

**PGP**

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



[www.iimu.ac.in](http://www.iimu.ac.in)

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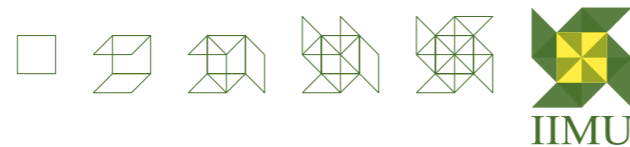
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# Letter from Auditor

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909, ATMA HOUSE,  
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October 9, 2017

To  
The Director,  
Indian Institute of Management,  
Udaipur

Dear Sir,

**Re: Placement Audit Report for Post Graduate Programme in Management (PGP) – Batch 2015-17**

We have audited the Placement Report ("the Report") for the final placements of students of Post Graduate Program (PGP) – Batch 2015-17. 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 2.1 (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 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"
  - d. Due to lack of sufficient information for computation of ESOP cost of students employed at Droom, maximum earning potential is not considered for such students
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

46 firms recruited from IIMU  
for final placements

### Welcome to IIM Udaipur

**Prominent first time recruiters include:**

24/7, Alstom, Apttus, Babaji Shivram, Directi, Evo Sports Management, GMR, ICICI Securities, IIFL Wealth, Jubilant Foodworks, Landmark, Orioninc, Piramal Financial Services, Quantiphi, Reliance Jio, SBI, Sonata Software, Sports Authority of Andhra Pradesh, Srijan, Tatra Data, Technoforte, Worxogo.

### From strength to strength

**Past Recruiters returning to campus include:**

ACG Worldwide, Amul, Bajaj Auto, Cognizant, Crompton Greaves, Cummins, Deloitte, Droom, GE, Genpact, HPCL, ICICI Bank, Infosys BPO, MAQ Software, RBL, Safexpress, Tata Advanced Systems, Titan, UAE Exchange, Ujaas Energy, Vedanta, VKL Spices, Wipro, YES Bank.

25% of the batch received PPOs/PPIs based on their performance during the summer internship.

The largest number of offers have been made in Information Technology followed by Banking, Financial Services and Insurance (BFSI).

The campus played host to 2 International companies - Landmark Group and UAE Exchange. These companies recruited 8 students with Landmark Group offering roles in Finance/Supply Chain/Sales & Marketing, and UAE Exchange offering the role of Corporate Planning.

**Entrepreneurship - the road less taken:**

7 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.

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## Placement details

### as per IPRS

The entire batch of 144 students was eligible for sitting in the Final Placements.

## Classification of the entire placement pool

Table 1: Classification of entire placement pool

Categories	Number of students
1. Sought placement through the institute	131
2. Did not seek placement through the institute	
2a. Company-sponsored or already employed	2
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship (Starting a new business)	7
2e. Returning to / joining family business	0
2f. Sought placement outside the campus placement process	1
2g. Did not seek placements for other reasons	3
<b>Total who did not seek employment through the institute</b>	<b>13</b>
<b>Total graduates</b>	<b>144</b>

## Classification

### Based on Sectors

Table 2: Classification based on sectors

Sector	No. of Offers accepted
Aerospace & Defense	5
Automobile	2
Banking, Financial Services and Insurance (BFSI)	33
Consulting	4
E-Commerce	2
Fast moving consumer goods (FMCG)	12
Information Technology	40
Logistics	4
Manufacturing/Engineering/Energy	17
Retail	7
Sports Management	3
Telecommunication	2
<b>Total</b>	<b>131</b>

## Classification

### Based on Functions

Table 3: Classification based on functions

Function	No. of Offers accepted
Analytics	11
Business Development	15
Consulting	21
Finance	28
General Management	16
Information Technology	2
Product Management	6
Sales & Marketing	15
Strategic Management	5
Supply Chain / Operations	12
<b>Total</b>	<b>131</b>

## Classification

### Based on Location

Table 4.1: Classification based on Global Locations

Location (Global)	No. of offers accepted
India	123
Rest of Asia	8

Table 4.2: Classification based on Indian Locations

Location (within India)	No. of offers accepted
Andhra Pradesh	3
Bengaluru	22
Chennai	7
Hyderabad	7
Indore	4
Kolkata	3
Mumbai	40
National Capital Region (NCR)	22
Pune	7
Rest of India (Others)	8
<b>Total</b>	<b>123</b>

