HOW TO RECRUIT AT SDSB?

• Introduction
• MPO Recruitment Support
  - MBA Placement Office Website
  - Corporate Presentations
  - All Day Recruitment
  - Interviews/Tests/Group Discussions/Assessment Centres
  - Video Conference/Virtual Meetings
  - MPO Career Sessions/Panel Discussions
  - MBA Networking Nights
  - MBA Externships
  - International Hiring

THE PEOPLE

• Our Students
• Our Faculty
• Our Alumni
• Our Recruiting Partners

MBA RECRUITMENT SUMMARY 2012-14

• Job Placement by Sectors
• Job Placement by Functions
• Average Salary by Sectors
• Average Salary by Functions
• Average Salary by Academic Background
• Placements - Type of Organisation
• Placement Type
• Average Salary by Prior Experience
Message from the Associate Dean

Human Resource has always been at the core of organisations and businesses. From small setup and entrepreneurial ventures to large scale conglomerates, it is instrumental in shaping a company’s vision and translating it into real time outputs through an execution framework. Those companies that realize this fundamental reality and invest in the human capabilities always stand ahead of their competition and lead the market both in business and customer loyalty.

We, at the Suleman Dawood School of Business (SDSB), develop and groom human capital to meet business requirements across geographies, cultures and industries; whether as employees or entrepreneurs driving their own business. From rigorous academics to international exchange programmes, from case methodology to field visits and from industry linkages to extra-curricular life, SDSB provides a complete learning experience to both fresh and experienced individuals. We nurture them with the necessary leadership, organisational and implementation skills that makes them an ideal fit for diverse vocations and functions. Our alumni continue to be living examples of this success and glory; some of them may also be serving at key roles within your organisation.

Our MBA and EMBA programmes provide you a comprehensive base to search and source talent from. I am glad to share this Guide with you that introduces you to our placement team and outlines strategies and channels to best secure quality human resource from SDSB. We encourage you to connect with our graduating classes and find your recruitment fits across all management levels.

We look forward to working with you for another successful recruitment year.

Dr. Jamshed H. Khan
Associate Dean Academic Programmes
Professor, Operations Management
Suleman Dawood School of Business
Lahore University of Management Sciences
MBA PLACEMENT OFFICE (MPO) – AN INTRODUCTION

Dear Recruiter,

It is my pleasure to share with you the 2014-2015 Recruiter’s Guide. This Guide is intended to facilitate your recruiting experience, and we hope you find it a valuable resource. Inside you will find information about how to access our MBA and EMBA students, plan a campus recruiting visit, post jobs and other flexible recruiting options.

We are committed to providing you with an exceptional recruiting experience, so please share your thoughts and priorities as we partner with you to meet your objectives.

Our experienced and committed team of recruitment executives, each of whom has a portfolio of industry responsibilities can help you identify candidates whose skills match your firm’s requirements and hiring needs.

I am pleased to introduce the MPO TEAM below:

SARAH KARIM
Deputy Manager/Unit Head
sarahkarim@lums.edu.pk
Industry Focus: International Markets
042-35608231

JAWAD KHAN
Senior Recruitment Relations Executive
jawad.khan@lums.edu.pk
Industry Focus: FMCG, Groups/Conglomerates, Energy, Textiles, Retail, Agriculture, Media/Entertainment, Services
042-35608000 Ext: 5013

YAWAR ABBAS BOKHAREE
Recruitment Relations Executive
yawar.bokharee@lums.edu.pk
Industry Focus: Telecommunications, Technology (IT/Engineering), Financial Institutions, Consultancy, Pharmaceutical, Govt./Public, Development, Automotives, General Building Materials, Diversified Machinery
042-35608000 Ext: 5012

We wish to thank all the alumni who have contributed to our success by informing us of trends in their industries and helping students in their job search. You can reach out to us with any suggestions or comments throughout the year.

We look forward to working with you during the 2014-2015 recruiting season.

AYESHA ZAFAR ALI
Head of Department
ayesha.ali@lums.edu.pk
Suleman Dawood School of Business
Lahore University of Management Sciences
+92-42-35608308

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WHY RECRUIT AT SDSB?

