

MBA 2013

Employment Report

Ivey Business School



Recruiting at the Ivey Business School



Congratulations to the Ivey MBA class of 2013! This year was another successful year for our graduates, as they achieved 92% placement across a variety of industries, functions, geographies and companies.

What follows is the summary of employment information as reported by the MBA class of 2013 by September 1.

This year's graduating class is typical in terms of where they've landed, and indicative of a strong start to what promises to be progressive and diverse leadership track careers.

Sincerely,

Sharon Irwin-Foulon

Executive Director

Career Management and Corporate Recruiting
Ivey Business School

Class of 2013

Graduate employment at a glance

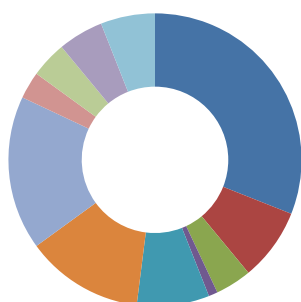
92%

Of those seeking
received an offer
by September 1,
based on a 98%
reporting rate

\$95,687

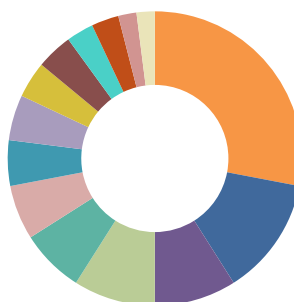
Average salary (includes: Base salary, signing bonus, and other guaranteed compensation)

Distribution of Industries for MBA Class of 2013



- Consulting
- Consumer Packaged Goods
- Energy/Natural Resources
- Finance – Accounting
- Finance – Asset Management
- Finance – Corporate Banking
- Finance – Corporate Office
- Finance – Insurance
- Healthcare/Pharmaceuticals
- IT/Telecommunications
- Other

Distribution of Industries of our 22,000 alumni worldwide



- Finance
- Consulting
- IT/Telecommunications
- Other
- Manufacturing
- Education
- Consumer Packaged Goods
- Healthcare/Pharmaceuticals
- Real Estate/Property
- Wholesale/Retail
- Electricity/Gas/Water
- Media/Entertainment
- Legal
- Marketing/Advertising/PR

348

Companies that posted
jobs to Ivey MBAs

70

Companies our MBA
students signed with

8

MBA graduates pursuing
Entrepreneurship

11

Students supported and
returning to their former
employer in advanced
capacity

Demographics

Class of 2013 at a Glance

Total Students in Class	145
Average Age at Entry	28
Age Range	24-35
Average Years of Work Experience	4.8
GMAT Range (middle 80%)	580-740
Percent Women	29%
Percent Non-Canadian*	27%

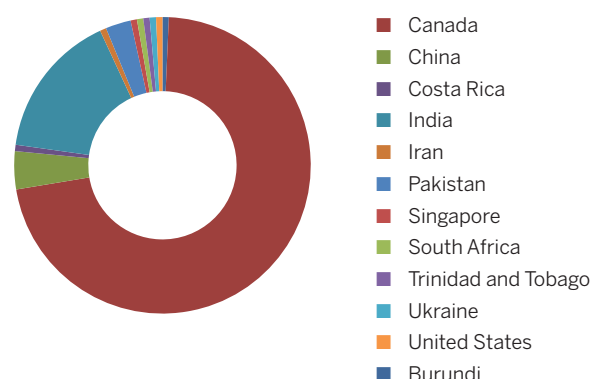
*as defined by citizenship

2013 Graduates Compensation Summary*

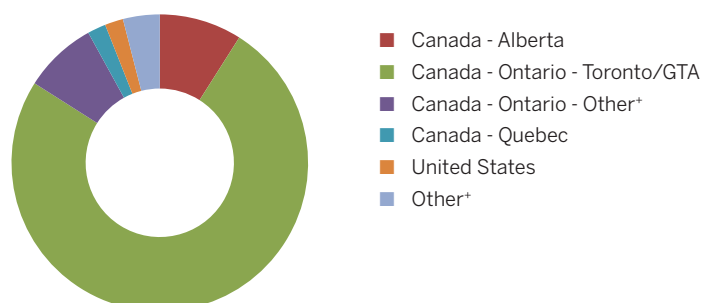
Base Salary		
% Receiving	Median	Range
100%	\$85,000	\$50,000-\$150,000
Signing Bonus		
% Receiving	Median	Range
41%	\$10,000	\$1,000-\$20,000
Other Guaranteed Compensation		
% Receiving	Median	Range
16%	\$12,500	\$5,000-\$64,000

*Data reflects students who reported compensation and does not include students returning to a sponsoring employer or starting their own business.