# 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	537,000	1,542,408	981,188	998,539	122
B. Additional guaranteed cash components	14,400	900,000	80,688	143,324	108
C. One-time Cash Payments	50,000	250,000	200,000	162,609	46
D. Total guaranteed cash payments	537,000	1,650,000	1,100,000	1,116,266	123
E. Maximum Earning Potential (including performance linked components)	700,008	1,800,452	1,175,000	1,208,253	121

**Salary heads – International Offers (USD) - Table 5.2**

Salary	Min	Max	Median	Mean	Data
A. Basic salary	\$32,872	\$32,872	\$32,872	\$32,872	7
B. Additional guaranteed cash components	\$1,089	\$43,635	\$1,089	\$6,407	8
C. One-time Cash Payments	\$1,089	\$1,089	\$1,089	\$1,089	7
D. Total guaranteed cash payments	\$33,961	\$43,635	\$33,961	\$35,171	8
E. Maximum Earning Potential (including performance linked components)	\$33,961	\$43,635	\$33,961	\$35,171	8

Note: All conversions to USD have been made as per the closing rate of September 15, 2017 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)	\$30,862	\$94,828	\$63,218	\$64,153	123
Non-INR Salary (Total guaranteed cash component)	\$65,642	\$84,341	\$65,642	\$67,979	8
Overall Salaries (Total guaranteed cash component)	\$96,504	\$179,169	\$128,860	\$132,132	131
INR Salary (Maximum Earning Potential)	\$40,230	\$103,474	\$67,529	\$69,440	121
Non-INR Salary (Maximum Earning Potential)	\$65,642	\$84,341	\$65,642	\$67,979	8
Overall Salaries (Maximum Earning Potential)	\$105,872	\$187,815	\$133,171	\$137,419	129

\*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	718,560	920,000	920,000	879,712	5
Automobile	955,530	955,530	955,530	955,530	2
Banking, Financial Services and Insurance (BFSI)	537,000	1,424,355	1,016,491	963,023	32
Consulting	600,000	1,046,689	787,429	805,387	4
E – Commerce	878,400	900,000	889,200	889,200	2
Fast Moving Consumer Goods (FMCG)	710,879	1,119,850	849,570	862,097	12
Information Technology (IT)	650,000	1,542,408	1,080,327	1,104,834	40
Logistics	685,608	1,121,916	1,080,096	991,929	4
Manufacturing/Engineering/Energy	758,312	1,343,081	896,400	1,005,563	17
Sports Management	763,200	900,000	831,600	831,600	2
Telecommunication	1,187,470	1,244,016	1,215,743	1,215,743	2

**Additional Guaranteed Cash Components - Table 5.4.2**

Sector	Min	Max	Median	Mean	Data
Aerospace & Defense	50,329	130,000	130,000	114,066	5
Automobile	124,509	124,509	124,509	124,509	2
Banking, Financial Services and Insurance (BFSI)	45,000	320,748	75,645	158,337	25
Consulting	192,048	195,216	193,632	193,632	2
E – Commerce	50,000	71,600	60,800	60,800	2
Fast Moving Consumer Goods (FMCG)	39,121	470,602	50,430	90,794	12
Information Technology (IT)	21,600	299,831	165,129	152,052	35
Logistics	14,400	61,728	48,096	43,080	4
Manufacturing/ Engineering/Energy	41,688	317,200	158,919	147,629	17
Sports Management	50,436	900,000	475,218	475,218	2
Telecommunication	72,530	75,984	74,257	74,257	2

## 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	4
Automobile	100,000	100,000	100,000	100,000	2
Banking, Financial Services and Insurance (BFSI)	50,000	250,000	225,000	212,500	12
Consulting	150,000	150,000	150,000	150,000	2
E - Commerce	50,000	50,000	50,000	50,000	2
Fast Moving Consumer Goods (FMCG)	-	-	-	-	0
Information Technology (IT)	100,000	200,000	200,000	167,368	19
Logistics	-	-	-	-	0
Manufacturing/Engineering/Energy	100,000	250,000	250,000	190,000	5
Sports Management	-	-	-	-	0
Telecommunication	-	-	-	-	0