TOP RANKED BUSINESS SCHOOL IN PAKISTAN

Suleman Dawood School of Business (SDSB) is the Business School of and for Pakistan. Our environment provides a complete learning experience that develops young professionals with a knowledge base, management expertise and leadership calibre second to none. SDSB continues to be ranked as the leading Business School across Pakistan by HEC for several consecutive years now. If you seek an opportunity of a lifetime that gives you a global exposure within a local context, it is only natural to partner with SDSB.

A COMMITMENT TO EXCELLENCE

Our MBA Program attracts the best – and makes them even better. Our reputation brings the best minds to LUMS SDSB. Nurtured by a world class faculty and further groomed and prepared by a globally expansive alumni network, they experience an intensive two year program that enhances their business insights, organisational skills and entrepreneurialism. These individuals then leave LUMS to pioneer constructive change and impact local and global businesses wherever they go.

A RANGE OF RECRUITING METHODS TO SUIT YOUR NEEDS

The MBA Placement Office is committed to finding a recruitment strategy best tailored to your specific requirements. Both formal and informal platforms facilitate you with an ideal combination to tap and access the best talent to meet your hiring objectives all year round. Our flexible recruiting methods range from on-campus activities to our website, Networking Nights, Externships, Industry Panel Sessions and so on.
OUR STUDENTS

The target audience of SDSB subsumes all academics and professions. From engineers to computer scientists, architects to doctors, finance specialists to economics & business majors, these individuals add to the richness of our MBA Programme and their own learning environment.

MBA 2015 PROFILE

<table>
<thead>
<tr>
<th>Gender</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Male</td>
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<tr>
<td>Female</td>
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<table>
<thead>
<tr>
<th>Academic Background</th>
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<tr>
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<tr>
<td>Commerce/Business</td>
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</tr>
<tr>
<td>Computer Sciences</td>
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</tr>
</tbody>
</table>

| Average Age        | 24 |
| Average Experience (in years) | 2.15 |
| Average GMAT/LMAT Score | 640 |

EXECUTIVE MBA 2015 & 2016 PROFILE

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<thead>
<tr>
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<th>%</th>
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<table>
<thead>
<tr>
<th>Academic Background</th>
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<tr>
<td>Engineering</td>
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<td>Computer Sciences</td>
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<table>
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<td>%</td>
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<td>5</td>
<td>36</td>
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<tr>
<td>0</td>
<td>5</td>
</tr>
<tr>
<td>9</td>
<td>8</td>
</tr>
<tr>
<td>36</td>
<td></td>
</tr>
</tbody>
</table>
LUMS faculty is a rich conglomerate of the finest Ph.Ds from around the world; Stanford, McGill, Oxford, Cambridge and the likes. Students are taught by award winners, ground-breaking researchers, corporate board members, highly sought-after consultants and authors of distinctly acclaimed national and international books.

The Business School Faculty alone comprises 40 Ph.D. holders from Stanford, Cambridge, McGill, Oxford, Essex, University of Texas, University of Manchester and the likes.
OUR ALUMNI

Our SDSB Alumni need no introduction. They continue to be living examples of business genius and the academic excellence of their Alma mater.

Our alumni have been the pioneers of change wherever they have served, particularly the local environment where they have created new businesses and have been the harbingers of innovation, creativity and entrepreneurship.

On the global front, they have been equally effective in driving critical decisions, leading systems and processes and enhancing quality and output.

OVER 8000 LUMS ALUMNI WORK OR STUDY IN 27 COUNTRIES WORLDWIDE
We work with local and global recruiting partners for quality graduate recruitment. Our partnerships reflect our placement diversity and show the wide range of organisations and industries that recruit at SDSB.