Citizenship by Geography



Offers accepted by Geography



Source Of Opportunity

(as reported by the class of 2013)

School-Facilitated	65.0%
Career Management Posting	51.7%
Networking (with Alumni and Corporate Partners)	5.8%
Alumni/Classmate/Faculty Referrals	6.7%
Other ⁺	0.8%
Graduate-Facilitated	30.8%
Networking (outside School)	10.0%
Previous Employer	5.8%
Other ⁺	15.0%
Unknown	4.2%

*See appendix for details.

Compensation by Industry

MBA Class of 2013

Base salary ranged from \$50,000 – \$150,000, with a median salary of \$85,000 and where other compensation was offered, other compensation ranged from \$1,000 – \$64,000

Industry		Base Salary \$		Other Compensation \$		
	%	Range	Median	Range	Median	%
Consulting	31%	\$62,400-\$150,000	\$90,000	\$1,000-\$25,000	\$10,000	50%
Consumer Packaged Goods	8%	\$63,700-\$80,000	\$73,000	\$16,000-\$22,500	\$19,250	22%
Energy/Natural Resources	4%	\$50,000-\$100,000	\$70,000	\$6,000-\$40,000	\$12,000	60%
Finance - Accounting	1%	Not Enough Data to Report				
Finance - Asset Management	8%	\$75,000-\$120,000	\$80,000	\$15,000-\$25,000	\$20,000	22%
Finance - Corporate Banking ⁺	13%	\$75,000-\$130,000	\$95,000	\$5,000-\$15,000	\$10,000	33%
Finance - Corporate Office	17%	\$67,000-\$98,000	\$82,500	\$21,550-\$24,000	\$22,775	10%
Finance - Insurance	3%	\$75,000-\$100,000	\$90,000	\$10,000-\$15,000	\$12,500	50%
Healthcare/Pharmaceuticals	4%	\$65,000-\$105,000	\$ 84,250	\$7,000-\$8,000	\$7,500	40%
IT/Telecommunications	5%	\$55,000-\$85,000	\$75,000	Not Enough Data to Report		
Other*	6%	Not Enough Data to Report				
Overall	100%	\$50,000-\$150,000	\$85,000	\$1,000-\$64,000	\$10,000	47%

⁺See appendix for details.

Compensation by Function

MBA Class of 2013

Base salary ranged from \$50,000 – \$150,000, with a median salary of \$85,000 and where other compensation was offered, other compensation ranged from \$1,000 – \$64,000

Function		Base Salary \$		Other Compensation \$		
	%	Range	Median	Range	Median	%
Consulting	34%	\$62,400-\$150,000	\$91,000	\$1,000-\$25,000	\$10,000	50%
Finance - Asset Management	6%	\$75,000-\$85,000	\$77,500	\$15,000-\$25,000	\$20,000	29%
Finance - Corporate Banking ⁺	12%	\$75,000-\$105,000	\$90,000	\$5,000-\$15,000	\$10,000	29%
Finance - Other ⁺	3%	Not Enough Data to Report				
Graduate Leadership Programs	11%	\$75,000-\$100,000	\$83,750	\$10,000-\$15,000	\$12,500	15%
IT	3%	\$62,400-\$86,500	\$75,000	Not Enough Data to Report		
Legal Services	3%	Not Enough Data to Report				
Marketing	9%	\$70,000-\$85,000	\$78,000	\$6,000-\$22,500	\$12,000	36%
Operations	6%	\$50,800-\$130,000	\$100,000	\$5,000-\$12,000	\$8,500	29%
Sales	13%	\$50,000-\$120,000	\$73,000	\$40,000-\$64,000	\$52,000	13%
Overall	100%	\$50,000-\$150,000	\$85,000	\$1,000-\$64,000	\$10,000	47%

⁺See appendix for details.

Recruiting Companies

Companies engaging with Ivey MBA students this year including formally posting on campus and hiring

