

MBA 2017 EMPLOYMENT REPORT

MESSAGE FROM THE EXECUTIVE DIRECTOR



Congratulations to the Ivey MBA Class of 2017!

This class was both dedicated to helping each other and engaged in their personal success, resulting in 91 percent of the class receiving at least one job offer and of those, 94 percent making at least one career transition (either a change in industry, function, and/or geography) from when they started the program.

Ivey students continue to seek an increasingly diverse range of opportunities, based on the perception or belief that they can make an impact quickly within these organizations. As a result, this year we saw an increasing number of students playing a role in the country's Real Estate development activity and the Consumer Packaged Goods sectors. Ivey graduates continue to be attracted to the Consulting and Financial Services sectors and placement in these industries remains strong, accounting for two thirds of the graduates from the Class of 2017.

As anticipated, placement in Toronto/GTA remains strong, with almost 70 percent of students accepting offers in this large centre, with the remaining students accepting offers in other geographic locations across Canada and internationally.

All signs indicate a strong start to diverse and rewarding leadership track careers for the Class of 2017.

As always, our active network of more than 25,000 alumni and 234 corporate partners played a central role in our students' success. These results would not be possible without the organizations and alumni who not only trust us with their recruitment efforts, but share market insights that help drive our students' success. Thank you to all of them for their support and confidence in Ivey talent - we look forward to another great year ahead.

Sincerely,

Sharon Irwin-Foulon

Executive Director, Career Management and Corporate Recruiting
Ivey Business School

MBA BY THE NUMBERS Class of 2017

91%

Of those seeking, received an offer by September 1, based on a 95% reporting rate

\$103,560

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

#1

MBA Program in Canada as ranked by *Bloomberg Businessweek* 4 years in a row

CLASS OF 2017 AT A GLANCE

Demographics



169

Total Students
in Class



28

Average Age
at Entry



24-33

Age Range



4.7

Average
Years of Work
Experience



600-720

GMAT Range
(middle 80%)



27%

Percent
Women

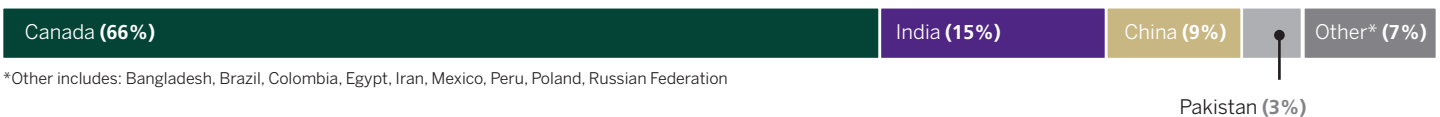


34%

Percent Non-
Canadian*

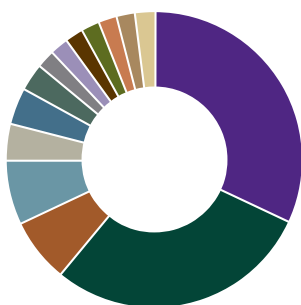
*as defined by Citizenship

Citizenship by Geography



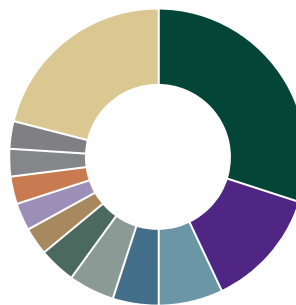
*Other includes: Bangladesh, Brazil, Colombia, Egypt, Iran, Mexico, Peru, Poland, Russian Federation

Distribution of Industries where MBA Class of 2017 is going



- Consulting (31%)
- Financial Institution (28%)
- Construction (6%)
- Information Technology (6%)
- Consumer Packaged Goods (6%)
- Biotech/Healthcare/Pharma (4%)
- Wholesale/Retail (4%)
- Telecommunications/Communications (3%)
- Manufacturing (2%)
- Engineering (2%)
- Legal (2%)
- Marketing/PR/Advertising (2%)
- Restaurant/Food Services (2%)
- Other (2%)

Distribution of Industries of our 28,000 alumni worldwide



- Financial Services (30%)
- Consulting (13%)
- Information Technology (7%)
- Biotech/Healthcare/Pharma (5%)
- Education (5%)
- Wholesale/Retail (4%)
- Food/Drink/Tobacco (3%)
- Manufacturing (3%)
- Marketing/PR/Advertising (3%)
- Real Estate/Property (3%)
- Telecommunications/Communications (3%)
- Other (21%)



RECRUITING AT THE IVEY BUSINESS SCHOOL

2017 Graduates Compensation Summary*

Base Salary		
% Receiving	Median	Range
100%	\$90,000	\$45,000 - \$180,320
Signing Bonus		
% Receiving	Median	Range
36%	\$15,000	\$5,000 - \$45,000
Other Guaranteed Compensation		
% Receiving	Median	Range
23%	\$9,875	\$500 - \$20,000

