



भारतीय प्रबंध संस्थान नागपुर
वि.रा.प्रौ.सं. परिसर, दक्षिण अंबाझरी मार्ग, नागपुर-४४००१०
Indian Institute of Management Nagpur
VNIT Campus, South Ambazari Road, Nagpur- 440010

IIM NAGPUR

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804, SAKAR-IX,
BESIDES OLD RBI,
ASHRAM ROAD,
AHMEDABAD-380 009

To
The Director,
Indian Institute of Management,
Nagpur

Dear Sir,

Re: Placement Audit Report for Post Graduate Programme in Management (PGP) – Batch 2017-19

We have audited the Placement Report ("the Report") for the final placements of students of Post Graduate Program (PGP) – Batch 2017-19. The Report is the responsibility of Indian Institute of Management Nagpur ("IIMN"). Our responsibility is to validate the information provided in the Report with the relevant documentation and comment on the Report's conformance with the Indian Placement Reporting Standards, Revision 2.1 (IPRS).

In this context, we confirm the following:

1. For the purpose of audit, we have obtained all the information and explanations, which to the best of our knowledge and belief were necessary. In our opinion, the Report complies with the IPRS.
2. The validation of information presented in the Report is based on communication received by IIMN from recruiting companies. We have not independently sourced any information or documentation.



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3. We have verified the information with respect to remuneration presented in the Report with communication received from recruiters. Information regarding communication received from individual students has not been used.
- a. Where the offer letter or other recruiter communication was not available, the Report considers the record as data unavailable. We are unable to verify the status of such students since there is no record.
- b. The information has been categorized as best as possible under different salary heads as given in the IPRS. Where a breakup was not available, the salary has been considered only as "Maximum Earning Potential"
- c. Variable pay is considered only in "Maximum Earning Potential" and other long-term benefits are considered in "Guaranteed Cash Component"
4. The number of students opting out of the placement process has been established through written communication from the student who opted out.

For **Sorab S Engineer & Co.**

Firm Registration No. 110417W

Chartered Accountants

Chokshi Shreyas B.

CA. Chokshi Shreyas B.

Partner

Membership No. 100892

30 MAY 2019

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A. Placement details as per IPRS

The entire batch of 55 students was eligible for sitting in the Final Placements.

1. Classification of the entire placement pool

Categories	Number of students
1. Sought placement through the institute	52
2. Did not seek placement through the institute	
2a. Company-sponsored or already employed	0
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship (Starting a new business)	0
2e. Returning to / joining family business	0
2f. Sought placement outside the campus placement process	3
2g. Did not seek placements for other reasons	0
Total who did not seek employment through the institute	3
Total graduates	55

Table 1: Classification of entire placement pool



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2. Classification Based on Sectors

Sector	No. of Offers accepted
Banking, Financial Services and Insurance (BFSI)	17
Consulting	9
Consumer Care (FMCG)	5
Education	2
Information Technology	17
Logistics	2
Total	52

Table 2: Classification based on sectors

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3. Classification Based on Functions

Function	No. of offers accepted
Strategy/ Consulting	13
Analytics	7
Finance	6
Marketing/ Sales	21
Operations/ Supply Chain	5
Total	52

Table 3: Classification based on functions



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4. Classification Based on Location

4.1 Classification based on Locations (Global)

Locations	No. of offers accepted
India	52
Rest of Asia	0

Table 4.1: Classification based on Global Locations

4.2 Classification based on Locations within India

Indian Locations	No. of offers accepted
Ahmedabad	1
Bengaluru	13
Chennai	2
Coimbatore	1
Gurugram	3
Hyderabad	7
Kochi	1
Kolkata	4
Meerut	1
Mumbai	11
National Capital Region (NCR)	2
Pune	6
Total	52

Table 4.2: Classification based on Indian Locations

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5. Salary Data

Note: The entries in the 'Data' column specify the data points for which the minimum, maximum, mean and median are specified

