

▶ One Year MBA - GSCM

Full-time MBA Program in
Global Supply Chain Management



Leaders
in Global
SCM

▶ www.iimu.ac.in

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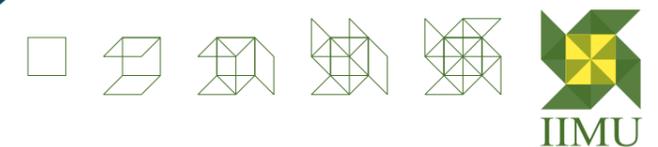
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भारतीय प्रबंध संस्थान उदयपुर
Indian Institute of Management Udaipur



भारतीय प्रबंध संस्थान उदयपुर
Indian Institute of Management Udaipur

Letter from Auditor

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

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909, ATMA HOUSE,
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June 9, 2022

To,
The Director,
Indian Institute of Management Udaipur
Udaipur.

Dear Sir,

**Re: Audit of Placement Report of 2021-22 the Full-time MBA Program in
Global Supply Chain Management (GSCM)**

We have audited the Placement Report ("the Report") prepared by you for the final placements of students of 2021-22 batch of the MBA-GSCM 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.
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'.
6. Stock options has been mentioned for one student with details on how much vests in the first year. Hence, the corresponding fixed amount has been considered for calculating 'Maximum Earning Potential'.

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



CA. Dhruv Shah
Partner
Membership No. 169290
UDIN: 22169290AKYLMM7462
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Placement Season Highlights

- ▶ IIM Udaipur welcomed prominent recruiters like Accenture Strategy, Accolite Software India Pvt. Ltd., Blue Yonder, Bristlecone India Private Limited, Cognizant, Decimal Technologies Pvt. Ltd., EXL service, LatentView Analytics, Loyalty Juggernaut India Private Limited, Manhattan Associates, McCain, Nexdigm, Publicis.Sapient, Reliance Jio Mart Digital, Reliance Retail, Thoucentric, Transworld and Walmart.
- ▶ 100% of MBA-GSCM students, who opted for campus placements, were placed through campus-generated opportunities.
- ▶ 18 recruiters extended offers to MBA-GSCM students at IIM Udaipur.
- ▶ Roles were offered across various domains like Analytics, Consulting, Operations/Supply Chain Management (SCM), Product Management, Project Management and Strategy.
- ▶ Highest maximum earning potential : Rs 35.96 lakhs per annum.
- ▶ Average maximum earning potential : Rs 19.79 lakhs per annum.

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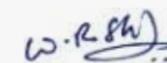
Classification of the entire placement pool

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

| Categories | Number of students |
|--|--------------------|
| 1. Sought placement through the institute | 34 |
| 2. Did not seek placement through the institute | |
| 2a. Company-sponsored or already employed | 1 |
| 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 | 2 |
| 2g. Did not seek placements for other reasons | 0 |
| Total students who did not seek employment through the institute | 3 |
| Total graduates | 37 |

Table 1: Classification of entire placement pool

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



CA. Dhruv Shah
Partner
Membership No. 169290
Ahmedabad.



For Indian Institute of Management - Udaipur



Vaneet Chhibber
Chairperson-Corporate Communications &
Industry Relations

Classification Based on Sector

| Sector | No. of Offers accepted |
|--|------------------------|
| Banking, Financial Services and Insurance (BFSI) | 1 |
| Consulting | 7 |
| FMCG/Retail | 7 |
| Information Technology/ITES | 17 |
| Logistics | 2 |
| Total | 34 |

Table 2: Classification based on sectors

Classification Based on Function

| Function | No. of Offers accepted |
|--|------------------------|
| Analytics | 8 |
| Consulting | 12 |
| Operations/Supply Chain Management (SCM) | 3 |
| Product Management | 4 |
| Project Management | 5 |
| Strategy | 2 |
| Total | 34 |

Table 3: Classification based on functions

Classification Based on Location

4.1 Classification based on Locations (Global)

| Locations | No. of Offers accepted |
|--------------|------------------------|
| India | 34 |
| Rest of Asia | 0 |

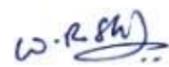
Table 4.1: Classification based on Global Locations

4.2 Classification based on Locations within India

| Indian Locations | No. of Offers accepted |
|------------------|------------------------|
| Bengaluru | 15 |
| Chennai | 1 |
| Mumbai | 8 |
| NCR | 7 |
| Pune | 1 |
| Hyderabad | 1 |
| Vadodara | 1 |
| Total | 34 |

Table 4.2: Classification based on Indian Locations

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



CA. Dhruv Shah
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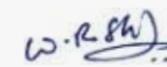


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Salary Data

Note:

- The entries in the 'Data' column specify the data points for which the minimum, maximum, mean and median are specified.
- As there are no international placements, irrelevant tables are deleted.

