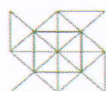


# INDIAN INSTITUTE OF MANAGEMENT UDAIPUR

## Final Placement Report



IIMU  
भारतीय प्रबंधन संस्थान उदयपुर  
Indian Institute of Management Udaipur

2012 - 2013





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

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ASHRAM ROAD,  
AHMEDABAD-380 009.

June 6, 2013

To  
Director  
Indian Institute of Management Udaipur  
Udaipur

Dear Sir,

**Re: Audit of Placement Report of 2011-13 the Post Graduate Programme in Management (PGP)**

We have audited the Placement Report ("the Report") prepared by you for the final placements of students of 2011-13 batch of the Post Graduate Program (PGP) 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 2.1 (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.



H. O. : ISMAIL BUILDING, 381, DR. D. NAOROJI ROAD, FORT, MUMBAI-400 001.  
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**SORAB S. ENGINEER & CO. (Regd.)**

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.
  - a. Where the offer letter or other recruiter communication was not available, the Report considers the record as data unavailable. We are unable to verify the status of such students since there is no record.
  - b. The information has been categorized as best as possible under different salary heads as given in the IPRS. Where a breakup was not available, the salary has been considered only as "Maximum Earning Potential"
4. The number of students opting out of the placement process has been established through written communication from the student who opted out.

For **Sorab S Engineer & Co.**

Firm Registration No. 110417W

Chartered Accountants

*Chokshi Shreyas B.*

**CA. Chokshi Shreyas B.**

Partner

Membership No. 100892



Place: Ahmedabad

*23*

## Contents

A. Overview .....	5
a) Pre - Placement Offers.....	5
b) Domain-wise analysis.....	5
B. Placement details as per IPRS.....	7
1. Classification of the entire placement pool.....	7
2. Classification Based on Sectors.....	8
3. Classification Based on Functions.....	9
4. Classification Based on Location.....	10
4.1 Classification based on Locations (Global) .....	10
4.2 Classification based on Locations within India .....	10
5. Salary Data.....	11
5.1 Salary head – Domestic Offers (INR).....	11
5.2 Salary heads – International Offers (USD).....	11
5.3 Salary Statistics at purchasing power parity (PPP).....	12
5.4 Classification of salary based on sector – Domestic (INR).....	12
5.5 Classification of salary based on function – Domestic (INR).....	14
5.6 Classification of salary based on sector – International (USD).....	16
5.7 Classification of salary based on function– International (USD) .....	17
5.8 Classification of salary based on location.....	18
6. Other Details .....	20
7. Companies extending offers in Final Placements 2012-13.....	21
8. Compliance Statement.....	22



## A. Overview

IIMU conducted the final placement process for the pioneer "Class of 2013" between December 2012 and April 2013. Despite tough economic conditions, the industry's response during the placement season reinforced IIMU's continuous emphasis on academic excellence. A total of 35 companies participated in the final placement process with roles spanning across Finance, Consulting, Operations, Strategy, Sales & Marketing, IT, Analytics, Strategy and HR domains. About 9% of the batch received international offers.

Students were offered diverse roles across sectors and multifaceted roles as well like Chief Operating Officer and Executive to CEO. The diligent efforts towards building a long term strong industry-academia interface has resulted in exclusive hiring from IIM Udaipur.

### a) Pre - Placement Offers

Having recruited students from summer internship last year, a number of companies reinstated their faith in IIM Udaipur during final placements. The confidence was evident with 3 students of the pioneer batch receiving pre-placement offers.

### b) Domain-wise analysis

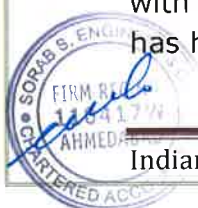
**Finance:** Students were offered roles in functions such as Transaction Banking, Corporate and Institutional Banking, Relationship Management, etc. GE India Industrial Private Limited made the highest number of offers in this domain, followed by Yes Bank Limited, ICICI Bank Limited and Dalmia Cement (Bharat) Limited.

**Sales & Marketing:** The prominent firms that recruited students in this domain were Bajaj Auto, BPCL, Clarion Shipping, HPCL, Mapro Foods, Mother Dairy, Sodexo and Vedanta with roles like Business Development Executive.

**Operations/Supply Chain:** Recruiters for Operations/Supply Chain roles included Genpact, Quikr, Mother Dairy, REC, UAE Exchange, Sodexo and Vedanta. Students were also offered roles responsible for expanding operations of the company.

