

Two Year MBA

IIM Udaipur's flagship
Master of Business Administration



www.iimu.ac.in

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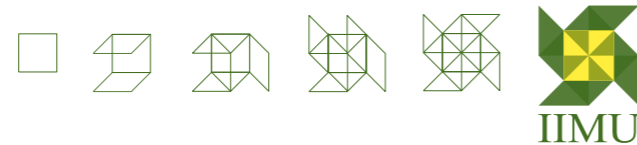
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IIMU

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Indian Institute of Management Udaipur



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Letter from Auditor

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November 23, 2020

To
The Director,
Indian Institute of Management Udaipur
Udaipur.

Dear Sir,

**Re: Placement Audit Report for two years Master of Business Administration
Programme (MBA) – Batch 2018-20**

We have audited the Placement Report ("the Report") for the final placements of students of MBA – Batch 2018-20. 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".
 - d. Stock options have been mentioned in the offer letter of 7 students without any details on how much shall vest in first year. Accordingly, such amounts of stock options have not been considered for the calculation of "Maximum Earning Potential".
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


CA. Dhruv Shah
Partner
Membership No. 169290
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Placement

Report Highlights

87 firms recruited from IIMU
for final placements

Welcome to IIM Udaipur

IIM Udaipur's summer and final placement reports are prepared as per the Indian Placement Reporting Standards (IPRS) and are audited by an external auditing agency. The IPRS is a framework that aims at standardization of placement reports to make them more transparent and easier to understand, more comparable and reliable for making decisions. IIM Udaipur is one of five IIMs and total of 31 Indian B-Schools to follow the standard.

Prominent first-time recruiters include:

Aakash Educational Services Ltd, AB InBev, ACC, Accolite Software, Airtel, AM/NS India Ltd., Amazon, American Express, Astral Pipes, Bain Capability Center, Beardo (Zed Lifestyle), Capgemini, Cisco Systems, Collegedunia, Deepak Nitrite, Delhivery, Episource, Exicom, FIITJEE Limited, Health & Glow, Impact Guru, Inani Marbles, Indegene, Indiafirst, IRIS Business Services, Kotak Asset Management, Kotak Mahindra Bank, Levers For Change Consulting, Luminous, Manthan Software Services Pvt. Ltd., M-CRIL, Netscribes, Nuvoco Vistas, OfBusiness, Ola, Oxane Partners, OYO Weddingz, PharmaAce, Raptor Supplies, Real Time Data Services, Royal Bank of Scotland, Sobha Developers, Societe Generale, Teamlease, Tech Mahindra, Teltonika, Thomson Reuters.

Past Recruiters returning to campus include:

4tigo, Accenture Strategy, Accenture Technology, Aditya Birla Capital, Advaiya, Alstom, Amul, Axis Bank, Bajaj Auto, Berger Paints, Blue Star, Career Launcher, Cipla Health Ltd, Cognizant, Cummins India Ltd, Deloitte, DS Group, Flipkart, General Electric, Goldman Sachs, Hero Motocorp, IBM, ICICI Bank, ICICI Lombard, IIFL, IndiaMart, Infosys, KPMG, Larsen & Toubro, Maruti Suzuki, Pidilite Industries Ltd, RBL Bank, ROINet Solutions, TAFE, Tata Steel, Titan, Tredence Analytics, Ujjivan Bank, United Breweries, Vedanta.

Pre-Placement Offers:

28 students out of the batch received and accepted PPOs/PPIs based on their performance during the summer internship

Entrepreneurship - the road less taken:

4 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 MBA 2018-20 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	
1a. Students placed via campus generated opportunities	233
1b. Students not placed	13
Total who seek employment through the institute	246
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)	4
2e. Returning to / joining family business	1
2f. Sought placement outside the campus placement process	5
2g. Did not seek placements for other reasons	0
Total who did not seek employment through the institute	10
Total graduates	256

Classification Based on Sectors

Table 2: Classification based on sectors

Sector	No. of offers accepted
Banking, Financial Services and Insurance (BFSI)	63
Consulting	29
E-Commerce	11
Education	9
Fast moving consumer goods (FMCG) / Retail	16
Healthcare	5
Information Technology	47
Logistics	7
Manufacturing	35
Others	11
Total	233