**Maximum Earning potentials - Table 5.4.4**

Sector	Min	Max	Median	Mean	Data
Aerospace & Defense	918,589	1,050,000	1,050,000	1,023,718	5
Automobile	1,400,039	1,400,039	1,400,039	1,400,039	2
Banking, Financial Services and Insurance (BFSI)	762,000	1,620,528	1,100,000	1,163,630	32
Consulting	720,000	1,349,406	993,453	1,014,078	4
E - Commerce	-	-	-	-	0
Fast Moving Consumer Goods (FMCG)	750,000	1,800,452	1,000,000	1,078,308	12
Information Technology (IT)	940,350	1,623,096	1,275,000	1,327,036	40
Logistics	700,008	1,200,000	1,150,002	1,050,003	4
Manufacturing/Engineering/Energy	869,834	1,650,000	1,213,128	1,268,979	17
Sports Management	813,636	900,000	900,000	871,212	3
Telecommunication	1,260,000	1,320,000	1,290,000	1,290,000	2

**Base Salary - Table 5.5.1**

Function	Min	Max	Median	Mean	Data
Analytics	650,000	1,300,169	1,009,871	1,001,079	11
Business Development	710,879	1,424,355	1,124,526	1,118,466	15
Consulting	600,000	1,212,480	1,004,350	975,015	20
Finance	537,000	1,424,355	1,042,982	977,072	26
General Management	718,560	955,530	849,570	831,812	16
Information Technology	981,188	1,404,599	1,192,894	1,192,894	2
Product Management	878,400	1,424,355	1,151,378	1,151,378	2
Sales & Marketing	862,200	1,125,780	898,200	940,749	14
Strategic Management	813,508	920,000	920,000	898,702	5
Supply Chain/Operations	685,608	1,542,408	1,187,470	1,224,294	11

**Additional Guaranteed Cash Components - Table 5.5.2**

Function	Min	Max	Median	Mean	Data
Analytics	48,000	299,831	121,600	136,518	7
Business Development	21,600	470,602	158,919	168,666	14
Consulting	58,212	900,000	237,800	234,068	18
Finance	45,000	320,748	57,018	154,118	19
General Management	41,688	124,509	50,430	57,498	16
Information Technology	59,730	76,308	68,019	68,019	2
Product Management	71,600	75,645	73,623	73,623	2
Sales & Marketing	48,709	320,748	197,208	165,982	14
Strategic Management	56,326	130,000	130,000	115,265	5
Supply Chain/Operations	14,400	204,400	80,688	83,381	11

# Classification of salary based on sector – International (USD)

**One Time Cash Payments - Table 5.5.3**

Function	Min	Max	Median	Mean	Data
Analytics	100,000	200,000	100,000	125,000	4
Business Development	100,000	200,000	200,000	171,429	7
Consulting	100,000	200,000	200,000	173,571	14
Finance	50,000	250,000	250,000	225,000	8
General Management	100,000	100,000	100,000	100,000	2
Information Technology	-	-	-	-	0
Product Management	50,000	50,000	50,000	50,000	1
Sales & Marketing	50,000	250,000	200,000	190,000	5
Strategic Management	50,000	50,000	50,000	50,000	4
Supply Chain/ Operations	150,000	150,000	150,000	150,000	1

**Maximum Earning Potentials - Table 5.5.4**

Function	Min	Max	Median	Mean	Data
Analytics	1,000,000	1,600,000	1,199,996	1,204,545	11
Business Development	750,000	1,800,452	1,490,004	1,376,306	15
Consulting	720,000	1,565,004	1,191,000	1,182,526	21
Finance	762,000	1,650,000	1,100,000	1,170,966	26
General Management	900,000	1,400,039	1,000,000	1,019,917	16
Information Technology	1,175,000	1,611,129	1,393,065	1,393,065	2
Product Management	1,500,000	1,500,000	1,500,000	1,500,000	1
Sales & Marketing	1,100,000	1,620,528	1,213,128	1,283,294	13
Strategic Management	869,834	1,050,000	1,050,000	1,013,967	5
Supply Chain/ Operations	700,008	1,623,096	1,320,000	1,333,491	11

