

▶ **PGP**

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



IIMU
भारतीय प्रबंधन संस्थान उदयपुर
Indian Institute of Management Udaipur

Letter from Auditor

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August 1, 2019

To
The Director,
Indian Institute of Management,
Udaipur

Dear Sir,

Re: Placement Audit Report for Post Graduate Programme in Management (PGP) – Batch 2017-19

We have audited the Placement Report ("the Report") for the final placements of students of Post Graduate Program (PGP) – Batch 2017-19. 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.



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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.
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Placement

Report Highlights

79 firms recruited from IIMU
for final placements

Welcome to IIM Udaipur

Prominent first time recruiters include:

Ambuja Cement, Cipla Health, Color Tokens, Enhance UAE, Flipkart, GAIL, HSBC, IDFC FIRST Bank, Little Artists, Markets and Markets, Marico, Maruti Suzuki, Oyo Weddingz, Reliance Home Finance, Zydus Cadila, Zydus Wellness

Past Recruiters returning to campus include:

Aditya Birla Capital, Accenture Strategy, Accenture Technology, Amul, Axis Bank, Bajaj Auto, Berger Paints, Cognizant, Cummins, Deloitte, HDFC Bank, ICICI Bank, ICICI Lombard, Infosys BPM, ITC Infotech, KPMG, Landmark Group, L&T, MAQ Software, Quikr, Rural Electrification Corporation Limited, Tata Advanced Systems, Tata Steel, United Breweries, Ujjivan Bank, VF Corp, Xpress Money, Yes Bank

Pre-Placement Offers:

20% 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 their endeavor, each student will be provided with a 2-year placement holiday and financial support in the form of a monthly hardship allowance by IIM Udaipur.

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Placement details

as per IPRS

The entire batch of PGP 2017-19 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	205
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)	2
2e. Returning to / joining family business	1
2f. Sought placement outside the campus placement process	11
2g. Did not seek placements for other reasons	4
Total who did not seek employment through the institute	18
Total graduates	223

Classification

Based on Sectors

Table 2: Classification based on sectors

Sector	No. of offers accepted
Aerospace & Defense	2
Analytics	6
Banking, Financial Services and Insurance (BFSI)	45
Consulting	32
E-Commerce	14
Education	12
Fast moving consumer goods (FMCG) / Retail	17
Healthcare	5
Information Technology	23
Logistics	5
Manufacturing	27
Market Research	7
Others	10
Total	205

Classification

Based on Functions

Table 3: Classification based on functions

Function	No. of Offers accepted
Analytics	33
Consulting	30
Finance	16
General Management	24
Human Resource	3
Operations / Supply Chain Management (SCM)	21
Product Management	6
Sales & Marketing / Business Development	66
Strategy	6
Total	205

Classification

Based on Location

Table 4.1: Classification based on Global Locations

Location (Global)	No. of offers accepted
India	196
Rest of Asia	9

Table 4.2: Classification based on Indian Locations

Location (within India)	No. of offers accepted
Ahmedabad	3
Bengaluru	51
Chennai	6
Hyderabad	11
Kolkata	5
Mumbai	49
National Capital Region (NCR)	42
Pune	13
Rest of India (Others)	16
Total	196

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	1,80,000	8,10,000	3,78,000	3,85,582	171
B. Additional guaranteed cash components	16,800	4,87,500	1,65,650	1,84,610	118
C. One-time Cash Payments	10,000	6,00,000	1,30,000	1,46,694	49
D. Total guaranteed cash payments	30,000	24,56,400	9,71,787	10,10,200	178
E. Maximum Earning Potential (including performance linked components)	6,98,040	30,37,500	12,00,000	12,25,027	196

Salary heads – International Offers (USD) - Table 5.2

Salary	Min	Max	Median	Mean	Data
A. Basic salary	\$11,110	\$32,820	\$19,693	\$20,301	7
B. Additional guaranteed cash components	\$2,957	\$2,957	\$2,957	\$2,957	1
C. One-time Cash Payments	-	-	-	-	-
D. Total guaranteed cash payments	\$7,013	\$44,352	\$32,676	\$27,759	9
E. Maximum Earning Potential (including performance linked components)	\$27,775	\$47,444	\$32,964	\$37,061	9

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, 2.6008 USD/OMR, 0.2747 USD/QAR, 2.6596 USD/BHD, 3.2862 USD/KWD and 0.7392 USD/SGD.

