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ASHRAM ROAD,  
AHMEDABAD-380 009

July 30, 2018

To  
The Director,  
Indian Institute of Management,  
Nagpur

Dear Sir,

**Re: Placement Audit Report for Post Graduate Programme in Management (PGP) – Batch 2016-18**

We have audited the Placement Report ("the Report") for the final placements of students of Post Graduate Program (PGP) – Batch 2016-18. The Report is the responsibility of Indian Institute of Management Nagpur ("IIMN"). 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 IIMN from recruiting companies. We have not independently sourced any information or documentation.



**IIM** In-Charge, Placement Office  
NAGPUR Indian Institute of Management,  
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3. We have verified the information with respect to remuneration presented in the Report with communication received from recruiters. Information regarding communication 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"
- c. Variable pay is considered only in "Maximum Earning Potential" and other long-term benefits are considered in "Guaranteed Cash Component"
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



*Nagpur*

*[Signature]*  
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Indian Institute of Management Nagpur IS pleased to announce the successful completion of the Final Placement process with 100% placement for its second batch of students (PGP 2016-18) enrolled in the flagship Post Graduate programme in Management.

The institute has witnessed participation from more than forty recruiters, including many first time participants. Companies across various sectors like FMCG, Analytics, IT Consulting, BFSI, Consumer Durables, Logistics, Media have made a beeline for the Campus participation. Students have been offered PPOs by ICICI Lombard in multiple domains. Apart from students of IIM-Nagpur being offered various roles in the corporate world there was also one student who decided to pursue her entrepreneurial dreams.

IT sector continues to show robust growth, the likes of Tech Aspect, JK Technosoft, Value Labs, Infosys BPM have recruited some of the best talents from IIM Nagpur. VLCC continued to show its trust in our students by making multiple offers. This year, Analytics profiles have seen a surge with companies like Fractal Analytics, MuSigma and Perceptive Analytics making their presence felt at the campus during the recruitment season.

IIM Nagpur also saw coveted profiles being offered from the BFSI sector, with companies like Yes Bank participating for their Y-PEP (YES Professional Entrepreneurship Program). SBI Mutual Fund and Bajaj Allianz also made rewarding offers to the batch. Nagpur being the Logistics and Supply Chain hub of India resulted in active participation of companies like DTDC, Stellar Value Chain and 4Tigo.

IIM Nagpur continues to gain trust from major infrastructure giant Larsen & Toubro which made multiple offers during the season, with GMR India participating for the first time in the recruitment process. The students were also offered roles in diverse management functions such as Sales and Marketing, Finance, Consulting, Data Analytics, Business Development, Operations and Project Management among many others.

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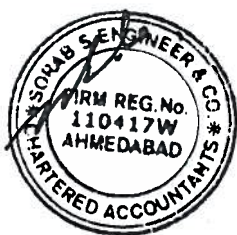
**A. Placement details as per IPRS**

The entire batch of 54 students was eligible for sitting in the Final Placements.

**1. Classification of the entire placement pool**

Categories	Number of students
<b>1. Sought placement through the institute</b>	<b>52</b>
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	1
2f. Sought placement outside the campus placement process	0
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>54</b>

Table 1: Classification of entire placement pool



**2. Classification Based on Sectors**

<b>Sector</b>	<b>No. of Offers accepted</b>
Banking, Financial Services and Insurance (BFSI)	10
Consulting	6
Consumer Care (FMCG)	5
Education	1
Engineering/ Technology	2
Information Technology	21
Logistics	5
Pharmaceutical/ Healthcare	2
<b>Total</b>	<b>52</b>

Table 2: Classification based on sectors



**3. Classification Based on Functions**

Function	No. of offers accepted
Consulting	9
Finance	1
General Management	9
Marketing/ Sales	22
Operations/ Supply Chain	11
<b>Total</b>	<b>52</b>

Table 3: Classification based on functions



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#### 4. Classification Based on Location

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

Locations	No. of offers accepted
India	52
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	2
Chennai	4
Hyderabad	8
Kolkata	1
Mumbai	22
National Capital Region (NCR)	14
Pune	1
<b>Total</b>	<b>52</b>

