

► **One Year
MBA - DEM**

12 Months MBA Program in
Digital Enterprise Management



www.iimu.ac.in

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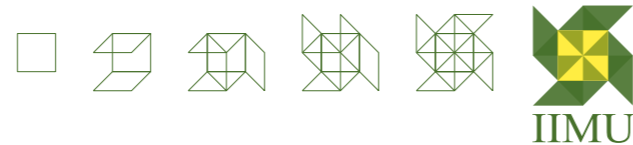
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IIMU
भारतीय प्रबंध संस्थान उदयपुर
Indian Institute of Management Udaipur



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Letter from Auditor

SORAB S. ENGINEER & CO. (Regd.)
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804, SAKAR-IX,
BESIDES OLD RBI,
ASHRAM ROAD,
AHMEDABAD-380 009

June 9, 2022

To
The Director,
Indian Institute of Management Udaipur
Udaipur.

Dear Sir,

Re: Audit of Placement Report for 2021-22 of the One Year Full-time MBA Program in Digital Enterprise Management (DEM)

We have audited the Placement Report ("the Report") prepared by you for the final placements of students of 2021-22 batch of the MBA-DEM 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.



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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 Accenture Strategy, Accenture Technology, Cognizant, Conga Solutions, Decimal Technologies Pvt. Ltd., Digité Infotech Pvt. Ltd., EXL service, IBM, Innover digital, Jio Mart Digital, LatentView Analytics, LumiQ, Publicis.Sapient, TheMathCompany, Thoucentric and Transworld.
- **100%** of MBA-DEM students, who opted for campus placements, were placed through campus-generated opportunities.
- **16 recruiters** extended offers to MBA-DEM students at IIM Udaipur.
- Roles were offered across various domains like Analytics, Consulting, Product Management, Sales & Marketing & Business Development and Strategy.
- International offer received in area of Analytics.
- Highest maximum earning potential : **(Domestic) Rs 33.73 lakhs per annum.**
- Average maximum earning potential : **(Domestic) Rs 21.51 lakhs per annum**

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Placement details as per IPRS

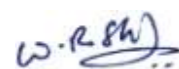
The entire batch of 37 students was eligible for sitting in the Final Placements.

Classification of the entire placement pool

Table 1: Classification of entire placement pool

Categories	Number of students
1. Sought placement through the institute	36
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	1
Total students who did not seek employment through the institute	1
Total graduates	37

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



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For Indian Institute of Management - Udaipur




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Classification Based on Sectors

Table 2: Classification based on sectors

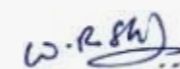
Sector	No. of offers accepted
Consulting	10
FMCG	1
Information Technology/ITES	24
Logistics	1
Total	36

Classification Based on Functions

Table 3: Classification based on Functions

Sector	No. of offers accepted
Analytics	8
Consulting	17
Information Technology	3
Product Management	2
Sales & Marketing & Business Development	3
Strategy	3
Total	36

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Classification Based on Location

Table 4.1: Classification based on Global Locations

Location (Global)	No. of offers accepted
India	35
Rest of Asia	1

Table 4.2: Classification based on Indian Locations

Location (within India)	No. of offers accepted
Bengaluru	18
Chennai	1
NCR	6
Hyderabad	1
Kolkata	2
Mumbai	4
Pune	3
Total	35

Salary Data

Table 5.1: Salary head – Domestic Offers (INR)

Salary	Min	Max	Median	Mean	Data
A. Basic salary	4,72,500	12,00,000	6,70,350	7,10,385	26
B. Additional guaranteed cash components	5,78,400	11,78,400	9,44,010	9,15,394	26
C. One-time cash payments	85,000	4,14,000	3,00,000	2,97,211	19
D. Total guaranteed cash payments	14,78,400	27,00,000	16,62,845	18,57,636	35
E. Maximum earning potential (including non-cash, long term and performance linked components)	16,00,000	33,73,300	20,35,107	21,51,387	35

Note:
The entries in the 'Data' column specify the data points for which the minimum, maximum, mean and median are specified.

Table 5.2: Salary heads – International Offers (USD)

Salary	Min	Max	Median	Mean	Data
A. Basic salary	13,070	13,070	13,070	13,070	1
B. Additional guaranteed cash components	18,517	18,517	18,517	18,517	1
C. One-time Cash Payments	-	-	-	-	-
D. Total guaranteed cash payments	31,587	31,587	31,587	31,587	1
E. Maximum Earning Potential (including non-cash, long term and performance linked components)	32,675	32,675	32,675	32,675	1

*Note: Exchange rate as on April 30, 2022, is considered for conversion to USD.
Source: www.xe.com

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Classification of salary based on sector – Domestic (INR)

