MESSAGE FROM
IVEY CAREER MANAGEMENT

Congratulations to the Ivey MBA Class of 2018!

This class, has been dedicated to their career goals and helping each other to grow and develop to reach new personal success. This hard work resulted in 90 percent of the class receiving at least one job offer and of those job offers, 97 percent made at least one career transition (either a change in industry, function, and/or geography) from when they started the MBA program.

Ivey students, continue to make transitions and seek out an increasingly diverse range of opportunities, based on the perception or belief that they can make an impact quickly within the organizations where they accept employment.

Ivey graduates continue to be attracted to Consulting and Financial Services sectors; however, increasingly more Ivey students are taking on very interesting diversified roles across all industries.

As anticipated, placement in Toronto/GTA remains strong, with almost 72 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 2018!

As always, our active network of more than 25,000 alumni and 234 corporate partners played a central roles 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,

Susan Bertulli
Director, MBA Career Management
Ivey Business School

MBA BY THE NUMBERS
Class of 2018

90%
Of those seeking, received an offer by September 1, 2018, based on a 95% reporting rate

$103,024
Average salary (includes: base salary, signing bonus, and other guaranteed compensation)

#1
MBA Program in Canada as ranked by Bloomberg Businessweek
5 years in a row
Distribution of Industries where MBA Class of 2018 is going
- Financial Institution (35%)
- Consulting (28%)
- Technology (7%)
- Consumer Packaged Goods (4%)
- Construction (2%)
- Legal (2%)
- Manufacturing (2%)
- Real Estate/Property (2%)
- Wholesale/Retail (2%)
- Electricity/Gas/Water (2%)
- Healthcare (2%)
- Metals/Mining (2%)
- Petroleum/Energy (2%)
- Telecommunications/Communications (2%)
- Other (6%)

Distribution of Industries of our 26,000+ alumni worldwide
- Financial/Accounting (30%)
- Consulting (13%)
- Technology (7%)
- Education (5%)
- Biotech/Healthcare/Pharma (5%)
- Wholesale/Retail (4%)
- Food/Drink/Tobacco (3%)
- Real estate/Property (3%)
- Telecommunications/Communications (3%)
- Manufacturing (3%)
- Other (24%)
### 2018 Graduates Compensation Summary*

<table>
<thead>
<tr>
<th>Source of Offer</th>
<th>% Receiving</th>
</tr>
</thead>
<tbody>
<tr>
<td>School-Facilitated</td>
<td>53%</td>
</tr>
<tr>
<td>Career Management Posting</td>
<td>35%</td>
</tr>
<tr>
<td>Networking (with Alumni and Corporate Partners)</td>
<td>10%</td>
</tr>
<tr>
<td>Alumni/Classmate/Faculty Referrals</td>
<td>6%</td>
</tr>
<tr>
<td>Other*</td>
<td>2%</td>
</tr>
<tr>
<td>Graduate-Facilitated</td>
<td>41%</td>
</tr>
<tr>
<td>Networking (outside School)</td>
<td>25%</td>
</tr>
<tr>
<td>Previous Employer</td>
<td>3%</td>
</tr>
<tr>
<td>Internet, Company Websites, Executive Search Firms</td>
<td>13%</td>
</tr>
<tr>
<td>and Newspaper Posting</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>6%</td>
</tr>
</tbody>
</table>

<table>
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<tr>
<th>Other Guaranteed Compensation</th>
<th>% Receiving</th>
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<tbody>
<tr>
<td>School-Facilitated Other - Law School Recruiting</td>
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*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.

### Offers Accepted by Geography

- **Canada (Other)** (including Nova Scotia (Halifax), Ontario (Ottawa-Hull))
- **Ontario (Kitchener/Waterloo)**
- **Ontario (Toronto/GTA)**
- **British Columbia (Vancouver)**
- **Alberta (Calgary)**
- **United States**
- **Ontario (London)**
- **Europe**
- **Asia* (including China Mainland, Hong Kong and Bangkok Thailand)**
- **Other** (including Australia)

* Data includes, China Mainland, Hong Kong and Bangkok Thailand.
* Canada (Other) includes Nova Scotia (Halifax), Ontario (Ottawa-Hull).
* Other includes Australia.

