

**PGPX**

15 month full-time Dual Degree Program  
in Global Supply Chain Management



Leaders  
in Global  
**SCM**



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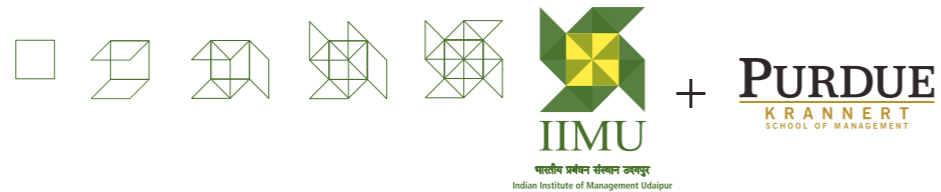
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# Letter from Auditor

**SORAB S. ENGINEER & CO. (Regd.)**  
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August 3, 2018

To  
**The Director,**  
**Indian Institute of Management Udaipur**  
**Udaipur.**

Dear Sir,

**Re: Audit of Placement Report of 2017-18the Post Graduate Program (Executive) in Management (PGP-X)**

We have audited the Placement Report ("the Report") prepared by you for the final placements of students of 2017-18batch of the Post Graduate Program (Executive) (PGP-X) 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 2.2 (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 compensation received from individual students has not been used.

For **Sorab S Engineer & Co.**  
 Firm Registration No. 110417W  
 Chartered Accountants

*Chokshi Shreyas B.*  
**CA. Chokshi Shreyas B.**  
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# Placement Season Highlights

- ▶ IIMU welcomed the following recruiters:  
 Bristlecone, Emcure, Mahindra & Mahindra, Narayana Healthcare, Reliance Retail, Tata Trent and Transworld.
- ▶ 7 recruiters extended offers to PGPX students at IIM Udaipur.
- ▶ Roles were offered across various domains like General Management, Material Management, Planning and Supply Chain Management.
- ▶ International offer received in area of General Management.
- ▶ Highest maximum earning potential (Domestic): Rs18.00 lakhs per annum.
- ▶ Average maximum earning potential(Domestic): Rs13.30lakhs per annum.

# Classification of the entire placement pool

▶ This placement report has been prepared as per the Indian Placement Reporting Standards(IPRS) revision 2.2.

Categories	Mean
1. Sought placement through the institute	
1a. Students placed via campus generated opportunities	17
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)	0
2e. Returning to / joining family business	0
2f. Sought placement outside the campus placement process	0
2g. Did not seek placements for other reasons	4
Total who did not seek employment through the institute	4
<b>Total graduates</b>	<b>21</b>

Table 1: Classification of entire placement pool

## Classification Based on Sector

Sector	No. of Offers accepted
FMCG / Retail	5
Healthcare	9
Logistics	2
Manufacturing	1
<b>Total</b>	<b>17</b>

Table 2: Classification based on sectors

## Classification Based on Function

Function	No. of Offers accepted
General Management	2
Materials Management	3
Planning	1
Supply Chain Management	11
<b>Total</b>	<b>17</b>

Table 3: Classification based on functions

## Classification Based on Location

### 4.1 Classification based on Locations (Global)

Locations	No. of Offers accepted
India	16
Rest of Asia	1

### 4.2 Classification based on Locations within India

Indian Locations	No. of Offers accepted
Bengaluru	3
Mumbai	7
Pune	6
<b>Total</b>	<b>16</b>

## Salary Data

### 5.1 Salary head - Domestic Offers (INR)

Salary	Min	Max	Median	Mean	Data
A. Basic salary	227,273	743,800	472,010	492,779	16
B. Additional guaranteed cash components	520,000	798,084	691,283	696,541	16
C. One-time Cash Payments	200,000	200,000	200,000	200,000	1
D. Total guaranteed cash payments	869,182	1,679,423	1,215,744	1,201,820	16
E. Maximum Earning Potential (including non-cash, long term and performance linked components)	1,000,000	1,800,253	1,310,000	1,330,111	16

#### Note:

- The entries in the 'Data' column specify the data points for which the minimum, maximum, mean and median are specified.
- As there are no international placements, irrelevant tables are deleted.

# Salary by Sector

## 5.2 Salary heads – International Offers (USD)

Salary	Min	Max	Median	Mean	Data
A. Basic salary	13,066	13,066	13,066	13,066	1
B. Additional guaranteed cash components	17,377	17,377	17,377	17,377	1
C. One-time Cash Payments	-	-	-	-	-
D. Total guaranteed cash payments	30,443	30,443	30,443	30,443	1
E. Maximum Earning Potential (including non-cash, long term and performance linked components)	30,443	30,443	30,443	30,443	1

Note:

All conversions to USD have been made as per the closing rate of July 31, 2018 with conversion rate of 0.2722 USD/AED.