5.1 Salary head - Domestic Offers (INR)

| Salary | Min | Max | Median | Mean | Data |
|--|-----------|-----------|-----------|-----------|------|
| A. Basic salary | 4,77,273 | 8,75,000 | 6,00,682 | 6,21,449 | 32 |
| B. Additional guaranteed cash components | 6,58,701 | 13,51,588 | 9,39,130 | 9,59,953 | 32 |
| C. One-time cash payments | 85,000 | 5,00,000 | 1,36,432 | 1,83,045 | 19 |
| D. Total guaranteed cash payments | 3,00,000 | 25,00,000 | 15,98,084 | 15,90,669 | 34 |
| E. Maximum earning potential (including non-cash, long term and performance linked components) | 14,00,000 | 35,96,000 | 18,50,000 | 19,79,302 | 34 |

Table 5.1: Classification of salary heads - domestic

5.2 Salary Statistics at purchasing power parity (PPP)

| Salary in USD at PPP | Min | Max | Median | Mean | Data |
|--|--------|----------|--------|--------|------|
| INR salary (Total guaranteed cash component) | 13,636 | 1,13,636 | 72,640 | 72,303 | 34 |
| Non-INR salary (Total guaranteed cash component) | - | - | - | - | - |
| Overall salaries (Total guaranteed cash component) | 13,636 | 1,13,636 | 72,640 | 72,303 | 34 |
| INR salary (Maximum earning potential) | 63,636 | 1,63,455 | 84,091 | 89,968 | 34 |
| Non-INR salary (Maximum earning potential) | - | - | - | - | - |
| Overall salaries (Maximum earning potential) | 63,636 | 1,63,455 | 84,091 | 89,968 | 34 |

*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>

Salary by Sector

5.3 Classification of salary based on sector – Domestic (INR)

| Base Salary | | | | | |
|--|----------|----------|----------|----------|------|
| Sector | Min | Max | Median | Mean | Data |
| Banking, Financial Services and Insurance (BFSI) | 8,75,000 | 8,75,000 | 8,75,000 | 8,75,000 | 1 |
| Consulting | 4,80,166 | 5,11,145 | 5,11,145 | 4,98,753 | 5 |
| FMCG/Retail | 5,35,993 | 6,58,701 | 5,35,993 | 5,87,571 | 7 |
| Information Technology/ITES | 4,77,273 | 8,23,248 | 6,06,363 | 6,49,682 | 17 |
| Logistics | 6,80,000 | 6,80,000 | 6,80,000 | 6,80,000 | 2 |

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

| Additional Guaranteed Cash Components | | | | | |
|--|----------|-----------|-----------|----------|------|
| Sector | Min | Max | Median | Mean | Data |
| Banking, Financial Services and Insurance (BFSI) | 8,53,400 | 8,53,400 | 8,53,400 | 8,53,400 | 1 |
| Consulting | 8,34,118 | 8,87,932 | 8,87,932 | 8,66,406 | 5 |
| FMCG/Retail | 6,58,701 | 11,48,042 | 9,39,130 | 9,58,727 | 7 |
| Information Technology/ITES | 7,00,000 | 13,51,588 | 10,04,980 | 9,96,776 | 17 |
| Logistics | 9,38,400 | 9,38,400 | 9,38,400 | 9,38,400 | 2 |

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

For Sorab S Engineer & Co.
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W.R.Shah

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Salary by Sector

| One Time Cash Payments | | | | | |
|--|----------|----------|----------|----------|------|
| Sector | Min | Max | Median | Mean | Data |
| Banking, Financial Services and Insurance (BFSI) | - | - | - | - | - |
| Consulting | 1,00,000 | 3,50,000 | 1,00,000 | 1,64,286 | 7 |
| FMCG/Retail | 1,50,000 | 1,50,000 | 1,50,000 | 1,50,000 | 1 |
| Information Technology/ITES | 85,000 | 5,00,000 | 1,36,432 | 1,97,988 | 11 |
| Logistics | - | - | - | - | - |

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

| Maximum Earning Potential | | | | | |
|--|-----------|-----------|-----------|-----------|------|
| Sector | Min | Max | Median | Mean | Data |
| Banking, Financial Services and Insurance (BFSI) | 20,02,088 | 20,02,088 | 20,02,088 | 20,02,088 | 1 |
| Consulting | 17,50,000 | 25,71,300 | 18,50,000 | 20,20,371 | 7 |
| FMCG/Retail | 16,50,000 | 22,00,368 | 18,00,006 | 18,92,914 | 7 |
| Information Technology/ITES | 14,00,000 | 35,96,000 | 21,00,000 | 20,29,481 | 17 |
| Logistics | 17,00,000 | 17,00,000 | 17,00,000 | 17,00,000 | 2 |