**INTERNATIONAL RECRUITING PARTNERS**

- Bain & Company, UAE
- Bank of America Merrill Lynch, Hong Kong
- Bayt.com, UAE
- Credit Suisse Bank, Hong Kong
- Cupola Group, UAE
- Deloitte Consulting, UAE
- Dotun Paints, UAE
- McKinsey & Company (Dubai), UAE
- Sherwin Williams, KSA
- Supreme Foods, KSA
- Valostrad Consulting, UAE

**NATIONAL RECRUITING PARTNERS**

- 3M Pakistan
- Abacus Consulting
- Active Capital II
- Abudawood Pakistan
- AC Nielsen Pakistan Pvt. Ltd.
- Acumen Fund
- Akso Nobel Pakistan
- Allied Bank Ltd.
- Askari Bank
- Attack Refinery Ltd.
- Anac
- Bank Alfalah
- Barclays Pakistan
- Bata Pakistan Ltd.
- Bayer Pakistan
- Be Be Jan Pakistan Pvt. Ltd.
- Berger Paints
- Blue Group of Companies
- British Council Pakistan
- Bulsk Group
- Buy Bank
- Care Foundation
- Cargill Pakistan
- Chevron
- China Mobile Pakistan – Zong
- CitiBank NA
- Citizens Archive of Pakistan (CAP)
- Coca-Cola Pakistan
- Colgate Palmolive Pakistan
- Competition Commission of Pakistan
- Confla Solutions
- Continental Biscuits Ltd.
- Crescent Bahuman Ltd.
- Clary Business Machines
- Dafda Foods
- Dawlance Pakistan
- Dawood Group
- Deacon Group
- DuPont Pakistan
- Dubai Islamic Bank
- EL Lily Pakistan
- English Biscuit Manufacturers
- Engro Corporation
- ENI Pakistan
- Fatima Group of Companies
- Fauji Fertilizer Company Ltd.
- Fazl-e-Furqa Bank Ltd.
- Faysal Bank Ltd.
- General Electric Pakistan
- Glaxo Pharma Pvt. Ltd.
- GlassSmith Feline Pakistan
- Gulistan Group of Companies
- Habib Bank Ltd.
- Habib Metropolitan Bank
- Haley Foods
- House of Habib
- HIBCO
- IFC Pakistan
- IOT Pakistan
- Indus Business Technologies
- Indus Basin
- Johnson & Johnson Pakistan Pvt. Ltd.
- Karachi Paints Pakistan
- Karachi Electric Supply Company Ltd. (KEECL)
- KESW Foundation
- Kolon Foods
- Kot Addo Power Company Ltd.
- Kraft Foods
- L’Oil Pakistan
- Lufax Pakistan Cement Ltd
- Lucks Group
- Levi's Pakistan
- Lundi Pakistan Ltd.
- MAAX Pakistan Pvt. Ltd.
- Maple Leaf Cement
- Master Group of Companies
- Mayfair Group of Companies
- Mena International
- Merck Group
- Metro Cash & Carry Pakistan Pvt. Ltd.
- Mobile bunk
- Mitsubishi Pakistan Agrotech Pvt. Ltd.
- MTBC
- Mujtaba Jamal Law Associates
- Muslim Commercial Bank
- Mitsubishi Corporation
- NBC Tech
- Nestle Pakistan
- Nestoil Technologies
- Nippon Paints
- Nishat Group
- Neocorp Pharma Pakistan
- NTS Pakistan Pvt. Ltd.
- Oil & Gas Development Company Ltd.
- OMM Group
- Orient Group of Companies
- Pak Ekredit Ltd. (PEEL)
- Pakistan Petroleum Ltd.
- Pakistan State Oil
- Pakistan Telecommunication Company Ltd.
- Pakistan Tobacco Company Ltd.
- Pak Arab Refinery Ltd. (PARCO)
- Paragon Group
- Pepsi-Cola International Pakistan
- Pfizer Laboratories
- Philip Morris Pakistan
- PITCCL Pvt. Ltd.
- Procter & Gamble Pakistan Pvt. Ltd. (PGC)
- Punjab Board of Investment & Trade
- Darsh Industries
- CSA Surgical Pvt. Ltd.
- Rocket Internet
- Roseman Packages
- Reckitt Benkiser Pakistan
- Rural Support Programmes Network
- Sial Group of Companies
- Samex Textiles Ltd.
- Sanofi Aventis Pakistan
- Sapphire Textiles
- Securities & Exchange Commission of Pakistan (SECP)
- Selam Ltd.
- Service Sales Corporation
- Shun Foods
- Shariq Group
- Shell Pakistan
- Sofitel Constellation
- Standard Chartered Bank
- Style Textiles
- Stylo Shoes
- Systems Private Ltd.
- Tamir Microfinance Bank
- Techlogix
- Tenex
- Tetra Pak Pakistan
- The Citizens Foundation
- Trawl
- The Resource Group (TRG)
- TOTAL PARCO Pakistan Ltd.
- Transworld Associates
- UBL
- UCB Power Ltd.
- Uniform
- Uniliver Pakistan
- United Energy Pakistan Ltd.
- University of South Asia
- US Denim Mills Pvt. Ltd.
- Vendee
- Walmart Pakistan
- Vedral Telecom
- World Business Intelligence
- Zephyr Textiles Ltd.
INTRODUCTION