**Base Salary - Table 5.6.1**

Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	-	-	-	-	0
Retail	\$32,872	\$32,872	\$32,872	\$32,872	7

**Additional Guaranteed Cash Components - Table 5.6.2**

Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$43,635	\$43,635	\$43,635	\$43,635	1
Retail	\$1,089	\$1,089	\$1,089	\$1,089	7

**One Time Cash Payments - Table 5.6.3**

Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	-	-	-	-	0
Retail	\$1,089	\$1,089	\$1,089	\$1,089	7

**Maximum Earning Potential - Table 5.6.4**

Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	\$43,635	\$43,635	\$43,635	\$43,635	1
Retail	\$33,961	\$33,961	\$33,961	\$33,961	7



## Classification of salary

### based on function– International (USD)

**Base Salary** - Table 5.7.1

Function	Min	Max	Median	Mean	Data
Finance	\$32,872	\$32,872	\$32,872	\$32,872	1
Product Management	\$32,872	\$32,872	\$32,872	\$32,872	4
Sales & Marketing	\$32,872	\$32,872	\$32,872	\$32,872	1
Supply Chain / Operations	\$32,872	\$32,872	\$32,872	\$32,872	1

**Additional Guaranteed Cash Components** - Table 5.7.2

Function	Min	Max	Median	Mean	Data
Finance	\$1,089	\$43,635	\$22,362	\$22,362	2
Product Management	\$1,089	\$1,089	\$1,089	\$1,089	4
Sales & Marketing	\$1,089	\$1,089	\$1,089	\$1,089	1
Supply Chain / Operations	\$1,089	\$1,089	\$1,089	\$1,089	1

**One Time Cash Payments** - Table 5.7.3

Function	Min	Max	Median	Mean	Data
Finance	\$1,089	\$1,089	\$1,089	\$1,089	1
Product Management	\$1,089	\$1,089	\$1,089	\$1,089	4
Sales & Marketing	\$1,089	\$1,089	\$1,089	\$1,089	1
Supply Chain / Operations	\$1,089	\$1,089	\$1,089	\$1,089	1

**Maximum Earning Potential** - Table 5.7.4

Function	Min	Max	Median	Mean	Data
Finance	\$33,961	\$43,635	\$38,798	\$38,798	2
Product Management	\$33,961	\$33,961	\$33,961	\$33,961	4
Sales & Marketing	\$33,961	\$33,961	\$33,961	\$33,961	1
Supply Chain / Operations	\$33,961	\$33,961	\$33,961	\$33,961	1

## Classification of salary

### based on location

#### Global Locations

**Base Salary** - Table 5.8.1.1

Sector	Min	Max	Median	Mean	Data
India (INR)	537,000	1,542,408	981,188	998,539	122
Rest of Asia (USD)	\$32,872	\$32,872	\$32,872	\$32,872	7

**Additional Guaranteed Cash Components** - Table 5.8.1.2

Sector	Min	Max	Median	Mean	Data
India (INR)	14,400	900,000	80,688	143,324	108
Rest of Asia (USD)	\$1,089	\$43,635	\$1,089	\$6,407	8

**One Time Cash Payments** - Table 5.8.1.3

Sector	Min	Max	Median	Mean	Data
India (INR)	50,000	250,000	200,000	162,609	46
Rest of Asia (USD)	\$1,089	\$1,089	\$1,089	\$1,089	7

**Maximum Earning Potentials** - Table 5.8.1.4

Sector	Min	Max	Median	Mean	Data
India (INR)	700,008	1,800,452	1,175,000	1,208,253	121
Rest of Asia (USD)	\$33,961	\$43,635	\$33,961	\$35,171	8