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)	\$1,657	\$1,35,713	\$53,690	\$55,812	178
Non-INR Salary (Total guaranteed cash component)	\$12,157	\$1,01,160	\$60,000	\$53,451	9
Overall Salaries (Total guaranteed cash component)	\$13,814	\$2,36,873	\$113,690	\$109,263	187
INR Salary (Maximum Earning Potential)	\$38,566	\$1,67,818	\$66,298	\$67,681	196
Non-INR Salary (Maximum Earning Potential)	\$48,571	\$1,01,160	\$63,120	\$69,501	9
Overall Salaries (Maximum Earning Potential)	\$87,137	\$2,68,978	\$1,29,418	\$1,37,182	205

*Note: As per the PPP conversion rate for 2018 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	-	-	-	-	-
Analytics	2,50,000	4,95,360	3,80,680	3,88,824	6
Banking, Financial Services and Insurance (BFSI)	2,04,000	4,80,000	3,53,250	3,44,606	41
Consulting	2,76,000	4,50,000	3,94,200	3,77,098	30
E-Commerce	3,60,000	8,10,000	6,30,000	5,91,500	12
Education	1,92,000	3,90,600	3,60,000	3,19,889	11
Fast moving consumer goods (FMCG) / Retail	2,94,000	7,80,000	4,00,800	4,46,509	11
Healthcare	3,34,788	4,92,720	4,32,000	4,06,459	5
Information Technology	1,80,000	5,87,224	3,99,996	3,87,125	15
Logistics	3,60,000	5,66,807	4,89,216	4,72,008	3
Manufacturing	1,86,000	6,00,000	3,46,000	3,37,025	22
Market Research	3,20,400	3,75,000	3,20,400	3,31,320	5
Others	3,85,000	6,00,000	3,85,000	4,30,500	10

Additional Guaranteed Cash Components - Table 5.4.2

Sector	Min	Max	Median	Mean	Data
Aerospace & Defense	-	-	-	-	-
Analytics	1,40,000	1,57,500	1,42,500	1,46,000	5
Banking, Financial Services and Insurance (BFSI)	99,996	2,00,000	99,996	1,35,164	12
Consulting	82,800	3,87,200	1,00,000	1,35,770	20
E-Commerce	84,000	1,80,000	1,40,000	1,49,538	13
Education	2,00,000	2,16,000	2,00,000	2,05,333	3
Fast moving consumer goods (FMCG) / Retail	1,00,000	4,87,500	1,82,144	2,31,710	9
Healthcare	16,800	1,43,484	91,842	85,992	4
Information Technology	80,000	2,49,000	1,60,500	1,62,239	16
Logistics	90,689	2,00,000	1,45,345	1,45,345	2
Manufacturing	50,000	4,04,400	3,00,000	2,50,566	20
Market Research	4,00,000	4,00,000	4,00,000	4,00,000	4
Others	2,00,000	2,44,738	2,20,000	2,22,948	10

Classification of salary based on function – Domestic (INR)

One Time Cash Payments - Table 5.4.3

Sector	Min	Max	Median	Mean	Data
Aerospace & Defense	-	-	-	-	-
Analytics	10,000	10,000	10,000	10,000	1
Banking, Financial Services and Insurance (BFSI)	55,000	1,00,000	80,850	79,510	5
Consulting	1,50,000	3,50,000	2,00,000	2,00,000	17
E-Commerce	50,000	50,000	50,000	50,000	1
Education	-	-	-	-	-
Fast moving consumer goods (FMCG) / Retail	2,00,000	6,00,000	2,00,000	3,33,333	3
Healthcare	16,800	16,800	16,800	16,800	1
Information Technology	20,000	30,000	25,000	25,000	2
Logistics	-	-	-	-	-
Manufacturing	40,000	3,94,650	1,30,000	1,84,331	8
Market Research	18,500	26,000	22,250	22,250	4
Others	1,00,000	1,00,000	1,00,000	1,00,000	7