Table 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)	\$67,200	\$1,22,727	\$75,584	\$84,438	35
Non-INR Salary (Total guaranteed cash component)	\$58,002	\$58,002	\$58,002	\$58,002	1
Overall Salaries (Total guaranteed cash component)	\$1,25,202	\$1,80,729	\$1,33,586	\$1,42,440	36
INR Salary (Maximum Earning Potential)	\$72,727	\$1,53,332	\$92,505	\$97,790	35
Non-INR Salary (Maximum Earning Potential)	\$60,000	\$60,000	\$60,000	\$60,000	1
Overall Salaries (Maximum Earning Potential)	\$1,32,727	\$2,13,332	\$1,52,505	\$1,57,790	36

*Note: As per the PPP conversion rate for 2020 for all the available currencies from the World Development Indicators (WDI) database of the World Bank.
Source: <http://wdi.worldbank.org/table/4.16>

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

Sectors	Min	Max	Median	Mean	Data
Consulting	4,80,166	10,40,000	4,87,911	6,23,997	4
FMCG	5,95,548	5,95,548	5,95,548	5,95,548	1
Information Technology/ITES	4,72,500	12,00,000	7,04,340	7,32,308	21

Table 5.4.2: Additional Guaranteed Cash Components

Sectors	Min	Max	Median	Mean	Data
Consulting	8,34,118	11,72,015	8,47,571	9,25,319	4
FMCG	10,43,478	10,43,478	10,43,478	10,43,478	1
Information Technology/ITES	5,78,400	11,78,400	9,55,080	9,07,405	21

Table 5.4.3: One Time Cash Payments

Sectors	Min	Max	Median	Mean	Data
Consulting	2,00,000	4,00,000	3,50,000	3,11,111	9
FMCG	-	-	-	-	-
Information Technology/ITES	85,000	4,14,000	3,00,000	2,84,700	10

Table 5.4.4: Maximum Earning potentials

Sectors	Min	Max	Median	Mean	Data
Consulting	17,50,000	33,73,300	25,71,300	25,68,380	10
FMCG	20,00,008	20,00,008	20,00,008	20,00,008	1
Information Technology/ITES	16,00,000	26,00,000	19,99,996	19,83,948	24

For Sorab S Engineer & Co.
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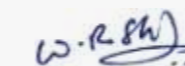


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Classification of salary

based on function – Domestic (INR)

Table 5.5.1: Base Salary

Function	Min	Max	Median	Mean	Data
Analytics	5,95,000	10,40,000	6,15,954	7,16,727	4
Consulting	4,72,500	12,00,000	6,49,670	7,18,733	14
Information Technology	-	-	-	-	-
Product Management	5,28,881	9,55,080	7,41,981	7,41,981	2
Sales & Marketing & Business Development	4,72,500	7,50,000	7,50,000	6,57,500	3
Strategy	5,95,000	7,44,681	7,44,681	6,94,787	3

Table 5.5.2: Additional Guaranteed Cash Components

Function	Min	Max	Median	Mean	Data
Analytics	9,32,940	11,72,015	10,24,229	10,38,353	4
Consulting	5,78,400	11,78,400	8,71,254	8,86,881	14
Information Technology	-	-	-	-	-
Product Management	9,55,080	9,82,207	9,68,644	9,68,644	2
Sales & Marketing & Business Development	7,28,400	8,20,800	7,28,400	7,59,200	3
Strategy	10,04,980	10,05,319	10,05,319	10,05,206	3

Table 5.5.3: One Time Cash Payments

Function	Min	Max	Median	Mean	Data
Analytics	3,50,000	4,14,000	3,50,000	3,66,000	4
Consulting	2,00,000	4,14,000	3,00,000	3,06,400	10
Information Technology	-	-	-	-	-
Product Management	85,000	85,000	85,000	85,000	1
Sales & Marketing & Business Development	3,00,000	3,00,000	3,00,000	3,00,000	1
Strategy	1,60,000	4,14,000	1,60,000	2,44,667	3

Table 5.5.4: Maximum Earning potentials

Function	Min	Max	Median	Mean	Data
Analytics	17,50,000	26,00,000	25,71,300	23,11,130	7
Consulting	17,00,000	33,73,300	19,99,991	22,14,875	17
Information Technology	21,00,000	21,00,000	21,00,000	21,00,000	3
Product Management	17,60,555	22,00,000	19,80,278	19,80,278	2
Sales & Marketing & Business Development	16,00,000	18,23,000	16,00,000	16,74,333	3
Strategy	20,35,107	21,14,000	20,35,107	20,61,405	3

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Classification of salary based on sector

International (USD)

Table 5.6.1: Base Salary

Sectors	Min	Max	Median	Mean	Data
Logistics	13,070	13,070	13,070	13,070	1

Table 5.6.2: Additional Guaranteed Cash Components

Sectors	Min	Max	Median	Mean	Data
Logistics	18,517	18,517	18,517	18,517	1

Table 5.6.3: One Time Cash Payments

Sectors	Min	Max	Median	Mean	Data
Logistics	-	-	-	-	-

Table 5.6.4: Maximum Earning Potentials

Sectors	Min	Max	Median	Mean	Data
Logistics	32,675	32,675	32,675	32,675	1

Classification of salary based on function

International (USD)