Table 4.2: Classification based on Indian Locations



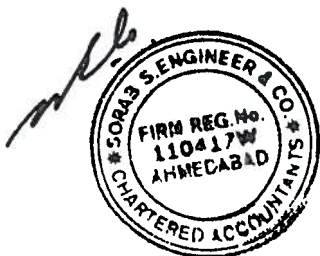
## 5. Salary Data

*Note: The entries in the 'Data' column specify the data points for which the minimum, maximum, mean and median are specified*

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

Salary	Min	Max	Median	Mean	Data
A. Basic salary	228,000	1,000,000	360,000	395,821	52
B. Additional guaranteed cash components	279,300	1,039,323	543,360	580,273	51
C. One-time Cash Payments	100,000	100,000	100,000	100,000	6
D. Total guaranteed cash payments	579,300	1,519,323	949,398	976,474	52
E. Maximum Earning Potential (including performance linked components)	715,323	1,900,000	1,200,000	1,210,712	52

Table 5.1: Classification of salary heads - domestic



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**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)	\$32,729	\$85,837	\$53,638	\$55,168	52
Non-INR Salary (Total guaranteed cash component)	-	-	-	-	-
Overall Salaries (Total guaranteed cash component)	\$32,729	\$85,837	\$53,638	\$55,168	52
INR Salary (Maximum Earning Potential)	\$40,414	\$107,345	\$67,797	\$68,402	52
Non-INR Salary (Maximum Earning Potential)	-	-	-	-	-
Overall Salaries (Maximum Earning Potential)	\$40,414	\$107,345	\$67,797	\$68,402	52

\*Note: As per the PPP conversion rate for 2017 for all the available currencies from the World Development Indicators (WDI) database of the World Bank.

Source: <http://wdi.worldbank.org/table/4.16>



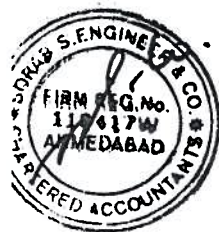
### 5.3 Classification of salary based on sector – Domestic (INR)

Base Salary					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	324,000	1,000,000	350,004	437,152	10
Consulting	360,000	511,927	511,927	488,606	6
Consumer Care (FMCG)	420,000	420,000	420,000	420,000	5
Education	240,000	240,000	240,000	240,000	1
Engineering/ Technology	228,000	228,000	228,000	228,000	2
Information Technology	231,252	585,000	400,000	403,941	21
Logistics	253,200	300,000	253,200	262,560	5
Pharmaceutical/ Healthcare	350,004	350,004	350,004	350,004	2

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

Additional Guaranteed Cash Components					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	308,996	1,039,312	307,996	588,434	9
Consulting	501,084	511,928	511,928	510,121	6
Consumer Care (FMCG)	529,398	529,398	529,398	529,398	5
Education	480,000	480,000	480,000	480,000	1
Engineering/ Technology	712,463	712,463	712,463	712,463	2
Information Technology	279,300	1,039,323	559,408	591,432	21
Logistics	604,236	663,977	604,236	616,184	5
Pharmaceutical/ Healthcare	-	-	-	-	-

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



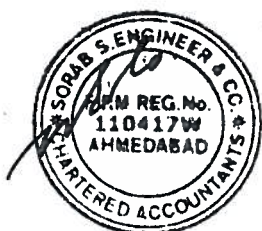
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<b>One Time Cash Payments</b>					
<b>Sectors</b>	<b>Min</b>	<b>Max</b>	<b>Median</b>	<b>Mean</b>	<b>Data</b>
Banking, Financial Services and Insurance (BFSI)	-	-	-	-	-
Consulting	-	-	-	-	-
Consumer Care (FMCG)	-	-	-	-	-
Education	-	-	-	-	-
Engineering/ Technology	-	-	-	-	-
Information Technology	100,000	100,000	100,000	100,000	6
Logistics	-	-	-	-	-
Pharmaceutical/ Healthcare	591,204	591,204	591,204	591,204	2

