

PGP

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



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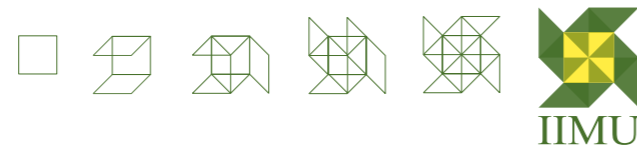
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IIMU
भारतीय प्रबंधन संस्थान उदयपुर
Indian Institute of Management Udaipur


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Letter from Auditor

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909, ATMA HOUSE,
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ASHRAM ROAD,
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October 5, 2018

To
The Director,
Indian Institute of Management Udaipur
Udaipur.

Dear Sir,

**Re: Placement Audit Report for Post Graduate Programme in
Management (PGP) – Batch 2016-18**

We have audited the Placement Report ("the Report") for the final placements of students of Post Graduate Program (PGP) – Batch 2016-18. 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 2.2 (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.
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.

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- 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



Ahmedabad

Placement

Report Highlights

64 firms recruited from IIMU
for final placements

Welcome to IIM Udaipur

Prominent first time recruiters include:

Aditya Birla Capital, Axis Bank, Blue Star, BAIF, Beverly Hills Polo Club, Career Launcher, DCDC Health Services, Deezeno, Dunia Finance, Federal Bank, HDFC Bank, Hero MotoCorp, ICICI Lombard, Indiamart, Infoedge.com, L&T, Muthoot Fincorp, Orient Cement, Paayas Milk, Panasonic, Rentomojo, Suryoday Small Finance Bank, Tolaram Group, Toppr, Ujjivan Bank, Value Labs, VF Corp, Vinculum.

Past Recruiters returning to campus include:

Accenture Technology, Alstom, Amul, Apttus, Babaji Shivram, Berger, Bombay Shaving Company, Cognizant Technology, Cummins, Dell, Deloitte, Droom, Fidelity Business & Research Services, GMR, GroupM, IBM, ICICI Bank, IIFL Wealth Management, Infosys BPO, Jaipur Rugs, KPMG, Landmark, NMC Healthcare, Orion Systems Integrators, Quikr, RBL Bank, Resonance Eduventures, Srijan, Tata Advanced Systems, Titan, Vaibhav Global, Vedanta, VKL Spices, Wipro, Xpress Money, Yes Bank

Pre-Placement Offers:

13.88% of the batch received PPOs/PPIs based on their performance during the summer internship.

Entrepreneurship - the road less taken:

2 students opted out of the placement process to pursue their own ventures. To support the students in these endeavors, they will be provided with a 2-year placement holiday and financial support in the form of a monthly hardship allowance by IIM Udaipur.

CONTENTS

■ A. Placement details as per IPRS.....	2
1. Classification of the entire placement pool.....	2
2. Classification Based on Sectors.....	3
3. Classification Based on Functions	4
4. Classification Based on Location	5
4.1 Classification based on Locations (Global).....	5
4.2. Classification based on Locations within India.....	5
■ 5. Salary Data	6
5.1. Salary head – Domestic Offers (INR).....	6
5.2. Salary heads – International Offers (USD).....	6
5.3. Salary Statistics at purchasing power parity (PPP)	7
5.4. Classification of salary based on sector – Domestic (INR)	8
5.5. Classification of salary based on function – Domestic (INR).....	10
5.6. Classification of salary based on sector – International (USD).....	12
5.7. Classification of salary based on function– International (USD).....	13
5.8. Classification of salary based on location	14
■ 6. Compliance Statement.....	17

Placement details

as per IPRS

The entire batch of 178 students was eligible for sitting in the Final Placements.