## 5.3 Salary Statistics at purchasing power parity (PPP)

Salary	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	49,106	94,883	68,686	67,899	16
Non-INR salary (Total guaranteed cash component)	55,920	55,920	55,920	55,920	1
Overall salaries (Total guaranteed cash component)	105,026	150,803	124,606	123,819	17
INR salary (Maximum Earning Potential)	56,497	101,709	74,011	75,147	16
Non-INR salary (Maximum Earning Potential)	55,920	55,920	55,920	55,920	1
Overall salaries (Maximum Earning Potential)	112,417	157,629	129,931	131,067	17

\*Note:

As per the PPP conversion rate for 2017 for all the available currencies from the World Development Indicators (WDI) database of the World Bank.  
Source: <http://wdi.worldbank.org/table/4.16>

## 5.4 Classification of salary based on sector – Domestic (INR)

Base Salary					
Sector	Min	Max	Median	Mean	Data
FMCG / Retail	431,470	472,500	431,470	443,785	5
Healthcare	227,273	743,800	626,520	522,630	9
Logistics	471,520	471,520	471,520	471,520	1
Manufacturing	490,344	490,344	490,344	490,344	1

Table 5.4.1: Classification of base salary based on sector – Domestic

Additional Guaranteed Cash Components					
Sector	Min	Max	Median	Mean	Data
FMCG / Retail	756,000	798,084	756,000	771,617	5
Healthcare	641,909	735,623	658,343	679,541	9
Logistics	650,698	650,698	650,698	650,698	1
Manufacturing	520,000	520,000	520,000	520,000	1

Table 5.2.2: Classification of Additional Guaranteed Cash Component based on sector – Domestic

One Time Cash Payments					
Sector	Min	Max	Median	Mean	Data
FMCG / Retail	-	-	-	-	-
Healthcare	200,000	200,000	200,000	200,000	1
Logistics	-	-	-	-	-
Manufacturing	-	-	-	-	-

Table 5.4.3: Classification of One-time Cash Payments based on sector – Domestic

Maximum Earning Potential					
Sector	Min	Max	Median	Mean	Data
FMCG / Retail	1,260,000	1,500,000	1,260,000	1,320,000	5
Healthcare	1,000,000	1,800,253	1,400,179	1,355,886	9
Logistics	1,178,800	1,178,800	1,178,800	1,178,800	1
Manufacturing	1,300,000	1,300,000	1,300,000	1,300,000	1

Table 5.4.4: Classification of Maximum Earning Potentials based on sector – Domestic

# Salary by Function

## 5.5 Classification of salary based on function – Domestic (INR)

Base Salary					
Function	Min	Max	Median	Mean	Data
General Management	471,520	471,520	471,520	471,520	1
Materials Management	300,000	490,344	300,000	363,448	3
Planning	227,273	227,273	227,273	227,273	1
Supply Chain Management	431,470	743,800	626,520	554,121	11

Table 5.5.1: Classification of base salary based on function – Domestic

Additional Guaranteed Cash Components					
Function	Min	Max	Median	Mean	Data
General Management	650,698	650,698	650,698	650,698	1
Materials Management	520,000	722,400	722,400	654,933	3
Planning	641,909	641,909	641,909	641,909	1
Supply Chain Management	658,343	798,084	735,623	717,022	11

Table 5.5.2: Classification of Additional Guaranteed Cash Component based on function – Domestic

One Time Cash Payments					
Function	Min	Max	Median	Mean	Data
General Management	-	-	-	-	-
Materials Management	-	-	-	-	-
Planning	-	-	-	-	-
Supply Chain Management	200,000	200,000	200,000	200,000	1

Table 5.5.3: Classification of One-time Cash Payments based on function – Domestic

Maximum Earning potentials					
Function	Min	Max	Median	Mean	Data
General Management	1,178,800	1,178,800	1,178,800	1,178,800	1
Materials Management	1,200,000	1,300,000	1,200,000	1,233,333	3
Planning	1,000,000	1,000,000	1,000,000	1,000,000	1
Supply Chain Management	1,260,000	1,800,253	1,400,179	1,400,270	11

Table 5.5.4: Classification of Maximum Earning potentials based on function – Domestic