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

Salary by Function

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

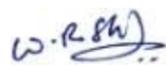
| Base Salary | | | | | |
|--|----------|----------|----------|----------|------|
| Function | Min | Max | Median | Mean | Data |
| Analytics | 5,35,993 | 7,75,428 | 6,06,363 | 6,16,083 | 6 |
| Consulting | 4,77,273 | 8,75,000 | 5,11,145 | 5,95,977 | 12 |
| Operations/Supply Chain Management (SCM) | 6,55,102 | 6,58,701 | 6,55,226 | 6,56,343 | 3 |
| Product Management | 5,28,881 | 8,23,248 | 7,50,000 | 7,13,032 | 4 |
| Project Management | 5,35,993 | 6,80,000 | 5,95,000 | 6,05,397 | 5 |
| Strategy | 5,95,000 | 5,95,000 | 5,95,000 | 5,95,000 | 2 |

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

| Additional Guaranteed Cash Components | | | | | |
|--|-----------|-----------|-----------|-----------|------|
| Function | Min | Max | Median | Mean | Data |
| Analytics | 7,72,635 | 9,41,952 | 8,97,210 | 8,83,904 | 6 |
| Consulting | 8,34,118 | 13,51,588 | 9,15,056 | 9,98,756 | 12 |
| Operations/Supply Chain Management (SCM) | 6,58,701 | 11,48,042 | 11,47,826 | 9,84,856 | 3 |
| Product Management | 7,00,000 | 12,00,000 | 9,02,722 | 9,26,361 | 4 |
| Project Management | 9,38,400 | 10,04,980 | 9,39,130 | 9,52,008 | 5 |
| Strategy | 10,04,980 | 10,04,980 | 10,04,980 | 10,04,980 | 2 |

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

For Sorab S Engineer & Co.
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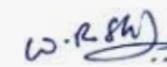


For Indian Institute of Management - Udaipur

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Industry Relations

Salary by Function

| One Time Cash Payments | | | | | |
|--|----------|----------|----------|----------|------|
| Function | Min | Max | Median | Mean | Data |
| Analytics | 1,36,432 | 3,50,000 | 2,18,216 | 2,30,716 | 4 |
| Consulting | 1,00,000 | 3,00,000 | 1,00,000 | 1,32,222 | 9 |
| Operations/Supply Chain Management (SCM) | 1,50,000 | 1,50,000 | 1,50,000 | 1,50,000 | 1 |
| Product Management | 85,000 | 5,00,000 | 2,92,500 | 2,92,500 | 2 |
| Project Management | 2,10,000 | 2,10,000 | 2,10,000 | 2,10,000 | 1 |
| Strategy | 2,10,000 | 2,10,000 | 2,10,000 | 2,10,000 | 2 |

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

| Maximum Earning potentials | | | | | |
|--|-----------|-----------|-----------|-----------|------|
| Function | Min | Max | Median | Mean | Data |
| Analytics | 17,00,000 | 25,71,300 | 17,94,809 | 19,47,780 | 8 |
| Consulting | 17,50,000 | 21,29,998 | 20,12,546 | 19,72,091 | 12 |
| Operations/Supply Chain Management (SCM) | 16,50,000 | 22,00,368 | 22,00,007 | 20,16,792 | 3 |
| Product Management | 14,00,000 | 35,96,000 | 18,30,278 | 21,64,139 | 4 |
| Project Management | 17,00,000 | 21,14,000 | 18,00,006 | 18,22,802 | 5 |
| Strategy | 21,14,000 | 21,14,000 | 21,14,000 | 21,14,000 | 2 |

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

Salary by Location

5.6 Classification of salary based on sector – Domestic (INR)

| Base Salary | | | | | |
|--------------------|----------|----------|----------|----------|------|
| Location | Min | Max | Median | Mean | Data |
| India (INR) | 4,77,273 | 8,75,000 | 6,00,682 | 6,21,449 | 32 |
| Rest of Asia (USD) | - | - | - | - | - |

Table 5.6.1.1: Classification of base salary

| Additional Guaranteed Cash Components | | | | | |
|---------------------------------------|----------|-----------|----------|----------|------|
| Location | Min | Max | Median | Mean | Data |
| India (INR) | 6,58,701 | 13,51,588 | 9,39,130 | 9,59,953 | 32 |
| Rest of Asia (USD) | - | - | - | - | - |

Table 5.6.1.2: Classification of Additional Guaranteed Cash Component

| One Time Cash Payments | | | | | |
|------------------------|--------|----------|----------|----------|------|
| Location | Min | Max | Median | Mean | Data |
| India (INR) | 85,000 | 5,00,000 | 1,36,432 | 1,83,045 | 19 |
| Rest of Asia (USD) | - | - | - | - | - |