**General Management:** Great Media Technologies, PI Industries and Tata Power recruited students for General Management roles.

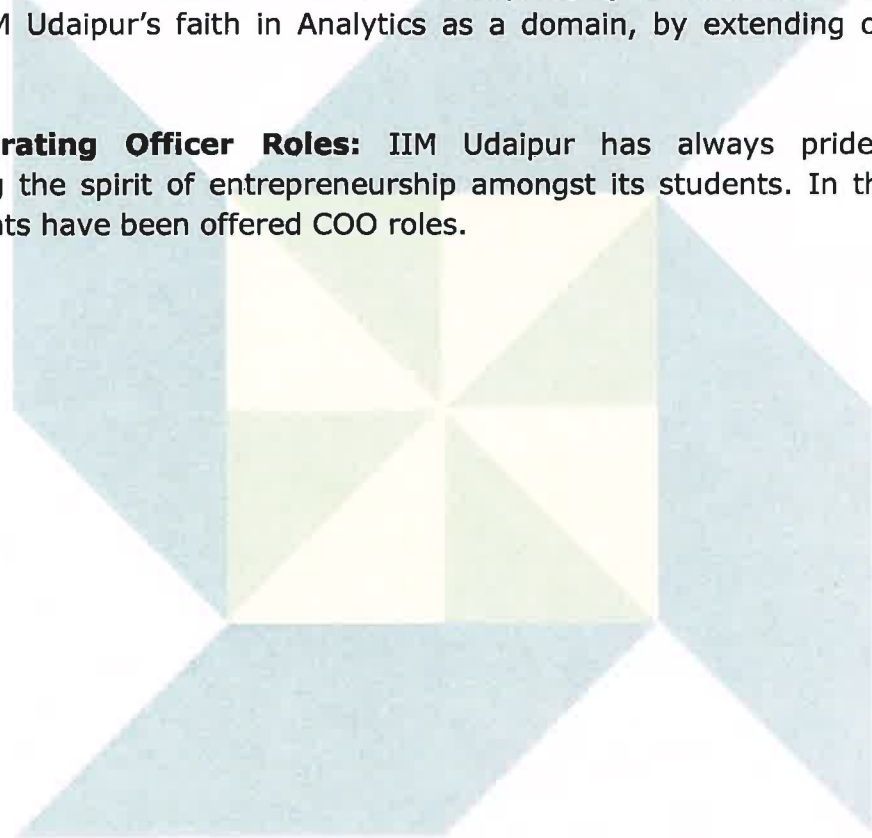
**Strategy/Consulting:** In the Strategy/Consulting domain, students bagged roles with Arthur D'Little, Quikr, Shapoorji Pallonji Group and TVS Logistics. TVS Logistics has hired the candidates for the niche role of the Executive to the CEO.



**HR:** The prominent recruiters in this domain were Crompton Greaves, Fusion Outsourcing, Great Place to Work and Vanilla Beans. HR consultancy roles were also offered.

**Analytics:** Being an upcoming function in a large number of companies in almost every industry, analytics received an equal footing at IIM Udaipur along with the other major domains. Firms such as GS Analytics, Quikr and Serendipity Infolabs affirmed IIM Udaipur's faith in Analytics as a domain, by extending offers to the students.

**Chief Operating Officer Roles:** IIM Udaipur has always prided itself on encouraging the spirit of entrepreneurship amongst its students. In the first year itself students have been offered COO roles.



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## B. Placement details as per IPRS

The entire batch of 57 students was eligible for sitting in the Final Placements.

### 1. Classification of the entire placement pool

Categories	Number of students
1. Sought placement through the institute	55
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	1
<b>Total who did not seek employment through the institute</b>	<b>2</b>
<b>Total graduates</b>	<b>57</b>