# Salary by Sector

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

Base Salary					
Sector	Min	Max	Median	Mean	Data
Logistics	13,066	13,066	13,066	13,066	1

Table 5.6.1: Classification of base salary based on sector – International

Additional Guaranteed Cash Components					
Sector	Min	Max	Median	Mean	Data
Logistics	17,377	17,377	17,377	17,377	1

Table 5.6.2: Classification of Additional Guaranteed Cash Component based on sector – International

One Time Cash Payments					
Sector	Min	Max	Median	Mean	Data
Logistics	-	-	-	-	-

Table 5.6.3: Classification of One-time Cash Payments based on sector – International

Maximum Earning Potentials					
Sector	Min	Max	Median	Mean	Data
Logistics	30,443	30,443	30,443	30,443	1

Table 5.6.4: Classification of Maximum Earning Potentials based on sector – International

# Salary by Function

## 5.7 Classification of salary based on function – International (USD)

Base Salary					
Function	Min	Max	Median	Mean	Data
General Management	13,066	13,066	13,066	13,066	1

Table 5.7.1: Classification of base salary based on sector – International

Additional Guaranteed Cash Components					
Function	Min	Max	Median	Mean	Data
General Management	17,377	17,377	17,377	17,377	1

Table 5.7.2: Classification of Additional Guaranteed Cash Component based on sector – International

One Time Cash Payments					
Function	Min	Max	Median	Mean	Data
General Management	-	-	-	-	-

Table 5.7.3: Classification of One-time Cash Payments based on sector – International

Maximum Earning potentials					
Function	Min	Max	Median	Mean	Data
General Management	30,443	30,443	30,443	30,443	1

Table 5.7.4: Classification of Maximum Earning Potentials based on sector – International

# Salary by Location

## 5.8.1 Global Locations

Base Salary					
Indian Locations	Min	Max	Median	Mean	Data
India (INR)	227,273	743,800	472,010	492,779	16
Rest of Asia (USD)	13,066	13,066	13,066	13,066	1

Table 5.8.1.1: Classification of base salary

Additional Guaranteed Cash Components					
Indian Locations	Min	Max	Median	Mean	Data
India (INR)	520,000	798,084	691,283	696,541	16
Rest of Asia (USD)	17,377	17,377	17,377	17,377	1

Table 5.8.1.2: Classification of Additional Guaranteed Cash Component

One Time Cash Payments					
Indian Locations	Min	Max	Median	Mean	Data
India (INR)	200,000	200,000	200,000	200,000	1
Rest of Asia (USD)	-	-	-	-	-

Table 5.8.1.3: Classification of One-time Cash Payments

Maximum Earning Potentials					
Indian Locations	Min	Max	Median	Mean	Data
India (INR)	1,000,000	1,800,253	1,310,000	1,330,111	16
Rest of Asia (USD)	30,443	30,443	30,443	30,443	1

Table 5.8.1.4: Classification of Maximum Earning Potentials

# Salary by Location

## 5.8.2 Indian Locations (in INR)

Base Salary					
Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	227,273	300,000	300,000	275,758	3
Mumbai	431,470	490,344	452,017	454,399	7
Pune	626,520	743,800	626,520	646,067	6

Table 5.8.2.1: Classification of base salary within India

Additional Guaranteed Cash Components					
Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	641,909	722,400	722,400	695,570	3
Mumbai	520,000	798,084	756,000	718,397	7
Pune	658,343	735,623	658,343	671,527	6

Table 5.8.2.2: Classification of Additional Guaranteed Cash Component within India

One Time Cash Payments					
Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	-	-	-	-	-
Mumbai	-	-	-	-	-
Pune	200,000	200,000	200,000	200,000	1

Table 5.4.2.3: Classification of One-time Cash Payments within India

Maximum Earning Potentials					
Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	1,000,000	1,200,000	1,200,000	1,133,333	3
Mumbai	1,178,800	1,500,000	1,260,000	1,296,971	7
Pune	1,400,719	1,800,253	1,400,719	1,467,162	6

Table 5.4.2.4: Classification of Maximum Earning Potentials within India

## 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  
*Chokshi Shreyas B.*  
CA. Chokshi Shreyas B.  
Partner  
Membership No. 100892



For Indian Institute of  
Management Udaipur  
*[Signature]*  
Authorized Person



Companies extending offers  
in Final placements 2017-18

Bristlecone
Emcure
Mahindra & Mahindra
Narayana Healthcare
Reliance Retail
Tata Trent
Transworld