The MBA Placement Office (MPO) was formed in 2009 within SDSB. It aims at exclusively facilitating MBA and EMBA graduates in their career aspirations while preparing them well for the same. It has a well-developed feedback mechanism from all stakeholders in order to consistently evolve and develop into a state-of-the-art placement office for its clients. MPO follows a sector-based approach for recruitment. Each sector specialist represents one or more sectors where they work closely with recruiters and graduates for relevant opportunities and best career fits. Each specialist is committed to facilitating their recruiting partners to meet their recruiting objectives most efficiently and precisely.

In line with its mission, MPO facilitates through the following channels. Details for some of these will follow later:

- Sector-wise MBA Networking Nights
- MPO Website: it offers customized services to each kind of client in their individual recruitment needs; students, recruiters and alumni. The current website is being revamped to offer much more to its users
- MPO Recruiter’s Guide: a comprehensive guide for recruiters and alumni on the options available to recruit MBA & EMBA, including other linkages with students and SDSB
- Profile Interviews: interviews with first-year MBAs to profile them on their strengths and weaknesses. MPO works with students on the latter throughout their two years to strengthen them and enhance their personal branding and employability
- Mock Interviews: interviews by alumni for first and final year MBAs to hone their interviewing skills and prepare them for diverse interview environments
- Career Development Workshops: a series of workshops conducted by MPO targeting key soft skills such as Resume Writing, Interview Skills, Networking Skills & Negotiation Skills etc.
- MPO Newsletter (weekly/fortnightly editions): an exciting edition that shares placement updates, information/career articles, alumni perspectives and event updates with students and faculty within SDSB.

MPO’s peak recruitment/internship cycle extends from January to June every year. During this period, MPO offers extensive support to its recruiting partners through their recruitment process; both on- and off-campus. However, MPO’s dedicated team of specialists are available round the year to assist clients with their hiring targets.

MBA RECRUITMENT SUPPORT

The MBA Placement Office provides round the clock support to its recruiting partners in identifying ideal candidates for their organisation through the following recruiting strategies:

MBA PLACEMENT OFFICE WEBSITE

MPO has a dedicated website that offers an automated solution to students, recruiters and alumni to meet their recruitment/internship needs.

The current website supports two user corners that are tailored accordingly: Student corner and Recruiter corner. The former allows our graduates to create and upload their profiles and resumes, share their career preferences with MPO, search for and apply against suitable opportunities, remain abreast of all related events and so on. Recruiters, on the other hand, use the same platform to view and access student profiles and resumes, advertise jobs and gather pertinent resume pools against each, remain informed and partake in events that build their brand and presence amongst target students and so on.

If you are interested in hiring LUMS MBA/EMBA graduates, you must register with our website through your Recruiter account. If you don’t have one yet, we welcome you to create one through the following process:

- Visit the MPO website at http://mpo.lums.edu.pk
- Click on ‘Recruiter’ in the left navigation area followed by ‘New User’ on the resulting page
- Fill out the New User Form and submit to MPO. Your account will be approved shortly with the user-name and password details emailed to your official account
- Use the login details to enter your account and benefit from all that we offer!
CORPORATE PRESENTATIONS

On-campus presentations are an effective platform where recruiters require an exclusive, personalised interaction with our graduates to introduce and brand their organisation.