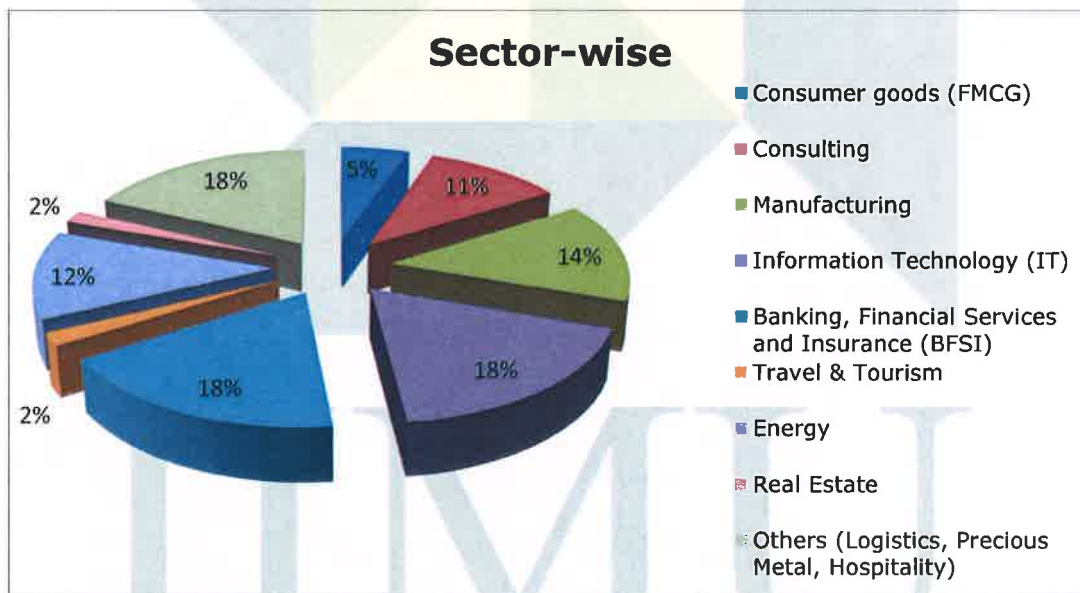
Table 1: Classification of entire placement pool



## 2. Classification Based on Sectors

Sector	No. of Offers accepted
Consumer goods (FMCG)	3
Consulting	6
Manufacturing	8
Information Technology (IT)	10
Banking, Financial Services and Insurance (BFSI)	10
Travel & Tourism	1
Energy	7
Real Estate	1
Others (Logistics, Precious Metal, Hospitality)	10
<b>Total</b>	<b>56</b>

Table 2: Classification based on sectors

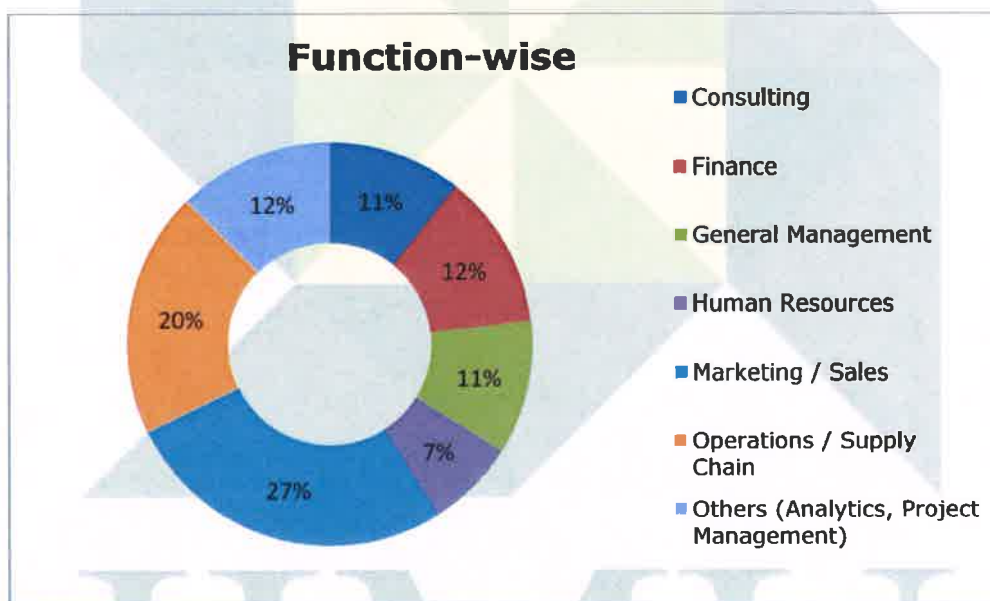




### 3. Classification Based on Functions

Function	No. of offers accepted
Consulting	6
Finance	7
General Management	6
Human Resources	4
Marketing / Sales	15
Operations / Supply Chain	11
Others (Analytics, Project Management)	7
<b>Total</b>	<b>56</b>