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

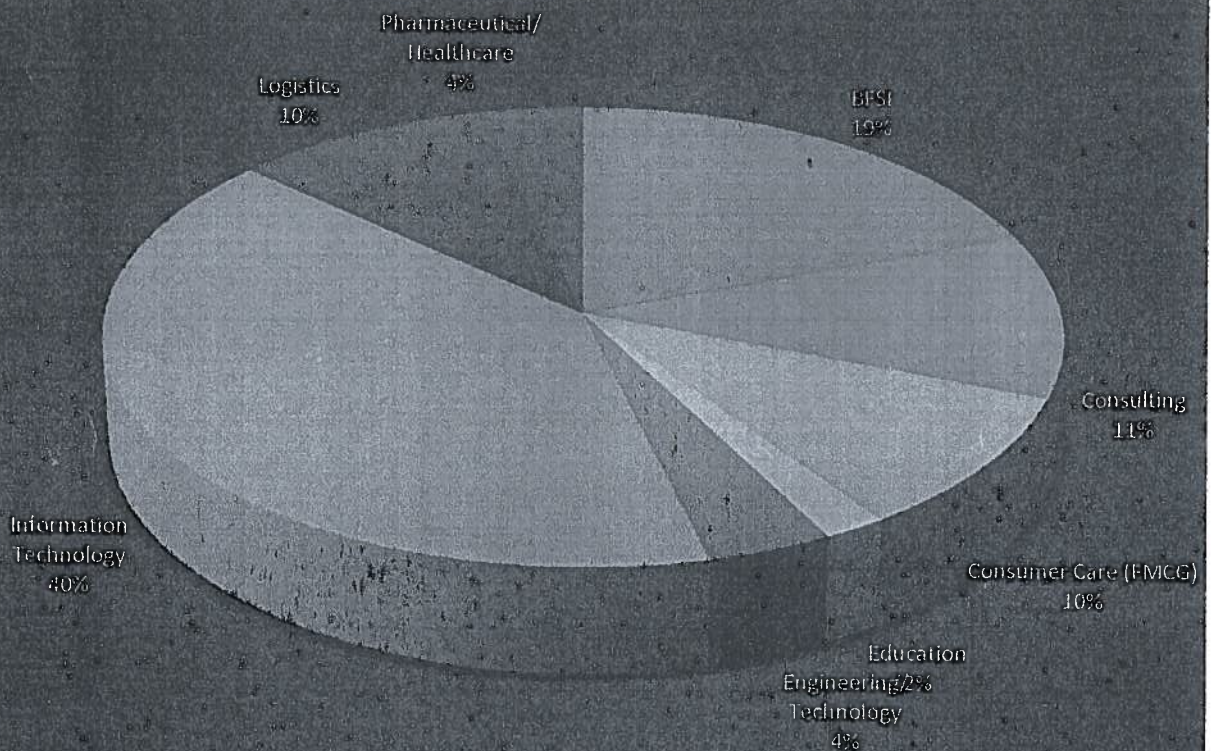
<b>Maximum Earning potentials</b>					
<b>Sectors</b>	<b>Min</b>	<b>Max</b>	<b>Median</b>	<b>Mean</b>	<b>Data</b>
Banking, Financial Services and Insurance (BFSI)	891,827	1,850,000	1,095,914	1,257,063	10
Consulting	1,035,000	1,150,000	1,150,000	1,130,833	6
Consumer Care (FMCG)	1,200,000	1,200,000	1,200,000	1,200,000	5
Education	941,423	941,423	941,423	941,423	1
Engineering/ Technology	1,364,290	1,364,290	1,364,290	1,364,290	2
Information Technology	715,323	1,900,000	1,250,000	1,272,923	21
Logistics	1,000,000	1,200,000	1,000,000	1,040,000	5
Pharmaceutical/ Healthcare	1,000,008	1,000,008	1,000,008	1,000,008	2