## Indian Locations (in INR)

**Base Salary - Table 5.8.2.1**

Indian Locations	Min	Max	Median	Mean	Data
Andhra Pradesh	537,000	900,000	718,500	718,500	2
Bengaluru	650,000	1,542,408	1,036,779	1,078,878	22
Chennai	595,000	1,212,480	1,212,480	1,103,745	7
Hyderabad	718,560	1,300,169	1,046,689	983,242	7
Indore	758,312	758,312	758,312	758,312	4
Kolkata	868,308	1,069,080	996,948	978,112	3
Mumbai	642,000	1,424,355	1,035,691	1,002,598	40
National Capital Region	600,000	1,424,355	920,000	976,119	22
Pune	813,508	981,188	955,530	934,752	7
Rest of India (Others)	537,000	1,404,599	901,291	993,900	8

**Additional Guaranteed Cash Components - Table 5.8.2.2**

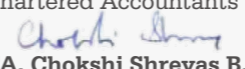
Indian Locations	Min	Max	Median	Mean	Data
Andhra Pradesh	900,000	900,000	900,000	900,000	1
Bengaluru	21,600	470,602	80,688	139,550	19
Chennai	249,356	252,524	252,524	251,468	6
Hyderabad	50,329	320,748	195,216	184,375	7
Indore	41,688	41,688	41,688	41,688	4
Kolkata	125,940	320,748	243,056	229,915	3
Mumbai	14,400	320,748	64,774	116,966	36
National Capital Region	39,121	317,200	130,000	145,800	18
Pune	56,326	197,208	76,308	104,322	7
Rest of India (Others)	48,709	317,200	50,430	100,877	7

**One Time Cash Payments - Table 5.8.2.3**


Indian Locations	Min	Max	Median	Mean	Data
Andhra Pradesh	-	-	-	-	0
Bengaluru	100,000	250,000	132,500	153,750	4
Chennai	200,000	200,000	200,000	200,000	6
Hyderabad	100,000	250,000	150,000	170,000	5
Indore	-	-	-	-	0
Kolkata	200,000	250,000	225,000	225,000	2
Mumbai	100,000	250,000	200,000	174,231	13
National Capital Region	50,000	250,000	50,000	126,923	13
Pune	100,000	100,000	100,000	100,000	2
Rest of India (Others)	250,000	250,000	250,000	250,000	1

**Maximum Earning Potentials - Table 5.8.2.4**

Indian Locations	Min	Max	Median	Mean	Data
Andhra Pradesh	762,000	900,000	900,000	854,000	3
Bengaluru	940,350	1,800,452	1,213,128	1,288,401	22
Chennai	850,000	1,565,004	1,565,004	1,441,432	7
Hyderabad	918,589	1,620,589	1,250,000	1,262,075	7
Indore	900,000	900,000	900,000	900,000	4
Kolkata	1,340,004	1,563,828	1,389,248	1,431,027	3
Mumbai	700,008	1,620,528	1,100,000	1,169,474	40
National Capital Region	720,000	1,650,000	1,075,000	1,159,450	20
Pune	869,834	1,400,039	1,175,000	1,197,577	7
Rest of India (Others)	762,000	1,650,000	1,350,000	1,265,393	8

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



For **Indian Institute of Management- Udaipur**  
  
**Authorised Person**



# List of

## Recruiters by Sector

### Aerospace & Defence

GMR  
Tata Advanced Systems

### Automobile

Bajaj Auto

### Banking, Financial Services and Insurance (BFSI)

ICICI Bank  
ICICI Securities  
IIFL Wealth  
Piramal Financial Services  
RBL  
SBI  
UAE Exchange  
YES Bank

### Consulting

Deloitte  
Srijan India

### E-Commerce

Droom

### Consumer Goods (FMCG)

Amul  
Jubilant Foodworks  
Titan  
VKL Spices

### Information Technology

24/7 Customer Pvt. Ltd.  
Apttus  
Cognizant  
Directi  
Genpact  
Infosys BPO  
MAQ Software  
Orioninc  
Quantiphi  
Sonata Software  
Tatras Data  
Technoforte  
Wipro  
Worxogo

### Logistics

Alstom  
Babaji Shivram  
Safexpress

### Manufacturing/Engineering/Energy

ACG Worldwide  
Crompton Greaves  
Cummins  
GE  
HPCL  
Ujaas  
Vedanta

### Retail

Landmark

### Sports Management

Evo sports management pvt ltd  
SAAP

### Telecommunication

Reliance Jio