

Ref No: BJ/ED/BIM/2022/CH1235
November 25, 2022

To,
The Chairperson
The Placement Office
Bharathidasan Institute of Management
MHD Campus, BHEL Complex
Tiruchirappalli 620014

Re: Audit of the Placement Report of the Master Of Business Administration (MBA) Programme, 2020-22

Dear Sir,

CRISIL has audited the Placement Report prepared by Bharathidasan Institute of Management (BIM), Tiruchirappalli, for the final placements of students in the MBA batch of 2020-22. CRISIL has validated the information provided in the report with the relevant documentation, and offers the following comments:

1. CRISIL have 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 BIM from the recruiting companies. CRISIL has not independently sourced any information or documentation.
3. CRISIL have 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 a 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 student signing the offer letter. The acceptance of offer for 89 students out of 114 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- SME Solutions



Bhushan Parekh
Director - SME Solutions



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FINAL PLACEMENT

2020-22

MASTER OF BUSINESS
ADMINISTRATION (MBA)

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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
1. Sought placement through the institute	114*
2. Did not seek placement through the institute	1
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	1
2g. Did not seek placements for other reasons	-
Total who did not seek employment through the institute	-
3. Number unplaced, if any	-
Total Graduates	115

*114 offer letters were available for verification (101 offer letters, 5 pre-placement offer letters, 7 letters of intent and 1 provisional offer letter) of which 25 offers were signed and accepted.

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Key Highlights

MBA Program (2020-22 batch)



**Batch size
(115 students)**



**Highest Salary
(Rs 16.50 lakh)**



**Mean Salary
(Rs 10.54 lakh)**



**Number of
recruiters (21)**

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Sectoral Highlights



- Highest offers were made in Consulting sector (42%)
- Others sectors include Healthcare (1%) and Manufacturing (6%)

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	09
Consulting	48
Consumer goods (FMCG)	17
Healthcare	01
Information Technology (IT)	32
Manufacturing	07
Grand Total	114

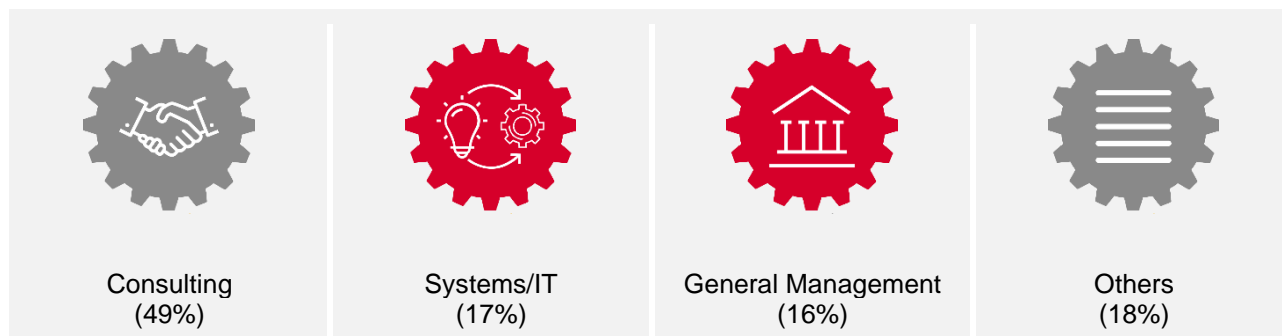
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Functional Highlights



- Highest offers received for Consulting (49%)
- Others include offers for Marketing/Sales (11%), Finance (4%), Analytical (2%) and Human Resources (1%)

Function-wise classification

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

Table 3: Classification of Placements Based on Function

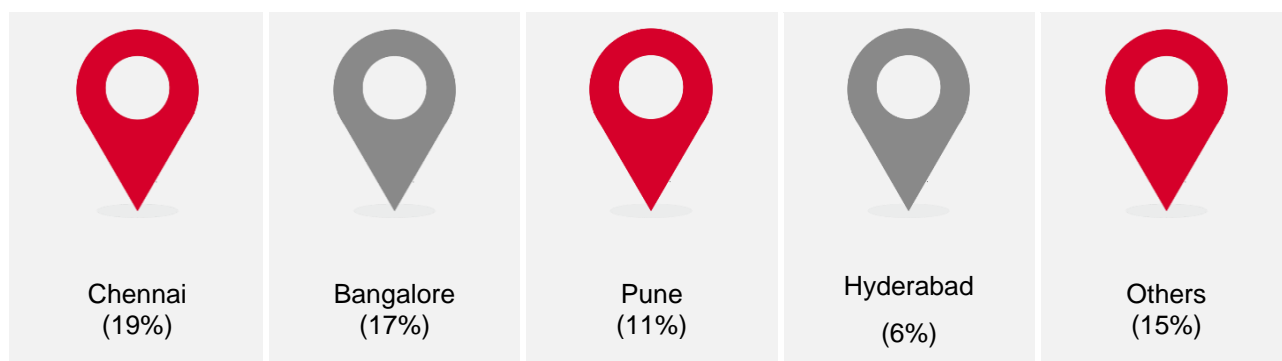
Function	Number of Offers accepted
Analytical	02
Consulting	56
Finance	05
General Management	18
Human Resources	01
Marketing/sales	13
Systems/IT	19
Grand Total	114

