

CERTIFICATE

1. We have certified the attached placement report of **KIRLOSKAR INSTITUTE OF ADVANCED MANAGEMENT STUDIES, HARIHAR** (the Society) for the PGDM batch No 15 (2012-2014) in terms of the letter of engagement dated 29-Dec-2014 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.
2. Our certification is based on the following sources:
 - 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. The report is prepared in accordance with the **INDIAN PLACEMENT REPORTING STANDARDS** and the PPP conversion factor applied is for the year 2011 being the latest from website <http://unstats.un.org/unsd/mdg/SeriesDetail.aspx?srid=699>
 - f. Copy of management's representation letter
3. 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. Documentary proof/ offer letters were not available in respect of 22 placements and amount of package offered in respect of 2 placements. In these cases we have relied on the representation letter by the Director of the institute confirming the pay package orally communicated by the students.
 - b. As per the standard (IPRS), data is to be given in respect of the "offers accepted". In absence of documentary evidence for acceptance, this report is subject to fulfilment of this criterion.

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

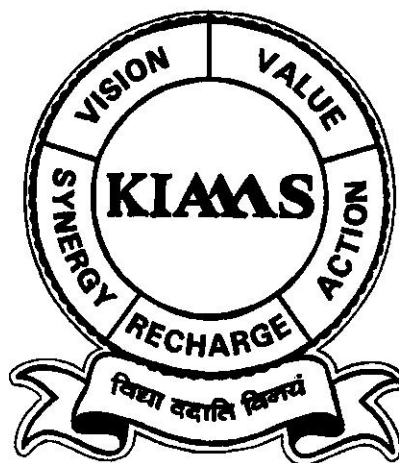


S.B. Pagad
Partner
Membership No.: 206124
Place: Harihar
Date: 5-1-2015



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**KIRLOSKAR INSTITUTE OF ADVANCED
MANAGEMENT STUDIES (KIAMS)**



PGDM PLACEMENT REPORT

PLACEMENT REPORT 2013-14

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	25	40
Not seeking internship through the institute	2	50

Table 4.1: Classification of internships based on stipend status

1.1.2 Sector-wise classification

Sector	No. of internships
Consulting	2
Manufacturing / Engg / Automobile	21
Information Technology (IT)	3
Telecom	3
Market Research	4
Banking, Financial Services and Insurance (BFSI)	24
Retail	6
FMCG	14
Power	3
Consumer Goods	7
Publishing	5
Others (Real Estate, Logistics, Social Media, Aircraft, Sports, Steel, Hospitality, Oil, Electrical, Textile)	25
Total	117

Table 4.2: Classification of internships based on sector

For Kirloskar Institute of Advanced
Management Studies


Director

Date: 05/01/2015



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



Partner

Date: 05/01/2015



4.1.3 Function-wise classification

Function	No. of internships
Finance	43
Human Resources	9
Marketing / Sales	60
Operations / Supply Chain	5

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
National Capital Region	16
Mumbai	9
Kolkata	2
Chennai	2
Hyderabad	2
Bangalore	22
Rest of India	64

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

For Kirloskar Institute of Advanced
Management Studies


Director
Date: 05/01/2015



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


Partner
Date: 05/01/2015



FINAL PLACEMENT REPORT

4.2 Classification of the entire graduate pool

Categories	Number
1. Sought placement through the institute	86
2. Did not seek placement through the institute	14
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	14
2g. Did not seek placements for other reasons	13
Total who did not seek employment through the institute	-
Total graduates	127

Table 4.5: Classification of the entire graduate pool

4.2.2 Sector-wise classification

Sector	No. of Offers accepted
Consulting	8
Manufacturing	3
Information Technology (IT)	5
Telecom	7
Market Research	13
Banking, Financial Services and Insurance (BFSI)	25
FMCG	7
Others (BPM, Digital, Education, Event Mgt., Garments, Media, Retail, Service, Sports, Textile)	18
Total	86

Table 4.6: Classification of offers based on sector

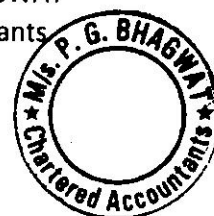
For Kirloskar Institute of Advanced
Management Studies


Director
Date: 05/01/2015



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


Partner
Date: 05/01/2015



4.2.3 Function-wise classification

Function	No. of Offers accepted
Finance	15
Human Resources	3
Marketing / Sales	66
Operations / Supply Chain	2