Table 5.6.1.3: Classification of One-time Cash Payments

| Maximum Earning Potentials | | | | | |
|----------------------------|-----------|-----------|-----------|-----------|------|
| Location | Min | Max | Median | Mean | Data |
| India (INR) | 14,00,000 | 35,96,000 | 18,50,000 | 19,79,302 | 34 |
| Rest of Asia (USD) | - | - | - | - | - |

Table 5.6.1.4: Classification of Maximum Earning Potentials

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

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For Indian Institute of Management - Udaipur

Vaneet Chhibber

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Salary by Location

Salary by Location

| Base Salary | | | | | |
|------------------|----------|----------|----------|----------|------|
| Indian Locations | Min | Max | Median | Mean | Data |
| Bengaluru | 4,77,273 | 8,00,000 | 5,74,532 | 6,13,400 | 14 |
| Chennai | 6,36,360 | 6,36,360 | 6,36,360 | 6,36,360 | 1 |
| Mumbai | 4,77,273 | 6,80,000 | 5,35,993 | 5,76,447 | 8 |
| NCR | 5,28,881 | 8,23,248 | 5,95,000 | 6,32,638 | 6 |
| Pune | 8,75,000 | 8,75,000 | 8,75,000 | 8,75,000 | 1 |
| Hyderabad | 7,00,000 | 7,00,000 | 7,00,000 | 7,00,000 | 1 |
| Vadodara | 6,80,000 | 6,80,000 | 6,80,000 | 6,80,000 | 1 |

Table 5.6.2.1: Classification of base salary within India

| One Time Cash Payments | | | | | |
|------------------------|----------|----------|----------|----------|------|
| Indian Locations | Min | Max | Median | Mean | Data |
| Bengaluru | 1,00,000 | 5,00,000 | 1,30,000 | 1,77,913 | 13 |
| Chennai | - | - | - | - | - |
| Mumbai | - | - | - | - | - |
| NCR | 85,000 | 3,00,000 | 2,10,000 | 1,94,167 | 6 |
| Pune | - | - | - | - | - |
| Hyderabad | - | - | - | - | - |
| Vadodara | - | - | - | - | - |

Table 5.6.2.3: Classification of One-time Cash Payments within India

| Additional Guaranteed Cash Components | | | | | |
|---------------------------------------|----------|-----------|----------|-----------|------|
| Indian Locations | Min | Max | Median | Mean | Data |
| Bengaluru | 7,72,635 | 13,51,588 | 8,87,932 | 9,61,664 | 14 |
| Chennai | 9,41,952 | 9,41,952 | 9,41,952 | 9,41,952 | 1 |
| Mumbai | 9,38,400 | 13,51,588 | 9,39,130 | 10,42,797 | 8 |
| NCR | 6,58,701 | 10,04,980 | 9,93,594 | 9,13,181 | 6 |
| Pune | 8,53,400 | 8,53,400 | 8,53,400 | 8,53,400 | 1 |
| Hyderabad | 7,00,000 | 7,00,000 | 7,00,000 | 7,00,000 | 1 |
| Vadodara | 9,38,400 | 9,38,400 | 9,38,400 | 9,38,400 | 1 |

Table 5.6.2.2: Classification of Additional Guaranteed Cash Component within India

| Maximum Earning Potentials | | | | | |
|----------------------------|-----------|-----------|-----------|-----------|------|
| Indian Locations | Min | Max | Median | Mean | Data |
| Bengaluru | 17,00,000 | 35,96,000 | 18,50,000 | 20,55,354 | 15 |
| Chennai | 17,89,612 | 17,89,612 | 17,89,612 | 17,89,612 | 1 |
| Mumbai | 17,00,000 | 22,00,368 | 18,00,006 | 19,25,050 | 8 |
| NCR | 16,50,000 | 25,21,300 | 21,14,000 | 20,24,836 | 7 |
| Pune | 20,02,088 | 20,02,088 | 20,02,088 | 20,02,088 | 1 |
| Hyderabad | 14,00,000 | 14,00,000 | 14,00,000 | 14,00,000 | 1 |
| Vadodara | 17,00,000 | 17,00,000 | 17,00,000 | 17,00,000 | 1 |

Table 5.6.2.4: Classification of Maximum Earning Potentials within India

For Sorab S Engineer & Co.
Firm Registration No. 110417W
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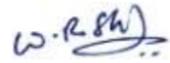
6. Compliance Statement

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 |
|------------------------------|--------|
| - | - |

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



CA. Dhruv Shah
Partner
Membership No. 169290
Ahmedabad.



For Indian Institute of Management - Udaipur



Vaneet Chhibber
Chairperson-Corporate Communications &
Industry Relations