Classification

Based on Functions

Table 3: Classification based on functions

Function	No. of Offers accepted
Analytics	36
Consulting	28
Data / General Management	30
Finance	19
Information Technology	9
Operations / Supply Chain Management (SCM)	20
Product / Project Management	12
Sales & Marketing / Business Development	79
Total	233

Classification

Based on Location

Table 4.1: Classification based on Global Locations

Location (Global)	No. of offers accepted
India	232
Rest of Asia	1

Table 4.2: Classification based on Indian Locations

Location (within India)	No. of offers accepted
Ahmedabad	6
Bengaluru	63
Chennai	13
Hyderabad	18
Jaipur	3
Mumbai	45
National Capital Region (NCR)	46
Pune	18
Rest of India (Others)	20
Total	232

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	16,00,000	4,00,004	4,97,021	186
B. Additional guaranteed cash components	60,000	10,79,320	6,54,638	6,20,273	176
C. One-time Cash Payments	50,000	5,00,000	1,50,000	2,14,333	45
D. Total guaranteed cash payments	6,24,192	21,77,500	10,69,334	11,39,613	186
E. Maximum Earning Potential (including performance linked components)	7,00,000	30,04,549	12,00,001	12,93,062	232

Salary heads – International Offers (USD) - Table 5.2

Salary	Min	Max	Median	Mean	Data
A. Basic salary	\$16,338	\$16,338	\$16,338	\$16,338	1
B. Additional guaranteed cash components	\$16,338	\$16,338	\$16,338	\$16,338	1
C. One-time Cash Payments	-	-	-	-	-
D. Total guaranteed cash payments	\$32,676	\$32,676	\$32,676	\$32,676	1
E. Maximum Earning Potential (including performance linked components)	\$32,676	\$32,676	\$32,676	\$32,676	1

Note: All conversions to USD have been made as per the closing rate of October 31, 2020 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)	\$29,443	\$1,02,712	\$50,440	\$53,755	186
Non-INR Salary (Total guaranteed cash component)	\$52,174	\$52,174	\$52,174	\$52,174	1
Overall Salaries (Total guaranteed cash component)	\$81,617	\$1,54,886	\$102,614	\$105,929	187
INR Salary (Maximum Earning Potential)	\$33,019	\$1,41,724	\$56,604	\$60,993	232
Non-INR Salary (Maximum Earning Potential)	\$52,174	\$52,174	\$52,174	\$52,174	1
Overall Salaries (Maximum Earning Potential)	\$85,193	\$1,93,898	\$1,08,778	\$1,13,167	233

*Note: As per the PPP conversion rate for 2019 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

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	2,31,000	7,65,000	3,85,000	4,08,347	57
Consulting	3,15,000	16,00,000	3,95,280	5,26,308	26
E-Commerce	3,85,000	6,30,000	4,20,000	4,65,556	9
Education	1,80,000	7,20,000	3,06,000	3,59,778	9
Fast moving consumer goods (FMCG) / Retail	3,24,000	7,82,827	7,18,219	5,90,271	13
Healthcare	3,80,436	10,10,000	10,10,000	7,69,087	5
Information Technology	2,88,000	7,00,000	4,45,060	4,55,447	28
Logistics	3,99,600	4,00,000	3,99,600	3,99,760	5
Manufacturing	2,28,000	15,51,000	4,16,400	7,12,613	24
Others	2,52,012	9,09,091	4,40,004	4,68,514	10

Additional Guaranteed Cash Components - Table 5.4.2

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	2,17,504	9,24,228	6,67,213	6,70,645	57
Consulting	3,52,000	8,10,612	6,68,580	6,43,370	23
E-Commerce	3,74,882	7,48,400	4,38,198	5,08,640	9
Education	4,93,054	10,12,334	6,49,740	6,97,033	9
Fast moving consumer goods (FMCG) / Retail	7,47,996	10,77,329	10,40,950	9,40,469	11
Healthcare	2,32,800	6,60,888	4,46,844	4,46,844	2
Information Technology	2,41,632	7,43,040	5,29,368	5,23,178	28
Logistics	5,78,400	7,33,224	7,33,224	6,71,294	5
Manufacturing	1,26,500	10,79,320	5,60,825	5,24,043	22
Others	60,000	8,87,490	5,56,935	4,51,950	10