5.1 Salary head – Domestic Offers (INR)

Salary	Min	Max	Median	Mean	Data
A. Basic salary	1,74,996	14,00,000	4,40,000	5,32,589	52
B. Additional guaranteed cash components	3,60,450	10,39,323	6,25,200	6,40,707	40
C. One-time Cash Payments	100,000	3,75,000	1,50,000	1,71,053	19
D. Total guaranteed cash payments	6,04,120	16,19,323	11,04,932	10,87,940	52
E. Maximum Earning Potential (including performance linked components)	8,00,000	20,00,000	12,00,000	12,41,587	52

Table 5.1: Classification of salary heads - domestic



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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)	\$33,377	\$1,06,040	\$61,046	\$60,107	52
Non-INR Salary (Total guaranteed cash component)	-	-	-	-	-
Overall Salaries (Total guaranteed cash component)	\$33,377	\$1,06,040	\$61,046	\$60,107	52
INR Salary (Maximum Earning Potential)	\$44,199	\$1,10,497	\$66,298	\$68,596	52
Non-INR Salary (Maximum Earning Potential)	-	-	-	-	-
Overall Salaries (Maximum Earning Potential)	\$44,199	\$1,10,497	\$66,298	\$68,596	52

**Note: As per the PPP conversion rate for 2018 for all the available currencies from the World Development Indicators (WDI) database of the World Bank.*

Source: <http://wdi.worldbank.org/table/4.16>



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5.3 Classification of salary based on sector – Domestic (INR)

Base Salary					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	1,74,996	10,50,000	3,60,000	5,68,316	17
Consulting	3,41,400	4,97,520	4,40,000	4,24,061	6
Consumer Care (FMCG)	2,92,500	14,00,000	3,00,000	6,98,500	5
Education	1,92,000	9,00,000	5,46,000	5,46,000	2
Information Technology	2,24,400	12,00,000	4,50,000	4,72,482	17
Logistics	8,00,000	8,00,000	8,00,000	8,00,000	2

Table 5.3.1: Classification of base salary based on sector – Domestic

Additional Guaranteed Cash Components					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	3,60,450	6,99,900	5,69,564	5,66,901	11
Consulting	5,86,150	6,83,496	5,92,632	6,12,853	9
Consumer Care (FMCG)	6,33,331	6,99,900	6,99,900	6,77,710	3
Education	5,59,740	5,59,740	5,59,740	5,59,740	1
Information Technology	4,26,000	10,39,323	7,79,520	7,05,239	16
Logistics	-	-	-	-	-

Table 5.3.2: Classification of Additional Guaranteed Cash Component based on sector – Domestic



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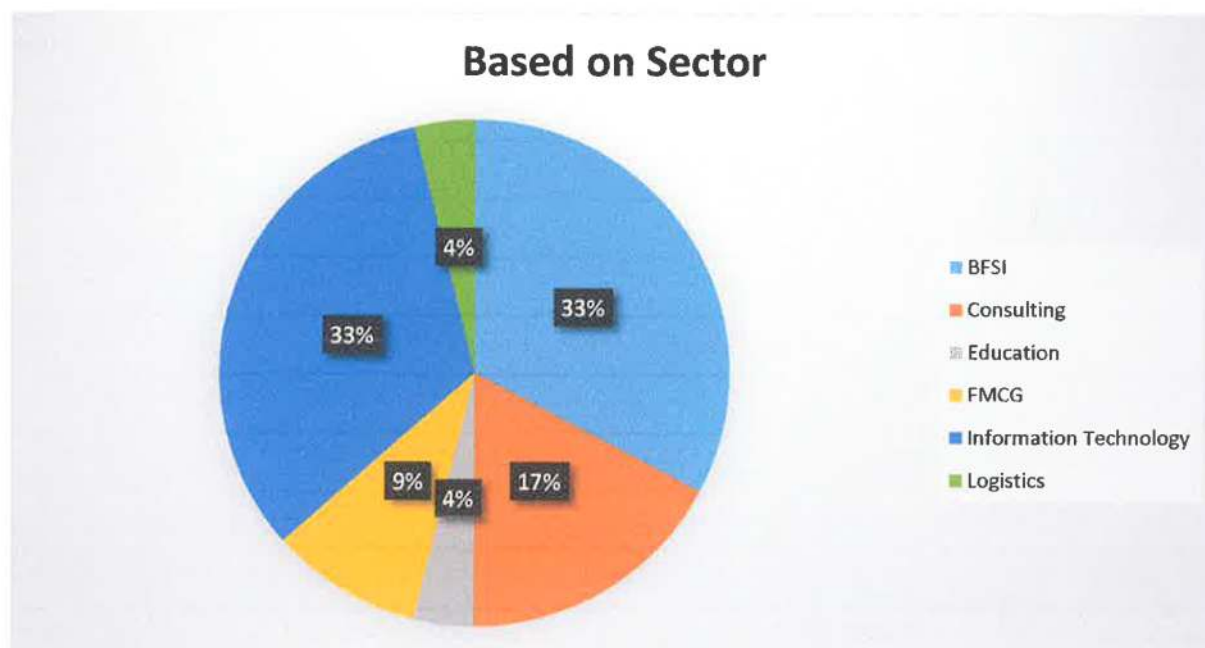
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One Time Cash Payments					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	1,50,000	2,00,000	1,50,000	1,60,000	5
Consulting	1,50,000	3,75,000	1,50,000	2,25,000	6
Consumer Care (FMCG)	2,00,000	2,00,000	2,00,000	2,00,000	3
Education	-	-	-	-	-
Information Technology	100,000	100,000	100,000	100,000	5
Logistics	-	-	-	-	-