*Data reflects students who reported compensation and does not include students returning to a previous employer for a role to which they did not need to apply or students who are starting their own business

Source of Offer

 School-Facilitated	72%
Career Management Posting	42%
Networking (with Alumni and Corporate Partners)	21%
Alumni/Classmate/Faculty Referrals	7%
Other*	2%
 Graduate-Facilitated	20%
Networking (outside School)	13%
Previous Employer	2%
Internet, Company Websites, Executive Search Firms and Newspaper Posting	5%
Other	8%

* School-Facilitated Other - Law School Recruiting

18

Students returning to their former employer in an advanced capacity

234

Companies that posted jobs to Ivey MBAs

70

Companies our MBA students signed with

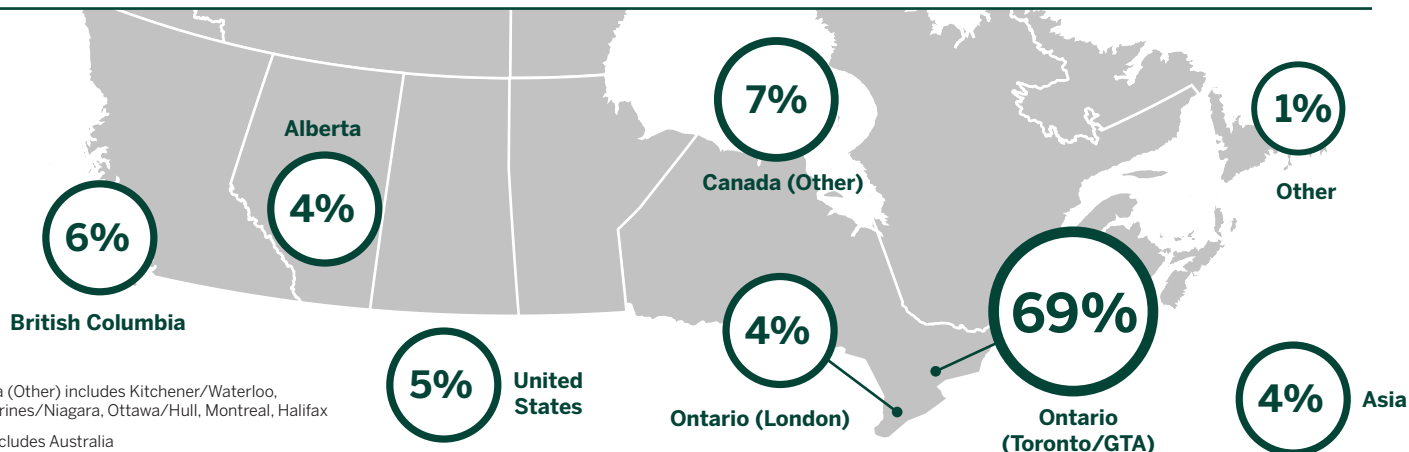
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Number of students pursuing Entrepreneurship

94%

of Ivey grads made at least one career transition (change in industry, function and/or geography)

Offers Accepted by Geography



**Canada (Other) includes Kitchener/Waterloo, St. Catherines/Niagara, Ottawa/Hull, Montreal, Halifax

*Other includes Australia

COMPENSATION BY INDUSTRY

MBA Class of 2017

Base salary ranged from \$45,000 – \$180,320 with a median salary of \$90,000 and where other compensation was offered, it ranged from \$600 – \$50,000

INDUSTRY	%	BASE SALARY		OTHER COMPENSATION		
		RANGE \$	MEDIAN \$	%	RANGE \$	MEDIAN \$
Construction	6%	72,000 - 125,000	93,000	Not Enough Data*		
Consulting	31%	70,000 - 180,320	95,000	76%	2,550 - 40,000	15,000
Consumer Packaged Goods	6%	75,000 - 95,000	83,000	100%	5,000 - 22,000	8,000
Financial Institution	28%	54,600 - 145,000	86,000	35%	8,000 - 50,000	13,250
Biotech/Healthcare/Pharma	4%	65,000 - 100,000	80,000	Not Enough Data*		
Information Technology	6%	55,000 - 155,000	80,000	Not Enough Data*		
Telecommunications/ Communications	3%	78,000 - 105,000	89,000	Not Enough Data*		
Wholesale/Retail	4%	80,000 - 150,000	116,591	75%	12,000 - 32,000	20,000
Other	12%	45,000 - 120,000	77,698	35%	600 - 9,750	1,500

Given Ivey's commitment to privacy when collecting student data, the industries contained within 'Other' include less than 1% and/or less than 3 graduates, of the graduating class in the following industries: Education, Engineering, Entertainment, Executive Search, Legal, Manufacturing, Marketing/PR/Advertising, Petroleum/Energy, Real Estate/Property and Restaurant/Food Services.

