

PGP

IIM Udaipur's flagship 2 year
Post Graduate Program in Management



भारतीय प्रबंधन संस्थान उदयपुर
Indian Institute of Management Udaipur

Letter from Auditor

SORAB S. ENGINEER & CO. (Regd.)
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ASHRAM ROAD,
AHMEDABAD-380 009.

September 2, 2016

To
The Director,
Indian Institute of Management,
Udaipur

Dear Sir,

Re: Placement Audit Report for Post Graduate Programme in Management (PGP) – Batch 2014-16

We have audited the Placement Report (“the Report”) for the final placements of students of Post Graduate Program (PGP) – Batch 2014-16. The Report is the responsibility of Indian Institute of Management Udaipur (“IIMU”). Our responsibility is to validate the information provided in the Report with the relevant documentation and comment on the Report’s conformance with the Indian Placement Reporting Standards, Revision 2.1 (IPRS).

In this context, we confirm the following:

1. For the purpose of audit, we have obtained all the information and explanations, which to the best of our knowledge and belief were necessary. In our opinion, the Report complies with the IPRS.
2. The validation of information presented in the Report is based on communication received by IIMU from recruiting companies. We have not independently sourced any information or documentation.



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SORAB S. ENGINEER & CO. (Regd.)

3. We have verified the information with respect to remuneration presented in the Report with communication received from recruiters. Information regarding communication received from individual students has not been used.
 - a. Where the offer letter or other recruiter communication was not available, the Report considers the record as data unavailable. We are unable to verify the status of such students since there is no record.
 - b. The information has been categorized as best as possible under different salary heads as given in the IPRS. Where a breakup was not available, the salary has been considered only as “Maximum Earning Potential”
 - c. Variable pay is considered only in “Maximum Earning Potential” and other long term benefits are considered in “Guaranteed Cash Component”
4. The number of students opting out of the placement process has been established through written communication from the student who opted out.

For **Sorab S Engineer & Co.**
Firm Registration No. 110417W
Chartered Accountants

Chokshi Shreyas B.
CA. Chokshi Shreyas B.
Partner
Membership No. 100892



Placement

Report Highlights

39 recruiters extended offers to the students of IIM Udaipur

Welcome to IIM Udaipur

Prominent first time recruiters include:

Al-Babtain Group (Kuwait), Bakhresa Group (Mozambique), Dell, Droom, GirmarSoft, ICRA Management Consulting, JPMorgan Chase, MySmartPrice, Rays Experts, Safexpress, VKL Spices and Vodafone.

From strength to strength

Recruiters returning to campus include:

Amul, Bajaj Auto, Berger Paints, BPCL, Crisil, Cummins, Deloitte, Fidelity Investments, GE, ICICI Bank, ICICI Prudential, Infosys BPO, KPMG, MAQ Software, Rategain, Ratnakar Bank, Titan, Tolexo, Vedanta, Wipro, and Yes Bank.

15% of the batch received PPOs/PPIs based on their performance during the summer internship.

International offers were made by FMCG giants Bakhresa Group (Mozambique) and Al-Babtain Group (Kuwait). While Bakhresa Group offered Leadership role, Al-Babtain Group offered roles across Marketing and Sales vertical.

Highest Maximum Earning Potential (India): **Rs. 20 lakhs** per annum
Average Maximum Earning Potential (India): **Rs. 11.9 lakhs** per annum

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Classification of the entire placement pool

This placement report has been prepared as per the Indian Placement Reporting Standards(IPRS) revision 2.1

The entire batch of 118 students was eligible for sitting in the Final Placements.

Table 1

Categories	Number of students
1. Sought placement through the Institute	110
2. Did not seek placement through the Institute	
2a. Company-sponsored or already employed	0
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship (Starting a new business)	1
2e. Returning to / joining family business	0
2f. Sought placement outside the campus placement process	4
2g. Did not seek placements for other reasons	3
Total who did not seek employment through the Institute	8
Total graduates	118

Classification Based on Sectors

Table 2

Sector	No. of Offers accepted
Automobile	3
Banking, Financial Services and Insurance (BFSI)	28
Consulting	13
Consumer Goods (FMCG)	6
E-Retail/Commerce	10
Information Technology (IT)	23
Logistics	3
Manufacturing/Engineering/Energy	17
Paints/Chemicals	2
Power	2
Real Estate	1
Telecom	2
Total	110

Classification

Based on Functions

Table 3

Function	Students
Analytics	6
Consulting	14
E-Commerce	1
Finance	18
General Management	19
Human Resource	4
Information Technology	1
Operations	2
Product Management	2
Sales & Marketing / Business Development	37
Strategy	6
Total	110