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**Source of Offer**

- **School-Facilitated** 53%
  - Career Management Posting 35%
  - Networking (with Alumni and Corporate Partners) 10%
  - Alumni/Classmate/Faculty Referrals 6%
  - Other* 2%
- **Graduate-Facilitated** 41%
  - Networking (outside School) 25%
  - Previous Employer 3%
  - Internet, Company Websites, Executive Search Firms and Newspaper Posting 13%
  - Other 6%

*School-Facilitated Other - Law School Recruiting

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* Other includes Australia.

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13 Students returning to their former employer

215 Companies that posted jobs to Ivey

78 Companies our MBA students signed with

3 Number of students pursuing Entrepreneurship

97% of Ivey grads made at least one career transition (change in industry, function and/or geography)
**COMPENSATION BY INDUSTRY**

**MBA Class of 2018**

Base salary ranged from $48,000 – $175,000, with a median salary of $90,000 and where other compensation was offered, it ranged from $300 – $50,000

<table>
<thead>
<tr>
<th>INDUSTRY</th>
<th>%</th>
<th>BASE SALARY</th>
<th>OTHER COMPENSATION</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>RANGE $</td>
<td>MEDIAN $</td>
</tr>
<tr>
<td>Construction</td>
<td>2%</td>
<td>80,000 - 85,000</td>
<td>85,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>28%</td>
<td>50,000 - 175,000</td>
<td>95,000</td>
</tr>
<tr>
<td>Consumer Packaged Goods</td>
<td>4%</td>
<td>78,000 - 89,000</td>
<td>85,000</td>
</tr>
<tr>
<td>Financial Institution</td>
<td>35%</td>
<td>50,000 - 120,000</td>
<td>90,000</td>
</tr>
<tr>
<td>Legal</td>
<td>2%</td>
<td>48,000 - 75,000</td>
<td>55,000</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>2%</td>
<td>56,000 - 92,500</td>
<td>80,000</td>
</tr>
<tr>
<td>Natural Resources</td>
<td>6%</td>
<td>82,500 - 162,435</td>
<td>102,500</td>
</tr>
<tr>
<td>Technology</td>
<td>7%</td>
<td>80,000 - 145,000</td>
<td>95,000</td>
</tr>
<tr>
<td>Wholesale/Retail</td>
<td>2%</td>
<td>85,000 - 95,000</td>
<td>90,000</td>
</tr>
<tr>
<td>Other</td>
<td>12%</td>
<td>72,000 - 100,500</td>
<td>85,250</td>
</tr>
</tbody>
</table>

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: Biotechnology, Engineering, Government, Healthcare, Marketing/PR/Advertising, Pharmaceutical/Medical, Real Estate/Property, Telecommunications/Communications and Tourism/Leisure.

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

**MBA Class of 2018**

Base salary ranged from $48,000 – $175,000, with a median salary of $90,000 and where other compensation was offered, it ranged from $300 – $50,000