Classification of salary based on function – Domestic (INR)

One Time Cash Payments - Table 5.4.3

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	1,00,000	3,00,000	2,00,000	2,00,000	4
Consulting	1,50,000	3,00,000	1,50,000	1,75,000	18
E-Commerce	-	-	-	-	-
Education	-	-	-	-	-
Fast moving consumer goods (FMCG) / Retail	50,000	2,50,000	1,40,000	1,45,000	4
Healthcare	-	-	-	-	-
Information Technology	50,000	2,00,000	1,16,666	1,22,857	7
Logistics	-	-	-	-	-
Manufacturing	3,87,500	5,00,000	5,00,000	4,71,875	8
Others	60,000	3,00,000	60,000	1,20,000	4

Maximum Earning potentials - Table 5.4.4

Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	7,00,000	20,05,500	12,00,996	12,37,176	63
Consulting	8,34,595	22,04,000	11,50,010	12,75,748	29
E-Commerce	9,00,000	15,97,303	12,00,000	12,08,601	11
Education	9,00,004	30,04,549	10,00,000	14,45,456	9
Fast moving consumer goods (FMCG) / Retail	8,75,000	21,51,120	16,00,167	15,97,046	16
Healthcare	12,10,000	14,50,000	12,10,000	12,66,006	5
Information Technology	8,21,136	17,60,011	12,00,000	12,07,296	47
Logistics	10,00,000	12,50,000	12,00,000	11,57,143	7
Manufacturing	8,40,000	24,51,500	13,00,000	14,39,034	35
Others	8,20,000	23,00,000	10,00,001	11,65,602	10

Base Salary - Table 5.5.1

Function	Min	Max	Median	Mean	Data
Analytics	3,39,996	16,00,000	4,88,520	6,42,454	25
Consulting	3,50,400	10,10,000	4,20,000	4,85,836	27
Data / General Management	1,80,000	7,82,827	3,85,000	3,97,794	20
Finance	2,31,000	5,60,004	3,00,000	3,12,958	19
Information Technology	6,00,000	6,00,000	6,00,000	6,00,000	2
Operations / Supply Chain Management (SCM)	2,31,000	7,18,219	3,99,996	4,44,223	15
Product / Project Management	2,31,000	7,00,000	4,57,500	4,84,001	12
Sales & Marketing / Business Development	2,28,000	15,51,000	3,98,604	5,40,812	66

Additional Guaranteed Cash Components - Table 5.5.2

Function	Min	Max	Median	Mean	Data
Analytics	2,17,504	7,72,796	6,11,024	6,12,061	22
Consulting	2,41,632	7,29,600	6,41,333	5,66,758	24
Data / General Management	5,19,312	10,77,329	6,55,276	6,84,685	19
Finance	5,47,200	7,72,796	6,66,000	6,34,102	19
Information Technology	8,28,000	8,28,000	8,28,000	8,28,000	2
Operations / Supply Chain Management (SCM)	4,84,327	10,77,329	5,61,869	7,04,490	15
Product / Project Management	2,32,800	8,10,612	7,00,000	6,48,260	12
Sales & Marketing / Business Development	60,000	10,79,320	5,78,400	5,87,954	63

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	3,00,000	3,00,000	2,16,667	9
Consulting	60,000	1,50,000	1,50,000	1,37,143	7
Data / General Management	50,000	1,00,000	75,000	75,000	2
Finance	1,50,000	1,50,000	1,50,000	1,50,000	8
Information Technology	3,87,500	3,87,500	3,87,500	3,87,500	2
Operations / Supply Chain Management (SCM)	2,00,000	2,00,000	2,00,000	2,00,000	1
Product / Project Management	1,16,666	1,50,000	1,16,666	1,25,000	4
Sales & Marketing / Business Development	60,000	5,00,000	4,00,000	3,25,833	12