Maximum Earning potentials - Table 5.4.4

Sector	Min	Max	Median	Mean	Data
Aerospace & Defense	9,18,000	9,18,000	9,18,000	9,18,000	2
Analytics	8,00,000	14,10,000	11,68,311	11,57,770	6
Banking, Financial Services and Insurance (BFSI)	6,98,040	16,00,000	11,00,000	10,99,854	43
Consulting	8,34,001	20,75,500	13,40,004	12,91,952	32
E-Commerce	8,40,000	20,45,961	15,97,303	15,66,482	14
Education	7,00,000	10,00,011	8,00,000	8,45,459	11
Fast moving consumer goods (FMCG) / Retail	10,00,800	30,37,500	14,00,330	15,23,114	11
Healthcare	11,00,000	15,28,803	11,00,028	11,85,773	5
Information Technology	7,63,000	15,00,000	11,99,996	11,62,785	23
Logistics	7,00,000	12,50,000	12,00,000	10,70,489	5
Manufacturing	9,50,000	21,33,900	12,50,017	13,59,615	27
Market Research	7,99,523	12,26,004	12,18,504	10,69,791	7
Others	10,00,000	15,38,973	12,00,000	12,47,795	10

Base Salary - Table 5.5.1

Function	Min	Max	Median	Mean	Data
Analytics	2,31,000	8,10,000	4,95,000	5,01,060	25
Consulting	2,38,920	4,43,148	3,67,800	3,49,532	27
Finance	3,30,862	4,80,000	3,60,000	3,71,032	16
General Management	1,92,000	6,96,000	4,38,000	4,26,285	17
Human Resource	2,28,000	3,90,600	2,89,800	3,02,800	3
Operations / Supply Chain Management (SCM)	2,28,000	5,87,224	3,85,000	3,81,927	16
Product Management	2,31,000	5,10,000	3,00,000	3,36,500	6
Sales & Marketing / Business Development	1,80,000	7,80,000	3,54,900	3,55,291	56
Strategy	2,28,000	4,92,720	4,00,000	3,70,544	5

Additional Guaranteed Cash Components - Table 5.5.2

Function	Min	Max	Median	Mean	Data
Analytics	1,00,000	2,49,000	1,80,000	1,71,896	21
Consulting	82,800	3,87,200	1,00,000	1,47,464	17
Finance	1,74,000	1,74,000	1,74,000	1,74,000	3
General Management	80,000	3,50,000	2,44,738	2,29,941	9
Human Resource	3,50,000	3,84,500	3,67,250	3,67,250	2
Operations / Supply Chain Management (SCM)	50,000	3,84,500	2,20,000	1,87,269	13
Product Management	84,000	1,80,000	99,996	1,12,798	5
Sales & Marketing / Business Development	50,000	4,87,500	1,66,800	2,03,520	43
Strategy	16,800	3,84,500	1,18,299	50,000	5

Classification of salary

based on sector – International (USD)

One Time Cash Payments - Table 5.5.3

Function	Min	Max	Median	Mean	Data
Analytics	10,000	80,850	30,000	44,340	5
Consulting	1,50,000	3,50,000	1,50,000	2,00,000	11
Finance	55,000	55,000	55,000	55,000	1
General Management	16,800	3,94,650	50,000	1,53,817	3
Human Resource	-	-	-	-	-
Operations / Supply Chain Management (SCM)	40,000	1,00,000	1,00,000	93,333	9
Product Management	80,850	80,850	80,850	80,850	1
Sales & Marketing / Business Development	18,500	6,00,000	2,00,000	1,82,722	18
Strategy	40,000	40,000	40,000	40,000	1

Maximum Earning Potentials - Table 5.5.4

Function	Min	Max	Median	Mean	Data
Analytics	9,38,354	20,45,961	13,94,138	13,92,212	33
Consulting	7,63,000	20,75,500	12,37,500	12,01,183	30
Finance	8,00,000	16,00,000	10,50,000	10,89,976	16
General Management	7,00,020	20,00,000	12,00,000	12,12,353	18
Human Resource	8,00,000	14,20,224	13,00,000	11,73,408	3
Operations / Supply Chain Management (SCM)	7,00,000	14,00,000	12,00,000	11,33,215	20
Product Management	8,40,000	12,00,996	12,00,498	10,96,890	6
Sales & Marketing / Business Development	6,98,040	30,37,500	11,90,000	12,28,476	65
Strategy	10,50,000	15,28,803	12,00,996	12,49,621	5