Table 4.7: Classification of offers based on function

4.2.4 Location-wise classification

Indian Locations	No. of offers accepted
Rest of Asia	

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

Indian Locations	No. of offers accepted
Mumbai	32
Chennai	4
Bangalore	26
Rest of India	24

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

4.2.5.1. Salary statistics at PPP (INR & USD)

Annual Salary	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	200000 8929	600000 26786	385500 17210	379967 16963	82
Non-INR salary (Total guaranteed cash component)	-	-	-	-	-
Overall salary (Total guaranteed cash component)	200000 8929	600000 26786	385500 17210	379967 16963	82
INR salary (MEP)	240000 10714	625000 27902	407000 18170	414122 18488	83
Non-INR salary (MEP)	-	-	-	-	-
Overall salary (MEP)	240000 10714	625000 27902	407000 18170	414122 18488	83

Table 4.9: Salary statistics at PPP adjusted exchange rates

For Kirloskar Institute of Advanced
Management Studies

Director
Date: 05/01/2015



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

Partner
Date: 05/01/2015



4.2.5.2 Salary Heads (INR & USD)

	Salary head	Min	Max	Median	Mean	Data
A	Basic salary	79200 3536	240000 10714	137387 6133	147483 6584	43
B	Additional guaranteed cash components	116466 5199	308142 13756	193160 8623	208895 9326	42
C	One time Cash Payments	7000 313	15000 670	15000 670	13000 580	4
D	Total guaranteed cash payments	200000 8929	600000 26786	375000 16741	376967 16829	82
E	Maximum Earning Potential (including non-cash, long term and performance linked components)	240000 10714	625000 27902	407000 18170	414122 18488	83

Table 4.10: Classification of salary components

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

Base Salary					
Sectors	Min	Max	Median	Mean	Data
Consulting	117432 5243	132000 5893	132000 5893	129086 5763	5
Manufacturing	-	-	-	-	-
Information Technology (IT)	121020 5403	180000 8036	121020 5403	140680 6280	3
Telecom	120000 5357	160000 7143	140000 6250	138000 6161	7
Market Research	108000 4821	240000 10714	128400 5732	135591 6053	9
Banking, Financial Services and Insurance (BFSI)	7920 354	200000 8929	155929 6961	148855 6645	14
FMCG	-	-	-	-	-
Others (BPM, Digital, Education, Event Mgt., Garments, Media, Retail, Service, Sports, Textile)	120000 5357	228000 10179	228000 10179	200800 8964	5

Table 4.11: Sector-wise classification of base salary

For Kirloskar Institute of Advanced
Management Studies

Director
Date: 05/01/2015



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

Partner
Date: 05/01/2015



Additional guaranteed cash components					
Sectors	Min	Max	Median	Mean	Data
Consulting	188640 8421	235610 10518	188640 8421	198034 8841	5
Manufacturing	-	-	-	-	-
Information Technology (IT)	233640 10430	308142 13756	233640 10430	258474 11539	3
Telecom	116466 5199	299820 13385	116466 5199	174516 7791	7
Market Research	171352 7650	257600 11500	182240 8136	202146 9024	9
Banking, Financial Services and Insurance (BFSI)	182400 8143	266388 11892	227563 10159	228804 10214	14
FMCG	-	-	-	-	-
Others (BPM, Digital, Education, Event Mgt., Garments, Media, Retail, Service, Sports, Textile)	168000 7500	259828 11599	168000 7500	190957 8525	4


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	7000 313	7000 313	7000 313	7000 313	1
Market Research	15000 670	15000 670	15000 670	15000 670	3
Banking, Financial Services and Insurance (BFSI)	-	-	-	-	-
FMCG	-	-	-	-	-
Others (BPM, Digital, Education, Event Mgt., Garments, Media, Retail, Service, Sports, Textile)	-	-	-	-	-


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

For Kirloskar Institute of Advanced
Management Studies

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


Director
Date: 05/01/2015




Partner
Date: 05/01/2015



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

Base Salary INR/ USD					
Functions	Min	Max	Median	Mean	Data
Finance	79200 3536	180000 8036	140040 6252	131173 5856	9
Human Resources	132000 5893	132000 5893	132000 5893	132000 5893	3
Marketing / Sales	105000 4688	240000 10714	140000 6250	155240 6930	30
Operations / Supply Chain	108000 4821	108000 4821	108000 4821	108000 4821	1

