

CERTIFICATE

We have verified the attached placement report of **KIRLOSKAR INSTITUTE OF ADVANCED MANAGEMENT STUDIES, HARIHAR** (the Institute) for the PGDM batch No 16 (2013-2015) in terms of the letter of engagement to carry out the certification of the placement report of Summer internship and Final Placements. Preparation of this report as per the placement reporting standards is the responsibility of the Institute. Our responsibility is to validate the information provided in the report with relevant documentation and comment on the conformity with the **INDIAN PLACEMENT REPORTING STANDARDS, Revision 2.1 (IPRS)**

Based on our verification, We confirm the following:

1. We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for this purpose.
2. In our opinion, the Placement report complies with INDIAN PLACEMENT REPORTING STANDARDS, Revision 2.1 (IPRS).
3. The PPP conversion factor for the year 2012 (being the latest) has been applied wherever applicable as per the website source <http://unstats.un.org/unsd/mdg/SeriesDetail.aspx?srid=699>
4. The validation of information presented in the report is based on the communication received by the Institute from recruiting companies / the students and other relevant information provided by the Institute. We have not sourced any information independently.
5. The information has been categorised as best as possible under different salary heads given in the IPRS Version 2.1. Wherever the breakup is not available, the salary has been considered only as "Maximum Earning Potential".
6. As per the standard (IPRS), data is to be reported in respect of the "offers accepted". The Institute does not have documentary evidence to confirm the acceptance of the offers by the students.
7. Documentary proof/ offer letters were not available in respect of 2 placements and amount of package offered in respect of 21 placements. In these cases we have relied on the representation letter given by the Director of the institute confirming the pay package as orally communicated by the students.

For M/s P. G. BHAGWAT
Chartered Accountants
Firm Registration No. 101118W



S.B. Pagad

Partner

Membership No.: 206124

Place: Harihar

Date: 11th December, 2015

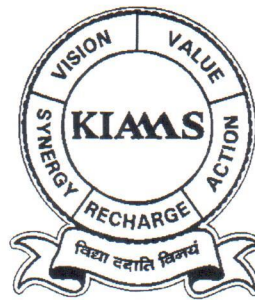


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**KIRLOSKAR INSTITUTE OF ADVANCED
MANAGEMENT STUDIES**



Enriching Lives



PGDM PLACEMENT REPORT 2014 - 15

Overview

Placements for the 2015 class of the flagship Post Graduate Diploma in Management at Kirloskar Institute of Advanced Management Studies (KIAMS), Harihar & Pune were conducted between October 2014 and May 2015. Over 75 companies participated in the final placement process this year. Participating firms spanned diverse sectors such as Consulting, E-commerce, Manufacturing, IT, Telecom, Market Research, Banking, Financial Services, Retail, Real Estate, Health, Media, Textile and others.

Some of our Top Recruiters are HealthAsyst Pvt. Ltd., Capital First Capital First, Drshti Strategic Research Services Pvt. Ltd., Verdantis, HDFC Asset Management Company Ltd, CRISIL, S&P Capital IQ, IKYA Human Capital Solutions Ltd., Finitatives Learning India Pvt. Ltd., Bridgestone India Ltd., AC Nielsen, Berger Paints Ltd., Vodafone India Ltd., MTS India, Deloitte Shared Services India Pvt. Ltd., Vernalis, Coffee Day Beverages, Beroe Consulting (I) Pvt. Ltd., Kirloskar Brothers Ltd., Kotak Securities Ltd.

Placement Report

We have prepared the placement report as per the Indian Placement Reporting Standards. The detailed report, which has been audited by M/s PG Bhagwat, Chartered Accountants is presented hereafter.

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SUMMER INTERNSHIP

4.1 Internship placement report

4.1.1 Nature of internship

Nature of the internship	With Stipend	Without Stipend
Seeking internship through the institute	12	51
Not seeking internship through the institute	2	30

Table 4.1: Classification of internships based on stipend status

4.1.2 Sector-wise classification

Sector	No. of internships
Beverages	3
Manufacturing / Engg / Automobile	12
Information Technology (IT)	2
Telecom	1
Market Research	3
Banking, Financial Services and Insurance (BFSI)	24
Retail	10
FMCG	9
Power	2
Consumer Goods	4
Sports	5
Supply Chain	3
Social Media / Media	3
Steel	3
Logistics	2
Others (Ceramics, Digital Marketing, Ecommerce, Entertainment, Hotel, Packaging, Pharma, Textile)	9
Total	95

Table 4.2: Classification of internships based on sector

For Kirloskar Institute of Advanced
Management Studies

Principal Director
Date: 11/12/2015



As per the certificate of even date
for M/s P. G. BHAGWAT
Chartered Accountants

Partner
Date: 11/12/2015

4.1.3 Function-wise classification

Function	No. of internships
Finance	25
Human Resources	5
Marketing / Sales	56
Operations / Supply Chain	9

Table 4.3: Classification of internships based on function

4.1.4 Location-wise classification

This section would include location-wise break-up of the internships.