<table>
<thead>
<tr>
<th>FUNCTION</th>
<th>%</th>
<th>BASE SALARY</th>
<th>OTHER COMPENSATION</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>RANGE $</td>
<td>MEDIAN $</td>
</tr>
<tr>
<td>Business Development/Corporate Development</td>
<td>8%</td>
<td>82,500 - 115,000</td>
<td>91,750</td>
</tr>
<tr>
<td>Consulting/Corporate Strategy</td>
<td>31%</td>
<td>75,000 - 175,000</td>
<td>95,000</td>
</tr>
<tr>
<td>Finance - Asset Management</td>
<td>3%</td>
<td>80,000 - 120,000</td>
<td>88,500</td>
</tr>
<tr>
<td>Finance - Graduate Leadership/Rotational Programs</td>
<td>7%</td>
<td>75,000 - 90,000</td>
<td>88,500</td>
</tr>
<tr>
<td>Finance - Other</td>
<td>14%</td>
<td>50,000 - 94,000</td>
<td>89,000</td>
</tr>
<tr>
<td>Finance - Wholesale Banking/Capital Markets</td>
<td>11%</td>
<td>70,000 - 120,000</td>
<td>100,000</td>
</tr>
<tr>
<td>Leadership Development/Rotational Program</td>
<td>4%</td>
<td>80,000 - 85,000</td>
<td>85,000</td>
</tr>
<tr>
<td>Legal</td>
<td>2%</td>
<td>48,000 - 75,000</td>
<td>55,000</td>
</tr>
<tr>
<td>Marketing</td>
<td>6%</td>
<td>76,000 - 145,000</td>
<td>80,000</td>
</tr>
<tr>
<td>Operations</td>
<td>5%</td>
<td>56,000 - 162,435</td>
<td>83,000</td>
</tr>
<tr>
<td>Other</td>
<td>9%</td>
<td>50,000 - 85,000</td>
<td>75,000</td>
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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: Sales, Communication/Public Relations, Finance – Commercial Banking, Project Management, Research and Development/Product Development.

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Below is a list of companies who have engaged with Ivey MBA students in the last three years through networking, company-sponsored education leave, formal postings, and/or on-campus recruiting. Companies that you see bolded have been one of our top hiring firms throughout the past three years. Those companies denoted with an (*) have hired at least one Ivey MBA grad in the past three years.