Classification

Based on Location

Table 4.1

Location (Global)	Number of students
India	103
Africa	1
Rest of Asia	6

Table 4.2

Location (within India)	Number of students
Bangalore	20
Chennai	6
Hyderabad	7
Kolkata	3
Mumbai	24
National Capital Region (NCR)	28
Pune	11
Rest of India (Others)	4
Total	103

Salary Data

Note: The entries in the 'Data' column specify the data points for which the minimum, maximum, mean and median are specified

Salary head – Domestic Offers (INR) - Table 5.1

Salary	Min	Max	Median	Mean	Data
A. Basic salary	120,000	812,244	350,000	365,866	101
B. Additional guaranteed cash components	323,688	1,343,246	659,400	712,912	101
C. One-time Cash Payments	75,000	300,000	150,000	149,020	51
D. Total guaranteed cash payments	551,688	2,000,000	1,050,826	1,081,322	102
E. Maximum Earning Potential (including performance linked components)	644,000	2,000,000	1,192,804	1,191,399	102

Salary heads – International Offers (USD) - Table 5.2

Salary	Min	Max	Median	Mean	Data
A. Basic salary	\$25,893	\$32,864	\$32,864	\$30,463	7
B. Additional guaranteed cash components	\$1,800	\$11,287	\$4,315	\$5,948	7
C. One-time Cash Payments	-	-	-	-	0
D. Total guaranteed cash payments	\$31,800	\$37,180	\$37,180	\$36,411	7
E. Maximum Earning Potential (including performance linked components)	\$31,800	\$37,180	\$37,180	\$36,411	7

Note: All conversions to USD have been made as per the closing rate of August 29, 2016 with conversion rate of 3.3196 KWD/USD.

Salary Statistics at purchasing power parity (PPP) - Table 5.3

Salary in USD at PPP	Min	Max	Median	Mean	Data
INR Salary (Total guaranteed cash component)	\$22,997	\$83,368	\$42,803	\$45,074	102
Non-INR Salary (Total guaranteed cash component)	\$31,800	\$32,941	\$32,941	\$32,778	7
Overall Salaries (Total guaranteed cash component)	\$22,997	\$83,368	\$38,372	\$38,926	109
INR Salary (Maximum Earning Potential)	\$26,845	\$83,368	\$49,721	\$49,662	102
Non-INR Salary (Maximum Earning Potential)	\$31,800	\$32,941	\$32,941	\$32,778	7
Overall Salaries (Maximum Earning Potential)	\$26,845	\$83,368	\$41,331	\$41,220	109

Note: The PPP (1 International Dollar = 23.99 INR & 0.34 KWD) is considered as at last updated year 2012 and referred from <http://unstats.un.org/unsd/mdg/SeriesDetail.aspx?srid=699>.

Classification of salary

based on sector – Domestic (INR)

Base Salary - Table 5.4.1

Sector	Min	Max	Median	Mean	Data
Automobile	145,800	145,800	145,800	145,800	3
Banking, Financial Services and Insurance (BFSI)	260,000	550,000	300,000	342,494	28
Consulting	289,200	484,000	366,300	378,333	12
Consumer Goods (FMCG)	228,000	300,000	300,000	285,600	5
E-Retail/Commerce	500,004	700,000	561,000	562,890	9
Information Technology (IT)	159,996	551,092	385,200	387,583	23
Logistics	120,000	120,000	120,000	120,000	3
Manufacturing/Engineering/Energy	241,200	812,244	299,400	394,281	11
Paint/Chemicals	276,000	276,000	276,000	276,000	2
Power	325,068	325,068	325,068	325,068	2
Real Estate	195,008	195,008	195,008	195,008	1
Telecom	441,300	441,300	441,300	441,300	2

Additional Guaranteed Cash Components - Table 5.4.2

Sector	Min	Max	Median	Mean	Data
Automobile	876,245	876,245	876,245	876,245	3
Banking, Financial Services and Insurance (BFSI)	359,156	1,343,246	862,998	779,705	28
Consulting	396,000	1,012,304	757,200	740,257	12
Consumer Goods (FMCG)	323,688	700,000	700,000	624,738	5
E-Retail/Commerce	499,996	1,300,000	639,000	681,555	9
Information Technology (IT)	512,800	1,012,304	747,504	750,440	23
Logistics	532,000	532,000	532,000	532,000	3
Manufacturing/Engineering/Energy	469,300	676,651	618,732	571,615	11
Paint/Chemicals	612,300	612,300	612,300	612,300	2
Power	373,140	373,140	373,140	373,140	2
Real Estate	448,992	448,992	448,992	448,992	1
Telecom	919,570	919,570	919,570	919,570	2