Table 5.3.3: Classification of One-time Cash Payments based on sector – Domestic

Maximum Earning potentials					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	8,00,000	14,71,000	10,35,000	10,82,945	17
Consulting	12,22,500	16,24,000	13,00,000	13,65,056	9
Consumer Care (FMCG)	12,00,000	14,00,330	14,00,000	13,45,132	5
Education	10,00,011	12,00,000	11,00,006	11,00,006	2
Information Technology	8,13,948	20,00,000	12,00,000	13,49,487	17
Logistics	10,00,000	10,00,000	10,00,000	10,00,000	2

Table 5.3.4: Classification of Maximum Earning Potentials based on sector – Domestic



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5.4 Classification of salary based on function – Domestic (INR)

Base Salary					
Function	Min	Max	Median	Mean	Data
Analytics	2,70,000	6,77,500	3,60,000	4,11,031	7
Consulting	3,00,000	10,50,000	3,94,200	4,48,528	13
Finance	2,70,000	10,50,000	8,00,000	7,56,967	6
Marketing/ Sales	1,74,996	14,00,000	3,60,000	5,59,209	21
Operations/ Supply Chain	3,51,360	8,00,000	5,49,996	5,40,270	5

Table 5.4.1: Classification of base salary based on function – Domestic

Additional Guaranteed Cash Components					
Function	Min	Max	Median	Mean	Data
Analytics	4,70,400	7,96,800	6,55,900	6,23,242	7
Consulting	5,69,564	6,83,496	5,92,632	6,10,948	12
Finance	3,40,450	6,30,584	4,95,517	4,95,517	2
Marketing/ Sales	4,29,124	10,30,323	7,79,520	7,28,887	15
Operations/ Supply Chain	4,26,000	5,28,408	5,27,724	5,20,464	4

Table 5.4.2: Classification of Additional Guaranteed Cash Component based on function – Domestic

One Time Cash Payments					
Function	Min	Max	Median	Mean	Data
Analytics	1,00,000	2,00,000	1,50,000	1,50,000	2
Consulting	1,50,000	3,75,000	1,50,000	2,14,286	7
Finance	1,50,000	1,50,000	1,50,000	1,50,000	2
Marketing/ Sales	1,00,000	2,00,000	1,25,000	1,43,750	8
Operations/ Supply Chain	-	-	-	-	-

Table 5.4.3: Classification of One-time Cash Payments based on function – Domestic