We invite you to visit our campus, network with our graduates, guide them about potential opportunities and recruit the best talent available. Our sector specialists will work with you to determine the best dates for your on-campus presence, given your exact requirements, target audience and detailed agenda.

ALL DAY RECRUITMENT

MPO also facilitates all-day recruitment for its recruiting partners. Where time becomes a crucial constraint and several recruitment stages need to be aligned accordingly, this mode works best. All-day recruitment may typically involve a corporate presentation, test, interviews, group discussions etc. all condensed within a single day or 1-2 days in succession.

Recruiters must intimate us well in advance of the target dates if they decide for all-day recruitment with MPO.

INTERVIEWS / TESTS / GROUP DISCUSSIONS / ASSESSMENT CENTRES

MPO also facilitates its recruiting partners through every individual recruitment and internships stage; tests, interviews, group discussions, assessment centres and so on, both on- and off-campus. In case of the latter, additional support may be extended, if needed, through the physical presence of one or more MPO team members at the specific off-campus site.

VIDEO CONFERENCE / VIRTUAL MEETINGS

MPO offers video conferencing/Skype facilities to assist recruiting partners where distances impose logistical constraints. An increasing number of local and global recruiters are now employing these strategies and if you are interested in conducting virtual meetings/video conferences, you are welcome to connect with an MPO sector specialist.
**MPO CAREER SESSIONS/PANEL DISCUSSIONS**

MPO supports a series of sector-wise alumni panel discussions and individual career sessions for active student-corporate linkages. Such discussions help our graduates better understand current market dynamics, both industry and functions, and identify recruiter expectations for hiring and success in their desired areas.

Further connection avenues are provided through the External Relations Leadership Lecture Series. These provide an excellent forum for the most senior executives from the public and private sectors to address pertinent leadership issues and share their insights with SDSB students.

The External Relations Office also looks after the MBA Clubs and Societies apart from International Linkages. The executive clubs and societies provide a platform for our students to enrich their equally important non-academic skills and connect with the corporate fraternity and the market at large. Collaborating with a student club is an excellent opportunity for you to meet a targeted group of students focusing on one function or more, as these clubs play an integral role in building awareness of the opportunities at your firm. On-campus activities organised by student clubs include distinguished speaker series, competitions, symposiums, seminars, colloquia, workshop and round-tables. Last year, LUMS MBA students organised around 10 club mega-events while bringing in sponsorships from organisations from various sectors in Pakistan. Hosting a club event at your organisation is also a great way to meet students with mutual interests.

**MBA NETWORKING NIGHTS**

This unique channel for MBA/EMBA recruitment has been in practice since 2010 and continues to attract and assist recruiters and graduates alike.

The MPO hosted MBA Networking Nights provide an interactive platform between recruiters and students for a candid discussion and informal evaluation. It facilitates senior managements and MBA/EMBA graduates to communicate amidst a semi-formal ambiance and determine a possible, mutual career fit. Such a candid dialogue brings out the best across both sides while helping to promote better and long lasting recruiting relationships.

The Networking Nights are sector based to facilitate better synergies and a more customized interaction between students and recruiters within each sector. The Nights are conducted between February/March every year.

**MBA EXTERNSHIPS**

MBA Externships provide students with an experiential opportunity to visit an organisation. Each year, various organisations invite students to their offices. These externships offer unique insights into their day-to-day operations, people, and culture.

Externships can also enable more interactions with senior leaders and alumni within the organisation. Popular times for externships lie during the semester break every year i.e. December end – January end.