Classification of salary based on function – Domestic (INR)

One Time Cash Payments - Table 5.4.3

Sector	Min	Max	Median	Mean	Data
Automobile	100,000	100,000	100,000	100,000	3
Banking, Financial Services and Insurance (BFSI)	75,000	300,000	200,000	194,444	9
Consulting	150,000	200,000	150,000	172,222	9
Consumer Goods (FMCG)	100,000	100,000	100,000	100,000	4
E-Retail/Commerce	100,000	100,000	100,000	100,000	6
Information Technology (IT)	100,000	200,000	200,000	155,556	18
Logistics	-	-	-	-	0
Manufacturing/Engineering/Energy	-	-	-	-	0
Paint/Chemicals	-	-	-	-	0
Power	-	-	-	-	0
Real Estate	-	-	-	-	0
Telecom	100,000	100,000	100,000	100,000	2

Maximum Earning potentials - Table 5.4.4

Sector	Min	Max	Median	Mean	Data
Automobile	1,400,045	1,400,045	1,400,045	1,400,045	3
Banking, Financial Services and Insurance (BFSI)	650,000	1,922,500	1,212,996	1,190,531	28
Consulting	880,000	1,550,004	1,222,500	1,264,178	12
Consumer Goods (FMCG)	976,688	1,000,000	1,000,000	995,338	5
E-Retail/Commerce	1,000,000	2,000,000	1,200,000	1,220,000	10
Information Technology (IT)	794,939	1,550,004	1,200,000	1,279,886	23
Logistics	700,000	700,000	700,000	700,000	3
Manufacturing/Engineering/Energy	900,002	1,557,828	1,055,232	1,123,861	11
Paint/Chemicals	1,000,300	1,000,300	1,000,300	1,000,300	2
Power	998,208	998,208	998,208	998,208	2
Real Estate	644,000	644,000	644,000	644,000	1
Telecom	1,550,000	1,550,000	1,550,000	1,550,000	2

Base Salary - Table 5.5.1

Function	Min	Max	Median	Mean	Data
Analytics	279,996	429,630	364,800	345,345	5
Consulting	159,996	484,000	376,248	369,034	13
E-Commerce	-	-	-	-	0
Finance	195,008	550,000	300,000	330,289	18
General Management	241,200	500,004	300,000	344,903	17
Human Resource	120,000	350,000	269,350	252,175	4
Information Technology	551,092	551,092	551,092	551,092	1
Operations	120,000	120,000	120,000	120,000	1
Product Management	700,000	700,000	700,000	700,000	1
Sales & Marketing / Business Development	120,000	812,244	376,248	367,828	35
Strategy	561,000	561,000	561,000	561,000	6

Additional Guaranteed Cash Components - Table 5.5.2

Function	Min	Max	Median	Mean	Data
Analytics	420,004	747,504	475,092	555,928	5
Consulting	396,000	1,012,304	757,200	745,295	13
E-Commerce	-	-	-	-	0
Finance	390,000	1,343,246	741,800	757,516	18
General Management	359,156	1,100,000	499,996	607,944	17
Human Resource	469,300	650,000	542,250	550,950	4
Information Technology	748,908	748,908	748,908	748,908	1
Operations	532,000	532,000	532,000	532,000	1
Product Management	1,300,000	1,300,000	1,300,000	1,300,000	1
Sales & Marketing / Business Development	323,688	1,343,246	866,204	769,903	35
Strategy	639,000	639,000	639,000	639,000	6

Classification of salary based on sector – International (USD)

One Time Cash Payments - Table 5.5.3

Function	Min	Max	Median	Mean	Data
Analytics	-	-	-	-	0
Consulting	100,000	200,000	150,000	155,000	10
E-Commerce	-	-	-	-	0
Finance	75,000	300,000	150,000	150,000	7
General Management	100,000	200,000	100,000	133,333	6
Human Resource	-	-	-	-	0
Information Technology	200,000	200,000	200,000	200,000	1
Operations	-	-	-	-	0
Product Management	-	-	-	-	0
Sales & Marketing / Business Development	100,000	300,000	200,000	161,905	21
Strategy	100,000	100,000	100,000	100,000	6