Classification of the entire placement pool

This placement report has been prepared as per the Indian Placement Reporting Standards (IPRS) revision 2.2

Table 1: Classification of entire placement pool

Categories	Number of students
1. Sought placement through the institute	171
2. Did not seek placement through the institute	
2a. Company-sponsored or already employed	0
2b. Continuing education	2
2c. Postponing job search	0
2d. Entrepreneurship (Starting a new business)	2
2e. Returning to / joining family business	2
2f. Sought placement outside the campus placement process	0
2g. Did not seek placements for other reasons	1
Total who did not seek employment through the institute	7
Total graduates	178

Classification

Based on Sectors

Table 2: Classification based on sectors

Sector	No. of offers accepted
Aerospace & Defense	3
Banking, Financial Services and Insurance (BFSI)	54
Consulting	7
Development	4
E-Commerce	6
Education	7
Fast moving consumer goods (FMCG) / Retail	29
Healthcare	3
Information Technology	34
Logistics	1
Manufacturing	21
Media	1
Others	1
Total	171

Classification

Based on Functions

Table 3: Classification based on functions

Function	No. of Offers accepted
Analytics	12
Consulting	12
Finance	9
General Management	47
Human Resource	1
Information Technology	6
Sales & Marketing / Business Development	71
Strategy	5
Supply Chain / Operations	8
Total	171

Classification

Based on Location

Table 4.1: Classification based on Global Locations

Location (Global)	No. of offers accepted
India	159
Africa	1
Rest of Asia	11

Table 4.2: Classification based on Indian Locations

Location (within India)	No. of offers accepted
Andhra Pradesh	4
Bengaluru	24
Chennai	10
Hyderabad	15
Jaipur	4
Kolkata	4
Mumbai	47
National Capital Region (NCR)	24
Pune	8
Thiruvananthapuram	4
Udaipur	4
Rest of India (Others)	11
Total	159

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	101,400	1,020,000	348,000	384,809	123
B. Additional guaranteed cash components	288,000	1,039,323	600,966	598,259	117
C. One-time Cash Payments	20,000	200,000	150,000	115,617	42
D. Total guaranteed cash payments	600,000	1,730,000	1,000,000	1,046,571	159
E. Maximum Earning Potential (including performance linked components)	704,040	1,950,000	1,166,004	1,195,947	159

Salary heads – International Offers (USD) - Table 5.2

Salary	Min	Max	Median	Mean	Data
A. Basic salary	\$9,799	\$40,013	\$25,099	\$26,776	12
B. Additional guaranteed cash components	\$2,539	\$38,850	\$13,262	\$16,129	12
C. One-time Cash Payments	-	-	-	-	-
D. Total guaranteed cash payments	\$32,860	\$69,450	\$40,875	\$42,904	12
E. Maximum Earning Potential (including performance linked components)	\$32,860	\$81,450	\$40,875	\$43,904	12

Note: All conversions to USD have been made as per the closing rate of September 15, 2018 with conversion rate of 0.2723 USD/AED.

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)	\$34,286	\$98,857	\$57,143	\$59,804	159
Non-INR Salary (Total guaranteed cash component)	\$63,537	\$100,789	\$75,789	\$77,555	12
Overall Salaries (Total guaranteed cash component)	\$97,823	\$199,646	\$132,932	\$137,359	171
INR Salary (Maximum Earning Potential)	\$40,231	\$111,429	\$66,629	\$68,340	159
Non-INR Salary (Maximum Earning Potential)	\$63,537	\$100,789	\$78,620	\$78,555	12
Overall Salaries (Maximum Earning Potential)	\$103,768	\$212,218	\$145,249	\$146,895	171

*Note: As per the PPP conversion rate for 2016 for all the available currencies from the World Development Indicators (WDI) database of the World Bank.
Source: <http://wdi.worldbank.org/table/4.16>

Classification of salary

based on sector – Domestic (INR)

Base Salary - Table 5.4.1

Sector	Min	Max	Median	Mean	Data
Aerospace & Defense	400,000	400,000	400,000	400,000	1
Banking, Financial Services and Insurance (BFSI)	204,000	484,000	312,000	314,702	42
Consulting	367,800	481,250	403,350	411,967	6
Development	101,400	101,400	101,400	101,400	2
E-Commerce	320,000	540,000	495,006	462,503	4
Education	192,000	192,000	192,000	192,000	1
Fast moving consumer goods (FMCG) / Retail	178,800	1,020,000	400,000	515,629	23
Healthcare	225,000	225,000	225,000	225,000	1
Information Technology	212,508	720,000	420,000	437,801	24
Logistics	360,000	360,000	360,000	360,000	1
Manufacturing	228,000	519,996	300,840	320,466	17
Media	-	-	-	-	-
Others	597,852	597,852	597,852	597,852	1