Table 3: Classification based on functions



#### 4. Classification Based on Location

##### 4.1 Classification based on Locations (Global)

Locations	No. of offers accepted
India	51
Rest of Asia	5

Table 4.1: Classification based on Global Locations

##### 4.2 Classification based on Locations within India

Indian Locations	No. of offers accepted
Mumbai	18
Chennai	5
National Capital Region	8
Kolkata	1
Bangalore	2
Hyderabad	1
Rest of India (Others)	15
To be decided	1
<b>Total</b>	<b>51</b>

Table 4.2: Classification based on Indian Locations



## 5. Salary Data

*Note: The entries in the 'Data' column specify the data points for which the minimum, maximum, mean and median are specified (excluding data for 5 students as mentioned in para 3a of our report)*

### 5.1 Salary head – Domestic Offers (INR)

Salary	Min	Max	Median	Mean	Data
A. Basic salary	102,000	700,000	328,250	349,937	32
B. Additional guaranteed cash components	126,000	1,074,100	516,640	503,350	32
C. One-time Cash Payments	100,000	150,000	100,000	120,000	5
D. Total guaranteed cash payments	360,000	1,179,320	931,728	864,447	32
E. Maximum Earning Potential (including non-cash, long term and performance linked components)	400,000	1,410,000	982,500	936,953	46

Table 5.1: Classification of salary heads - domestic

### 5.2 Salary heads – International Offers (USD)

Salary	Min	Max	Median	Mean	Data
A. Basic salary	\$12,252	\$14,702	\$12,252	\$12,864	4
B. Additional guaranteed cash components	\$15,355	\$26,354	\$26,354	\$23,605	4
C. One-time Cash Payments	\$0	\$0	\$0	\$0	0
D. Total guaranteed cash payments	\$30,057	\$38,606	\$38,606	\$36,469	4
E. Maximum Earning Potential (including non-cash, long term and performance linked components)	\$30,057	\$45,739	\$39,103	\$38,621	5

Table 5.2: Classification of salary heads - International

*Note: All conversions to USD have been made as per the closing rate in the month of May, 2013 with conversion rate of 3.6730 AED/USD.*

*Source: Foreign Exchange Dealers' Association of India*





### 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)	\$16,957	\$55,550	\$43,887	\$40,718	32
Non-INR salary (Total guaranteed cash component)	\$40,889	\$52,519	\$52,519	\$49,611	4
Overall salaries (Total guaranteed cash component)	\$16,957	\$55,550	\$43,887	\$41,706	36
INR salary (Maximum Earning Potential)	\$18,841	\$66,415	\$46,279	\$44,133	46
Non-INR salary (Maximum Earning Potential)	\$40,889	\$62,222	\$53,194	\$52,539	5
Overall salaries (Maximum Earning Potential)	\$18,841	\$66,415	\$47,103	\$44,958	51

Note: The PPP has been referred from

<http://unstats.un.org/unsd/mdg/SeriesDetail.aspx?srid=699>.

Note: The conversion rate of AED/USD = 0.27 is used.

### 5.4 Classification of salary based on sector – Domestic (INR)

Base Salary					
Sectors	Min	Max	Median	Mean	Data
Consumer goods (FMCG)	350,000	700,000	550,000	533,333	3
Consulting	-	-	-	-	0
Manufacturing	102,000	480,000	240,000	254,400	5
Information Technology (IT)	234,000	540,000	450,000	395,127	7
Banking, Financial Services and Insurance (BFSI)	300,000	484,000	392,000	392,000	6
Travel & Tourism	324,000	324,000	324,000	324,000	1
Energy	349,200	349,200	349,200	349,200	4
Real Estate	332,500	332,500	332,500	332,500	1
Others (Logistics, Precious Metal, Hospitality)	171,600	320,004	171,600	230,962	5

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



Additional Guaranteed Cash Components					
Sectors	Min	Max	Median	Mean	Data
Consumer goods (FMCG)	291,165	484,123	291,165	355,484	3
Consulting	-	-	-	-	0
Manufacturing	380,976	1,074,100	442,280	595,799	5
Information Technology (IT)	126,000	626,640	516,640	449,207	7
Banking, Financial Services and Insurance (BFSI)	595,320	690,108	619,469	627,217	6
Travel & Tourism	466,640	466,640	466,640	466,640	1
Energy	582,528	582,528	582,528	582,528	4
Real Estate	577,600	577,600	577,600	577,600	1
Others (Logistics, Precious Metal, Hospitality)	309,284	425,904	309,284	355,932	5