*This denotes either not enough data to sustain anonymity and/or no data was provided

COMPENSATION BY FUNCTION

MBA Class of 2017

Base salary ranged from \$45,000 – \$180,320 with a median salary of \$90,000 and where other compensation was offered, it ranged from \$600 – \$50,000

FUNCTION	%	BASE SALARY		OTHER COMPENSATION		
		RANGE \$	MEDIAN \$	%	RANGE \$	MEDIAN \$
Business Development/ Corporate Development	5%	65,000 - 120,000	79,000	Not Enough Data*		
Consulting/Corporate Strategy	36%	54,600 - 180,320	95,000	61%	2,550 - 40,000	15,000
Finance – Commercial Banking	4%	57,000 - 85,000	75,000	Not Enough Data*		
Finance – Leadership Development/Rotational Program	6%	80,000 - 85,000	85,000	Not Enough Data*		
Finance – Other <i>(includes Corporate Office, Insurance, Private Equity/Venture Capital and Real Estate)</i>	5%	60,000 - 125,000	80,000	Not Enough Data*		
Finance – Wholesale Banking/ Capital Markets <i>(includes Corporate Banking, Investment Banking, Sales and Trading, Equity Research, and Risk Management)</i>	13%	65,000 - 145,000	95,000	53%	8,000 - 50,000	15,000
Leadership Development/ Rotational Program	6%	80,000 - 100,000	90,000	100%	7,000 -28,000	8,000
Marketing	5%	50,000 - 80,000	78,000	60%	8,000 - 22,000	13,260
Operations	7%	55,000 - 150,000	87,500	50%	5,000 - 32,000	14,875
Sales	5%	72,000 - 155,000	93,000	Not Enough Data*		
Other	8%	45,000 - 117,000	80,000	Not Enough Data*		

Given Ivey's commitment to privacy when collecting student data, the functions contained within 'Other' include less than 1% and/or less than 3 graduates, of the graduating class in the following functions: Engineering, Information Technology, Legal, Research and Development/Product Development, and Project Management

*This denotes either not enough data to sustain anonymity and/or no data was provided

RECRUITING COMPANIES

Below is a list of companies who engaged with Ivey's MBA students this year through networking, company-sponsored education leave, formal postings, and/or on-campus recruiting. Those denoted with (*) hired an Ivey MBA grad. The bolding recognizes the top hiring firms for the MBA class of 2017.

3M Canada Company*	Bridgeable	Damsar Inc.*	Hatch Ltd.*
44 North Digital Marketing*	Brock Solutions	DB Schenker	HFG CHINA
A.T. Kearney*	Brookfield Capital Partners	Deloitte.*	Hillsdale Investment Management Inc.
Absolute Software	Brookfield Renewable Energy Group*	Digital Assets International	Hilti*
Accenture*	BRP - Bombardier Recreational Products	Digital Extremes	Hines
Adlib	Cameron Stephens Mortgage Capital*	Direct Energy	HollisWealth
Agentis Capital	Canaccord Genuity Corp.*	DoctorCare	Home Depot*
AGF Investments Inc.	Canada Bread Company Limited	Dream Unlimited	HRS Group
Agoda	Canadian Addiction Treatment Centre	Eagle Properties*	HSBC Bank
AIMIA	Capco*	ecobee	Hudson's Bay Company
Alghanim Industries	Capgemini	EFESO CONSULTING	IBM Canada Ltd.*
All Seniors Care Living Centres	CargoJet	EFS	ICICI Bank*
Amazon.com*	Carpedia International Ltd.	Eight Capital	Idea Couture
American Express*	CarProof	Eli Lilly and Company*	IMS Health
AnyCard	Celestica	Entertainment One*	In the Funnel
Architect Hair Design	CEM Benchmarking	Ericsson Canada Inc.*	Influitive
Artscape	CGI Group	Everest Group*	Interact China
Atco Gas*	Charity Intelligence Canada	EY*	Interward Asset Management Limited
Auto Trader	CIBC Bank*	FactSet	Invesco Canada Ltd.
Avanti Software Inc.	Cineplex	Federal Express Canada Ltd.	iPrice Group Sdn Bhd
Avid Solutions*	Cisco Systems	Fintros	Ivey Business School
Bain & Company Canada Inc.	Citi*	Fortin Gagnard Groupe Conseil Inc.*	Janet David & Associates Inc.
Barclays Capital Canada*	City of Brampton	Four Seasons Hotels and Resorts	Jarislowsky Fraser
Bay Street HR	City of Toronto	FreshBooks	John Deere Financial
BC Investment Management Corporation (BcIMC)	CNIB	Fuller Landau LLP	Johnson & Johnson*
Best Buy Canada	Coca-Cola Canada	Fusion Retail Analytics	JRP Employee Benefit Solutions
Big Blue Bubble	Comwave	General Mills	Kerry Holdings Limited
Big Viking Games	CPP Investment Board	GlaxoSmithKline Inc	KEV Group Inc.
BlackBerry Limited	Crosslinx Transit Solutions*	Government of Ontario	Kiewit Corporation*
Blueprint Software Systems*	Crowe Soberman LLP	Grant Thornton LLP	Klick Inc.
BMO Financial Group*	Cubane Consulting	Gravitas Financial Inc.	Korn Ferry Futurestep
Bombardier	D2L Corporation	Greenhouse Juice Co.	KPMG*
Borden Ladner Gervais LLP*	Dah Makan	GreenSky Capital Inc.	Lambton Conveyor Ltd.*
BottomLine Group		Greystone Managed Investments	LBC Capital Inc.*
BrandActive			LCBO

