

PGP

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



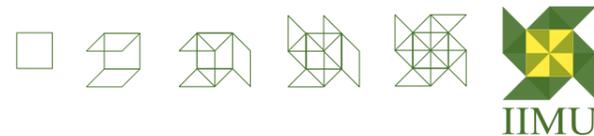
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We thank the members of the PGP
Student Placements Committee
for their efforts:

Abhinav Kohli
Edwin James
Jitaditya Dey
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IIMU
भारतीय प्रबंधन संस्थान उदयपुर
Indian Institute of Management Udaipur


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भारतीय प्रबंधन संस्थान उदयपुर
Indian Institute of Management Udaipur

Letter from Auditor

SORAB S. ENGINEER & CO. (Regd.)
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909, ATMA HOUSE
OPP. OLD RESERVE BANK OF INDIA,
ASHRAM ROAD,
AHMEDABAD-380 009.

June 30, 2015

To
Director
Indian Institute of Management Udaipur
Udaipur

Dear Sir,

Re: Audit of Placement Report of 2013-15 the Post Graduate Programme in Management (PGP)

We have audited the Placement Report ("the Report") prepared by you for the final placements of students of 2013-15 batch of the Post Graduate Program (PGP) of Indian Institute of Management, Udaipur ("IIMU"). The Report is the responsibility of 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 compensation 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



B

Placement

Report Highlights

49 recruiters extended offers to students at IIM Udaipur

Classification of

Candidates for Placement

Welcome to IIMU

Prominent First Time recruiters include:

ACG Pharma; Amul; Berger Paints; Bharat Forge; Cognizant Business Consulting; CRISIL; Cummins; Deloitte US; ExxonMobil; Fidelity Investments; Jindal Steel and Power; KPMG; MAQ Software; Meru Cabs; RBL Bank; Raychem RPG; United Breweries

From strength to strength

Past recruiters returning to campus include:

Accenture; Aranca; Bajaj Auto; Cognizant Technology Solutions; GE; Genpact; ICICI Bank; Mindtree; Mother Dairy; Quikr; Snowman Logistics; Titan; Vedanta; Wipro; Yes Bank

10% of the students were offered pre-placement job offers (PPO) and pre-placement interview (PPI) opportunities based on their performance during the Summer Internship

International offers were made by Xpress Money and ASC Thailand in strategy and business development roles

Leadership roles in the form of EA to CEO were offered to two students by ACG Pharma and India Pistons

Highest Maximum Earning Potential (India): **Rs 14.01 lakhs** per annum
Average Maximum Earning Potential (India): **Rs 10.24 lakhs** per annum

Companies like GE, ICICI Prudential, JSPL and RBL Bank took students for their leadership programs

Entrepreneurship – the road less taken:

3 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

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

The entire batch of 110 students was eligible for sitting in the Final Placements.

Table 1

Categories	Number of students
1. Sought placement through the Institute	104
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)	3
2e. Returning to / joining family business	1
2f. Sought placement outside the campus placement process	1
2g. Did not seek placements for other reasons	1
Total who did not seek employment through the institute	6
Total graduates	110

Classification by Sector

Classification by Function

Table 2

Sector	No. of Offers accepted
Banking, Financial Services and Insurance (BFSI)	23
Consulting	8
Consumer Goods (FMCG)	3
Energy	5
E-Retail/Commerce	6
Information Technology (IT)	28
Logistics	3
Manufacturing	12
Paints/Chemicals	3
Pharmaceuticals/Healthcare	3
Radio Cab Services	4
Others (Automobile, Analytics, Engineering,Refineries)	6
Total	104

Table 3

Function	Students
Analytics/Research	4
Business Development	11
Consulting	14
E-Commerce	1
Finance	6
General Management	29
Human Resources	4
Information Technology	5
Operations	8
Sales & Marketing	22
Total	104