3M Canada Company*
44 North Digital Marketing*
5Crowd Inc
A.T. Kearney*
Absolute Software
Accenture*
AccorHotels
Acrlands-Grainger Inc.
ACR Alpine Capital Research
Adlib
Advanced Analytics and Research Lab
Advant Dental*
Aga Khan Foundation Canada
Agentis Capital
AGF Investments Inc.
Agoda
AIM Group Canada Ltd.
AIMIA
Air Canada
Akler, Browning, Frimet & Landzberg LLP
Alberta Investment Management Corporation (AIMCo)
Alghanim Industries
All Seniors Care Living Centres
Alpine Capital Research
Amazon.com*
American Express*
AMP Finance*
AnyCard
Apotex Inc.*
Appficiency Inc.
Apple Canada
Appnovation Technologies Inc.
AquaMobile
Architect Hair Design
Aritzia
Arla Foods Inc.
Artscape
AstraZeneca
Atco Gas*
Audi Canada
Auto Trader
Autodata Solutions
Avanti Software Inc.
Avid Solutions*
Bain & Company, Inc.*
Bank of America-Merrill Lynch Canada
Bank of Canada
Barclays Capital Canada*
Baxter
Bay Street HR
Bayer Inc.
Baylis Medical
Beaconsfield Group
Bell Canada Enterprises*
Bellrock
Best Buy Canada
BGDM Group
Big Blue Bubble
Big Viking Games*
BlackBerry Limited
Blackhawk Network
BlancLink*
Blue Heron Dental
Blueprint Software Systems*
BMO Financial Group*
BMW Group Canada Inc.
BNP Paribas
Bombardier
Bootlegger
Borden Ladner Gervais LLP*
Borrowell
BottomLine Group
Brand Institute Canada
BrandActive
Bridgeable
BrightVision Capital*
British Columbia Investment Management Corporation (bcIMC)*
Brock Solutions
Brookfield Capital Partners*
Brookfield Renewable Energy Group*
BRP - Bombardier Recreational Products
Burlington Economic Development Corporation
Business Development Bank of Canada (BDC)*
Butterfield & Robinson*
Cadillac Fairview
Cameron Stephens Mortgage Capital*
Campbell Soup Company*
Canaccord Genuity Corp.*
Canada Bread Company Limited
Canada Goose Inc.
Canada Pension Plan Investment Board (CPPiB)
Canada Post
Canada Revenue Agency
Canada XH Enterprises Ltd.*
Canadian Addiction Treatment Centre
Canadian Coalition for Good Governance (CCGG)
Canian General-Tower Ltd.
Canadian Tire Corporation, Limited*
Capco*
Capgemini
Capital One
CargoJet
Carproof
Cascadia Partners
CBRE Caledon Capital Management Inc.
CCRM
CDW Canada
Celestica
CEM Benchmarking
Century Inc.*
CGI Group
Charity Intelligence Canada
Charleston Homes
CHEP
China Investment Management*
Chrysalix
CI Investments
CIBC Bank*
Cidel
Cineplex
Cisco Systems*
Citi*
Citron Hygiene*
City of Brampton
City of Toronto
Cleanlist*
CNIB
Coca-Cola Canada
Coeur Mining*
KPMG*
Labatt Breweries of Canada
Lambton Conveyor Ltd.*
LBC Capital Inc.*
LCBO
League Inc.*
Legislative Assembly of Ontario
Letko Brosseau
LEVEL5 Strategy Group
LifeLabs*
lime*light
Loblaws Limited
London Cross Cultural Learner Centre
London Health Sciences Centre
London Life Insurance Company*
Loopio Inc.
Lovell Corporation
LoyaltyOne
liululemon athletica
M&C Associates Consulting
Mackenzie Investments
Macquarie
Makeship
Manulife Financial*
Maple Leaf Foods Inc.
Marris & Miller*
MaRS Discovery District
MasterCard Advisors*
Match Marketing Group
Mensana Change Management Ltd.*
Mercer (Canada) Limited
Meridian Credit Union Ltd.*
Metex Inc.
Michelin India Pvt. Ltd.*
Microsemi Canada
Microsoft*
MIT Sloan School of Management
Molson Coors Canada
Mondelez International
Monteith Building Group
Moresby Group Tech-enabled consulting
Morgan Stanley
Morneau Shepell
Morningstar, Inc.
Mosaic Sales Solutions*
Motoinsight
Motorola Solutions Canada
Mount Sinai Hospital
Munich Re
Municipality of Strathroy-Caradoc
N.S. Retinas Professional Corporation
NANOSPHERE (SHANGHAI) CO., LTD
National Bank of Canada*
NATIONAL Public Relation Inc.
Natural Resources Canada
Nautilus Venture Capital
Navigant Consulting, Inc.*
nD Insight
Nest Wealth
Nestlé Canada Inc.
Newport Private Wealth
Newterra
NiceJob
Nielsen
Noble
Nomura Holding America, Inc.
Northwestel Inc.*
Nova Scotia Health Authority*
Novo Nordisk
Nology
Office of the Superintendent of Financial Institutions
Old Tomorrow Craft Beer*
Oliver Wyman*
OMERS
OnTarget Real Estate Research Ltd.