Maximum Earning Potentials - Table 5.5.4

Function	Min	Max	Median	Mean	Data
Analytics	7,00,000	22,04,000	12,48,088	13,29,331	36
Consulting	8,34,595	13,59,999	12,00,000	11,36,597	28
Data / General Management	9,00,000	21,51,120	12,00,000	12,65,665	29
Finance	9,67,044	15,55,560	11,04,996	11,12,831	19
Information Technology	9,83,000	18,87,500	13,94,000	13,42,111	9
Operations / Supply Chain Management (SCM)	9,67,044	21,51,120	12,25,753	13,61,504	20
Product / Project Management	9,67,044	18,00,000	12,00,001	13,60,174	12
Sales & Marketing / Business Development	8,20,000	30,04,549	12,40,000	13,52,285	79

Base Salary - Table 5.6.1

Sectors	Min	Max	Median	Mean	Data
Others	\$16,338	\$16,338	\$16,338	\$16,338	1

Additional Guaranteed Cash Components - Table 5.6.2

Sectors	Min	Max	Median	Mean	Data
Others	\$16,338	\$16,338	\$16,338	\$16,338	1

One Time Cash Payments - Table 5.6.3

Sectors	Min	Max	Median	Mean	Data
Others	-	-	-	-	-

Maximum Earning Potential - Table 5.6.4

Sectors	Min	Max	Median	Mean	Data
Others	\$32,676	\$32,676	\$32,676	\$32,676	1

Classification of salary

based on function– International (USD)

Base Salary - Table 5.7.1

Function	Min	Max	Median	Mean	Data
Data / General Management	\$16,338	\$16,338	\$16,338	\$16,338	1

Additional Guaranteed Cash Components - Table 5.7.2

Function	Min	Max	Median	Mean	Data
Data / General Management	\$16,338	\$16,338	\$16,338	\$16,338	1

One Time Cash Payments - Table 5.7.3

Function	Min	Max	Median	Mean	Data
Data / General Management	-	-	-	-	-

Maximum Earning Potential - Table 5.7.4

Function	Min	Max	Median	Mean	Data
Data / General Management	\$32,676	\$32,676	\$32,676	\$32,676	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	16,00,000	4,00,004	4,97,021	186
Rest of Asia (USD)	\$16,338	\$16,338	\$16,338	\$16,338	1

Additional Guaranteed Cash Components - Table 5.8.1.2

Location	Min	Max	Median	Mean	Data
India (INR)	60,000	10,79,320	6,54,638	6,20,273	176
Rest of Asia (USD)	\$16,338	\$16,338	\$16,338	\$16,338	1

One Time Cash Payments - Table 5.8.1.3

Location	Min	Max	Median	Mean	Data
India (INR)	50,000	5,00,000	1,50,000	2,14,333	45
Rest of Asia (USD)	-	-	-	-	-

Maximum Earning Potentials - Table 5.8.1.4

Sector	Min	Max	Median	Mean	Data
India (INR)	7,00,000	30,04,549	12,00,001	12,93,062	232
Rest of Asia (USD)	\$32,676	\$32,676	\$32,676	\$32,676	1

Indian Locations (in INR)

Base Salary - Table 5.8.2.1

Indian Locations	Min	Max	Median	Mean	Data
Ahmedabad	3,85,000	7,32,000	6,00,000	5,46,680	5
Bengaluru	2,52,012	16,00,000	5,25,000	5,84,604	48
Chennai	3,39,996	4,80,000	4,80,000	4,32,912	8
Hyderabad	2,88,000	6,00,000	3,85,200	3,83,252	17
Jaipur	3,00,000	4,45,200	4,20,000	3,88,400	3
Mumbai	2,28,000	5,80,000	3,51,000	3,45,801	34
National Capital Region (NCR)	1,80,000	7,20,000	4,00,000	4,24,685	39
Pune	3,81,600	15,51,000	7,58,379	8,93,167	18
Rest of India (Others)	2,89,800	8,50,000	3,42,000	4,36,488	14