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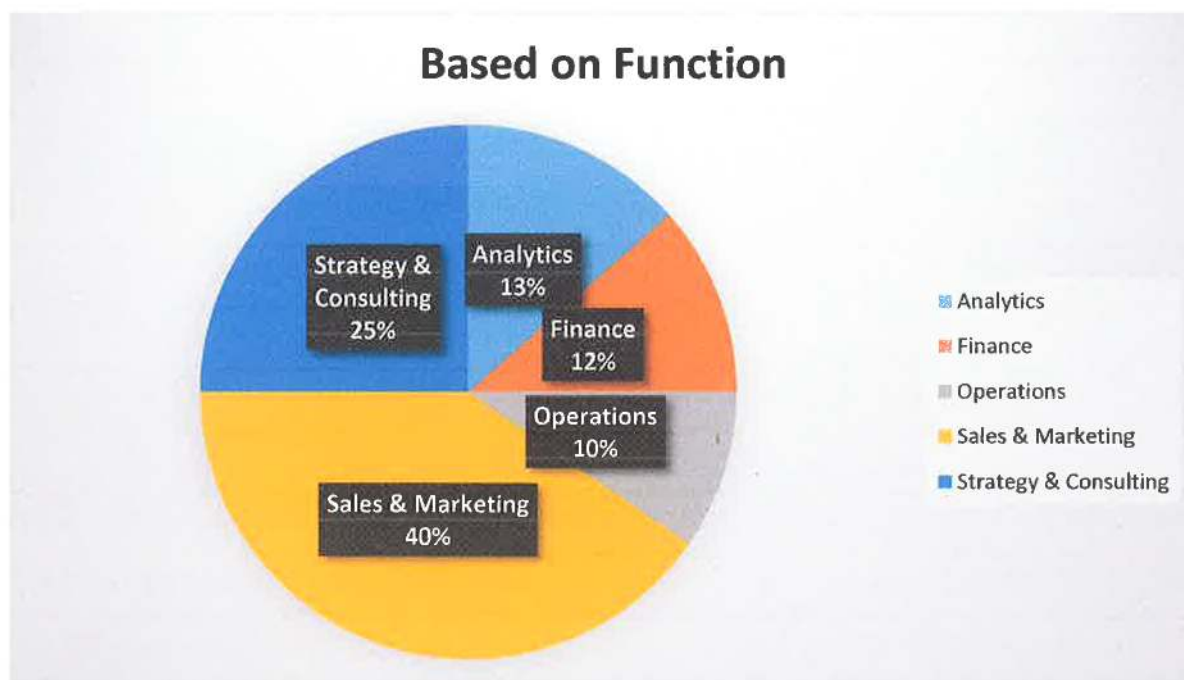
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Maximum Earning potentials					
Function	Min	Max	Median	Mean	Data
Analytics	9,00,000	15,40,000	12,53,665	12,51,627	7
Consulting					
Finance	8,00,000	14,71,000	10,20,000	10,51,883	6
Marketing/ Sales	8,13,948	20,00,000	12,00,000	12,95,458	21
Operations/ Supply Chain	10,00,000	12,00,000	12,00,000	11,20,000	5

Table 5.4.4: Classification of Maximum Earning potentials based on function – Domestic



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5.5 Classification of salary based on location

5.5.1 Global Locations

Base Salary					
Location	Min	Max	Median	Mean	Data
India (INR)	1,74,996	14,00,000	4,40,000	5,32,589	52
Rest of Asia (USD)	-	-	-	-	-

Table 5.5.1.1: Classification of base salary

Additional Guaranteed Cash Components					
Location	Min	Max	Median	Mean	Data
India (INR)	3,60,450	10,39,323	6,25,200	6,40,707	40
Rest of Asia (USD)	-	-	-	-	-

Table 5.5.1.2: Classification of Additional Guaranteed Cash Component

One Time Cash Payments					
Location	Min	Max	Median	Mean	Data
India (INR)	1,00,000	3,75,000	1,50,000	1,71,053	19
Rest of Asia (USD)	-	-	-	-	-

Table 5.5.1.3: Classification of One-time Cash Payments

Maximum Earning Potentials					
Location	Min	Max	Median	Mean	Data
India (INR)	8,00,000	20,00,000	12,00,000	12,41,587	52
Rest of Asia (USD)	-	-	-	-	-