Classification by Location

Salary Data

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

Table 4.1

Location (Global)	Number of students
India	102
Rest of Asia	2

Table 4.2

Location (within India)	Number of students
Bangalore	18
Chennai	4
Hyderabad	2
Jaipur	3
Kolkata	3
Mumbai	14
National Capital Region	17
Pune	6
Rest of India (others)	9
To be decided	26
Total	102

Salary breakdown – Domestic Offers (INR) - Table 5.1

Salary	Min	Max	Median	Mean	Data
A. Base salary	144,000	528,000	315,600	320,948	75
B. Additional guaranteed cash components	305,014	971,520	619,992	596,077	75
C. One-time cash payments	75,000	200,000	150,000	145,652	23
D. Total guaranteed cash payments	540,000	1,325,000	897,504	932,884	100
E. Maximum Earning Potential (including performance linked components)	600,000	1,401,157	982,500	1,024,362	100

Salary breakdown – International Offers (USD) - Table 5.2

Salary	Min	Max	Median	Mean	Data
A. Base salary	\$18,000	\$32,076	\$25,038	\$25,038	2
B. Additional guaranteed cash components	\$540	\$3,600	\$2,070	\$2,070	2
C. One-time cash payments	\$0	\$0	\$0	\$0	0
D. Total guaranteed cash payments	\$21,600	\$32,616	\$27,108	\$27,108	2
E. Maximum Earning Potential (including performance linked components)	\$21,600	\$32,616	\$27,108	\$27,108	2

Note: All conversions to USD have been made as per the closing rate in the month of June, 2015 with conversion rate of 3.70 AED/USD and 33.33 Thai baht/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)	\$22,509	\$55,231	\$37,412	\$38,886	100
Non-INR Salary (Total guaranteed cash component)	\$39,216	\$44,741	\$41,979	\$41,979	2
Overall Salaries (Total guaranteed cash component)	\$22,509	\$55,231	\$37,516	\$38,947	102
INR Salary (Maximum Earning Potential)	\$25,010	\$58,406	\$41,684	\$42,700	100
Non-INR Salary (Maximum Earning Potential)	\$39,216	\$44,741	\$41,979	\$41,979	2
Overall Salaries (Maximum Earning Potential)	\$25,010	\$58,406	\$41,684	\$42,685	102

Note: The PPP has been referred from <http://unstats.un.org/unsd/mdg/SeriesDetail.aspx?srid=699>.

Salary by Sector

Domestic

Base Salary - Table 5.4.1

Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	216,000	500,000	300,000	310,460	22
Consulting	261,000	420,000	310,050	329,500	8
Consumer Goods (FMCG)	228,000	528,000	400,000	385,333	3
Energy	180,000	180,000	180,000	180,000	3
E-Retail/Commerce	360,000	360,000	360,000	360,000	2
Information Technology (IT)	251,748	520,002	393,828	384,886	18
Logistics	164,556	391,200	164,556	240,104	3
Manufacturing	144,000	468,468	315,600	299,381	7
Paints/Chemicals	264,000	264,000	264,000	264,000	3
Pharmaceuticals/Healthcare	411,720	411,720	411,720	411,720	2
Radio Cab Services	-	-	-	-	0
Others (Automobile, Analytics, Engineering, Refineries)	145,800	279,996	201,900	207,399	4

Additional Guaranteed Cash Components - Table 5.4.2

Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	324,000	770,000	650,000	604,286	22
Consulting	321,750	780,000	508,308	509,255	8
Consumer Goods (FMCG)	577,600	577,600	577,600	577,600	3
Energy	619,992	619,992	619,992	619,992	3
E-Retail/Commerce	440,000	440,000	440,000	440,000	2
Information Technology (IT)	305,014	780,000	631,876	623,887	18
Logistics	309,284	425,904	309,284	355,932	3
Manufacturing	576,659	971,520	702,156	746,691	7
Paints/ Chemicals	574,052	574,052	574,052	574,052	3
Pharmaceuticals/Healthcare	488,280	488,280	488,280	488,280	2
Radio Cab Services	-	-	-	-	0
Others (Automobile, Analytics, Engineering, Refineries)	420,004	742,000	641,059	611,031	4

