



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



Leaders
in Global
SCM



भारतीय प्रबंधन संस्थान उदयपुर
Indian Institute of Management Udaipur



Letter from Auditor

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April 22, 2019

To
The Director,
Indian Institute of Management Udaipur
Udaipur.

Dear Sir,

Re: Audit of Placement Report of 2018-19 the 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 2018-19 batch 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.
4. Stock Options have been mentioned for four students with the details on how much vests in first year. Accordingly, the corresponding fixed amount has been considered for calculation of 'Maximum Earning Potential'.

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

Chokshi Shreyas B.
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Placement Season Highlights

- IIM Udaipur welcomed prominent recruiters like Cognizant, Colortokens, Flipkart, Future Supply Chain Solutions, Hiveloop logistics, Johnson & Johnson, Jubilant FoodWorks, Mahindra & Mahindra, Michelin, P.D. Hinduja National Hospital & Medical Research Centre, Robotic Wares and Waaree.
- 100% of PGPX students were placed through campus-generated opportunities.
- 12 recruiters extended offers to PGPX students at IIM Udaipur.
- Roles were offered across various domains like Analytics, Materials Management, Operations, Sales and Marketing, Supply Chain Management.
- Highest maximum earning potential (Domestic): Rs 22.42 lakhs per annum.
- Average maximum earning potential (Domestic): Rs 15.44 lakhs per annum.

Classification of the entire placement pool

- The entire batch of 18 students was eligible for sitting in the Final Placements.

Categories	Mean
1. Sought placement through the institute	
1a. Students placed via campus generated opportunities	18
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	0
Total who did not seek employment through the institute	0
Total graduates	18

Table 1: Classification of entire placement pool

Classification Based on Sector

Sector	No. of Offers accepted
E-Commerce	1
FMCG / Retail	4
Healthcare	1
Information Technology	4
Logistics	4
Manufacturing	4
Total	18

Table 2: Classification based on sectors

Classification Based on Function

Function	No. of Offers accepted
Analytics	2
Materials Management	2
Operations	2
Sales and Marketing	4
Supply Chain Management	8
Total	18

Table 3: Classification based on functions

Classification Based on Location

4.1 Classification based on Locations (Global)

Locations	No. of Offers accepted
India	18
Rest of Asia	0

Table 4.1: Classification based on Global Locations

4.2 Classification based on Locations within India

Indian Locations	No. of Offers accepted
Bengaluru	5
Chennai	2
Mumbai	5
National Capital Region	5
Pune	1
Total	18

Table 4.2: Classification based on Indian Locations

Salary Data

5.1 Salary head - Domestic Offers (INR)

Salary	Min	Max	Median	Mean	Data
A. Basic salary	255,000	850,000	500,574	495,098	18
B. Additional guaranteed cash components	428,400	968,400	761,288	748,461	18
C. One-time cash payments	100,000	300,000	100,000	166,667	6
D. Total guaranteed cash payments	878,400	1,799,880	1,248,481	1,299,115	18
E. Maximum earning potential (including non-cash, long term and performance linked components)	1,100,000	2,241,896	1,510,811	1,543,862	18

Table 5.1: Classification of salary heads - domestic

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 Data

5.2 Salary heads – International Offers (USD)

Salary	Min	Max	Median	Mean	Data
A. Basic salary	-	-	-	-	-
B. Additional guaranteed cash components	-	-	-	-	-
C. One-time cash payments	-	-	-	-	-
D. Total guaranteed cash payments	-	-	-	-	-
E. Maximum earning potential (including non-cash, long term and performance linked components)	-	-	-	-	-

Table 5.2: Classification of salary heads - International

5.3 Salary Statistics at purchasing power parity (PPP)

Salary in USD at PPP	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	49,627	101,688	70,536	73,396	18
Non-INR salary (Total guaranteed cash component)	-	-	-	-	-
Overall salaries (Total guaranteed cash component)	49,627	101,688	70,536	73,396	18
INR salary (Maximum earning potential)	62,147	126,661	85,357	87,224	18
Non-INR salary (Maximum earning potential)	-	-	-	-	-
Overall salaries (Maximum earning potential)	62,147	126,661	85,357	87,224	18

*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>

Salary by Sector

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

Base Salary					
Sector	Min	Max	Median	Mean	Data
E-Commerce	810,000	810,000	810,000	810,000	1
FMCG / Retail	314,731	540,000	364,202	395,784	4
Healthcare	287,700	287,700	287,700	287,700	1
Information Technology	350,803	542,700	461,250	454,001	4
Logistics	255,000	600,000	600,000	513,750	4
Manufacturing	452,628	850,000	528,648	589,981	4

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

Additional Guaranteed Cash Components					
Sector	Min	Max	Median	Mean	Data
E-Commerce	968,400	968,400	968,400	968,400	1
FMCG / Retail	540,000	774,576	721,969	689,629	4
Healthcare	943,962	943,962	943,962	943,962	1
Information Technology	428,400	957,180	722,598	707,694	4
Logistics	721,900	853,896	853,896	820,897	4
Manufacturing	479,996	748,000	729,535	671,767	4

Table 5.4.2: Classification of Additional Guaranteed Cash Component based on sector – Domestic