Additional Guaranteed Cash Components - Table 5.4.2

Sector	Min	Max	Median	Mean	Data
Aerospace & Defense	480,000	480,000	480,000	480,000	1
Banking, Financial Services and Insurance (BFSI)	408,960	821,536	597,000	611,033	42
Consulting	288,000	683,496	515,907	504,170	6
Development	659,964	659,964	659,964	659,964	2
E-Commerce	428,400	638,400	551,504	542,452	4
Education	559,740	559,740	559,740	559,740	1
Fast moving consumer goods (FMCG) / Retail	316,128	618,000	552,000	531,365	17
Healthcare	464,172	464,172	464,172	464,172	1
Information Technology	462,652	1,039,323	595,439	647,307	24
Logistics	711,924	711,924	711,924	711,924	1
Manufacturing	462,780	681,996	611,700	603,129	17
Media	-	-	-	-	-
Others	780,554	780,554	780,554	780,554	1

Classification of salary based on function – Domestic (INR)

One Time Cash Payments - Table 5.4.3

Sector	Min	Max	Median	Mean	Data
Aerospace & Defense	50,000	50,000	50,000	50,000	1
Banking, Financial Services and Insurance (BFSI)	50,000	200,000	80,844	110,537	11
Consulting	150,000	150,000	150,000	150,000	4
Development	-	-	-	-	-
E-Commerce	-	-	-	-	-
Education	150,000	150,000	150,000	150,000	4
Fast moving consumer goods (FMCG) / Retail	50,000	50,000	50,000	50,000	2
Healthcare	-	-	-	-	-
Information Technology	20,000	200,000	100,000	108,333	18
Logistics	-	-	-	-	-
Manufacturing	170,000	170,000	170,000	170,000	2
Media	-	-	-	-	-
Others	-	-	-	-	-

Maximum Earning potentials - Table 5.4.4

Sector	Min	Max	Median	Mean	Data
Aerospace & Defense	918,000	1,050,000	918,000	962,000	3
Banking, Financial Services and Insurance (BFSI)	704,040	1,850,000	1,100,000	1,155,152	49
Consulting	769,832	1,387,500	1,200,000	1,091,644	7
Development	720,000	900,004	785,002	797,502	4
E-Commerce	925,000	1,320,000	1,000,004	1,090,001	6
Education	1,000,011	1,950,000	1,950,000	1,714,287	7
Fast moving consumer goods (FMCG) / Retail	800,000	1,500,000	1,080,000	1,108,931	25
Healthcare	750,000	750,000	750,000	750,000	1
Information Technology	850,008	1,900,000	1,335,000	1,300,864	34
Logistics	1,230,008	1,230,008	1,230,008	1,230,008	1
Manufacturing	940,033	1,500,000	1,300,000	1,244,206	20
Media	900,000	900,000	900,000	900,000	1
Others	1,578,763	1,578,763	1,578,763	1,578,763	1

Base Salary - Table 5.5.1

Function	Min	Max	Median	Mean	Data
Analytics	218,748	720,000	400,000	428,820	11
Consulting	212,508	496,199	448,250	422,991	11
Finance	231,000	420,000	300,000	316,400	5
General Management	178,800	578,220	348,000	361,122	37
Human Resource	342,000	342,000	342,000	342,000	1
Information Technology	101,400	101,400	101,400	101,400	2
Sales & Marketing / Business Development	204,000	1,020,000	345,000	419,585	49
Strategy	300,000	300,000	300,000	300,000	1
Supply Chain /Operations	225,000	342,000	258,900	268,940	6