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Location Highlights



- Highest offers received for Chennai (19%) location.
- Others include offers for Mumbai (4%), Trivandrum (4%), New Delhi (2%), Kochi (2%), Kolkata, Madurai, Hubli and Tamil Nadu cumulatively contributing (3%)
- 32% of letters with location details were not available.

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	19
Chennai	22
Data not available	36
Hubli	01
Hyderabad	07
Kochi	02
Kolkata	01
Madurai	01
Mumbai	05
New Delhi	02
Pune	13
Tamil Nadu	01
Trivandrum	04

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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	583206	1228452	865454	860174	114
One time Cash Payments	50000	200000	87500	81731	26
Total Guaranteed Cash Payments	583206	1253780	872667	878814	114
Performance linked compensation (max)	18333	446000	69996	115797	101
Other payments	21600	240248	61637	73486	113
Maximum Earning Potential (including non-cash, long term, and performance linked components)	800000	1650000	952637	1054247	114

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	684804	1228452	748267	854905	09
Consulting	646632	872667	846260	798242	48
Consumer goods (FMCG)	583206	1143000	854001	897145	17
Healthcare	1161780	1161780	-	-	01
Information Technology (IT)	646632	1175000	865454	892423	32
Manufacturing	1011323	1011323	1011323	1011323	07

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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
Consulting	50000	100000	100000	91667	06
Consumer goods (FMCG)	75000	75000	75000	75000	03
Information Technology (IT)	50000	200000	50000	65000	10
Manufacturing	100000	100000	100000	100000	07

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

Total Guaranteed Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	684804	1228452	748267	854905	09
Consulting	696632	919852	872667	809700	48
Consumer goods (FMCG)	583206	1218000	854001	910380	17
Healthcare	1161780	1161780	-	-	01
Information Technology (IT)	696632	1253780	915454	912735	32
Manufacturing	1111323	1111323	1111323	1111323	07

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

Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	69996	69996	69996	69996	03
Consulting	18333	75375	41201	42764	48
Consumer goods (FMCG)	28320	315000	79162	139994	12
Information Technology (IT)	50000	317250	157500	149383	31
Manufacturing	446000	446000	446000	446000	07

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

Other Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	51733	240248	71559	125781	09
Consulting	28368	75660	61637	63565	48
Consumer goods (FMCG)	21600	234636	106253	127183	16
Healthcare	34014	34014	-	-	01
Information Technology (IT)	28368	118077	36000	43846	32
Manufacturing	92677	92677	92677	92677	07

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

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	800000	1300011	1000000	1004018	09
Consulting	800000	1070887	952637	916029	48
Consumer goods (FMCG)	800000	1585447	1078400	1128901	17
Healthcare	1195794	1195794	-	-	01
Information Technology (IT)	800000	1542250	1057250	1101296	32
Manufacturing	1650000	1650000	1650000	1650000	07

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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
Analytical	748267	748267	748267	748267	02
Consulting	696876	1142400	865454	821127	56
Finance	684804	1228452	744804	912917	05
General Management	646632	1161780	1011323	934610	18
Human Resources	1106820	1106820	-	-	01
Marketing/sales	583206	1143000	748267	838444	13
Systems/IT	750000	1175000	850000	904527	19

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

One time Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	50000	100000	50000	68182	11
General Management	50000	200000	100000	93750	12
Marketing and Sales	75000	75000	75000	75000	02
Systems/IT	100000	100000	100000	100000	01

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

Total Guaranteed Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	748267	748267	748267	748267	02
Consulting	696876	1142400	872667	834520	56
Finance	684804	1228452	744804	912917	05
General Management	696632	1253780	1111323	997110	18
Human Resources	1106820	1106820	-	-	01
Marketing/sales	583206	1218000	748267	849982	13
Systems/IT	750000	1175000	850000	909790	19

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

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	18333	157500	64069	50356	56
Finance	69996	69996	69996	69996	03
General Management	50000	446000	315000	270800	15
Marketing/sales	28320	315000	33324	123881	09
Systems/IT	71612	317250	178500	193812	18

