Ref No: SM/SMER/XIMB/2013/887

January 30, 2013

Placement Coordinator, The Placement Office
Xavier Institute of Management,
Xavier Square,
Bhubaneswar - 751 013

Dear Madam,

Re: Audit of the Summer Internship Placement Report of the 2011-13 Post Graduate Diploma in Management (PGDM)

We have audited the Placement Report prepared by Xavier Institute of Management, Bhubaneswar (XIMB), for the summer internship placements of the students of the 2011-13 batch of the PGDM programme. The Placement Report is the responsibility of XIMB. Our responsibility is to validate the information provided in the report with the relevant documentation, and comment on the Placement Report's conformance with Indian Placement Reporting Standards (IPRS).

In this context, we confirm the following:
1. For the purpose of the audit, we have obtained all the information and explanations, which to the best of our knowledge and belief were necessary. In our opinion, the Placement Report complies with IPRS.
2. The validation of information presented in the report is based on communication received by XIMB from recruiting companies. CRISIL has not independently sourced any information or documentation.
3. We have verified the information with respect to stipends presented in the report with communication received from recruiters. In some cases, CRISIL was not able to verify the internship location and job function. In such cases, the information shared by students with the institute has been included in the report. Information on summer internship details from individual students has not been used.
4. XIMB does not maintain separate sign-out forms for students who have opted out of the placement process. Consequently, CRISIL has considered the number given by the institute due to the absence of communication in this regard.

Thank you.

Best regards,

Sachin Nigam
Senior Director, SME Ratings
Tel: +91 22 3342 3415
Email: sachin.nigam@crisil.com
Placement Report

We have prepared the placement report as per the Indian Placement Reporting Standards. The detailed report, which has been audited by CRISIL, is presented below.

1 Classification of entire placement pool

<table>
<thead>
<tr>
<th>Categories</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Total batch strength</td>
<td>184</td>
</tr>
<tr>
<td>1a. Total students eligible for sitting in Summer Placements</td>
<td>184</td>
</tr>
<tr>
<td>1b. Total students not eligible for sitting in Summer placements</td>
<td>-</td>
</tr>
<tr>
<td>2. Total students eligible for sitting in Summer Placements</td>
<td>184</td>
</tr>
<tr>
<td>2a. Seeking internship through the institute</td>
<td>171*</td>
</tr>
<tr>
<td>2b. Not seeking internship through the institute</td>
<td>13</td>
</tr>
</tbody>
</table>

Table 1.1: Classification of the entire placement pool

* 111 offers have been verified

<table>
<thead>
<tr>
<th>Nature of the internship</th>
<th>With Stipend</th>
<th>Without Stipend</th>
</tr>
</thead>
<tbody>
<tr>
<td>Seeking internship through the institute</td>
<td>158**</td>
<td>13</td>
</tr>
<tr>
<td>Not seeking internship through the institute</td>
<td>5</td>
<td>8</td>
</tr>
</tbody>
</table>

Table 1.2: Classification of internships based on stipend status

** 92 offers have been verified

2 Sector-wise Classification

Based on offers that have been verified

<table>
<thead>
<tr>
<th>Sector</th>
<th>No. of Offers accepted</th>
</tr>
</thead>
<tbody>
<tr>
<td>Banking, Financial Services and Insurance (BFSI)</td>
<td>16</td>
</tr>
<tr>
<td>Conglomerate</td>
<td>9</td>
</tr>
<tr>
<td>Consulting</td>
<td>14</td>
</tr>
<tr>
<td>Consumer goods (FMCG)</td>
<td>25</td>
</tr>
<tr>
<td>Energy</td>
<td>1</td>
</tr>
<tr>
<td>Government Department / PSUs</td>
<td>1</td>
</tr>
<tr>
<td>Information Technology (IT)</td>
<td>13</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>8</td>
</tr>
<tr>
<td>Non-Profit / Social Sector</td>
<td>2</td>
</tr>
<tr>
<td>Pharmaceutical / Healthcare</td>
<td>5</td>
</tr>
<tr>
<td>Telecom</td>
<td>2</td>
</tr>
<tr>
<td>Others</td>
<td>15</td>
</tr>
<tr>
<td>Total</td>
<td>111</td>
</tr>
</tbody>
</table>
3 Function-wise Classification
Based on offers that have been verified

<table>
<thead>
<tr>
<th>Function</th>
<th>No. of Offers accepted</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>16</td>
</tr>
<tr>
<td>Economics and Policy Research</td>
<td>1</td>
</tr>
<tr>
<td>Finance</td>
<td>10</td>
</tr>
<tr>
<td>General Management</td>
<td>2</td>
</tr>
<tr>
<td>Human Resources (HR)</td>
<td>11</td>
</tr>
<tr>
<td>Marketing / Sales</td>
<td>51</td>
</tr>
<tr>
<td>Operations</td>
<td>9</td>
</tr>
<tr>
<td>Strategy</td>
<td>3</td>
</tr>
<tr>
<td>Systems / IT</td>
<td>8</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>111</strong></td>
</tr>
</tbody>
</table>

Table 3: Classification of internships based on function

4 Location-wise Classification
Based on offers that have been verified

4.1 Global Classification

<table>
<thead>
<tr>
<th>Locations</th>
<th>No. of Offers accepted</th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td>-</td>
</tr>
<tr>
<td>Europe</td>
<td>-</td>
</tr>
<tr>
<td>India</td>
<td>111</td>
</tr>
<tr>
<td>Rest of Asia</td>
<td>-</td>
</tr>
</tbody>
</table>

Table 4.1: Classification of internships based on location

4.2 Indian Locations Classification

<table>
<thead>
<tr>
<th>Indian Locations</th>
<th>No. of Offers accepted</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bengaluru</td>
<td>3</td>
</tr>
<tr>
<td>Chennai</td>
<td>4</td>
</tr>
<tr>
<td>Hyderabad</td>
<td>3</td>
</tr>
<tr>
<td>Mumbai</td>
<td>4</td>
</tr>
<tr>
<td>Rest of India</td>
<td>2</td>
</tr>
<tr>
<td>Data not available</td>
<td>95</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>111</strong></td>
</tr>
</tbody>
</table>

Table 4.2: Classification of internships based on location within India
5 Compliance Statement

This placement report has been prepared as per the Indian Placement Reporting Standards, Version 2.1.

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

<table>
<thead>
<tr>
<th>Sl. No.</th>
<th>Deviation from the standards</th>
<th>Reason</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Table 5: List of deviations from standards with reasons for the same

For XIM, Bhubaneswar

For CRISIL Limited, Mumbai