The East Africa Salary Survey by PwC is here!

Compensation in a period of uncertainty

As PwC, we have been conducting sectorbased salary surveys year on year. This year (2021), we are carrying an East African salary survey cutting across various sectors. The resultant report will be rich in job title and job grade salary benchmarking data.

Why participate?

In today's dynamic economy, employers are constantly looking for a competitive edge in attracting and retaining top talent while at the same time, containing overall staff costs.

This can be difficult when reward and remuneration packages are not available in the public domain. Some of the questions that companies commonly seek answers to are:

- How much is this job/grade paid in the market?
- How are employers configuring the best compensation & benefits mix?
- What are the benefits of tweaking your remuneration structure to add, vary or remove elements or to introduce an element of flexibility?

The answers to these questions are pegged on understanding the landscape of the reward environment in the East African market.

By participating in this survey, you will be able to access data related to your industry/ sector as well as data at a country level which will then inform your decision making and strategy around talent.

PwC East Africa Salary Survey

February 2021

Participation Consent:

Should you wish to participate in the salary survey, please follow this link to indicate participation consent: https://forms.gle/ cRBzsYDtMTVAmLVDA

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Reports will go for USD 1500 (exclusive of VAT) subject to participation.

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Our survey report will provide salary benchmarking data. See below a snippet of the job title report:

| 25th Percentile | 50th Percentile | 75th Percentile | Mean | % Who Receive |
|--------------------|----------------------------|---|---|--|
| 187,114 | 221,135 | 243,000 | 222,224 | 100 |
| 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 50,000 | 4 |
| 0 | 0 | 0 | 57,805 | 4 |
| 0 | 0 | 0 | 107,805 | 4 |
| 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 30,500 | 4 |
| 0 | 0 | 0 | 30,500 | 4 |
| | Percentile 187,114 0 | Percentile Percentile 187,114 221,135 0 0 | Percentile Percentile 187,114 221,135 243,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 | Percentile Percentile Percentile 187,114 221,135 243,000 222,224 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 50,000 0 0 0 57,805 0 0 0 107,805 0 0 0 0 0 0 0 0 |

Below is a snippet of the job grade report:

| Paterson Modern | Sample Size | 25th Percentile | 50th Percentile | 75th Percentile | Mean |
|-----------------|----------------|--------------------|--------------------|--------------------|---------|
| B Lower | 82 | 50,000 | 60,000 | 74,217 | 63,252 |
| B Upper | 880 | 48,000 | 67,305 | 91,307 | 73,936 |
| C Lower | 4159 | 78,109 | 107,109 | 165,632 | 124,585 |
| C Upper | 1338 | 167,687 | 197,818 | 221,515 | 196,598 |
| D Lower | 865 | 236,000 | 281,595 | 333,840 | 286,158 |



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