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

One Time Cash Payments					
Sectors	Min	Max	Median	Mean	Data
Consumer goods (FMCG)	-	-	-	-	0
Consulting	-	-	-	-	0
Manufacturing	-	-	-	-	0
Information Technology (IT)	150,000	150,000	150,000	150,000	2
Banking, Financial Services and Insurance (BFSI)	100,000	100,000	100,000	100,000	3
Travel & Tourism	-	-	-	-	0
Energy	-	-	-	-	0
Others (Logistics, Precious Metal, Hospitality)	-	-	-	-	0

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



Maximum Earning potentials					
Sectors	Min	Max	Median	Mean	Data
Consumer goods (FMCG)	700,000	1,114,400	700,000	838,133	3
Consulting	400,000	864,000	600,000	612,800	5
Manufacturing	700,000	1,329,206	1,009,459	1,030,380	8
Information Technology (IT)	420,758	1,320,000	1,100,000	967,391	10
Banking, Financial Services and Insurance (BFSI)	850,000	1,410,000	1,201,104	1,183,015	7
Travel & Tourism	900,000	900,000	900,000	900,000	1
Energy	1,180,320	1,287,420	1,180,320	1,207,095	4
Real Estate	1,045,000	1,045,000	1,045,000	1,045,000	1
Others (Logistics, Precious Metal, Hospitality)	550,000	800,008	600,000	650,002	7

Table 5.4.4: Classification of Maximum Earning Potentials based on sector – Domestic

## 5.5 Classification of salary based on function – Domestic (INR)

Base Salary					
Function	Min	Max	Median	Mean	Data
Consulting	171,600	540,000	171,600	277,460	5
Finance	210,000	484,000	300,000	366,000	7
General Management	480,000	480,000	480,000	480,000	1
Human Resources	102,000	234,000	168,000	168,000	2
Marketing / Sales	240,000	550,000	349,200	357,101	8
Operations / Supply Chain	240,000	700,000	300,332	391,982	6
Others (Analytics, Project Management)	324,000	450,000	450,000	408,000	3

Table 5.5.1: Classification of base salary based on function – Domestic





<b>Additional Guaranteed Cash Components</b>					
<b>Function</b>	<b>Min</b>	<b>Max</b>	<b>Median</b>	<b>Mean</b>	<b>Data</b>
Consulting	309,284	626,640	309,284	426,418	5
Finance	380,974	690,108	595,320	592,040	7
General Management	639,360	639,360	639,360	639,360	1
Human Resources	126,000	1,074,100	600,050	600,050	2
Marketing / Sales	291,165	582,528	533,326	496,698	8
Operations / Supply Chain	291,165	626,640	405,782	419,646	6
Others (Analytics, Project Management)	466,640	516,640	516,640	499,973	3

Table 5.5.2: Classification of Additional Guaranteed Cash Component based on function – Domestic

<b>One Time Cash Payments</b>					
<b>Function</b>	<b>Min</b>	<b>Max</b>	<b>Median</b>	<b>Mean</b>	<b>Data</b>
Consulting	-	-	-	-	0
Finance	100,000	100,000	100,000	100,000	3
General Management	-	-	-	-	0
Human Resources	-	-	-	-	0
Marketing / Sales	-	-	-	-	0
Operations / Supply Chain	150,000	150,000	150,000	150,000	2
Others (Analytics, Project Management)	-	-	-	-	0

Table 5.5.3: Classification of One-time Cash Payments based on function – Domestic

<b>Maximum Earning potentials</b>					
<b>Function</b>	<b>Min</b>	<b>Max</b>	<b>Median</b>	<b>Mean</b>	<b>Data</b>
Consulting	550,000	1,320,000	550,000	803,000	5
Finance	700,000	1,410,000	1,201,104	1,161,586	7
General Management	500,000	1,200,000	1,200,000	966,667	3
Human Resources	400,000	1,329,206	642,379	753,491	4
Marketing / Sales	600,000	1,287,420	976,000	977,977	13
Operations / Supply Chain	700,000	1,320,000	989,000	973,704	7
Others (Analytics, Project Management)	600,000	1,100,000	610,152	787,165	7

Table 5.5.4: Classification of Maximum Earning potentials based on function – Domestic