Additional Guaranteed Cash Components - Table 5.5.2

Function	Min	Max	Median	Mean	Data
Analytics	435,600	816,989	674,988	645,437	11
Consulting	288,000	683,496	595,439	532,711	11
Finance	480,000	729,600	500,172	570,989	5
General Management	316,128	783,396	600,966	587,912	37
Human Resource	611,700	611,700	611,700	611,700	1
Information Technology	659,964	659,964	659,964	659,964	2
Sales & Marketing / Business Development	316,128	1,039,323	600,966	613,633	43
Strategy	597,000	597,000	597,000	597,000	1
Supply Chain / Operations	462,780	681,996	611,596	585,689	6

Classification of salary based on sector – International (USD)

One Time Cash Payments - Table 5.5.3

Function	Min	Max	Median	Mean	Data
Analytics	50,000	80,844	50,000	57,711	4
Consulting	150,000	160,000	150,000	153,750	8
Finance	50,000	80,844	80,844	70,563	3
General Management	20,000	200,000	30,000	82,000	10
Human Resource	-	-	-	-	-
Information Technology	-	-	-	-	-
Sales & Marketing / Business Development	50,000	200,000	150,000	139,022	17
Strategy	-	-	-	-	-
Supply Chain / Operations	-	-	-	-	-

Maximum Earning Potentials - Table 5.5.4

Function	Min	Max	Median	Mean	Data
Analytics	855,085	1,850,000	1,266,502	1,307,932	12
Consulting	769,832	1,387,500	1,297,087	1,153,877	12
Finance	850,848	1,550,990	1,100,000	1,100,336	8
General Management	720,000	1,713,828	1,100,000	1,109,174	45
Human Resource	1,166,004	1,166,004	1,166,004	1,166,004	1
Information Technology	850,004	1,400,000	1,188,582	1,153,552	6
Sales & Marketing / Business Development	704,040	1,950,000	1,200,000	1,262,109	67
Strategy	1,502,990	1,502,990	1,502,990	1,502,990	1
Supply Chain / Operations	750,000	1,332,823	1,166,004	1,106,669	7

Base Salary - Table 5.6.1

Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$32,664	\$40,013	\$40,013	\$38,543	5
Fast moving consumer goods (FMCG) / Retail	\$19,598	\$19,598	\$19,598	\$19,598	4
Healthcare	\$9,799	\$9,799	\$9,799	\$9,799	2
Manufacturing	\$30,600	\$30,600	\$30,600	\$30,600	1

Additional Guaranteed Cash Components - Table 5.6.2

Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$2,539	\$19,462	\$6,949	\$8,570	5
Fast moving consumer goods (FMCG) / Retail	\$13,262	\$13,262	\$13,262	\$13,262	4
Healthcare	\$29,398	\$29,398	\$29,398	\$29,398	2
Manufacturing	\$38,850	\$38,850	\$38,850	\$38,850	1

One Time Cash Payments - Table 5.6.3

Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	-	-	-	-	-
Fast moving consumer goods (FMCG) / Retail	-	-	-	-	-
Healthcare	-	-	-	-	-
Manufacturing	-	-	-	-	-

Maximum Earning Potential - Table 5.6.4

Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$42,552	\$52,126	\$46,962	\$47,113	5
Fast moving consumer goods (FMCG) / Retail	\$32,860	\$32,860	\$32,860	\$32,860	4
Healthcare	\$39,197	\$39,197	\$39,197	\$39,197	2
Manufacturing	\$81,450	\$81,450	\$81,450	\$81,450	1

Classification of salary

based on function– International (USD)

Base Salary - Table 5.7.1

Function	Min	Max	Median	Mean	Data
Finance	\$32,664	\$32,664	\$32,664	\$32,664	1
General Management	\$9,799	\$9,799	\$9,799	\$9,799	2
Sales & Marketing	\$19,598	\$30,600	\$19,598	\$22,349	4
Strategy	\$40,013	\$40,013	\$40,013	\$40,013	4
Supply Chain / Operations	\$19,598	\$19,598	\$19,598	\$19,598	1