Table 5.5.1.4: Classification of Maximum Earning Potentials



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5.5.2 Indian Locations (in INR)

Base Salary					
Indian Locations	Min	Max	Median	Mean	Data
Ahmedabad	5,49,996	5,49,996	5,49,996	5,49,996	1
Bengaluru	2,24,400	8,00,000	3,67,800	4,49,313	13
Chennai	3,60,000	3,60,000	3,60,000	3,60,000	2
Coimbatore	12,00,000	12,00,000	12,00,000	12,00,000	1
Gurugram	6,77,500	8,00,000	8,00,000	7,59,167	3
Hyderabad	3,41,400	9,00,000	3,94,200	4,73,039	7
Kochi	14,00,000	14,00,000	14,00,000	14,00,000	1
Kolkata	2,92,500	3,60,000	3,00,000	3,13,125	4
Meerut	12,00,000	12,00,000	12,00,000	12,00,000	1
Mumbai	2,70,000	10,50,000	5,71,800	6,58,664	11
National Capital Region (NCR)	1,92,000	4,40,000	3,16,000	3,16,000	2
Pune	1,74,996	5,49,996	3,00,000	3,44,165	6

Table 5.5.2.1: Classification of base salary within India

Additional Guaranteed Cash Components					
Indian Locations	Min	Max	Median	Mean	Data
Ahmedabad	5,28,408	5,28,408	5,28,408	5,28,408	1
Bengaluru	4,26,000	7,96,800	5,92,632	6,37,505	11
Chennai	7,79,520	7,79,520	7,79,520	7,79,520	2
Coimbatore	-	-	-	-	-
Gurugram	6,55,900	6,55,900	6,55,900	6,55,900	1
Hyderabad	5,27,040	10,39,323	6,80,036	7,59,732	6
Kochi	-	-	-	-	-
Kolkata	6,33,331	7,79,520	6,99,900	7,03,163	4
Meerut	-	-	-	-	-
Mumbai	3,60,450	8,10,500	5,46,084	5,56,376	7
National Capital Region (NCR)	5,59,740	6,25,200	5,92,470	5,92,470	2
Pune	4,29,124	6,99,900	5,69,564	5,70,293	6

Table 5.5.2.2: Classification of Additional Guaranteed Cash Component within India



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One Time Cash Payments					
Indian Locations	Min	Max	Median	Mean	Data
Ahmedabad	-	-	-	-	-
Bengaluru	1,00,000	1,50,000	1,00,000	1,20,000	5
Chennai	-	-	-	-	-
Coimbatore	-	-	-	-	-
Gurugram	-	-	-	-	-
Hyderabad	1,00,000	1,50,000	1,25,000	1,25,000	4
Kochi	-	-	-	-	-
Kolkata	2,00,000	2,00,000	2,00,000	2,00,000	3
Meerut	-	-	-	-	-
Mumbai	1,50,000	1,50,000	1,50,000	1,50,000	4
National Capital Region (NCR)	3,75,000	3,75,000	3,75,000	3,75,000	1
Pune	2,00,000	3,75,000	2,87,500	2,87,500	2

Table 5.5.2.3: Classification of One-time Cash Payments within India

Maximum Earning Potentials					
Indian Locations	Min	Max	Median	Mean	Data
Ahmedabad	12,00,000	12,00,000	12,00,000	12,00,000	1
Bengaluru	8,13,948	15,40,000	13,00,000	12,40,014	13
Chennai	12,00,000	12,00,000	12,00,000	12,00,000	2
Coimbatore	12,00,000	12,00,000	12,00,000	12,00,000	1
Gurugram	8,00,000	13,55,000	8,00,000	9,85,000	3
Hyderabad	10,00,000	20,00,000	12,22,500	14,30,000	7
Kochi	14,00,000	14,00,000	14,00,000	14,00,000	1
Kolkata	12,00,000	14,00,330	13,62,665	13,31,415	4
Meerut	12,00,000	12,00,000	12,00,000	12,00,000	1
Mumbai	8,40,000	14,71,000	12,00,000	11,77,575	11
National Capital Region (NCR)	10,00,000	16,24,000	13,12,000	13,12,000	2
Pune	9,50,000	16,24,000	11,00,000	11,95,722	6

Table 5.5.2.4: Classification of Maximum Earning Potentials within India



IIM In-charge Placement Office
NAGPUR Indian Institute of Management,
Nagpur.