## 5.6 Classification of salary based on sector – International (USD)

Base Salary					
Sectors	Min	Max	Median	Mean	Data
Logistics	\$14,702	\$14,702	\$14,702	\$14,702	1
Consulting	-	-	-	-	0
Banking, Financial Services and Insurance (BFSI)	\$12,252	\$12,252	\$12,252	\$12,252	3

Table 5.6.1: Classification of base salary based on sector – International

Additional Guaranteed Cash Components					
Sectors	Min	Max	Median	Mean	Data
Logistics	\$15,355	\$15,355	\$15,355	\$15,355	1
Consulting	-	-	-	-	0
Banking, Financial Services and Insurance (BFSI)	\$26,354	\$26,354	\$26,354	\$26,354	3

Table 5.6.2: Classification of Additional Guaranteed Cash Component based on sector – International

One Time Cash Payments					
Sectors	Min	Max	Median	Mean	Data
Logistics	-	-	-	-	0
Consulting	-	-	-	-	0
Banking, Financial Services and Insurance (BFSI)	-	-	-	-	0

Table 5.6.3: Classification of One-time Cash Payments based on sector – International

Maximum Earning Potentials					
Sectors	Min	Max	Median	Mean	Data
Logistics	\$30,057	\$30,057	\$30,057	\$30,057	1
Consulting	\$45,739	\$45,739	\$45,739	\$45,739	1
Banking, Financial Services and Insurance (BFSI)	\$39,103	\$39,103	\$39,103	\$39,103	3

Table 5.6.3: Classification of One-time Cash Payments based on sector – International



## 5.7 Classification of salary based on function– International (USD)

Base Salary					
Function	Min	Max	Median	Mean	Data
Operation	\$12,252	\$12,252	\$12,252	\$12,252	3
Consulting	-	-	-	-	0
Marketing / Sales	\$14,702	\$14,702	\$14,702	\$14,702	1

Table 5.7.1: Classification of base salary based on function – International

Additional Guaranteed Cash Components					
Function	Min	Max	Median	Mean	Data
Operation	\$26,354	\$26,354	\$26,354	\$26,354	3
Consulting	-	-	-	-	0
Marketing / Sales	\$15,355	\$15,355	\$15,355	\$15,355	1

Table 5.7.2: Classification of Additional Guaranteed Cash Component based on function – International

One Time Cash Payments					
Function	Min	Max	Median	Mean	Data
Operation	-	-	-	-	0
Consulting	-	-	-	-	0
Marketing / Sales	-	-	-	-	0

Table 5.7.3: Classification of One-time Cash Payments based on function – International

Maximum Earning Potentials					
Function	Min	Max	Median	Mean	Data
Operation	\$39,103	\$39,103	\$39,103	\$39,103	3
Consulting	\$45,739	\$45,739	\$45,739	\$45,739	1
Marketing / Sales	\$30,057	\$30,057	\$30,057	\$30,057	1

Table 5.7.4: Classification of Maximum Earning Potentials based on function – International





## 5.8 Classification of salary based on location

### 5.8.1 Global Locations

Base Salary					
Location	Min	Max	Median	Mean	Data
India (INR)	102,000	700,000	328,250	349,937	32
Rest of Asia (USD)	\$12,252	\$14,702	\$12,252	\$12,864	4

Table 5.8.1.1: Classification of base salary

Additional Guaranteed Cash Components					
Location	Min	Max	Median	Mean	Data
India (INR)	126,000	1,074,100	516,640	503,350	32
Rest of Asia (USD)	\$15,355	\$26,354	\$26,354	\$23,605	4

Table 5.8.1.2: Classification of Additional Guaranteed Cash Component

One Time Cash Payments					
Location	Min	Max	Median	Mean	Data
India (INR)	100,000	150,000	100,000	120,000	5
Rest of Asia (USD)	-	-	-	-	0

Table 5.8.1.3: Classification of One-time Cash Payments

Maximum Earning Potentials					
Location	Min	Max	Median	Mean	Data
India (INR)	400,000	1,410,000	982,500	936,953	46
Rest of Asia (USD)	\$30,057	\$45,739	\$39,103	\$38,621	5