Additional Guaranteed Cash Components - Table 5.7.2

Function	Min	Max	Median	Mean	Data
Finance	\$19,462	\$19,462	\$19,462	\$19,462	1
General Management	\$29,398	\$29,398	\$29,398	\$29,398	2
Sales & Marketing	\$13,262	\$38,850	\$13,262	\$19,659	4
Strategy	\$2,539	\$6,949	\$6,949	\$5,847	4
Supply Chain / Operations	\$13,262	\$13,262	\$13,262	\$13,262	1

One Time Cash Payments - Table 5.7.3

Function	Min	Max	Median	Mean	Data
Finance	-	-	-	-	-
General Management	-	-	-	-	-
Sales & Marketing	-	-	-	-	-
Strategy	-	-	-	-	-
Supply Chain / Operations	-	-	-	-	-

Maximum Earning Potential - Table 5.7.4

Function	Min	Max	Median	Mean	Data
Finance	\$52,126	\$52,126	\$52,126	\$52,126	1
General Management	\$39,197	\$39,197	\$39,197	\$39,197	2
Sales & Marketing	\$32,860	\$81,450	\$32,860	\$45,008	4
Strategy	\$42,552	\$46,962	\$46,962	\$45,860	4
Supply Chain / Operations	\$32,860	\$32,860	\$32,860	\$32,860	1

Classification of salary

based on location

Global Locations

Base Salary - Table 5.8.1.1

Sector	Min	Max	Median	Mean	Data
Africa (USD)	\$30,600	\$30,600	\$30,600	\$30,600	1
India (INR)	101,400	1,020,000	348,000	384,809	123
Rest of Asia (USD)	\$9,799	\$40,013	\$19,598	\$26,428	11

Additional Guaranteed Cash Components - Table 5.8.1.2

Sector	Min	Max	Median	Mean	Data
Africa (USD)	\$38,850	\$38,850	\$38,850	\$38,850	1
India (INR)	288,000	1,039,323	600,966	598,259	117
Rest of Asia (USD)	\$2,539	\$29,398	\$13,262	\$14,063	11

One Time Cash Payments - Table 5.8.1.3

Sector	Min	Max	Median	Mean	Data
Africa (USD)	-	-	-	-	-
India (INR)	20,000	200,000	150,000	115,617	42
Rest of Asia (USD)	-	-	-	-	-

Maximum Earning Potentials - Table 5.8.1.4

Sector	Min	Max	Median	Mean	Data
Africa (USD)	\$81,450	\$81,450	\$81,450	\$81,450	1
India (INR)	704,040	1,950,000	1,166,004	1,195,947	159
Rest of Asia (USD)	\$32,860	\$52,126	\$39,197	\$40,491	11

Indian Locations (in INR)

Base Salary - Table 5.8.2.1

Indian Locations	Min	Max	Median	Mean	Data
Ahmedabad	348,000	720,000	580,000	557,000	4
Bengaluru	212,508	540,000	450,000	422,401	18
Chennai	204,000	437,700	411,300	338,100	9
Hyderabad	300,000	519,996	394,200	412,399	5
Jaipur	282,000	380,000	380,000	347,333	3
Kolkata	294,000	496,199	353,250	374,175	4
Mumbai	178,800	900,000	297,504	303,480	35
National Capital Region (NCR)	192,000	1,020,000	440,125	486,243	20
Pune	101,400	342,000	259,794	244,049	8
Thiruvananthapuram	345,000	345,000	345,000	345,000	4
Udaipur	289,800	350,000	289,800	304,850	4
Rest of India (Others)	225,000	1,020,000	380,460	550,918	9

Additional Guaranteed Cash Components - Table 5.8.2.2

Indian Locations	Min	Max	Median	Mean	Data
Ahmedabad	550,728	816,989	720,746	702,302	4
Bengaluru	462,780	751,852	626,464	602,134	18
Chennai	475,560	774,780	729,348	680,969	9
Hyderabad	562,619	1,039,323	638,064	704,100	5
Jaipur	316,128	618,000	316,128	416,752	3
Kolkata	288,000	655,450	625,445	548,585	4
Mumbai	493,560	821,536	591,934	596,223	34
National Capital Region (NCR)	366,750	821,536	508,836	530,666	18
Pune	462,780	659,964	611,700	575,792	8
Thiruvananthapuram	783,396	783,396	783,396	783,396	4
Udaipur	591,165	611,491	611,491	606,410	4
Rest of India (Others)	408,960	674,988	552,954	544,288	6