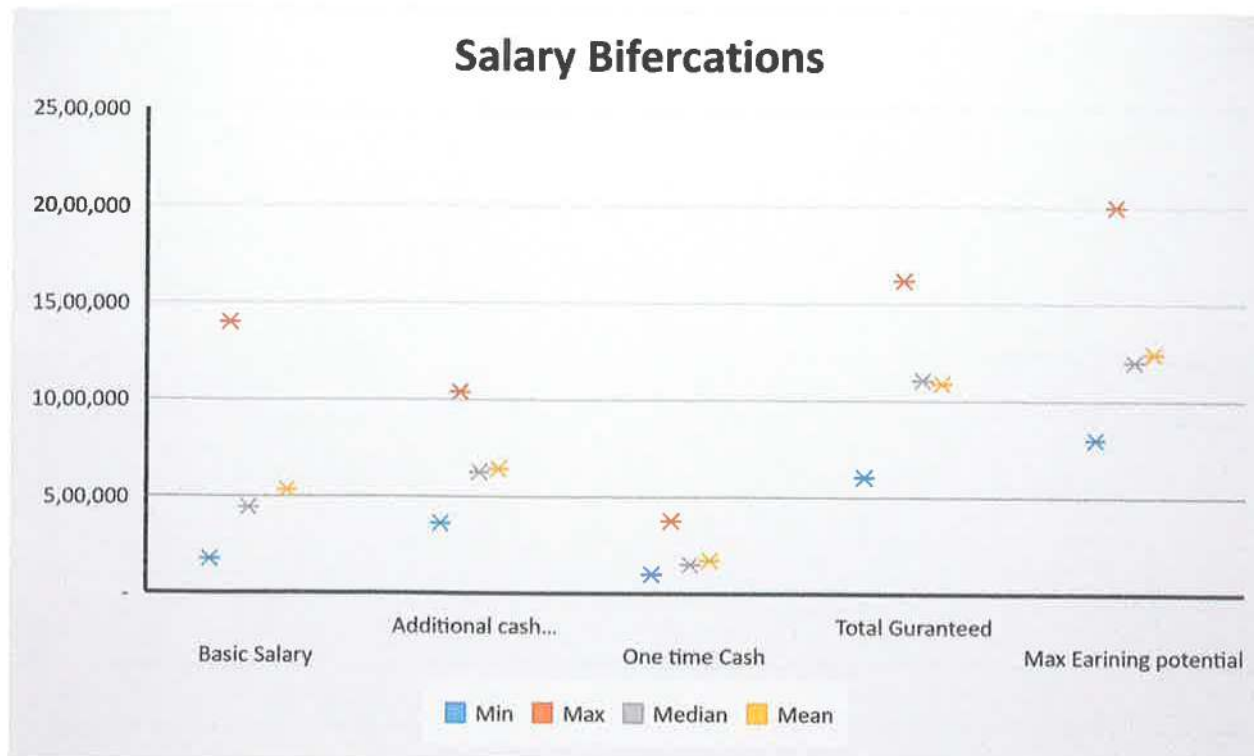
भारतीय प्रबंध संस्थान नागपुर

वि.रा.प्रौ.सं. परिसर, दक्षिण अंबाझरी मार्ग, नागपुर-४४००१०

Indian Institute of Management Nagpur

VNIT Campus, South Ambazari Road, Nagpur- 440010

IIM NAGPUR



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 standards and the reasons for them are mentioned below:

Deviation from the standards	Reason
-	-

For **Sorab S Engineer & Co.**
Firm Registration No. 110417W
Chartered Accountants

Chokshi Shreyas B.

CA. Chokshi Shreyas B.

Partner

Membership No. 100892

30 MAY 2019

Nagpur



For **Indian Institute of Management- Nagpur**

[Signature]
Authorized Person
NAGPUR Indian Institute of Management,
Nagpur.