Indian Locations	No. of internships
Africa	1
Americas	
Europe	
Oceania	
India	94
South-East Asia	
Rest of Asia	

Table 4.4(a): Classification of internships based on location (global)

Indian Locations	No. of internships
National Capital Region	9
Mumbai	9
Kolkata	2
Chennai	5
Hyderabad	1
Bangalore	24
Rest of India	44

Table 4.4(b): Classification of internships based on location within India

For Kirloskar Institute of Advanced
Management Studies

Principal Director
Date: 11/12/2015



As per the certificate of even date
for M/s P. G. BHAGWAT
Chartered Accountants

Partner
Date: 11/12/2015



FINAL PLACEMENT REPORT

4.2 Classification of the entire graduate pool

Categories	Number
1. Sought placement through the institute	100
2. Did not seek placement through the institute	-
2a. Company-sponsored or already employed	-
2b. Continuing education	-
2c. Postponing job search	-
2d. Entrepreneurship (Starting a new business)	-
2e. Returning to / joining family business	-
2f. Sought placement outside the campus placement process	1
2g. Did not seek placements for other reasons	17
Total who did not seek employment through the institute	18
Total graduates	118


Table 4.5: Classification of the entire graduate pool

4.2.2 Sector-wise classification

Sector	No. of Offers accepted
Consulting	13
Manufacturing	6
Information Technology (IT)	3
Telecom	3
Market Research	12
Banking, Financial Services and Insurance (BFSI)	33
Garment	7
Real Estate	8
Retail	3
Others (Health, E-Commerce, Education, Logistics, Paints, Event Mgt., Social Media)	12
Total	100

Table 4.6: Classification of offers based on sector


For Kirloskar Institute of Advanced
Management Studies


Principal Director
Date: 11/12/2015



As per the certificate of even date
for M/s P. G. BHAGWAT
Chartered Accountants




Partner
Date: 11/12/2015

FINAL PLACEMENT REPORT

4.2 Classification of the entire graduate pool

Categories	Number
1. Sought placement through the institute	100
2. Did not seek placement through the institute	-
2a. Company-sponsored or already employed	-
2b. Continuing education	-
2c. Postponing job search	-
2d. Entrepreneurship (Starting a new business)	-
2e. Returning to / joining family business	-
2f. Sought placement outside the campus placement process	1
2g. Did not seek placements for other reasons	17
Total who did not seek employment through the institute	18
Total graduates	118

Table 4.5: Classification of the entire graduate pool

4.2.2 Sector-wise classification

Sector	No. of Offers accepted
Consulting	13
Manufacturing	6
Information Technology (IT)	3
Telecom	3
Market Research	12
Banking, Financial Services and Insurance (BFSI)	33
Garment	7
Real Estate	8
Retail	3
Others (Health, E-Commerce, Education, Logistics, Paints, Event Mgt., Social Media)	12
Total	100

Table 4.6: Classification of offers based on sector


For Kirloskar Institute of Advanced
Management Studies


Principal Director
Date: 11/12/2015



As per the certificate of even date
for M/s P. G. BHAGWAT
Chartered Accountants




Partner
Date: 11/12/2015

4.2.3 Function-wise classification

Function	No. of Offers accepted
Finance	17
Human Resources	3
Marketing / Sales	79
Operations / Supply Chain	1

Table 4.7: Classification of offers based on function

4.2.4 Location-wise classification

Indian Locations	No. of offers accepted
Africa	
Americas	
Europe	
Oceania	
India	100
South-East Asia	
Rest of Asia	

Table 4.8(a): Classification of offers based on location (global)

Indian Locations	No. of offers accepted
Mumbai	27
Chennai	4
Bangalore	26
Rest of India	43

Table 4.8(b): Classification of offers based on location (within India)

4.2.5.1. Salary statistics at PPP (INR)

Annual Salary	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	265175	595486	350004	355480	75
Non-INR salary (Total guaranteed cash component)	-	-	-	-	-
Overall salary (Total guaranteed cash component)	265175	595486	350004	355480	75
INR salary (MEP)	240000	700005	400020	421895	100
Non-INR salary (MEP)	-	-	-	-	-
Overall salary (MEP)	240000	700005	400020	421895	100

