement Offers**

Sr. No.	Parameters	Number
1	Total Pre-Season Placement offers offered	46
2	Total Pre-Season Placement offers accepted	46

**Note:** Among the total final placement offers, 46 were pre-placement offers. Further, CRISIL has obtained supporting documents for pre-placement offers.



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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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