One Time Cash Payments - Table 5.8.2.3

Indian Locations	Min	Max	Median	Mean	Data
Ahmedabad	50,000	150,000	50,000	83,333	3
Bengaluru	50,000	200,000	155,000	137,000	10
Chennai	200,000	200,000	200,000	200,000	5
Hyderabad	150,000	150,000	150,000	150,000	2
Jaipur	-	-	-	-	-
Kolkata	160,000	170,000	170,000	166,667	3
Mumbai	80,844	150,000	80,844	105,992	11
National Capital Region (NCR)	20,000	50,000	30,000	33,750	8
Pune	-	-	-	-	-
Thiruvananthapuram	-	-	-	-	-
Udaipur	-	-	-	-	-
Rest of India (Others)	-	-	-	-	-

Maximum Earning Potentials - Table 5.8.2.4

Indian Locations	Min	Max	Median	Mean	Data
Ahmedabad	1,350,012	1,850,000	1,731,914	1,665,960	4
Bengaluru	850,008	1,450,452	1,319,587	1,235,734	24
Chennai	704,040	1,565,004	1,490,004	1,379,770	10
Hyderabad	918,000	1,900,000	1,394,138	1,365,687	15
Jaipur	800,000	950,044	862,500	868,761	4
Kolkata	769,832	1,335,000	1,325,671	1,189,044	4
Mumbai	722,040	1,950,000	1,080,000	1,151,953	47
National Capital Region (NCR)	720,000	1,578,763	1,055,780	1,057,554	24
Pune	704,040	1,166,004	920,019	970,887	8
Thiruvananthapuram	1,300,000	1,300,000	1,300,000	1,300,000	4
Udaipur	1,300,000	1,730,000	1,300,000	1,407,500	4
Rest of India (Others)	750,000	1,600,000	1,200,000	1,199,970	11

For **Sorab S Engineer & Co.**
Firm Registration No.110417W
Chartered Accountants
Chokshi Shreyas B.
CA. Chokshi Shreyas B.
Partner
Membership No.100892
Ahmedabad



For **Indian Institute of Management- Udaipur**
Shabbir
Authorized Person



List of Recruiters by Sector

Aerospace & Defence

GMR
Tata Advanced Systems

Banking, Financial Services and Insurance (BFSI)

Aditya Birla Capital
Axis Bank
Dunia Finance
Federal Bank
Fidelity International
HDFC Bank
ICICI Bank
ICICI Lombard
IIFL Wealth Management
Muthoot Fincorp
RBL Bank
Suryoday Small Finance Bank
Ujjivan Bank
Xpress Money
Yes Bank

Consulting

Deloitte
KPMG

Development

BAIF
Srijan India

E-Commerce

Droom
Indiamart
Quikr
Rentomojo
Vaibhav Global

Education

Career Launcher
Resonance Eduventures
Toppr

FMCG/Retail

Amul
Beverly Hills Polo Club
Bluestar
Bombay Shaving Company
Deezeno
Jaipur Rugs
Landmark
Paayas Milk
Panasonic
Titan
VF Corp
VKL Spices

Healthcare

DCDC Health Services
NMC Healthcare

Information Technology

Accenture Technology
Apptus
Cognizant Technology
Dell
IBM
Infosys BPO
Orion Systems Integrators
Value Labs
Vinculum
Wipro

Logistics

BabajiShivram

Manufacturing

Alstom
Berger
Cummins
Hero MotoCorp
L&T
Orient Cement
Tolaram Group
Vedanta

Media

GroupM

Others

Infoedge

6. Compliance Statement

This placement report has been prepared as per the Indian Placement Reporting Standards, Revision 2.2

The instances where the report deviates from standards and the reasons for them are mentioned below:

Deviation from the standards	Reason

For Sorab S Engineer & Co.
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Shaktin

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