Table 5.7.1: Base Salary

Sectors	Min	Max	Median	Mean	Data
Analytics	13,070	13,070	13,070	13,070	1

Table 5.7.2: Additional Guaranteed Cash Components

Sectors	Min	Max	Median	Mean	Data
Analytics	18,517	18,517	18,517	18,517	1

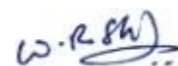
Table 5.7.3: One Time Cash Payments

Sectors	Min	Max	Median	Mean	Data
Analytics	-	-	-	-	-

Table 5.7.4: Maximum Earning Potentials

Sectors	Min	Max	Median	Mean	Data
Analytics	32,675	32,675	32,675	32,675	1

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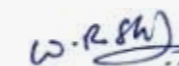


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Classification of salary based on location

Global Locations

Table 5.8.1.1: Base Salary

Sectors	Min	Max	Median	Mean	Data
India (INR)	4,72,500	12,00,000	6,70,350	7,10,385	26
Rest of Asia (USD)	13,070	13,070	13,070	13,070	1

Table 5.8.1.2: Additional Guaranteed Cash Components

Sectors	Min	Max	Median	Mean	Data
India (INR)	5,78,400	11,78,400	9,44,010	9,15,394	26
Rest of Asia (USD)	18,517	18,517	18,517	18,517	1

Table 5.8.1.3: One Time Cash Payments

Sectors	Min	Max	Median	Mean	Data
India (INR)	85,000	4,14,000	3,00,000	2,97,211	19
Rest of Asia (USD)	-	-	-	-	-

Table 5.8.1.4: Maximum Earning Potentials

Sectors	Min	Max	Median	Mean	Data
India (INR)	16,00,000	33,73,300	20,35,107	21,51,387	35
Rest of Asia (USD)	32,675	32,675	32,675	32,675	1

Indian Locations (in INR)

Table 5.8.2.1: Base Salary

Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	4,72,500	12,00,000	5,28,881	7,36,332	11
Chennai	6,36,360	6,36,360	6,36,360	6,36,360	1
NCR	5,95,000	9,55,080	5,95,000	7,28,016	5
Hyderabad	4,72,500	4,72,500	4,72,500	4,72,500	1
Kolkata	7,50,000	7,50,000	7,50,000	7,50,000	2
Mumbai	5,95,548	7,44,681	7,04,340	6,87,227	4
Pune	4,72,500	9,00,000	6,86,250	6,86,250	2

Table 5.8.2.2: Additional Guaranteed Cash Components

Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	8,20,800	11,78,400	9,28,400	9,70,571	11
Chennai	9,32,940	9,32,940	9,32,940	9,32,940	1
NCR	5,78,400	10,04,980	10,04,980	9,09,684	5
Hyderabad	8,20,800	8,20,800	8,20,800	8,20,800	1
Kolkata	7,28,400	7,28,400	7,28,400	7,28,400	2
Mumbai	9,58,505	10,43,478	9,81,912	9,91,452	4
Pune	5,78,400	8,20,800	6,99,600	6,99,600	2

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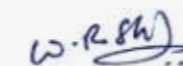


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Indian Locations (in INR)

Table 5.8.2.3: One Time Cash Payments

Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	85,000	4,00,000	3,00,000	2,74,583	12
Chennai	-	-	-	-	-
NCR	4,14,000	4,14,000	4,14,000	4,14,000	3
Hyderabad	3,00,000	3,00,000	3,00,000	3,00,000	1
Kolkata	-	-	-	-	-
Mumbai	1,60,000	1,60,000	1,60,000	1,60,000	1
Pune	3,00,000	3,50,000	3,25,000	3,25,000	2

Table 5.8.2.4: Maximum Earning Potentials

Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	17,50,000	33,73,300	21,00,000	23,36,342	18
Chennai	17,50,000	17,50,000	17,50,000	17,50,000	1
NCR	17,00,000	22,00,000	21,14,000	20,57,000	6
Hyderabad	18,23,000	18,23,000	18,23,000	18,23,000	1
Kolkata	16,00,000	16,00,000	16,00,000	16,00,000	2
Mumbai	19,99,991	20,35,107	20,00,000	20,08,774	4
Pune	17,00,000	25,71,300	18,23,000	20,31,433	3

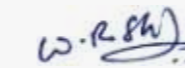
6. Compliance Statement

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
-	-

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For Indian Institute of Management - Udaipur



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Chairperson-Corporate Communications &
Industry Relations
Indian Institute of Management Udaipur

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



CA. Dhruv Shah
Partner
Membership No. 169290
Ahmedabad.



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