1Datapoint Diagnostics	Byron Capital Markets	Crestpoint Real Estate Investment Ltd.*	Future Electronics
3M Canada*	Cambridge Associates	Danaher	Gallup Consulting
A.T. Kearney*	Canaccord Genuity	David Aplin Group	Gameloft
ABB	Canada Post Corporation	Deloitte (Audit, Tax & ERS)	GCT Global Container Terminals Inc.
Accenture*	Canadian Tire Corporation Limited	Deloitte (Consulting)*	GE Capital Solutions
ADP Canada	Canadian Tire Financial Services*	Deloitte (Financial Advisory)	General Electric (GE) Canada
AGF Investments Inc.	Candu Energy	Deloitte (Turkey)	General Mills*
Aimia	Canso Investment Counsel Ltd.	Delvinia	Geneva Career Solutions
Alexander Proudfoot	Capco*	Desire2Learn	Gerdau
Alghanim Industries	Capital One	Deutsche Post DHL	Google Canada
AlixPartners	Cardinal Couriers	Devon Energy Corporation	Granite Tower Capital
Allegro Mobile Solutions	Cargill Limited	Digestive Health Clinic	Grant Thornton LLP
Alpha Technologies Ltd.	Carpedia International Ltd.*	Direct Energy	Grasshopper Solar
AltaGas Ltd.	CBRE	Distributech	Groupe Lock
Amazon China	CEATI International	Donnelly Management Advisory Services Limited	Halton Region
Ambit Search	CEM International Business Consultants*	Dundee Securities Corporation*	Harlequin Enterprises Ltd
American Express	Central 1*	Dundee Wealth	Hewlett Packard
AMP Solar Group	Centre for Study of Insurance Operations*	DuPont Canada Inc.	Hines
Apotex Inc.	CGI	East Coast Fund Management*	Hitachi Consulting*
Aritzia LP	CHC Aircraft	Ecolibrium Strategies *	Hong Kong Economic and Trade Office
ATB Financial	Chevron Canada Resources	eHealth Ontario*	Horizon Recruitment
Bain & Company Canada Inc.	Chrysalix Energy Venture Capital	Elby	Howie's Hockey Tape
Bank of America-Merrill Lynch Canada	CIBC Bank*	Eli Lilly	HR Downloads
Bank of Canada	CIBC Mellon	Ellis Don	HSBC Bank
Barclays Capital*	CIBC Wholesale Banking*	EMCO Corporation	Hudson's Bay Company
Baxter	CIMTEC	Emerson Electric Co.	Huron Consulting Group
Bay Street HR	Cisco Systems Canada Inc.	Enbridge Gas Distribution	IBM Canada Ltd.*
Bayer Inc.	Citi	Enterprise Holdings*	Idea Couture Inc.
BDO Dunwoody LLP	City of Brampton	Entrepreneurial Solutions Partners (ESPartners)	iGATE Technologies Inc.
Becton Dickinson	City of Guelph	Ericsson	Imperial Oil Limited
Bell Canada Enterprises*	City of London	Ernst & Young*	IMS Health Consulting Inc.,IMS Brogan*
Bell Media	City of Vaughan	Evalueserve*	inCode Consulting
Bibliocommons Inc.*	Clarus Securities	Exceleris	Infrastructure Ontario
Big Viking Games	Clifton Blake Realty Advisors	Export Development Canada	ING Direct Canada*
Blackberry	Clinton Health Access Initiative	ExxonMobil Canada	Innovate Burlington
BMO Capital Markets *	Cohesive Technologies	Fairmont Hotels & Resorts	Intact Financial Corporation*
BMO Financial Group*	Colligo Networks Inc.	FedEx	Intel (China) Ltd.
BMO Wealth Management	Collins Barrow	Fidelity Investments	Inteligencia Group
Bombardier Aerospace	Concierge North	First Calgary Financial*	Invesco Canada Ltd.
Bombardier Inc.	Corporate Consultants	First National Financial LP	Ironbridge Equity Partners
Boost Agents	Cortex HR	Forgestone Capital*	Irving Oil
Booz & Company	CPP Investment Board*	Franklin Templeton Investments	Ivey Business School*
Brookfield Asset Management Inc.	Credit Suisse	Free The Children	Ivey Publishing
Business Development Bank of Canada		Freshii	