Maximum Earning Potentials - Table 5.5.4

Function	Min	Max	Median	Mean	Data
Analytics	826,000	1,200,000	1,170,132	1,108,725	5
Consulting	794,939	1,550,004	1,222,500	1,238,719	13
E-Commerce	-	-	-	-	0
Finance	644,000	1,922,500	1,107,500	1,143,502	18
General Management	825,000	1,400,000	1,000,000	1,029,574	18
Human Resource	700,000	1,080,000	925,000	907,500	4
Information Technology	1,300,000	1,300,000	1,300,000	1,300,000	1
Operations	700,000	700,000	700,000	700,000	1
Product Management	2,000,000	2,000,000	2,000,000	2,000,000	1
Sales & Marketing / Business Development	700,000	1,922,500	1,400,004	1,312,295	35
Strategy	1,200,000	1,200,000	1,200,000	1,200,000	6

Base Salary - Table 5.6.1

Sector	Min	Max	Median	Mean	Data
Consumer Goods (FMCG)	\$30,000	\$30,000	\$30,000	\$30,000	1
Manufacturing/Engineering/Energy	\$25,893	\$32,864	\$32,864	\$30,540	6

Additional Guaranteed Cash Components - Table 5.6.2

Sector	Min	Max	Median	Mean	Data
Consumer Goods (FMCG)	\$1,800	\$1,800	\$1,800	\$1,800	1
Manufacturing/Engineering/Energy	\$4,315	\$11,287	\$4,315	\$6,639	6

One Time Cash Payments - Table 5.6.3

Sector	Min	Max	Median	Mean	Data
Consumer Goods (FMCG)	-	-	-	-	0
Manufacturing/Engineering/Energy	-	-	-	-	0

Maximum Earning Potential - Table 5.6.4

Sector	Min	Max	Median	Mean	Data
Consumer Goods (FMCG)	\$31,800	\$31,800	\$31,800	\$31,800	1
Manufacturing/Engineering/Energy	\$37,180	\$37,180	\$37,180	\$37,180	6

Classification of salary

based on function– International (USD)

Base Salary - Table 5.7.1

Function	Min	Max	Median	Mean	Data
Analytics	\$32,864	\$32,864	\$32,864	\$32,864	1
E-Commerce	\$32,864	\$32,864	\$32,864	\$32,864	1
General Management	\$30,000	\$30,000	\$30,000	\$30,000	1
Operations	\$32,864	\$32,864	\$32,864	\$32,864	1
Product Management	\$32,864	\$32,864	\$32,864	\$32,864	1
Sales & Marketing / Business Development	\$25,893	\$25,893	\$25,893	\$25,893	2

Additional Guaranteed Cash Components - Table 5.7.2

Function	Min	Max	Median	Mean	Data
Analytics	\$4,315	\$4,315	\$4,315	\$4,315	1
E-Commerce	\$4,315	\$4,315	\$4,315	\$4,315	1
General Management	\$1,800	\$1,800	\$1,800	\$1,800	1
Operations	\$4,315	\$4,315	\$4,315	\$4,315	1
Product Management	\$4,315	\$4,315	\$4,315	\$4,315	1
Sales & Marketing / Business Development	\$11,287	\$11,287	\$11,287	\$11,287	2

One Time Cash Payments - Table 5.7.3

Function	Min	Max	Median	Mean	Data
Analytics	-	-	-	-	0
E-Commerce	-	-	-	-	0
General Management	-	-	-	-	0
Operations	-	-	-	-	0
Product Management	-	-	-	-	0
Sales & Marketing / Business Development	-	-	-	-	0

Maximum Earning Potential - Table 5.7.4

Function	Min	Max	Median	Mean	Data
Analytics	\$37,180	\$37,180	\$37,180	\$37,180	1
E-Commerce	\$37,180	\$37,180	\$37,180	\$37,180	1
General Management	\$31,800	\$31,800	\$31,800	\$31,800	1
Operations	\$37,180	\$37,180	\$37,180	\$37,180	1
Product Management	\$37,180	\$37,180	\$37,180	\$37,180	1
Sales & Marketing / Business Development	\$37,180	\$37,180	\$37,180	\$37,180	2

Classification of salary

based on location

Global Locations

Base Salary - Table 5.8.1.1

Sector	Min	Max	Median	Mean	Data
India (INR)	120,000	812,244	350,000	365,866	101
Africa (USD)	\$30,000	\$30,000	\$30,000	\$30,000	1
Rest of Asia (USD)	\$25,893	\$32,864	\$32,864	\$30,540	6

Additional Guaranteed Cash Components - Table 5.8.1.2

Sector	Min	Max	Median	Mean	Data
India (INR)	323,688	1,343,246	659,400	712,912	101
Africa (USD)	\$1,800	\$1,800	\$1,800	\$1,800	1
Rest of Asia (USD)	\$4,315	\$11,287	\$4,315	\$6,639	6