One Time Cash Payments - Table 5.4.3

Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	75,000	200,000	200,000	184,091	11
Consulting	75,000	150,000	150,000	125,000	6
Consumer Goods (FMCG)	-	-	-	-	0
Energy	-	-	-	-	0
E-Retail/Commerce	-	-	-	-	0
Information Technology (IT)	75,000	200,000	75,000	95,833	6
Logistics	-	-	-	-	0
Manufacturing	-	-	-	-	0
Paints/Chemicals	-	-	-	-	0
Pharmaceuticals/Healthcare	-	-	-	-	0
Radio Cab Services	-	-	-	-	0
Others (Automobile, Analytics, Engineering, Refineries)	-	-	-	-	0

Maximum Earning Potential - Table 5.4.4

Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	600,000	1,400,996	1,150,000	1,074,590	22
Consulting	715,000	1,375,000	1,010,759	996,630	8
Consumer Goods (FMCG)	800,000	1,401,157	1,178,286	1,126,481	3
Energy	899,992	900,000	899,992	899,995	5
E-Retail/Commerce	800,000	950,000	840,000	1,183,015	6
Information Technology (IT)	700,000	1,375,000	700,000	1,050,000	27
Logistics	700,008	800,855	800,855	767,239	3
Manufacturing	918,000	1,351,952	1,142,000	1,170,886	12
Paints/Chemicals	950,552	950,552	950,552	950,552	3
Pharmaceuticals/Healthcare	9,00,000	950,000	900,000	916,667	3
Radio Cab Services	700,000	900,000	850,000	825,000	4
Others (Automobile, Analytics, Engineering, Refineries)	700,000	1,300,000	1,026,859	1013,430	4

Salary by Function

Domestic

Base Salary - Table 5.5.1

Function	Min	Max	Median	Mean	Data
Analytics/Research	251,748	375,000	275,124	294,249	4
Business Development	180,000	420,000	393,900	323,475	8
Consulting	261,000	420,000	384,749	360,831	12
E-Commerce	-	-	-	-	0
Finance	280,000	500,000	293,700	330,800	6
General Management	164,556	468,468	300,000	309,963	25
Human Resources	-	-	-	-	0
Information Technology	-	-	-	-	0
Operations	144,000	520,002	324,000	328,001	4
Sales & Marketing	145,800	528,000	307,800	308,152	16

Additional Guaranteed Cash Components - Table 5.5.2

Function	Min	Max	Median	Mean	Data
Analytics/Research	448,252	544,000	499,876	498,001	4
Business Development	619,992	780,000	731,100	707,772	8
Consulting	321,750	780,000	615,012	567,181	12
E-Commerce	-	-	-	-	0
Finance	520,000	770,000	616,304	634,203	6
General Management	324,000	971,520	636,655	583,881	25
Human Resources	-	-	-	-	0
Information Technology	-	-	-	-	0
Operations	305,014	957,952	702,156	666,820	4
Sales & Marketing	308,808	742,000	575,356	573,495	16

One Time Cash Payments - Table 5.5.3

Function	Min	Max	Median	Mean	Data
Analytics/Research	150,000	150,000	150,000	150,000	1
Business Development	75,000	75,000	75,000	75,000	5
Consulting	75,000	150,000	112,500	112,500	4
E-Commerce	-	-	-	-	0
Finance	75,000	150,000	150,000	125,000	3
General Management	200,000	200,000	200,000	200,000	9
Human Resources	-	-	-	-	0
Information Technology	-	-	-	-	0
Operations	-	-	-	-	0
Sales & Marketing	200,000	200,000	200,000	200,000	1