Jackman	Navigant Consulting Inc.	rokk3rLabs	The Dominion of Canada General Insurance Company
Janet David & Associates Inc.	NEI Investments	Roland Berger	The Great West Life Assurance Company
Jarislowsky Fraser Limited*	Nestlé Canada Inc.	Rooftops Canada - Abri international	The Hershey Company
JDI Logistics	NetGain Partners	Rosseau Asset Management Ltd.	The Ian Martin Group
Johnson & Johnson Inc.*	NeverBlue.com	Rossnet*	The Lightning Group
Johnson & Johnson Medical Companies	Northwestel Inc.	RWDI	Ticket Fighter App Inc.
Johnson & Johnson, Janssen Inc.	Novartis	Sales Talent Agency	Toronto Hydro
JP Morgan	OANDA	Salesforce.com*	Towers Watson
Kelly Financial Resources	Odgers Berndtson	Sanofi Pasteur Limited	Town of Sylvan Lake
Klick Health	Oliver & Bonacini Restaurants	SAP Canada Inc.	Trader Corporation
KPMG Advisory	Ontario Chiropractic Association	SapientNitro	TransCanada
KPMG/Secor*	Ontario Public Service	Satov	Trimark Sportswear Group
Kraft Foods	Ontario Teachers Pension Plan Board	Schlumberger*	Trimaven Capital Inc.*
Labatt Breweries of Canada	Optimus SBR	Scotiabank International	Trindent*
Lac La Biche County	Osler Hoskin & Harcourt*	Scotiabank*	Trisura Guarantee Insurance Company
LaCure Villas	Paradigm Capital Inc.	Scotiabank, Global Banking and Markets*	TrojanOne Integrated Brand Activation
Lannick Group	Patheon Inc.	Sears	Tutor Doctor
Laura Siegel Collections	Pentair	Sears Holdings Corporation	Unhaggle Inc.
Level5 Strategy Group	PepsiCo Foods Canada	SECOR KPMG*	Unilever Canada
LGT Venture Philanthropy	Periscope a McKinsey Solution	Servus Credit Union	Union Gas*
Loblaw Companies Limited	Persistence Capital Partners	Sharpstream Life Sciences	United Nations
London Life Investment Management Ltd	Picton Mahoney Asset Management	ShawCor Ltd.	USG
L'Oreal	Pinchin Environmental Ltd.	SHI Consulting	Vancity
lululemon athletica	Plasco Energy Group	Shoppers Drug Mart	Vancouver Airport Authority
Macquarie	Points International Ltd.	Sick Kid Hospital*	Vantage Asset Management*
Madison MacArthur Inc.	Polaris Financial Technology	Signalhill Capital*	VerticalScope
Magellan	President's Choice Financial	Simon-Kucher & Partners	Visa Canada
Manulife Financial*	Procom Consultant	Sixsense Strategy Group*	Visionary Access Inc.
Maple Leaf Foods Inc.	Procter & Gamble Inc.*	Sky Energy Consulting	Vista Projects
MaRS Discovery District	PSP Investments	Small Change Fund	Wal-Mart Canada Corp.
Mattamy Homes Limited	pt Healthcare Solutions Corp.	SmartCentres	Watt International*
MBAs Without Borders	PwC (Consulting & Deals)	Smarter Alloys*	Wellington Financial LP
MCIS	Quantum Management Solutions	Smucker Foods Canada Corp.	Western University
McKinsey & Company	Randstad Canada	SNC*	Weston Bakeries Ltd.
Medavie Blue Cross	Raymond James Ltd.	Spence Diamonds	Weyerhaeuser
MedSleep	RBC Capital Markets*	Spin Master Ltd.	Whirlpool Canada*
Medtronic of Canada Ltd.	RBC Wealth Management*	Squamish-Lillooet Regional District	William Osler Health System
Mensana Change Management Ltd	RBC*	Standard Chartered Bank	Workopolis.com
Mercer (Canada) Limited	Recurrent Energy	Standard Life Investments	Xaxis
Mercer International Inc.	Redknee Inc.	Stanton House HK	Xtreme Labs*
Mercer Investment Consulting	Regional Municipality of York	StarTech.com*	Yale Global Health Leadership Institute
Michael Page International	Reitmans	Stonecap Securities Inc.	York Medtech Partners Inc.
Microcad Computer Corp	Reliance Home Comfort	Suncor*	Youth Challenge International
Mind HR	Reputation.ca	Swarovski	Zag Group
Ministry of Ontario*	Retail Category Consultants	Target Canada	ZS Associates*
MNP LLP	Rise Asset Development	Targray	
Mobiroo Inc.	RM2 Canada	TD Asset Management*	
Mondelez International	Robert Half	TD Bank Financial Group*	
Moneris Solutions	Robert Half Management Resources	TD Securities	
Moody's Investors Service	Rogers Communications Inc.	TELUS	
Morgan Stanley	Rogers Wireless Inc	Temporal-Power	
Myplanet Digital		The Boston Consulting Group*	
National Bank of Canada*			

*Denotes organizations who successfully hired our graduates or had students in the MBA Program on leave of absence

Appendix

Offers Accepted by Geography – Canada – Ontario – Other	Kitchener, London and Ottawa
Offers Accepted by Geography – Other	Chile, India, Singapore and Various
Source of Opportunity – School Facilitated Other	Law School Recruiting
Source of Opportunity – Graduate Facilitated Other	Internet, Company Websites, Executive Search Firms, and Newspaper Postings
Industry – Finance – Corporate Banking	Investment Banking, Sales & Trading and Equity Research
Industry – Other	Construction, Education, Government, Legal and Market Research
Function – Finance – Corporate Banking	Investment Banking, Sales & Trading and Equity Research
Function – Finance – Other	Accounting and Retail Banking