One Time Cash Payments					
Sector	Min	Max	Median	Mean	Data
E-Commerce	-	-	-	-	-
FMCG / Retail	100,000	100,000	100,000	100,000	4
Healthcare	-	-	-	-	-
Information Technology	300,000	300,000	300,000	300,000	2
Logistics	-	-	-	-	-
Manufacturing	-	-	-	-	-

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

Salary by Sector

Maximum Earning Potential					
Sector	Min	Max	Median	Mean	Data
E-Commerce	2,241,896	2,241,896	2,241,896	2,241,896	1
FMCG / Retail	1,237,087	1,408,237	1,404,306	1,363,484	4
Healthcare	1,500,000	1,500,000	1,500,000	1,500,000	1
Information Technology	1,100,000	2,015,004	1,528,500	1,543,001	4
Logistics	1,200,000	1,759,480	1,759,480	1,619,610	4
Manufacturing	1,200,000	1,700,000	1,521,621	1,485,811	4

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
Analytics	540,000	810,000	675,000	675,000	2
Materials Management	287,700	600,000	443,850	443,850	2
Operations	472,500	542,700	507,600	507,600	2
Sales and Marketing	350,803	528,648	489,324	464,525	4
Supply Chain Management	255,000	850,000	408,415	475,095	8

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

Additional Guaranteed Cash Components					
Function	Min	Max	Median	Mean	Data
Analytics	540,000	968,400	754,200	754,200	2
Materials Management	853,896	943,962	898,929	898,929	2
Operations	835,800	957,180	896,490	896,490	2
Sales and Marketing	428,400	729,535	669,465	624,216	4
Supply Chain Management	479,996	853,896	761,288	734,525	8

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

One Time Cash Payments					
Function	Min	Max	Median	Mean	Data
Analytics	100,000	100,000	100,000	100,000	1
Materials Management	-	-	-	-	-
Operations	300,000	300,000	300,000	300,000	2
Sales and Marketing	-	-	-	-	-
Supply Chain Management	100,000	100,000	100,000	100,000	3

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

Salary by Function

Maximum Earning potentials					
Function	Min	Max	Median	Mean	Data
Analytics	1,400,374	2,241,896	1,821,135	1,821,135	2
Materials Management	1,500,000	1,759,480	1,629,740	1,629,740	2
Operations	1,825,000	2,015,004	1,915,002	1,915,002	2
Sales and Marketing	1,100,000	1,521,621	1,381,811	1,346,311	4
Supply Chain Management	1,200,000	1,759,480	1,408,237	1,459,065	8

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

Salary by Location

5.6.1 Global Locations

Base Salary					
Indian Locations	Min	Max	Median	Mean	Data
India (INR)	255,000	850,000	500,574	495,098	18
Rest of Asia (USD)	-	-	-	-	-

Table 5.6.1.1: Classification of base salary

Additional Guaranteed Cash Components					
Indian Locations	Min	Max	Median	Mean	Data
India (INR)	428,400	968,400	761,288	748,461	18
Rest of Asia (USD)	-	-	-	-	-

Table 5.6.1.2: Classification of Additional Guaranteed Cash Component

One Time Cash Payments					
Indian Locations	Min	Max	Median	Mean	Data
India (INR)	100,000	300,000	100,000	166,667	6
Rest of Asia (USD)	-	-	-	-	-

Table 5.6.1.3: Classification of One-time Cash Payments

Maximum Earning Potentials					
Indian Locations	Min	Max	Median	Mean	Data
India (INR)	1,100,000	2,241,896	1,510,811	1,543,862	18
Rest of Asia (USD)	-	-	-	-	-

Table 5.6.1.4: Classification of Maximum Earning Potentials

Salary by Location

5.6.2 Indian Locations (in INR)

Base Salary					
Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	528,648	810,000	600,000	627,730	5
Chennai	472,500	542,700	507,600	507,600	2
Mumbai	255,000	540,000	452,628	412,795	5
National Capital Region	314,731	450,000	364,202	368,788	5
Pune	850,000	850,000	850,000	850,000	1

Table 5.6.2.1: Classification of base salary within India

Additional Guaranteed Cash Components					
Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	729,535	968,400	853,986	851,925	5
Chennai	835,800	957,180	896,490	896,490	2
Mumbai	479,996	943,962	721,900	683,079	5
National Capital Region	428,400	774,576	669,362	651,262	5
Pune	748,000	748,000	748,000	748,000	1

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	-	-	-	-	-
Chennai	300,000	300,000	300,000	300,000	2
Mumbai	100,000	100,000	100,000	100,000	1
National Capital Region	100,000	100,000	100,000	100,000	3
Pune	-	-	-	-	-

Table 5.6.2.3: Classification of One-time Cash Payments within India

Salary by Location

Maximum Earning Potentials					
Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	1,521,621	2,241,896	1,759,480	1,808,391	5
Chennai	1,815,000	2,015,004	1,915,002	1,915,002	2
Mumbai	1,200,000	1,521,621	1,400,374	1,364,399	5
National Capital Region	1,100,000	1,408,237	1,242,000	1,279,112	5
Pune	1,700,000	1,700,000	1,700,000	1,700,000	1


Table 5.6.2.4: 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

CA. Chokshi Shreyas B.
Partner
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For **Indian Institute of Management Udaipur**

Authorized Person





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