Additional Guaranteed Cash Components - Table 5.8.2.2

Indian Locations	Min	Max	Median	Mean	Data
Ahmedabad	5,78,400	7,52,413	6,18,191	6,41,799	4
Bengaluru	2,32,800	10,77,329	7,00,000	7,10,079	45
Chennai	6,00,000	9,24,228	6,00,000	6,48,053	8
Hyderabad	3,97,440	7,29,600	6,07,560	5,84,705	17
Jaipur	4,38,198	7,68,772	5,94,000	6,00,323	3
Mumbai	60,000	10,79,320	6,67,213	6,44,021	34
National Capital Region (NCR)	2,17,504	10,12,334	6,20,000	6,24,896	39
Pune	1,26,500	7,09,716	2,84,208	3,08,880	15
Rest of India (Others)	2,91,267	7,96,700	6,64,000	6,20,100	11

One Time Cash Payments - Table 5.8.2.3

Indian Locations	Min	Max	Median	Mean	Data
Ahmedabad	1,80,000	1,80,000	1,80,000	1,80,000	1
Bengaluru	50,000	3,87,500	1,50,000	2,10,278	18
Chennai	2,00,000	2,00,000	2,00,000	2,00,000	1
Hyderabad	1,50,000	1,50,000	1,50,000	1,50,000	9
Jaipur	-	-	-	-	-
Mumbai	60,000	1,00,000	60,000	70,000	4
National Capital Region (NCR)	50,000	2,00,000	1,00,000	1,20,000	5
Pune	5,00,000	5,00,000	5,00,000	5,00,000	6
Rest of India (Others)	2,50,000	2,50,000	2,50,000	2,50,000	1

Maximum Earning Potentials - Table 5.8.2.4

Indian Locations	Min	Max	Median	Mean	Data
Ahmedabad	9,00,000	14,00,000	11,76,000	11,92,000	6
Bengaluru	9,00,000	23,00,000	13,94,000	14,62,003	64
Chennai	9,00,000	14,75,000	12,00,000	11,74,231	13
Hyderabad	8,21,136	14,00,000	11,78,000	11,57,780	18
Jaipur	11,04,996	12,90,000	12,00,000	11,98,332	3
Mumbai	8,20,000	19,75,000	12,00,498	11,98,477	44
National Capital Region (NCR)	7,00,000	30,04,549	11,63,503	12,29,446	46
Pune	8,50,008	24,51,500	12,10,000	15,24,394	18
Rest of India (Others)	8,40,000	16,00,156	10,50,001	11,42,176	20

List of Recruiters by Sector

Banking, Financial Services and Insurance (BFSI)

ABCL
Airtel
American Express
Axis Bank
ICICI Bank
IIFL
Indiafirst
Kotak Asset Management
Kotak Mahindra Bank
M-CRIL
OfBusiness
Oxane Partners
RBL Bank
Royal Bank of Scotland
Societe Generale
Goldman Sachs
ICICI Lombard
Ujjivan Bank

Consulting

Accenture Strategy
Bain Capability Center
Capgemini
Deloitte USI
KPMG
Levers For Change Consulting

E-Commerce

Amazon
Flipkart
OYO Weddingz
Raptor Supplies
IndiaMart

Education

Aakash Educational Services Ltd
Career Launcher
Collegedunia
FIITJEE Limited

Fast Moving Consumer Goods / Retail (FMCG)

AB Inbev
Amul
Beardo (Zed Lifestyle)
Berger Paints
Blue Star
DS Group
United Breweries Group
Pidilite Industries
Titan

Healthcare

Indegene
PharmaAce
Cipla Health

Information Technology

Accenture Technology
Accolite Software
Advaiya
Cisco Systems
Cognizant
Episource
Exicom
IBM
Infosys
IRIS Business Services
Manthan Software Services Pvt. Ltd.
Netscribes
Real Time Data Services
ROINet
Tech Mahindra
Teltonika
Tredence

Logistics

4tigo
Alstom
Delhivery

Manufacturing/Engineering/Energy

ACC
AM/NS India Ltd.
Astral Pipes
Bajaj Auto
Deepak Nitrite
Hero Motocorp
Inani Marbles
L&T
Luminous
Maruti Suzuki
Nuvoco Vistas
Tata Steel
Vedanta
Cummins
General Electric
TAFE

Others

Health & Glow
Impact Guru
Sobha Developers
Teamlease
Thomson Reuters
Ola


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.
Firm Registration No. 110417W
Chartered Accountants



CA. Dhruv Shah
Partner
Membership No. 169290

Ahmedabad



Indian Institute of Management - Udaipur




Authorized Person