One Time Cash Payments - Table 5.8.1.3

Sector	Min	Max	Median	Mean	Data
India (INR)	75,000	300,000	150,000	149,020	51
Africa (USD)	-	-	-	-	0
Rest of Asia (USD)	-	-	-	-	0

Maximum Earning Potentials - Table 5.8.1.4

Sector	Min	Max	Median	Mean	Data
India (INR)	644,000	2,000,000	1,192,804	1,191,399	102
Africa (USD)	\$31,800	\$31,800	\$31,800	\$31,800	1
Rest of Asia (USD)	\$37,180	\$37,180	\$37,180	\$37,180	6

Indian Locations (in INR)

Base Salary - Table 5.8.2.1

Indian Locations	Min	Max	Median	Mean	Data
Bangalore	260,000	437,700	352,111	344,974	20
Chennai	384,996	437,700	411,300	411,366	6
Hyderabad	299,400	700,000	354,600	426,515	6
Kolkata	276,000	358,800	276,000	303,600	3
Mumbai	228,000	812,244	300,000	366,220	24
National Capital Region	120,000	561,000	450,000	408,746	27
Pune	145,800	437,700	293,748	290,645	11
Rest of India (Others)	159,996	450,000	241,200	273,099	4

Additional Guaranteed Cash Components - Table 5.8.2.2

Indian Locations	Min	Max	Median	Mean	Data
Bangalore	359,156	1,012,304	599,724	611,583	20
Chennai	532,804	1,012,304	963,704	899,937	6
Hyderabad	469,489	1,300,000	753,054	758,481	6
Kolkata	612,300	866,204	612,300	696,935	3
Mumbai	323,688	1,100,000	700,000	755,778	24
National Capital Region	373,140	1,343,246	639,000	678,192	27
Pune	420,004	1,012,304	876,245	769,138	11
Rest of India (Others)	469,300	1,343,246	504,122	705,198	4

One Time Cash Payments - Table 5.8.2.3

Indian Locations	Min	Max	Median	Mean	Data
Bangalore	75,000	200,000	125,000	137,500	8
Chennai	100,000	200,000	200,000	183,333	6
Hyderabad	150,000	200,000	150,000	166,667	3
Kolkata	200,000	200,000	200,000	200,000	1
Mumbai	100,000	200,000	100,000	122,222	9
National Capital Region	100,000	300,000	100,000	143,750	16
Pune	100,000	200,000	100,000	142,857	7
Rest of India (Others)	300,000	300,000	300,000	300,000	1

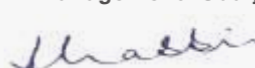
Maximum Earning Potentials - Table 5.8.2.4

Indian Locations	Min	Max	Median	Mean	Data
Bangalore	650,000	1,550,004	1,112,500	1,048,487	20
Chennai	1,192,804	1,550,004	1,475,004	1,440,471	6
Hyderabad	918,589	2,000,000	1,261,250	1,277,446	6
Kolkata	1,000,300	1,325,004	1,000,300	1,108,535	3
Mumbai	826,000	1,570,532	1,260,562	1,234,866	24
National Capital Region	644,000	1,922,500	1,180,300	1,166,487	28
Pune	826,000	1,550,004	1,400,004	1,249,451	11
Rest of India (Others)	794,939	1,922,500	1,080,000	1,219,360	4

For **Sorab S Engineer & Co.**
 Firm Registration No.110417W
 Chartered Accountants

CA. Chokshi Shreyas B.
 Partner
 Membership No.100892
 Ahmedabad



For **Indian Institute of Management- Udaipur**

Shabbir
 Authorised Person



List of

Recruiters by Sector

Automobile

Bajaj Auto

Banking, Financial Services and Insurance (BFSI)

Crisil

Fidelity Investments

ICICI Bank

ICICI Prudential

Janalakshmi Financial Services

JP Morgan Chase

Ratnakar Bank

Yes Bank

Consulting

Cognizant Business Consulting

Deloitte

ICRA Management Consulting

KPMG

Consumer Goods (FMCG)

Al Babbain Group

Amul

Bakhresa Group

Titan

VKL Spices

E-Retail/Commerce

Droom

GirnarSoft

MySmartPrice

Tolexo

Information Technology

Cognizant Technology Solutions

Dell

Infosys BPO

MAQ Software

Mindtree

RateGain

Wipro

Logistics

Safexpress

Manufacturing/Engineering/Energy

BPCL

Cummins

General Electric (GE)

Tata Advanced Systems

Vedanta

Paints/ Chemicals

Berger Paints

Power

Rays Experts

Real Estate

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Telecommunication

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