Table 5.8.1.4: Classification of Maximum Earning Potentials

### 5.8.2 Indian Locations (in INR)

Base Salary					
Indian Locations	Min	Max	Median	Mean	Data
National Capital Region	280,660	700,000	484,000	440,380	7
Mumbai	102,000	550,000	349,200	369,421	15
Kolkata	-	-	-	-	0
Chennai	171,600	300,000	171,600	204,960	5
Bangalore	324,000	324,000	324,000	324,000	1
Rest of India (Others)	234,000	480,000	255,613	306,307	4

Table 5.8.2.1: Classification of base salary within India



<b>Additional Guaranteed Cash Components</b>					
<b>Indian Locations</b>	<b>Min</b>	<b>Max</b>	<b>Median</b>	<b>Mean</b>	<b>Data</b>
National Capital Region	291,165	643,617	595,320	485,367	7
Mumbai	425,904	1,074,100	582,528	582,446	15
Kolkata	-	-	-	-	0
Chennai	309,284	643,617	309,284	390,489	5
Bangalore	466,640	466,640	466,640	466,640	1
Rest of India (Others)	126,000	639,360	394,254	388,467	4

Table 5.8.2.2: Classification of Additional Guaranteed Cash Component within India

<b>One Time Cash Payments</b>					
<b>Indian Locations</b>	<b>Min</b>	<b>Max</b>	<b>Median</b>	<b>Mean</b>	<b>Data</b>
National Capital Region	100,000	150,000	100,000	112,500	4
Mumbai	-	-	-	-	0
Kolkata	-	-	-	-	0
Chennai	-	-	-	-	0
Bangalore	-	-	-	-	0
Rest of India (Others)	150,000	150,000	150,000	150,000	1

Table 5.8.2.3: Classification of One-time Cash Payments within India

<b>Maximum Earning Potentials</b>					
<b>Indian Locations</b>	<b>Min</b>	<b>Max</b>	<b>Median</b>	<b>Mean</b>	<b>Data</b>
National Capital Region	700,000	1,410,000	1,057,000	1,074,250	8
Mumbai	800,008	1,329,206	1,147,360	1,116,564	16
Kolkata	1,200,000	1,200,000	1,200,000	1,200,000	1
Chennai	550,000	1,000,000	550,000	670,000	5
Bangalore	400,000	900,000	650,000	650,000	2
Rest of India (Others)	420,758	1,200,000	655,076	770,773	14

Table 5.8.2.4: Classification of Maximum Earning Potentials within India

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## 6. Other Details

Parameter	Number of Students
1. Total Students	57
2. Total Companies Confirming Presence	35
3. Total Companies actually participating	35
4. Total companies who recruited at least one student	32
5. Total Pre-Placement offers awarded	3
5a. Through internships	3
5b. Others	-
6. Total Pre-Placement offers accepted	3
6a. Through internships	3
6b. Others	-
7. Total Pre-Placement interviews awarded	1
7a. Through internships	1
7b. Others	-

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## 7. Companies extending offers in Final Placements 2012-13

Arthur D. Little Middle East FZ- LLC	Hindustan Petroleum Corporation Limited	Shapoorji Pallonji & Company limited
Bajaj Auto Limited	IBM India Private Limited	Sodexo Food Solutions India Private Limited
Bharat Petroleum Corporation Limited	ICICI Bank Limited	TATA Power Company Limited
Clarion Shipping Services L.L.C	LQ Knowledge Management Services Private Limited	TVS Logistics Services Limited
Crompton Greaves Limited	Mapro Foods Private Limited	UAE Exchange Centre LLC
Dalmia Cement (Bharat) Limited	Max Life Insurance Company Limited	Vaibhav Global Limited
Fusion Outsourcing Software Private Limited	Mother Dairy Fruit & Vegetable Private Limited	Vanilla- Beans Consulting Private Limited
GE India Industrial Private Limited	PI Industries Limited	Vedanta-Hindustan Zinc Limited
Genpact India Private Limited	Quikr India Private Limited	Vikas Kedia Venture-Great Media Technologies Private Limited
Great Place to Work	Rural Electrification Corporation Limited	Yes Bank Limited
GS Analytics Private Limited	Serendipity Infolabs Private Limited (TaxiForSure.com)	

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## 8. Compliance Statement

This placement report has been prepared as per the Indian Placement Reporting Standards, revision 2.1.

There are no instances where the report deviates from the standards.

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

*Chokshi Shreyas B.*  
**CA. Chokshi Shreyas B.**

Partner  
Membership No. 100892  
June 6, 2013



For **Indian Institute of Management-Udaipur**

*Kavita S.*  
**Authorised Person**

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