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

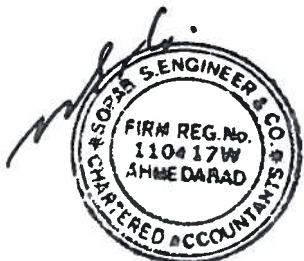


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## Based on Sectors



- BFSI
- Consulting
- Consumer Care (FMCG)
- Education
- Engineering/Technology
- Information Technology
- Logistics
- Pharmaceutical/Healthcare



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

Base Salary					
Function	Min	Max	Median	Mean	Data
Consulting	231,252	511,927	511,927	440,932	9
Finance	360,000	360,000	360,000	360,000	1
General Management	240,000	1,000,000	360,000	432,224	9
Marketing/ Sales	300,000	585,000	420,000	407,523	22
Operations/ Supply Chain	228,000	440,000	253,200	308,982	11

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

Additional Guaranteed Cash Components					
Function	Min	Max	Median	Mean	Data
Consulting	511,928	855,766	511,928	564,176	9
Finance	779,484	779,484	779,484	779,484	1
General Management	428,400	779,484	779,484	667,324	8
Marketing/ Sales	279,300	1,039,323	525,099	527,016	22
Operations/ Supply Chain	559,408	713,463	604,236	618,538	11

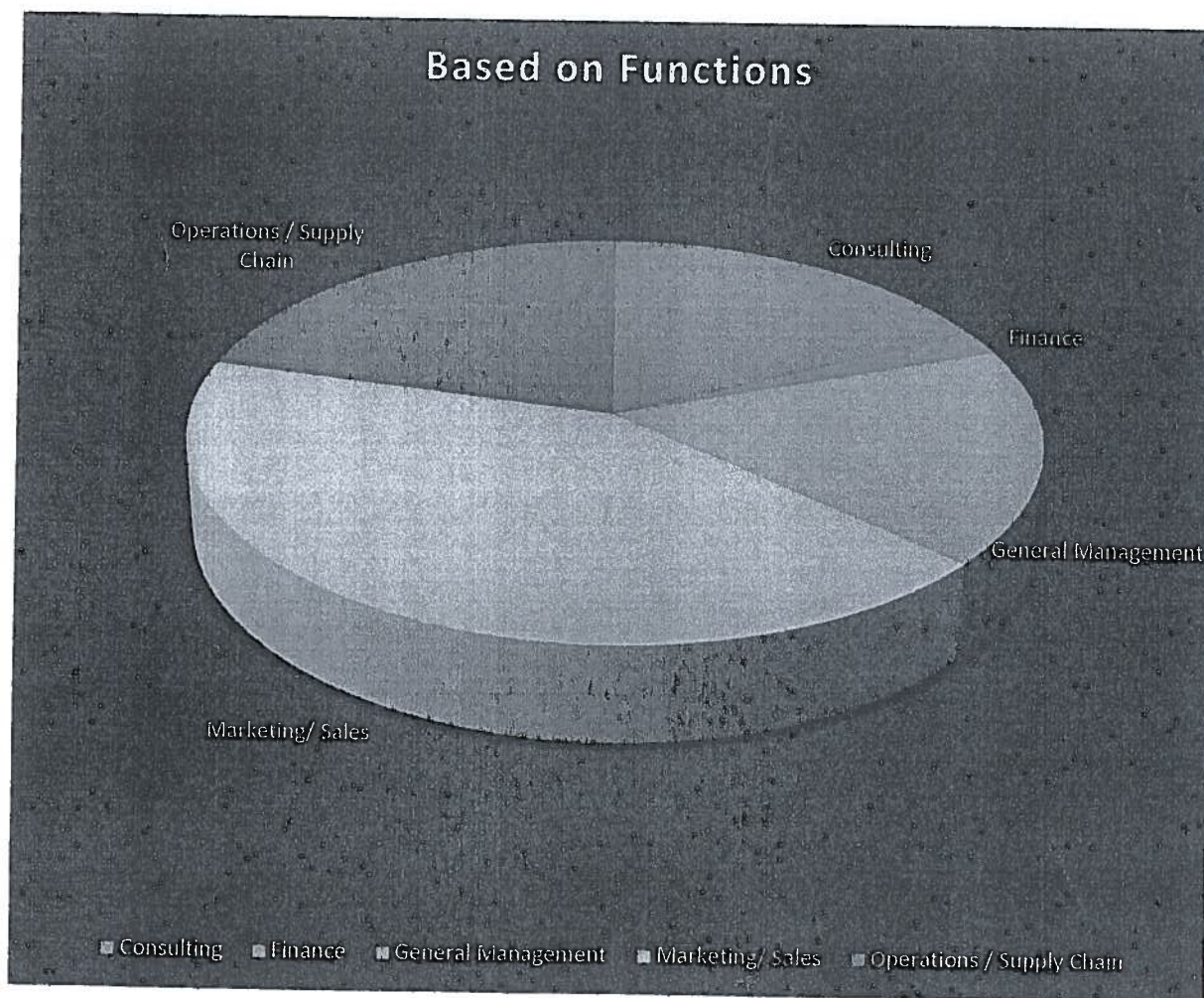
Table 5.5.2: Classification of Additional Guaranteed Cash Component based on function – Domestic