Base Salary - Table 5.6.1

Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	-	-	-	-	-
Education	\$32,820	\$32,820	\$32,820	\$32,820	1
Fast moving consumer goods (FMCG) / Retail	\$11,110	\$19,954	\$19,650	\$18,215	6

Additional Guaranteed Cash Components - Table 5.6.2

Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	-	-	-	-	-
Education	\$2,957	\$2,957	\$2,957	\$2,957	1
Fast moving consumer goods (FMCG) / Retail	-	-	-	-	-

One Time Cash Payments - Table 5.6.3

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

Maximum Earning Potential - Table 5.6.4

Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$47,394	\$47,444	\$47,444	\$47,419	2
Education	\$47,309	\$47,309	\$47,309	\$47,309	1
Fast moving consumer goods (FMCG) / Retail	\$27,775	\$33,243	\$32,754	\$31,901	6

Classification of salary

based on function– International (USD)

Base Salary - Table 5.7.1

Function	Min	Max	Median	Mean	Data
General Management	\$11,110	\$19,954	\$19,650	\$18,215	6
Operations / Supply Chain Management (SCM)	\$32,820	\$32,820	\$32,820	\$32,820	1
Sales & Marketing	-	-	-	-	-
Strategy	-	-	-	-	-

Additional Guaranteed Cash Components - Table 5.7.2

Function	Min	Max	Median	Mean	Data
General Management	-	-	-	-	-
Operations / Supply Chain Management (SCM)	\$2,957	\$2,957	\$2,957	\$2,957	1
Sales & Marketing	-	-	-	-	*
Strategy	-	-	-	-	-

One Time Cash Payments - Table 5.7.3

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

Maximum Earning Potential - Table 5.7.4

Function	Min	Max	Median	Mean	Data
General Management	\$27,775	\$33,243	\$32,754	\$31,901	6
Operations / Supply Chain Management (SCM)	\$47,309	\$47,309	\$47,309	\$47,309	1
Sales & Marketing	\$47,444	\$47,444	\$47,444	\$47,444	1
Strategy	\$47,394	\$47,394	\$47,394	\$47,394	1

Classification of salary

based on location

Global Locations

Base Salary - Table 5.8.1.1

Location	Min	Max	Median	Mean	Data
India (INR)	1,80,000	8,10,000	3,78,000	3,85,582	171
Rest of Asia (USD)	\$11,110	\$32,820	\$19,693	\$20,301	7

Additional Guaranteed Cash Components - Table 5.8.1.2

Location	Min	Max	Median	Mean	Data
India (INR)	16,800	4,87,500	1,65,650	1,84,610	118
Rest of Asia (USD)	\$2,957	\$2,957	\$2,957	\$2,957	1

One Time Cash Payments - Table 5.8.1.3

Location	Min	Max	Median	Mean	Data
India (INR)	10,000	6,00,000	1,30,000	1,46,694	49
Rest of Asia (USD)	-	-	-	-	-

Maximum Earning Potentials - Table 5.8.1.4

Sector	Min	Max	Median	Mean	Data
India (INR)	6,98,040	30,37,500	12,00,000	12,25,027	196
Rest of Asia (USD)	\$27,775	\$47,444	\$32,964	\$37,061	9

Indian Locations (in INR)

Base Salary - Table 5.8.2.1

Indian Locations	Min	Max	Median	Mean	Data
Ahmedabad	4,32,000	4,92,720	4,38,000	4,54,240	3
Bengaluru	1,80,000	8,10,000	4,05,990	4,47,957	42
Chennai	2,28,000	4,40,000	3,50,970	3,32,989	6
Hyderabad	2,60,000	3,94,200	3,67,800	3,55,014	9
Kolkata	3,00,000	4,00,000	3,12,000	3,41,080	5
Mumbai	2,28,000	7,80,000	3,64,500	3,70,389	47
National Capital Region (NCR)	1,86,000	6,00,000	3,81,500	3,71,683	34
Pune	3,20,400	6,96,000	3,58,800	3,79,333	9
Rest of India (Others)	2,04,000	4,25,000	3,50,892	3,37,476	16