Maximum Earning Potential - Table 5.5.4

Function	Min	Max	Median	Mean	Data
Analytics/Research	700,000	1,254,000	815,000	896,000	4
Business Development		1,375,000	950,000	1,106,816	11
Consulting	715,000	1,375,000	1,037,496	1,013,858	14
E-Commerce		800,000	800,000	800,000	1
Finance		1,325,000	1,052,009	1,068,170	6
General Management		1,400,996	959,000	1,014,189	28
Human Resources		1,142,000	1,142,000	1,142,000	4
Information Technology		1,050,000	1,050,000	995,000	5
Operations		1,351,952	925,000	990,872	8
Sales & Marketing		1,401,157	1,000,000	1,021,414	19

Salary by Sector International (USD)

Base Salary - Table 5.6.1

Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$32,076	\$32,076	\$32,076	\$32,076	1
Information Technology (IT)	\$18,000	\$18,000	\$18,000	\$18,000	1

Additional Guaranteed Cash Components - Table 5.6.2

Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$540	\$540	\$540	\$540	1
Information Technology (IT)	\$3,600	\$3,600	\$3,600	\$3,600	1

One Time Cash Payments - Table 5.6.3

Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	-	-	-	-	0
Information Technology (IT)	-	-	-	-	0

Maximum Earning Potential - Table 5.6.4

Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$32,616	\$32,616	\$32,616	\$32,616	1
Information Technology (IT)	\$21,600	\$21,600	\$21,600	\$21,600	1

Salary by Function International (USD)

Base Salary - Table 5.7.1

Function	Min	Max	Median	Mean	Data
General Management	\$32,076	\$32,076	\$32,076	\$32,076	1
Sales & Marketing	\$18,000	\$18,000	\$18,000	\$18,000	1

Additional Guaranteed Cash Components - Table 5.7.2

Function	Min	Max	Median	Mean	Data
General Management	\$540	\$540	\$540	\$540	1
Sales & Marketing	\$3,600	\$3,600	\$3,600	\$3,600	1

One Time Cash Payments - Table 5.7.3

Function	Min	Max	Median	Mean	Data
General Management	-	-	-	-	0
Sales & Marketing	-	-	-	-	0

Maximum Earning Potential - Table 5.7.4

Function	Min	Max	Median	Mean	Data
General Management	\$32,616	\$32,616	\$32,616	\$32,616	1
Sales & Marketing	\$21,600	\$21,600	\$21,600	\$21,600	1

Salary by Location

Overall

Salary by Location

India (INR)

Base Salary - Table 5.8.1.1

Sector	Min	Max	Median	Mean	Data
India (INR)	144,000	528,000	315,600	320,948	75
Rest of Asia (USD)	\$18,000	\$32,076	\$25,038	\$25,038	2

Additional Guaranteed Cash Components - Table 5.8.1.2

Sector	Min	Max	Median	Mean	Data
India (INR)	305,014	971,520	619,992	596,077	23
Rest of Asia (USD)	\$540	\$3,600	\$2,070	\$2,070	2

One Time Cash Payments - Table 5.8.1.3

Sector	Min	Max	Median	Mean	Data
India (INR)	75,000	200,000	150,000	145,652	75
Rest of Asia (USD)	-	-	-	-	2

Maximum Earning Potential - Table 5.8.1.4

Sector	Min	Max	Median	Mean	Data
India (INR)	600,000	1,401,157	982,500	1,024,362	100
Rest of Asia (USD)	\$21,600	\$32,616	\$27,108	\$27,108	2

Base Salary - Table 5.8.2.1

Indian Locations	Min	Max	Median	Mean	Data
Bangalore	216,000	528,000	360,000	352,078	17
Chennai	144,000	420,000	376,350	329,175	4
Hyderabad	287,400	287,400	287,400	287,400	1
Jaipur	300,000	375,000	337,500	337,500	2
Kolkata	264,000	264,000	264,000	264,000	3
Mumbai	251,748	411,720	330,000	326,160	9
National Capital Region	180,000	500,000	393,250	356,759	15
Pune	145,800	420,000	264,000	265,350	6
Rest of India (others)	180,000	520,002	264,000	288,667	6
To be decided	164,556	463,345	300,000	283,644	12