**INTERNATIONALHIRING**

Our alumni serve as effective ambassadors and a key liaison for international hiring; MPO works closely with overseas alumni to tap international organisations and identify appropriate opportunities for our MBA/EMBA graduates.
## MBA Recruitment Summary 2012-14

### Job Placement by Sectors

<table>
<thead>
<tr>
<th>Year</th>
<th>Marketing/Sales</th>
<th>Business Development</th>
<th>Finance &amp; Corporate Banking</th>
<th>Supply Chain</th>
<th>General Management/Operations</th>
<th>Human Resources</th>
<th>Business Intelligence/Business Analysis</th>
<th>Research &amp; Development</th>
<th>Others (Project Management, Strategy, Faculty, Consultant)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>26</td>
<td>22</td>
<td>14</td>
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<td>2013</td>
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<td>2</td>
<td>7</td>
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<tr>
<td>2014</td>
<td>32</td>
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<td>12</td>
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<td>5</td>
<td>7</td>
<td>1</td>
<td>4</td>
<td>6</td>
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</table>

### Job Placement by Functions

<table>
<thead>
<tr>
<th>Year</th>
<th>FMCG</th>
<th>Telecommunication</th>
<th>Technology (IT/Engineering)</th>
<th>Energy (Oil/Gas)</th>
<th>Textiles</th>
<th>Financial Institutions - Banking</th>
<th>Retail</th>
<th>Groups/Conglomerates</th>
<th>Entrepreneurship + Family</th>
<th>Consultancy</th>
<th>Chemicals</th>
<th>Others</th>
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<td>15</td>
<td>12</td>
<td>6</td>
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<td>3</td>
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<td>4</td>
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<td>5</td>
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<td>4</td>
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</table>

Legend:
- Marketing/Sales
- Business Development
- Finance & Corporate Banking
- Supply Chain
- General Management/Operations
- Human Resources
- Business Intelligence/Business Analysis
- Research & Development
- Others (Project Management, Strategy, Faculty, Consultant)
### Average Salary by Sectors 2012 – 14

<table>
<thead>
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<th>2013</th>
<th>2014</th>
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<td>99,417</td>
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<tr>
<td>Consultancy</td>
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<td>104,538</td>
<td>104,538</td>
</tr>
<tr>
<td>Energy (Oil/Gas)</td>
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<td>80,000</td>
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<tr>
<td>Financial Institution - Banking, Trading, Audit, Insurance</td>
<td>80,000</td>
<td>80,000</td>
<td>80,000</td>
</tr>
<tr>
<td>FMCG</td>
<td>80,000</td>
<td>80,000</td>
<td>80,000</td>
</tr>
<tr>
<td>Groups/Conglomerates</td>
<td>80,000</td>
<td>80,000</td>
<td>80,000</td>
</tr>
<tr>
<td>Retail</td>
<td>80,000</td>
<td>80,000</td>
<td>80,000</td>
</tr>
<tr>
<td>Technology (IT/Engineering)</td>
<td>80,000</td>
<td>80,000</td>
<td>80,000</td>
</tr>
<tr>
<td>Telecommunication</td>
<td>80,000</td>
<td>80,000</td>
<td>80,000</td>
</tr>
<tr>
<td>Textiles</td>
<td>80,000</td>
<td>80,000</td>
<td>80,000</td>
</tr>
<tr>
<td>Others (Services - Education &amp; Training, Travel &amp; Transport, Agriculture, Pharmaceuticals, Industrial Goods - Diversified Machinery, General Building Materials, Government/Public, Development)</td>
<td>80,000</td>
<td>80,000</td>
<td>80,000</td>
</tr>
</tbody>
</table>