Additional Guaranteed Cash Components - Table 5.8.2.2

Indian Locations	Min	Max	Median	Mean	Data
Ahmedabad	16,800	40,200	28,500	28,500	2
Bengaluru	82,800	2,70,000	1,40,000	1,36,267	32
Chennai	2,00,000	3,87,200	3,84,500	3,11,240	5
Hyderabad	1,00,000	2,20,000	1,00,000	1,30,000	4
Kolkata	70,512	2,20,000	1,35,400	1,40,328	4
Mumbai	90,689	4,87,500	1,50,000	1,82,789	23
National Capital Region (NCR)	50,000	3,50,000	2,00,000	1,82,019	25
Pune	1,00,000	4,04,400	3,30,000	2,83,923	12
Rest of India (Others)	99,996	3,74,000	2,20,000	2,33,391	11

One Time Cash Payments - Table 5.8.2.3

Indian Locations	Min	Max	Median	Mean	Data
Ahmedabad	16,800	16,800	16,800	16,800	1
Bengaluru	10,000	2,00,000	1,50,000	1,21,667	6
Chennai	-	-	-	-	-
Hyderabad	1,00,000	2,00,000	1,50,000	1,50,000	6
Kolkata	1,00,000	2,00,000	1,50,000	1,50,000	2
Mumbai	55,000	6,00,000	90,425	1,62,194	8
National Capital Region (NCR)	30,000	3,94,650	1,30,000	1,58,050	13
Pune	18,500	3,50,000	2,00,000	1,54,333	9
Rest of India (Others)	1,00,000	2,00,000	1,00,000	1,25,000	4

Maximum Earning Potentials - Table 5.8.2.4

Indian Locations	Min	Max	Median	Mean	Data
Ahmedabad	11,00,000	15,28,803	11,00,004	12,42,936	3
Bengaluru	7,99,523	20,45,961	13,20,000	13,35,030	51
Chennai	8,00,000	13,68,300	11,99,996	11,42,086	6
Hyderabad	7,63,000	13,40,004	12,00,000	10,86,637	11
Kolkata	8,34,001	14,00,330	12,00,000	11,46,872	5
Mumbai	8,00,000	30,37,500	11,00,028	11,53,684	49
National Capital Region (NCR)	7,00,000	20,75,500	11,95,000	12,45,116	42
Pune	9,00,000	21,33,900	13,40,004	14,51,162	13
Rest of India (Others)	6,98,040	14,00,330	10,02,498	10,03,726	16

List of

Recruiters by Sector

Aerospace & Defence
Tata Advanced Systems

Analytics
Decimal Point Analytics
Evalueserve
iQuanti
Tredence

Banking, Financial Services and Insurance (BFSI)
Aditya Birla Capital
AU Small Finance Bank
Axis Bank
Future Generali
HDFC Bank
HSBC
ICICI Bank
ICICI Lombard
IDFC
Loan Simple
RBL Bank
Reliance Home Finance
Ujjivan Bank
Xpress Money
Yes Bank

Consulting
Accenture Strategy
Cognizant
Deloitte
Fonds Nikkel Consulting LLP
ITC Infotech
Jarvis Consulting
KPMG

E-Commerce
Droom
Flipkart
Indiamart
Quikr

Education
Career Launcher
K12 Techno Services
Little Artists
Mahendra's Education

FMCG/Retail
Amul
Berger Paints
DS Group
Enhance UAE
Landmark Group
Marico
United Breweries
VF Corp

Healthcare
Cipla Health
Zydus Cadila
Zydus Wellness

Information Technology
Accenture Technology
Advaiya
ColorTokens
Dell
Genpact
Infosys BPM
MAQ Software
MPS Limited
Nucleus Software
Orion India Systems

Logistics
4tigo
Crystal Logistics
DHL
Future Supply Chain
NBHC

Manufacturing/Engineering/Energy
Addverb Technologies
Ambuja Cement
Bajaj Auto
Cummins
GAIL
GMR
Larsen & Toubro
Maruti Suzuki
Rural Electrification Corporation Ltd.
Tata Steel
Vedanta
Waaree

Market Research
Euro monitor
Group M
Markets and Markets

Others
Aspiring Minds
Kestone
Oyo Weddingz

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
-	-

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Firm Registration No. 110417W
Chartered Accountants

Chokshi Shreyas B.

CA. Chokshi Shreyas B.
Partner
Membership No. 100892
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For **Indian Institute of Management- Udaipur**

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