Table 4.14: Function-wise classification of base salary

Additional guaranteed cash components INR/ USD					
Functions	Min	Max	Median	Mean	Data
Finance	193160 8623	308142 13756	233640 10430	236891 10575	9
Human Resources	188640 8421	188640 8421	188640 8421	188640 8421	3
Marketing / Sales	116466 5199	299820 13385	182400 8143	201114 8978	29
Operations / Supply Chain	243360 10864	243360 10864	243360 10864	243360 10864	1

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


For Kirloskar Institute of Advanced
Management Studies

As per the certificate of even date
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Chartered Accountants

Director
Date: 05/01/2015



Partner
Date: 05/01/2015



One-time cash payments					
Functions	Min	Max	Median	Mean	Data
Consulting	-	-	-	-	-
Finance	-	-	-	-	-
General Management	-	-	-	-	-
Human Resources	-	-	-	-	-
Marketing / Sales	7000 313	15000 670	15000 670	13000 580	4
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	79200 3536	240000 10714	137387 6133	147483 6584	43
South-East Asia	-	-	-	-	-
Rest of Asia	-	-	-	-	-


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

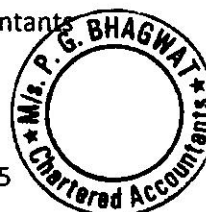
For Kirloskar Institute of Advanced
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Director
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Chartered Accountants


Partner
Date: 05/01/2015



Base Salary INR/ USD					
Indian Locations	Min	Max	Median	Mean	Data
Mumbai	79200	240000	165909	158895	20
	3536	10714	7407	7094	
Chennai	140040	140040	140040	140040	3
	6252	6252	6252	6252	
Bangalore	114865	200000	132000	138223	14
	5128	8929	5893	6171	
Rest of India	117432	180000	128400	134722	6
	5243	8036	5732	6014	

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

Additional guaranteed cash components					
Location	Min	Max	Median	Mean	Data
Africa					
Americas					
Europe					
Oceania					
India	116466	308142	193160	208895	42
	5199	13756	8623	9326	
South-East Asia					
Rest of Asia					

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

Additional guaranteed cash components INR/ USD					
Indian Locations	Min	Max	Median	Mean	Data
Mumbai	116466	266388	230182	217387	20
	5199	11892	10276	9705	
Chennai	193160	193160	193160	193160	3
	8623	8623	8623	8623	
Bangalore	116466	308142	188640	193121	13
	5199	13756	8421	8621	
Rest of India	182240	292824	208925	222632	6
	8136	13073	9327	9939	

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

For Kirloskar Institute of Advanced
Management Studies

Director
Date: 05/01/2015



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for M/s P. G. BHAGWAT
Chartered Accountants

Partner
Date: 05/01/2015



One-time cash payments					
Location	Min	Max	Median	Mean	Data
Africa	-	-	-	-	-
Americas	-	-	-	-	-
Europe	-	-	-	-	-
Oceania	-	-	-	-	-
India	7000 313	15000 670	15000 670	13000 580	4
South-East Asia	-	-	-	-	-
Rest of Asia	-	-	-	-	-

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

One-time cash payments					
Indian Locations	Min	Max	Median	Mean	Data
National Capital Region	-	-	-	-	-
Mumbai	7000 313	7000 313	7000 313	7000 313	1
Kolkata	-	-	-	-	-
Chennai	-	-	-	-	-
Hyderabad	-	-	-	-	-
Bangalore	15000 670	15000 670	15000 670	15000 670	3
Rest of India	-	-	-	-	-

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

For Kirloskar Institute of Advanced
Management Studies



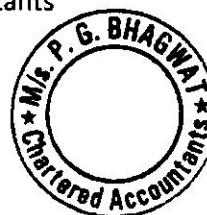
Director
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Chartered Accountants



Partner
Date: 05/01/2015




4.2.6 Other details

Sl. No.	Parameter	Number
1	Total Students	127
2	Total companies confirming presence	120
3	Total companies actually participating	109
4	Total companies who recruited at least one student	42
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


Director
Date: 05/01/2015



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Partner
Date: 05/01/2015