One Time Cash Payments					
Function	Min	Max	Median	Mean	Data
Consulting	-	-	-	-	-
Finance	100,000	100,000	100,000	100,000	1
General Management	100,000	100,000	100,000	100,000	5
Marketing/ Sales	-	-	-	-	-
Operations/ Supply Chain	-	-	-	-	-

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

Maximum Earning potentials					
Function	Min	Max	Median	Mean	Data
Consulting	925,009	1,587,500	1,150,000	1,195,834	9
Finance	1,540,000	1,540,000	1,540,000	1,540,000	1
General Management	941,423	1,540,000	1,540,000	1,349,048	9
Marketing/ Sales	715,323	1,900,000	1,200,000	1,172,023	22
Operations/ Supply Chain	1,000,000	1,364,290	1,200,000	1,157,144	11

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



## 5.5 Classification of salary based on location

### 5.5.1 Global Locations

Base Salary					
Location	Min	Max	Median	Mean	Data
India (INR)	2,28,000	1,000,000	360,000	395,821	52
Rest of Asia (USD)	-	-	-	-	-

Table 5.8.1.1: Classification of base salary

Additional Guaranteed Cash Components					
Location	Min	Max	Median	Mean	Data
India (INR)	279300	1039323	543360	580273	51
Rest of Asia (USD)	-	-	-	-	-

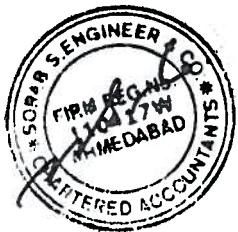
Table 5.8.1.2: Classification of Additional Guaranteed Cash Component

One Time Cash Payments					
Location	Min	Max	Median	Mean	Data
India (INR)	100000	100000	100000	100000	6
Rest of Asia (USD)	-	-	-	-	-

Table 5.8.1.3: Classification of One-time Cash Payments

Maximum Earning Potentials					
Location	Min	Max	Median	Mean	Data
India (INR)	715,323	1,900,000	1,200,000	1,210,712	52
Rest of Asia (USD)	-	-	-	-	-

Table 5.8.1.4: Classification of Maximum Earning Potentials



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### 5.5.2 Indian Locations (in INR)

Base Salary					
Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	300,000	511,927	405,964	405,964	2
Chennai	228,000	585,000	229,626	318,063	4
Hyderabad	400,000	480,000	420,000	427,500	8
Kolkata	240,000	240,000	240,000	240,000	1
Mumbai	253,200	1,000,000	350,004	417,205	22
National Capital Region (NCR)	300,000	450,012	360,000	379,287	14
Pune	350,024	350,024	350,024	350,024	1

Table 5.8.2.1: Classification of base salary within India

Additional Guaranteed Cash Components					
Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	511,928	663,977	587,953	587,953	2
Chennai	315,000	713,463	628,412	571,322	4
Hyderabad	532,769	1,039,323	559,408	619,397	8
Kolkata	480,000	480,000	480,000	480,000	1
Mumbai	307,996	1,039,312	511,928	550,189	21
National Capital Region (NCR)	279,300	779,484	529,398	610,885	14
Pune	591,204	591,204	591,204	591,204	1