Table 4.9: Salary statistics at PPP adjusted exchange rates

For Kirloskar Institute of Advanced
Management Studies

Principal Director
Date: 11/12/2015



As per the certificate of even date
for M/s P. G. BHAGWAT
Chartered Accountants

Partner
Date: 11/12/2015



4.2.5.2 Salary Heads (INR)

	Salary head	Min	Max	Median	Mean	Data
A	Basic salary	94201	264000	128400	147182	75
B	Additional guaranteed cash components	36000	389964	182400	191923	74
C	One time Cash Payments	5000	30000	5000	13333	3
D	Total guaranteed cash payments	265175	595486	350004	355480	75
E	Maximum Earning Potential (including non-cash, long term and performance linked components)	240000	700005	400020	421895	100

Table 4.10: Classification of salary components

4.2.5.3 Sector-wise classification of salary (INR)

Base Salary					
Sectors	Min	Max	Median	Mean	Data
Consulting	108000	264000	156000	171883	12
Manufacturing	108000	108000	108000	108000	1
Information Technology (IT)	159920	180000	180000	173307	3
Telecom	114547	150000	147120	137222	3
Market Research	120000	264000	128400	152147	12
Banking, Financial Services and Insurance	94201	264000	122400	131579	24
Garment	180000	180000	180000	180000	7
Real Estate	120000	120000	120000	120000	5
Retail	99000	99000	99000	99000	3
Others (Health, E-Commerce, Education, Logistics,	108000	228000	125400	159166	5

Table 4.11: Sector-wise classification of base salary

For Kirloskar Institute of Advanced
Management Studies



Principal Director
Date: 11/12/2015



As per the certificate of even date
for M/s P. G. BHAGWAT
Chartered Accountants




Partner
Date: 11/12/2015

Additional guaranteed cash components					
Sectors	Min	Max	Median	Mean	Data
Consulting	36000	266400	204340	172413	12
Manufacturing	245880	245880	245880	245880	1
Information Technology (IT)	86400	211496	86400	128099	3
Telecom	124785	255582	200704	193690	3
Market Research	165600	272632	174832	190411	12
Banking, Financial Services and Insurance	144828	389964	198720	204696	23
Garment	146892	146892	146892	146892	7
Real Estate	159828	159828	159828	159828	5
Retail	214358	264358	264358	247691	3
Others (Health, E-Commerce, Education, Logistics, Paints, Event Mgt., Social Media)	168000	346260	286200	269340	5

Table 4.12: Sector-wise classification of additional guaranteed cash components

One-time cash payments					
Sectors	Min	Max	Median	Mean	Data
Consulting	-	-	-	-	-
Manufacturing	-	-	-	-	-
Information Technology (IT)	-	-	-	-	-
Telecom	-	-	-	-	-
Market Research	-	-	-	-	-
Banking, Financial Services and Insurance	30000	30000	30000	30000	1
Real Estate	-	-	-	-	-
Retail	-	-	-	-	-
Others (Health, E-Commerce, Education, Logistics, Paints, Event Mgt., Social Media)	5000	5000	5000	5000	2

Table 4.13: Sector-wise classification of one-time cash payments

For Kirloskar Institute of Advanced
Management Studies

Principal Director
Date: 11/12/2015



As per the certificate of even date
for M/s P. G. BHAGWAT
Chartered Accountants



Partner
Date: 11/12/2015

4.2.5.4 Function-wise classification of salary (INR)

Base Salary (INR)					
Functions	Min	Max	Median	Mean	Data
Finance	108000	264000	123900	146708	14
Human Resources	108000	180000	108000	132000	3
Marketing / Sales	94201	264000	128400	148943	57
Operations / Supply Chain	99000	99000	99000	99000	1

Table 4.14: Function-wise classification of base salary

Additional guaranteed cash components (INR)					
Functions	Min	Max	Median	Mean	Data
Finance	162400	286200	212916	227231	13
Human Resources	177240	238400	177240	197627	3
Marketing / Sales	36000	389964	174832	183177	57
Operations / Supply Chain	214358	214358	214358	214358	1

Table 4.15: Function-wise classification of additional guaranteed cash components

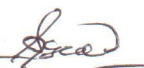
For Kirloskar Institute of Advanced
Management Studies


