

CERTIFICATE

1. We have certified the attached placement report of **KIRLOSKAR INSTITUTE OF ADVANCED MANAGEMENT STUDIES, HARIHAR** for the PGDM batch No 13 (2010-2012) in terms of our appointment letter dated October 6, 2012 to carry out the certification of the placement report of Summer internship and Final Placements. The placement data compiled as per the requirement of the standard is the responsibility of the Society's management and we have relied on the following documents -
 - a. List of candidates admitted for the batch.
 - b. Xerox copies of placements letters wherever available.
 - c. List of candidates attended the interview.
 - d. Copies of certified email messages / unsigned attachments to the mail.
 - e. Copy of representation letter
2. We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for this purpose and subject to following observations.
 - a. Offer letters were not available in respect of 27 placements and we have relied on the representation of the management in these cases.
 - b. As per the standard, data is to be given in respect of the "offers accepted". As informed to us there is no practice of keeping record of acceptances by the students. It is suggested to maintain the same henceforth.
 - c. In case of 16 placements, printout of the offer letters is not signed and some of them are prints of forwarded email messages. It is suggested to maintain the Xerox copies of the original offer letters for verification.

For M/s P. G. BHAGWAT

Chartered Accountants

Firm Registration No. 101118W



S.B.Pagad

Partner

Membership No.: 206124

Place: Harihar

Date: 04-02-2013



KIRLOSKAR INSTITUTE OF ADVANCED MANAGEMENT STUDIES



PGDM Placement Report

PLACEMENT REPORT 2011-12

SUMMER INTERNSHIP

1.1 Internship placement report

1.1.1 Nature of internship

Nature of the internship	With Stipend	Without Stipend
Seeking internship through the institute (Placed through Institute)	9	34
Not seeking internship through the institute (Placed by own efforts but within Institute process i.e. no one opted out)	0	96

Table 1.1.1: Classification of internships based on stipend status

1.1.2 Sector-wise classification

Sector	No. of internships
Consumer goods (FMCG)	25
Consulting	2
Manufacturing	12
Information Technology (IT)	9
Telecom	8
Pharmaceutical / Healthcare	4
Banking, Financial Services and Insurance (BFSI)	32
Media / Entertainment	4
Real Estate	1
Engineering / Technology	6
Energy	2
Others	34
Total	139

Table 1.1.2: Classification of internships based on sector

For Kirloskar Institute of Advanced
Management Studies

Director

Date: 04-02-2013

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



Partner

Date: 04-02-2013

1.1.3 Function-wise classification

Function	No. of internships
Finance	51
Human Resources	8
Marketing / Sales	72
Operations / Supply Chain	8

Table 1.1.3: Classification of internships based on function

1.1.4 Location-wise classification

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

Locations	No. of internships
India	139

Table 1.1.4: Classification of internships based on location

Indian Locations	No. of internships
National Capital Region	
Mumbai	12
Kolkata	8
Chennai	3
Hyderabad	4
Bangalore	19
Rest of India	93

Table 1.1.4.1: Classification of internships based on location within India

For Kirloskar Institute of Advanced
Management Studies



Director
Date: 04-02-2013

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




Partner
Date: 04-02-2013

FINAL PLACEMENT REPORT

2 Classification of the entire graduate pool

Categories	Number
1. Sought placement through the institute	110
2. Did not seek placement through the institute	
2a. Returning to / joining family business	1
2b. Sought placement outside the campus placement process (i.e. opted out)	11
Total who did not seek employment through the institute	12
Total graduates	122

Table 2.1: Classification of the entire graduate pool

3 Sector-wise classification

Sector	No. of Offers accepted
Consumer goods (FMCG)	2
Consulting	25
Information Technology (IT)	6
Banking, Financial Services and Insurance (BFSI)	31
Media / Entertainment	1
Real Estate	4
Engineering / Technology	17
Others	14
Total	100

Table 3.1: Classification of offers based on sector

For Kirloskar Institute of Advanced
Management Studies



Director
Date: 04-02-2013



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



Partner
Date: 04-02-2013

4 Function-wise classification

Function	No. of Offers accepted
Finance	31
Human Resources	8
Marketing / Sales	52
Systems / IT	1
Operations / Supply Chain	8

Table 4.1: Classification of offers based on function

5 Location-wise classification

Locations	No. of offers accepted
India	100

Table 5.1: Classification of offers based on location

Indian Locations	No. of offers accepted
Mumbai	33
Chennai	11
Bangalore	22
Rest of India	34

Table 5.2: Classification of offers based on location within India

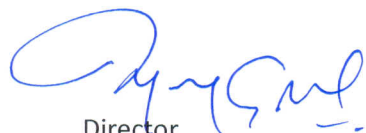
6. Salary Data

6.1 Salary statistics at purchasing power parity (PPP) – INR & USD

Annual Salary	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	200000: 9420	728380: 34308	351000: 16533	362990 17097	64
Overall salary (Total guaranteed cash component)	200000: 9420	728380: 34308	351000: 16533	362990 17097	64
INR salary (MEP)	200000: 9420	847480: 39918	362311: 17065	409457: 19286	100
Overall salary (MEP)	200000: 9420	847480: 39918	362311: 17065	409457: 19286	100

Table 6.1: Salary statistics at PPP adjusted exchange rates

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6.2 Salary Heads (INR & USD)

	Salary head	Min	Max	Median	Mean	Data
A B C D E	Basic salary	60000: 2826	324996: 15308	137387: 6471	140999: 6641	58
	Additional guaranteed cash components	3000: 141	483889: 22792	206100: 9707	194270: 9150	64
	Total guaranteed cash payments	200000: 9420	728380: 34308	351000: 16533	362990: 17097	64
	Maximum Earning Potential (including non-cash, long term and performance linked components)	200000: 9420	847480: 39918	364999: 17192	409924: 19308	100