Additional Guaranteed Cash Components - Table 5.8.2.2

Indian Locations	Min	Max	Median	Mean	Data
Bangalore	308,808	741,157	576,659	544,537	17
Chennai	617,304	957,952	780,000	783,814	4
Hyderabad	532,608	532,608	532,608	532,608	1
Jaipur	544,000	636,996	590,498	590,498	2
Kolkata	574,052	574,052	574,052	574,052	3
Mumbai	448,252	770,000	520,000	557,174	9
National Capital Region	321,750	780,000	641,472	600,126	15
Pune	641,059	971,520	703,576	740,132	6
Rest of India (others)	305,014	702,156	619,992	568,239	6
To be decided	324,000	750,996	579,688	584,247	12

Salary by Location India (INR)

One Time Cash Payments - Table 5.8.2.3

Indian Locations	Min	Max	Median	Mean	Data
Bangalore	75,000	200,000	112,500	125,000	4
Chennai	75,000	75,000	75,000	75,000	3
Hyderabad	150,000	150,000	150,000	150,000	1
Jaipur	150,000	200,000	175,000	175,000	2
Kolkata	-	-	-	-	0
Mumbai	-	-	-	-	0
National Capital Region	75,000	200,000	150,000	130,000	5
Pune	75,000	75,000	75,000	75,000	1
Rest of India (others)	200,000	200,000	200,000	200,000	1
To be decided	200,000	200,000	200,000	200,000	6

Maximum Earning Potentials - Table 5.8.2.4

Indian Locations	Min	Max	Median	Mean	Data
Bangalore	600,000	1,401,157	1,062,498	1,039,210	18
Chennai	1,125,004	1,375,000	1,363,475	1,306,739	4
Hyderabad	918,000	1,052,009	985,004	985,004	2
Jaipur	800,000	1,286,996	1,254,000	1,113,665	3
Kolkata	950,552	950,552	950,552	950,552	3
Mumbai	700,000	1,100,000	890,000	872,143	14
National Capital Region	715,000	1,375,000	1,052,009	1,049,326	17
Pune	1,026,859	1,375,000	1,137,502	1,146,540	6
Rest of India (others)	825,016	1,286,996	900,000	993,365	9
To be decided	600,000	1,400,996	1,050,000	1,019,696	24

List of Recruiters by Sector

Banking, Financial Services and Insurance (BFSI)

Aranca
Fidelity Business Services
GE India
Genpact
ICICI Bank
ICICI Prudential
Intellectual Capital Solutions
Janalakshmi Financial Services
Ratnakar Bank
Xpress Money
Yes Bank

Consulting

Cognizant Business Consulting
Deloitte
KPMG

E-Retail/Commerce

Quikr
Tolexo
Vaibhav Global

Energy

Ujaas Energy

FMCG

Amul
Mother Dairy

IT

Accenture
ASC Thailand
Cognizant Technology Solutions
Fusion Outsourcing
Infosys
MAQ Software
Mindtree
Rategain IT Solutions
Syntel
Talisma Corporation Pvt. Ltd.
Wipro

Logistics

Future Supply Chain
SnowMan Logistics

Manufacturing

Bharat Forge
Cummins
India Pistons
Jindal Steel Power
TATA Advanced Systems
Titan
United Breweries
Vedanta

Paints/ Chemicals

Berger Paints

Pharmaceuticals/Healthcare

ACG Worldwide
Manipal Hospitals

Radio Cab Service

Meru Cabs

Software Services

MAQ Software

Others

Bajaj Auto
Crisil
Exxon Mobil
Raychem RPG