Principal Director
Date: 11/12/2015



As per the certificate of even date
for M/s P. G. BHAGWAT
Chartered Accountants




Partner
Date: 11/12/2015

One-time cash payments					
Functions	Min	Max	Median	Mean	Data
Consulting	-	-	-	-	-
Finance	5000	30000	5000	13333	3
General Management	-	-	-	-	-
Human Resources	-	-	-	-	-
Marketing / Sales	-	-	-	-	-
Systems / IT	-	-	-	-	-
Operations / Supply Chain	-	-	-	-	-
International Business	-	-	-	-	-
Economic & Policy Research	-	-	-	-	-
Others (Please specify)	-	-	-	-	-


Table 4.16: Function-wise classification of one-time cash payments

4.2.5.5 Location-wise classification of salary

Base Salary					
Location	Min	Max	Median	Mean	Data
Africa	-	-	-	-	-
Americas	-	-	-	-	-
Europe	-	-	-	-	-
Oceania	-	-	-	-	-
India	94201	264000	128400	147182	75
South-East Asia	-	-	-	-	-
Rest of Asia	-	-	-	-	-

Table 4.17(a): Location-wise classification of base salary (global)

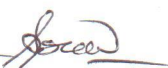
For Kirloskar Institute of Advanced
Management Studies


Principal Director
Date: 11/12/2015



As per the certificate of even date
for M/s P. G. BHAGWAT
Chartered Accountants




Partner
Date: 11/12/2015

Base Salary (INR)					
Indian Locations	Min	Max	Median	Mean	Data
Mumbai	102000	264000	146060	155018	22
Chennai	174156	180000	177078	177078	4
Bangalore	99000	264000	156000	157132	23
Rest of India	94201	264000	122400	127152	26

Table 4.17(b): Location-wise classification of base salary (within India)


Additional guaranteed cash components(INR)					
Location	Min	Max	Median	Mean	Data
Africa	-	-	-	-	-
Americas	-	-	-	-	-
Europe	-	-	-	-	-
Oceania	-	-	-	-	-
India	36000	389964	182400	191923	75
South-East Asia	-	-	-	-	-
Rest of Asia	-	-	-	-	-

Table 4.18(a): Location-wise classification of additional guaranteed cash components (global)

Additional guaranteed cash components (INR)					
Indian Locations	Min	Max	Median	Mean	Data
National Capital Region	-	-	-	-	-
Mumbai	44580	276537	182400	181177	22
Chennai	86400	191940	139170	139170	4
Bangalore	36000	346260	180300	193601	23
Rest of India	144828	389964	200704	207797	25

Table 4.18(b): Location-wise classification of additional guaranteed cash components (within India)


For Kirloskar Institute of Advanced
Management Studies


Principal Director
Date: 11/12/2015



As per the certificate of even date
for M/s P. G. BHAGWAT
Chartered Accountants




Partner
Date: 11/12/2015

One-time cash payments(INR)					
Location	Min	Max	Median	Mean	Data
Africa	-	-	-	-	-
Americas	-	-	-	-	-
Europe	-	-	-	-	-
Oceania	-	-	-	-	-
India	5000	30000	5000	13333	3
South-East Asia	-	-	-	-	-
Rest of Asia	-	-	-	-	-

Table 4.19(a): Location-wise classification of one-time cash payments (global)

One-time cash payments (INR)					
Indian Locations	Min	Max	Median	Mean	Data
National Capital Region	-	-	-	-	-
Mumbai	-	-	-	-	-
Kolkata	-	-	-	-	-
Chennai	-	-	-	-	-
Hyderabad	-	-	-	-	-
Bangalore	-	-	-	-	-
Rest of India	5000	30000	5000	13333	3

Table 4.19(b): Location-wise classification of one-time cash payments (within India)

For Kirloskar Institute of Advanced
Management Studies



Principal Director
Date: 11/12/2015



As per the certificate of even date
for M/s P. G. BHAGWAT
Chartered Accountants




Partner
Date: 11/12/2015

4.2.6 Other details

Sl. No.	Parameter	Number
1	Total Students	118
2	Total companies confirming presence	90
3	Total companies actually participating	75
4	Total companies who recruited at least one student	48
5	Total Pre-Placement offers awarded	-
	5a. Through internships	-
	5b. Others	-
6	Total Pre-Placement offers accepted	-
	6a. Through internships	-
	6b. Others	-
7	Total Pre-Placement interviews awarded	-
	7a. Through internships	-
	7b. Others	-
8	Total Pre-Placement interviews converted to final offers	-
	8a. Through internships	-
	8b. Others	-

Table 4.20: Sample table mentioning additional details (Optional)

For Kirloskar Institute of Advanced
Management Studies

Principal Director
Date: 11/12/2015



As per the certificate of even date
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Chartered Accountants

Partner
Date: 11/12/2015

