

► **One Year
MBA - GSCM**

Full-time MBA Program in
Global Supply Chain Management



Leaders
in Global
SCM

► www.iimu.ac.in

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भारतीय प्रबंधन संस्थान उदयपुर
Indian Institute of Management Udaipur



भारतीय प्रबंधन संस्थान उदयपुर
Indian Institute of Management Udaipur

Letter from Auditor

SORAB S. ENGINEER & CO. (Regd.)
CHARTERED ACCOUNTANTS

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July 23, 2020

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

Dear Sir,

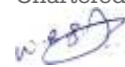
Re: Audit of Placement Report of 2019-20 the Full-time MBA Program in Global Supply Chain Management (GSCM)

We have audited the Placement Report ("the Report") prepared by you for the final placements of students of 2019-20 batch of the **Global Supply Chain Management (GSCM)** 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. The information has been categorized as best as possible under difference salary heads as given in the IPRS Revision 2.2; where a break-up was not available, the salary has been considered only as 'Maximum Earning Potential'.
5. Performance Bonus has been considered for calculation of 'Maximum Earning Potential'.

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


CA. Dhruv Shah
Partner
Membership No. 169290



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Placement Season Highlights

- IIM Udaipur welcomed prominent recruiters like Cognizant, Delhivery, FIITJEE, Manhattan Associates, Michelin, Udaan.
- 93% of GSCM students, who opted for campus, were placed through campus-generated opportunities.
- 7 recruiters extended offers to GSCM students at IIM Udaipur.
- Roles were offered across various domains like Strategic Management, Operations, Sales and Marketing, Supply Chain Management.
- Highest maximum earning potential (Domestic): Rs 35.01 lakhs per annum.
- Average maximum earning potential (Domestic): Rs 19.10 lakhs per annum.
- Though impacted by recent lockdown, efforts are underway to place the remaining students

Classification of the entire placement pool

- The entire batch of 15 students was eligible for sitting in the Final Placements.

| Categories | Mean |
|---|-----------|
| 1. Sought placement through the institute | |
| 1a. Students placed via campus generated opportunities | 13 |
| 1b. Students not placed | 1 |
| Total students who seek employment through the institute | 14 |
| 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 | 1 |
| 2g. Did not seek placements for other reasons | 0 |
| Total who did not seek employment through the institute | 1 |
| Total graduates | 15 |

Table 1: Classification of entire placement pool

Classification Based on Sector

| Sector | No. of Offers accepted |
|------------------------|------------------------|
| E-Commerce | 1 |
| Education | 2 |
| Information Technology | 7 |
| Logistics | 2 |
| Manufacturing | 1 |
| Total | 13 |

Table 2: Classification based on sectors

Classification Based on Function

| Function | No. of Offers accepted |
|-------------------------|------------------------|
| Operations | 7 |
| Sales and Marketing | 2 |
| Strategic | 1 |
| Supply Chain Management | 3 |
| Total | 13 |

Table 3: Classification based on functions

Classification Based on Location

4.1 Classification based on Locations (Global)

| Locations | No. of Offers accepted |
|--------------|------------------------|
| India | 13 |
| 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 | 3 |
| Chennai | 5 |
| National Capital Region (NCR) | 4 |
| Pune | 1 |
| Total | 13 |

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 | 4,72,500 | 11,41,200 | 5,37,942 | 6,04,378 | 12 |
| B. Additional guaranteed cash components | 5,94,000 | 12,40,240 | 8,35,800 | 8,55,948 | 12 |
| C. One-time cash payments | 1,19,966 | 3,00,000 | 3,00,000 | 2,52,852 | 7 |
| D. Total guaranteed cash payments | 12,78,400 | 23,81,440 | 16,02,650 | 16,07,823 | 12 |
| E. Maximum earning potential (including non-cash, long term and performance linked components) | 13,00,000 | 35,00,509 | 18,15,000 | 19,09,818 | 13 |

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 Statistics at purchasing power parity (PPP)

| Salary in USD at PPP | Min | Max | Median | Mean | Data |
|---|--------|----------|--------|--------|------|
| INR salary (Total guaranteed cash component) | 60,302 | 1,12,332 | 75,597 | 75,841 | 12 |
| Non-INR salary (Total guaranteed cash component) | - | - | - | - | - |
| Overall salaries (Total guaranteed cash component) | 60,302 | 1,12,332 | 75,597 | 75,841 | 12 |
| INR salary (Maximum earning potential) | 61,321 | 1,65,118 | 85,613 | 90,086 | 13 |
| Non-INR salary (Maximum earning potential) | - | - | - | - | - |
| Overall salaries (Maximum earning potential) | 61,321 | 1,65,118 | 85,613 | 90,086 | 13 |