League Inc.*
 Letko Brosseau
 LifeLabs*
 Loblaw Companies Limited
 London Cross Cultural Learner Centre
 London Health Sciences Centre
 London Life Insurance Company*
 LoyaltyOne
 Macquarie
 Manulife Financial
 MasterCard
 Match Marketing Group
 McDonald's Restaurants of Canada
 McKinsey & Company
 Medcan*
 Medtronic of Canada Ltd.
 Mensana Change Management Ltd.*
 Mercer (Canada) Limited
 Microsoft*
 Molson Coors Canada
 Monteith Building Group
 Moresby Group Tech-enabled consulting
 Morneau Shepell
 Mosaic Sales Solutions*
 Motoinsight
 Mount Sinai Hospital
 National Bank of Canada*
 Natural Resources Canada
 Navigant Consulting, Inc.*
 nD Insight
 Newterra
 Nielsen
 Nulogy
 Oliver Wyman*
 OMERS
 OnTarget Real Estate Research Ltd.
 Ontario Bioscience Innovation Organization
 Ontario Institute for Cancer Research

Ontario Lottery and Gaming Corporation
 Ontario Teachers' Pension Plan Board
 OpenText
 Osler, Hoskin & Harcourt LLP*
 Overbond
 Oxford Properties Group & OMERS
 P1 Consulting*
Partners in Performance*
 Peekapak*
 People Scout
 PepsiCo Canada
 PointClickCare
 President's Choice Financial (PC Financial)*
 Procter & Gamble Inc.*
 Propel Solutions Ltd.
 PSP Investments
PwC*
 Qlik*
Qral Group*
 QuadReal Property Group
 Race Roster
 Randstad Canada*
 Raymond James Ltd
RBC Financial Group*
 Reprisk AG
 Restaurant Brands International*
 Reynolds and Reynolds (Canada) Ltd.
 Richter LLP
 Ricoh Canada Inc.
 RM Sotheby's
 Rocket Internet
 Rockwell Automation*
 Rogers Communications Inc.
 Rogers Corporate Strategy and Planning Group
 Rohit Group of Companies*
 Rosedale Academy
 Royal LePage Real Estate Services
 Rylor Inc.
 Saint Elizabeth Healthcare*

Saje Natural Wellness Canada*
 Salesforce.com
 SaleSpider Media
 SAS Canada
 Satov
Scotiabank*
 Setter Capital
 ShawCor
 Shopify*
 Shoppers Drug Mart
 Signal Hill Equity Partners*
 SmartREIT
 Softchoice
 Specialisterne
 Spin Master Ltd.
 StarTech.com
 Storey Living
 Stradegi Investment Management Consulting
 Sun Life Financial
 Suncor Energy
TD Bank Financial Group*
 Teach For Canada
 Tealeaves
 TechAlliance of Southwestern Ontario*
TELUS*
 TGO Consulting
The Boston Consulting Group*
 The Brattle Group
 The Carbon Accounting Company*
 The Hospital for SickKids
The Kraft Heinz Company*
 The Marquee Group*
 The ONE Information
 The StressCrete Group*
 The Luxury Properties Showcase Ltd
 Tiltco, Inc.*
 Toronto Stock Exchange
 TouchBistro
 TPCM Inc.
 Trajectory Inc.

Travelers
 Trillium Health Partners
 Trindent Consulting*
 Uber
 Uberflip
 University Health Network*
 Venture for Canada
 Via Rail
 vivovii
 Voices.com
 Volaris Software Group
 Walmart Canada*
 Wealthsimple Inc.
 Wells Fargo & Company
 Weston Foods Canada Inc.
 Willis Towers Watson
 WSP Global*
 York Property Management*
 ZS Associates