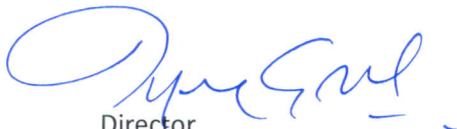
Table 6.2: Classification of salary components

6.3 Sector-wise classification of salary (INR & USD)

Base Salary INR/ USD					
Sectors	Min	Max	Median	Mean	Data
Consulting	108000: 5087	180000: 8478	120000: 5652	138999: 6547	8
Information Technology (IT)	60000: 2826	324996: 15308	60000: 2826	112999: 5322	1
Banking, Financial Services and Insurance (BFSI)	88000: 4145	200004: 9420	174000: 8195	148273: 6984	18
Media / Entertainment	114000: 5369	114000: 5369	114000: 5369	114000: 5369	1
Real Estate	108000: 5087	108000: 5087	108000: 5087	108000: 5087	4
Engineering / Technology	120000: 5652	171600: 8082	164940: 7769	153862: 7247	15
Others	78829: 3713	192000: 9043	137387: 6471	140585: 6621	9

Table 6.3: Sector-wise classification of base salary

For Kirloskar Institute of Advanced
Management Studies



Director
Date: 04-02-2013



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for M/s P. G. BHAGWAT
Chartered Accountants



Partner
Date: 04-02-2013

Additional guaranteed cash components					
Sectors	Min	Max	Median	Mean	Data
Consulting	62400: 2939	220704: 10395	17640: 830	151781: 7149	10
Information Technology (IT)	211560: 9965	315648: 14868	211560: 9965	232378: 10945	1
Banking, Financial Services and Insurance (BFSI)	3000: 141	281636: 13265	206100: 9707	178367: 8401	21
Media / Entertainment	252320: 1185	252320: 1185	252320: 1185	252320: 1185	1
Real Estate	228845: 10779	228845: 10779	228845: 10779	228845: 10779	4
Engineering / Technology	117708: 5544	483889: 22792	142160: 6696	227455: 10713	15
Others	28800: 1356	272849: 12852	203363: 9579	184043: 8669	10

Table 6.3.1: Sector-wise classification of additional guaranteed cash components

6.4 Function-wise classification of salary (INR & USD)

Base Salary INR/ USD					
Functions	Min	Max	Median	Mean	Data
Finance	129717: 6110	200004: 9420	175800: 8280	170098: 8012	7
Human Resources	108000: 5087	171600: 8082	120000: 5652	126600: 5963	6
Marketing / Sales	60000: 2826	192000: 9043	120000: 5652	132274: 6230	39
Systems / IT	324996: 15308	324996: 15308	324996: 15308	324996: 15308	1
Operations / Supply Chain	94178: 4436	171600: 8082	154044: 7255	143467: 6757	4

Table 6.4: Function-wise classification of base salary

For Kirloskar Institute of Advanced
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Chartered Accountants

Director
Date: 04-02-2013



Partner
Date: 04-02-2013

Additional guaranteed cash components INR/ USD					
Functions	Min	Max	Median	Mean	Data
Finance	3000: 141	319400: 15044	162042: 7632	150239: 7076	10
Human Resources	142160: 6696	179040: 8433	170640: 8037	167293: 7880	6
Marketing / Sales	62400: 2939	483889: 22792	210600: 9919	213784: 10069	41
Systems / IT	315648: 14868	315648: 14868	315648: 14868	315648: 14868	1
Operations / Supply Chain	28800: 1356	218016: 10269	142160: 6696	139227: 6558	5

Table 6.4.1: Function-wise classification of additional guaranteed cash components

6.5 Location-wise classification of salary

Base Salary INR/ USD					
Location	Min	Max	Median	Mean	Data
India	60000: 2826	324996: 15308	137387: 6471	140999: 6641	61

Table 6.5.1: Location-wise classification of base salary

Base Salary INR/ USD					
Indian Locations	Min	Max	Median	Mean	Data
Mumbai	94178: 4436	192000: 9043	149731: 7052	144280: 6796	29
Chennai	105000: 4945	324996: 15308	171996: 8101	183164: 8627	8
Bangalore	78829: 3713	171600: 8082	124859: 5881	131583: 6197	16
Rest of India	60000: 2826	60000: 2826	60000: 2826	60000: 2826	4

Table 6.5.2: Location-wise classification of base salary (within India)

For Kirloskar Institute of Advanced
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Director
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Partner
Date: 04-02-2013

Additional guaranteed cash components INR/ USD					
Location	Min	Max	Median	Mean	Data
India	3000: 141	483889: 22792	206100: 9707	194270: 9150	63

Table 6.5.3: Location-wise classification of additional guaranteed cash components

Additional guaranteed cash components INR/ USD					
Indian Locations	Min	Max	Median	Mean	Data
Mumbai	62400: 2939	319400: 15044	206100: 9707	197578: 9306	31
Chennai	117708: 5544	483889: 22792	281636: 13265	297629: 14019	8
Bangalore	131711: 6204	222300: 10471	170640: 8037	171605: 8083	16
Rest of India	3000: 141	211560: 9965	120180: 5660	110505: 5205	7

Table 6.5.4: Location-wise classification of additional guaranteed cash components (within India)

7 Other details

Sl. No.	Parameter	Number
1	Total Students	122
2	Total companies confirming presence (Orally and emails)	65
3	Total companies actually participating	54
4	Total companies who recruited at least one student	42

Table 7.1: Sample table mentioning additional details (Optional)

For Kirloskar Institute of Advanced
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