### Average Salary by Functions 2012 – 14

<table>
<thead>
<tr>
<th>Functions</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Intelligence (Business Analysis)</td>
<td>85,000</td>
<td>105,000</td>
<td>105,000</td>
</tr>
<tr>
<td>Human Resources</td>
<td>80,000</td>
<td>80,000</td>
<td>80,000</td>
</tr>
<tr>
<td>General Management/Operations</td>
<td>80,000</td>
<td>80,000</td>
<td>80,000</td>
</tr>
<tr>
<td>Supply Chain</td>
<td>80,000</td>
<td>80,000</td>
<td>80,000</td>
</tr>
<tr>
<td>Business Development</td>
<td>80,000</td>
<td>80,000</td>
<td>80,000</td>
</tr>
<tr>
<td>Finance</td>
<td>80,000</td>
<td>80,000</td>
<td>80,000</td>
</tr>
<tr>
<td>Marketing/Sales</td>
<td>80,000</td>
<td>80,000</td>
<td>80,000</td>
</tr>
<tr>
<td>Research &amp; Development</td>
<td>80,000</td>
<td>80,000</td>
<td>80,000</td>
</tr>
<tr>
<td>Others (Project Management, Strategy, Faculty, Consultant, Corporate Banking)</td>
<td>80,000</td>
<td>80,000</td>
<td>80,000</td>
</tr>
</tbody>
</table>
AVERAGE SALARY BY ACADEMIC BACKGROUND
2012 – 14

PLACEMENTS – TYPE OF ORGANISATION
2012 – 14

<table>
<thead>
<tr>
<th>ACADEMIC BACKGROUND</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Studies</td>
<td>¥82,000</td>
<td>¥85,483</td>
<td>¥85,000</td>
</tr>
<tr>
<td>Information Technology</td>
<td>¥34,000</td>
<td>¥30,000</td>
<td>¥30,000</td>
</tr>
<tr>
<td>Engineering</td>
<td>¥64,000</td>
<td>¥97,072</td>
<td>¥97,072</td>
</tr>
<tr>
<td>Social Sciences</td>
<td>¥16,290</td>
<td>¥18,263</td>
<td>¥18,263</td>
</tr>
<tr>
<td>Computer Sciences</td>
<td>¥5,000</td>
<td>¥8,260</td>
<td>¥8,260</td>
</tr>
<tr>
<td>Finance</td>
<td>¥89,167</td>
<td>¥90,000</td>
<td>¥90,000</td>
</tr>
<tr>
<td>Law</td>
<td>¥90,000</td>
<td>¥90,000</td>
<td>¥90,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>TYPE OF ORGANISATION</th>
<th>2012 (%)</th>
<th>2013 (%)</th>
<th>2014 (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>MNC</td>
<td>50</td>
<td>39</td>
<td>49</td>
</tr>
<tr>
<td>Local</td>
<td>41</td>
<td>52</td>
<td>38</td>
</tr>
<tr>
<td>International</td>
<td>7</td>
<td>8</td>
<td>13</td>
</tr>
</tbody>
</table>
**Placement Type 2012 - 14**

<table>
<thead>
<tr>
<th>Placement Type</th>
<th>2012 (%)</th>
<th>2013 (%)</th>
<th>2014 (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Entrepreneurship</td>
<td>1 (1%)</td>
<td>7 (8%)</td>
<td>10 (1%)</td>
</tr>
<tr>
<td>Family Business</td>
<td>4 (2%)</td>
<td>1 (1%)</td>
<td>87 (99%)</td>
</tr>
<tr>
<td>Employed</td>
<td>87 (35%)</td>
<td>85 (49%)</td>
<td>56 (63%)</td>
</tr>
<tr>
<td>Lateral MT</td>
<td>52 (38%)</td>
<td>40 (43%)</td>
<td>31 (36%)</td>
</tr>
</tbody>
</table>

**Average Salary by Prior Experience 2012 - 14**

<table>
<thead>
<tr>
<th>Experience Range</th>
<th>2012 (%)</th>
<th>2013 (%)</th>
<th>2014 (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less Than 1 Year</td>
<td>80,000</td>
<td>80,250</td>
<td>97,372</td>
</tr>
<tr>
<td>1 - 3 Years</td>
<td>83,000</td>
<td>89,232</td>
<td>91,009</td>
</tr>
<tr>
<td>4 - 6 Years</td>
<td>93,000</td>
<td>109,429</td>
<td>100,813</td>
</tr>
<tr>
<td>7+ Years &amp; Above</td>
<td>110,000</td>
<td>229,589</td>
<td>198,750</td>
</tr>
</tbody>
</table>