Ontario Bioscience Innovation Organization
Ontario Chamber of Commerce*
Ontario Die International
Ontario Institute for Cancer Research
Ontario Lottery and Gaming Corporation
Ontario Non-Profit Housing Association
Ontario Power Generation
Ontario Secondary School Teachers Federation*
Ontario Securities Commission
Ontario Teachers’ Pension Plan Board
OPENCARE
OpenText
Orbis Investment Management Ltd
Osler, Hoskin & Harcourt LLP*
Out On Bay Street
Overbond
P1 Consulting*
Pacer Air Freight
Pandora Canada
Parkland Fuel Corporation*
PARTEQ Innovations
Partners In Performance*
PC Urban Properties Corp.*
Peak Power Inc.*
Peekapak*
People Scout
PepsiCo Canada
Peters and Co.*
Pharmascience
Philips Canada
Plooto Inc.*
PointClickCare*
Polychain Capital
Porter Airlines
PQCQ Inc.
President’s Choice Financial (PC Financial)*
Preston Mobility*
Procter & Gamble Inc.*
Promontory Financial Group Canada
Propel Entrepreneurship Centre
Propel Solutions Ltd.
PSP Investments
PwC*
Qlik*
Qral Group*
QuadReal Property Group
Race Roster
Randstad Canada*
Raymond James Ltd
RBC Financial Group*
Realstar Management
Regional Municipality of York
Reliance Home Comfort
Reprisk AG
Restaurant Brands International*
Rexall
Reynolds and Reynolds (Canada) Ltd.
Rhapsody Property Management Services
Richter LLP
Ricoh Canada Inc.
Riverside Natural Foods Ltd.*
RM Sotheby’s
Rocket Internet
Rockwell Automation*
Rogers Communications Inc.*
Rohit Group of Companies*
Roland Berger Strategy Consultants
Roots Corporation
Rosedale Academy
Royal LePage Real Estate Services
Roynat Capital*
RS Energy Group
Ryan LLC*
Ryerson Inc.
Rylor Inc.
S.i.Systems
Saint Elizabeth Healthcare*
Saje Natural Wellness Canada*
Salesforce.com*
SaleSpider Media
SAP Canada Inc.
SAS Canada
Satov
SC Johnson
Schneider Electric*
Scotiabank*
Sectoral Asset Management
Security ONE Alarm Systems
Selling Solutions Inc.
Sephora
Septodont
Setter Capital
ShawCor
Shift Health
Shopify*
Shoppers Drug Mart
Sienna Senior Living
Signal Hill Equity Partners*
SmartREIT
SNC-Lavalin Inc.
SoapBox
Sobeys
Softchoice
Sone Rovet Chasson LLP
Specialisterne
Spin Master Ltd.
Sprucegrove Investment Management*
Stanbic IBTC Capital*
Stanton House
StarTech.com*
Starwood Hotels & Resorts Worldwide, Inc
Stewart McKelvey*
Stillwater Capital Corporation*
Stoic Advisory Inc.
Storey Living
Stormont Advisors*
Stradegi Investment Management Consulting
Sun Life Financial*
Suncor Energy
Sundial Homes Ltd.*
Sunnybrook Hospital*
Sunterra
Swift Medical
SWO Angels*
Tangerine*
**TD Bank Financial Group**
Teach For Canada
Tealeaves
TechAlliance of Southwestern Ontario*
Telesat
TELUS*
TGO Consulting
The Body Shop Canada
**The Boston Consulting Group**
The Brattle Group
The Carbon Accounting Company*
The Co-operators Group Limited
The Hershey Company
The Hospital for SickKids
**The Kraft Heinz Company**
The Lavin Agency
The Marquee Group*
The ONE Information
The Stresscrete Group*
The W. Garfield Weston Foundation
The Luxury Properties Showcase Ltd
Therapure Biopharma Inc.
ThinkData Works
Tiffany & Co.
Tiltco, Inc.*
Tom Capital Associates*
Toronto Region Board of Trade*
Toronto Stock Exchange
TouchBistro
TPCM Inc.
Trajectory Inc.
Transperfect Translations Travelers
Trapeze Group
Travelers
Trevalli Mining Corporation*
Trillium Health Partners
Trident Consulting*
Triovest Realty Advisors*
Tungsten Revenue Consultants
Tutor Doctor
**Uber**
UBS*
Unata
Unilever Canada
Univeris*
University Health Network*
Up Performance
Valitas Capital Partners
Valor Distributions
Vancouver Coastal Health
Venngo
Venture for Canada
Via On-Demand Transit
Via Rail
vivovii
Voices.com
Volaris Software Group
VSC Partners
**Walmart Canada**
Wanda Studios Qingdao*
Wanfeng Auto Holdings Group Co. Ltd
Waterstone Human Capital
Waterton Global Resources Management, Inc.*
WatrHub Inc
Wayfair
Wealthsimple Inc.
Wells Fargo & Company
Weston Foods Canada Inc.
Willis Towers Watson
World Bank Group
WORLDDiscoveries
WSP Global*
Xello
XL Catlin*
York Property Management*
YSJmedia.ca
ZS Associates*