***Note:**

As per the PPP conversion rate for 2019 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

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

| Base Salary | | | | | |
|------------------------|----------|-----------|----------|----------|------|
| Sector | Min | Max | Median | Mean | Data |
| E-Commerce | - | - | - | - | - |
| Education | 7,20,000 | 11,41,200 | 9,30,600 | 9,30,600 | 2 |
| Information Technology | 4,72,500 | 6,40,254 | 5,33,184 | 5,25,191 | 7 |
| Logistics | 5,20,000 | 5,20,000 | 5,20,000 | 5,20,000 | 2 |
| Manufacturing | 6,75,000 | 6,75,000 | 6,75,000 | 6,75,000 | 1 |

Table 5.3.1: Classification of base salary based on sector – Domestic

| Additional Guaranteed Cash Components | | | | | |
|---------------------------------------|----------|-----------|-----------|-----------|------|
| Sector | Min | Max | Median | Mean | Data |
| E-Commerce | - | - | - | - | - |
| Education | 8,77,000 | 12,40,240 | 10,58,620 | 10,58,620 | 2 |
| Information Technology | 7,57,234 | 9,57,180 | 8,35,800 | 8,63,334 | 7 |
| Logistics | 7,58,400 | 7,58,400 | 7,58,400 | 7,58,400 | 2 |
| Manufacturing | 5,94,000 | 5,94,000 | 5,94,000 | 5,94,000 | 1 |

Table 5.3.2: Classification of Additional Guaranteed Cash Component based on sector – Domestic

| One Time Cash Payments | | | | | |
|------------------------|----------|----------|----------|----------|------|
| Sector | Min | Max | Median | Mean | Data |
| E-Commerce | - | - | - | - | - |
| Education | - | - | - | - | - |
| Information Technology | 1,19,966 | 3,00,000 | 3,00,000 | 2,69,994 | 6 |
| Logistics | - | - | - | - | - |
| Manufacturing | 1,50,000 | 1,50,000 | 1,50,000 | 1,50,000 | 1 |

Table 5.3.3: Classification of One-time Cash Payments based on sector – Domestic

Salary by Sector

| Maximum Earning Potential | | | | | |
|---------------------------|-----------|-----------|-----------|-----------|------|
| Sector | Min | Max | Median | Mean | Data |
| E-Commerce | 15,00,000 | 15,00,000 | 15,00,000 | 15,00,000 | 1 |
| Education | 30,04,549 | 35,00,509 | 32,52,529 | 32,52,529 | 2 |
| Information Technology | 15,00,000 | 20,15,004 | 18,15,000 | 18,17,512 | 7 |
| Logistics | 13,00,000 | 13,00,000 | 13,00,000 | 13,00,000 | 2 |
| Manufacturing | 15,00,000 | 15,00,000 | 15,00,000 | 15,00,000 | 1 |

Table 5.3.4: Classification of Maximum Earning Potentials based on sector – Domestic

Salary by Function

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

| Base Salary | | | | | |
|-------------------------|----------|-----------|----------|----------|------|
| Function | Min | Max | Median | Mean | Data |
| Operations | 4,72,500 | 11,41,200 | 5,07,600 | 6,07,350 | 6 |
| Sales and Marketing | 5,33,184 | 7,20,000 | 6,26,592 | 6,26,592 | 2 |
| Strategic | 6,40,254 | 6,40,254 | 6,40,254 | 6,40,254 | 1 |
| Supply Chain Management | 5,20,000 | 6,75,000 | 5,20,000 | 5,71,666 | 3 |

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

| Additional Guaranteed Cash Components | | | | | |
|---------------------------------------|----------|-----------|----------|----------|------|
| Function | Min | Max | Median | Mean | Data |
| Operations | 8,35,800 | 12,40,240 | 8,96,490 | 9,43,667 | 6 |
| Sales and Marketing | 7,57,234 | 8,77,000 | 8,17,117 | 8,17,117 | 2 |
| Strategic | 8,64,343 | 8,64,343 | 8,64,343 | 8,64,343 | 1 |
| Supply Chain Management | 5,94,000 | 7,58,400 | 7,58,400 | 7,03,600 | 3 |

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

| One Time Cash Payments | | | | | |
|-------------------------|----------|----------|----------|----------|------|
| Function | Min | Max | Median | Mean | Data |
| Operations | 3,00,000 | 3,00,000 | 3,00,000 | 3,00,000 | 6 |
| Sales and Marketing | 1,19,966 | 1,19,966 | 1,19,966 | 1,19,966 | 1 |
| Strategic | - | - | - | - | - |
| Supply Chain Management | 1,50,000 | 1,50,000 | 1,50,000 | 1,50,000 | 1 |