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

Other Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	51733	51733	51733	51733	02
Consulting	36000	118077	61637	63008	56
Finance	69290	240248	240248	172319	05
General Management	28368	146000	92677	76568	17
Human Resources	68436	68436	-	-	01
Marketing/sales	21600	234636	87756	129655	13
Systems/IT	36000	71880	36000	39723	19

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

Maximum Earning Potential (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	800000	800000	800000	800000	02
Consulting	825253	1320477	952637	947884	56
Finance	995048	1300011	1055048	1127233	05
General Management	800000	1650000	1349602	1295091	18
Human Resources	1175256	1175256	-	-	01
Marketing/sales	800000	1585447	993282	1065401	13
Systems/IT	850008	1542250	1064500	1133124	19

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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	696876	1142400	872667	852745	19
Chennai	710364	1161780	865454	840001	22
Data not available	583206	1175000	927001	888006	36
Hubli	1083000	1083000	-	-	01
Hyderabad	696876	778860	696876	726154	07
Kochi	872667	872667	872667	872667	02
Kolkata	756800	756800	-	-	01
Madurai	684804	684804	-	-	01
Mumbai	744804	1143000	1106820	1041653	05
New Delhi	1185720	1228452	1207086	1207086	02
Pune	696876	872667	737856	780252	13
Tamil Nadu	800000	800000	-	-	01
Trivandrum	872667	872667	872667	872667	04

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

Onetime Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	75000	100000	87500	87500	02
Chennai	50000	100000	50000	56250	08
Data not available	50000	200000	100000	95455	11
Hubli	75000	75000	-	-	01
Hyderabad	100000	100000	-	-	01
Mumbai	75000	75000	-	-	01
Pune	100000	100000	100000	100000	02

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

Total Guaranteed Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	696876	1200000	872667	861955	19
Chennai	710364	1161780	872667	860456	22
Data not available	583206	1253780	927001	917173	36
Hubli	1158000	1158000	-	-	01
Hyderabad	696876	878860	696876	740440	07
Kochi	872667	872667	872667	872667	02
Kolkata	756800	756800	-	-	01
Madurai	684804	684804	-	-	01
Mumbai	744804	1218000	1106820	1056653	05
New Delhi	1185720	1228452	1207086	1207086	02
Pune	696876	919852	837856	795637	13
Tamil Nadu	800000	800000	-	-	01
Trivandrum	872667	872667	872667	872667	04

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

Performance Linked Compensation (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	18333	315000	60000	56701	19
Chennai	18333	157500	81261	67322	16
Data not available	28320	446000	178500	207732	35
Hubli	315000	315000	-	-	01
Hyderabad	64069	71612	64069	66763	07
Kochi	18333	18333	18333	18333	02
Kolkata	300000	300000	-	-	01
Madurai	69996	69996	-	-	01
Mumbai	69996	315000	192498	192498	02
Pune	18333	75375	64069	47928	13
Trivandrum	18333	18333	18333	18333	04

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

Other Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	52447	118077	64308	70449	19
Chennai	34014	240248	47685	61305	22
Data not available	28368	234636	41112	82861	36
Hubli	52447	52447	-	-	01
Hyderabad	64308	71880	64308	67013	07
Kochi	61637	61637	61637	61637	02
Kolkata	21600	21600	-	-	01
Madurai	240248	240248	-	-	01
Mumbai	52447	240248	68436	99601	05
New Delhi	69290	71559	70425	70425	02
Pune	61637	75660	64308	64737	13
Trivandrum	61637	61637	61637	61637	04

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

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	825253	1567447	952637	989106	19
Chennai	800000	1195794	976319	970722	22
Data not available	800000	1650000	1155250	1201995	36
Hubli	1525447	1525447	-	-	01
Hyderabad	825253	1022352	825253	874216	07
Kochi	952637	952637	952637	952637	02
Kolkata	1078400	1078400	-	-	01
Madurai	995048	995048	-	-	01
Mumbai	1055048	1585447	1175256	1233253	05
New Delhi	1255010	1300011	1277511	1277511	02
Pune	825253	1070887	952637	908302	13
Tamil Nadu	800000	800000	-	-	01
Trivandrum	952637	952637	952637	952637	04

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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	05
2	Total Pre-Season Placement offers accepted	05

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For BIM, Tiruchirappalli

For CRISIL Limited, Mumbai



Compliance Statement

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

For BIM, Tiruchirappalli

A handwritten signature in black ink, appearing to read 'Barath', with a horizontal line underneath.

For CRISIL Limited, Mumbai

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