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

Salary by Function

| Maximum Earning potentials | | | | | |
|----------------------------|-----------|-----------|-----------|-----------|------|
| Function | Min | Max | Median | Mean | Data |
| Operations | 15,00,000 | 35,00,509 | 18,15,000 | 20,67,931 | 7 |
| Sales and Marketing | 15,00,000 | 30,04,549 | 22,52,275 | 22,52,275 | 2 |
| Strategic | 17,47,573 | 17,47,573 | 17,47,573 | 17,47,573 | 1 |
| Supply Chain Management | 13,00,000 | 15,00,000 | 13,00,000 | 13,66,667 | 3 |

Table 5.4.4: Classification of Maximum Earning potentials based on function – Domestic

Salary by Location

5.5.1 Global Locations

| Base Salary | | | | | |
|--------------------|----------|-----------|----------|----------|------|
| Indian Locations | Min | Max | Median | Mean | Data |
| India (INR) | 4,72,500 | 11,41,200 | 5,37,942 | 6,04,378 | 12 |
| Rest of Asia (USD) | - | - | - | - | - |

Table 5.5.1.1: Classification of base salary

| Additional Guaranteed Cash Components | | | | | |
|---------------------------------------|----------|-----------|----------|----------|------|
| Indian Locations | Min | Max | Median | Mean | Data |
| India (INR) | 5,94,000 | 12,40,240 | 8,35,800 | 8,55,948 | 12 |
| Rest of Asia (USD) | - | - | - | - | - |

Table 5.5.1.2: Classification of Additional Guaranteed Cash Component

| One Time Cash Payments | | | | | |
|------------------------|----------|----------|----------|----------|------|
| Indian Locations | Min | Max | Median | Mean | Data |
| India (INR) | 1,19,966 | 3,00,000 | 3,00,000 | 2,52,852 | 7 |
| Rest of Asia (USD) | - | - | - | - | - |

Table 5.5.1.3: Classification of One-time Cash Payments

| Maximum Earning Potentials | | | | | |
|----------------------------|-----------|-----------|-----------|-----------|------|
| Indian Locations | Min | Max | Median | Mean | Data |
| India (INR) | 13,00,000 | 35,00,509 | 18,15,000 | 19,09,818 | 13 |
| Rest of Asia (USD) | - | - | - | - | - |

Table 5.5.1.4: 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 | 5,33,184 | 6,40,254 | 5,86,719 | 5,86,719 | 2 |
| Chennai | 4,72,500 | 5,42,700 | 4,72,500 | 5,00,580 | 5 |
| National Capital Region | 5,20,000 | 11,41,200 | 6,20,000 | 7,25,300 | 4 |
| Pune | 6,75,000 | 6,75,000 | 6,75,000 | 6,75,000 | 1 |

Table 5.6.2.1: Classification of base salary within India

| Additional Guaranteed Cash Components | | | | | |
|---------------------------------------|----------|-----------|----------|----------|------|
| Indian Locations | Min | Max | Median | Mean | Data |
| Bengaluru | 7,57,234 | 8,64,343 | 8,10,788 | 8,10,789 | 2 |
| Chennai | 8,35,800 | 9,57,180 | 8,35,800 | 8,84,352 | 5 |
| National Capital Region | 7,58,400 | 12,40,240 | 8,17,700 | 9,08,510 | 4 |
| Pune | 5,94,000 | 5,94,000 | 5,94,000 | 5,94,000 | 1 |

Table 5.6.2.2: Classification of Additional Guaranteed Cash Component within India

| One Time Cash Payments | | | | | |
|-------------------------|----------|----------|----------|----------|------|
| Indian Locations | Min | Max | Median | Mean | Data |
| Bengaluru | 1,19,966 | 1,19,966 | 1,19,966 | 1,19,966 | 1 |
| Chennai | 3,00,000 | 3,00,000 | 3,00,000 | 3,00,000 | 5 |
| National Capital Region | - | - | - | - | - |
| Pune | 1,50,000 | 1,50,000 | 1,50,000 | 1,50,000 | 1 |

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 | 15,00,000 | 17,47,573 | 15,00,000 | 15,82,524 | 3 |
| Chennai | 18,15,000 | 20,15,004 | 18,15,000 | 18,95,002 | 5 |
| National Capital Region | 13,00,000 | 35,00,509 | 21,52,275 | 22,76,265 | 4 |
| Pune | 15,00,000 | 15,00,000 | 15,00,000 | 15,00,000 | 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. Dhruv Shah
Partner
Membership No. 169290



For Indian Institute of
Management Udaipur



Authorized Person