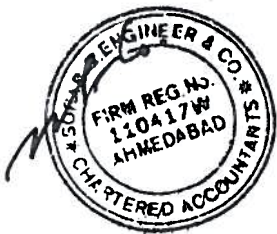
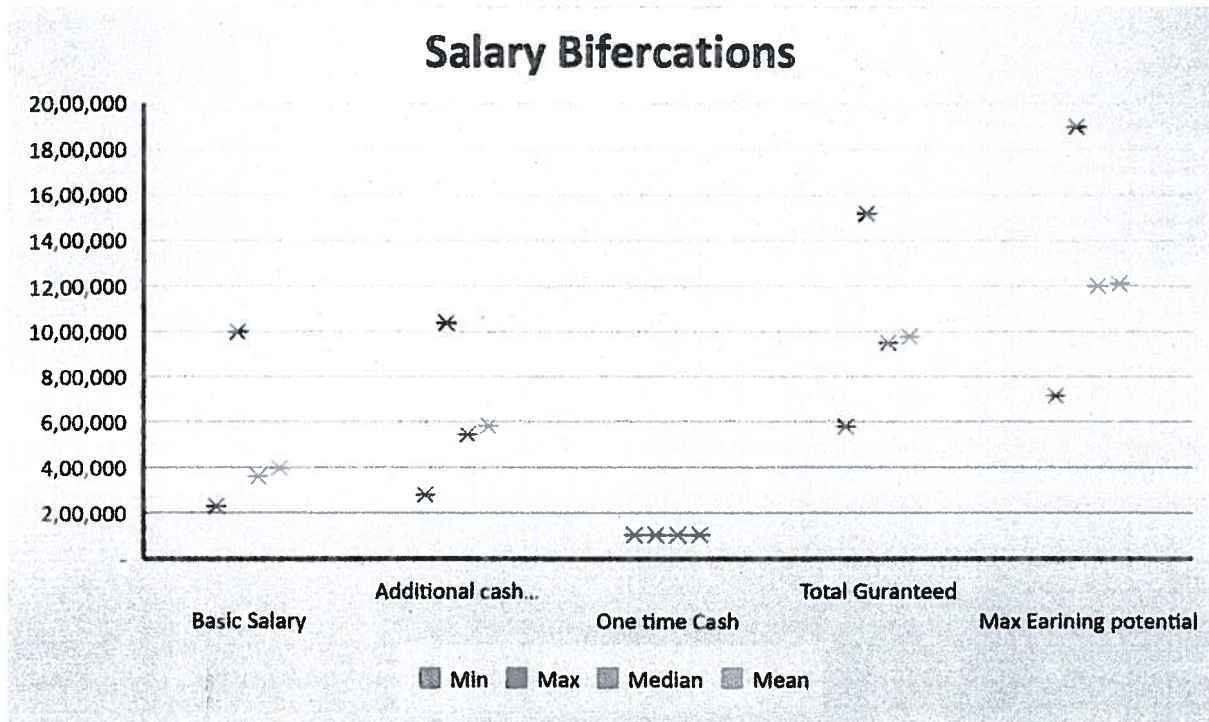
Table 5.8.2.2: Classification of Additional Guaranteed Cash Component within India

One Time Cash Payments					
Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	-	-	-	-	-
Chennai	-	-	-	-	-
Hyderabad	-	-	-	-	-
Kolkata	-	-	-	-	-
Mumbai	-	-	-	-	-
National Capital Region (NCR)	100000	100000	100000	100000	6
Pune	-	-	-	-	-

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

Maximum Earning Potentials					
Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	1,150,000	1,200,000	1,175,000	1,175,000	2
Chennai	925,008	1,364,290	1,282,145	1,213,397	4
Hyderabad	1,200,000	1,900,000	1,250,000	1,331,250	8
Kolkata	941,423	941,423	941,423	941,423	1
Mumbai	891,827	1,850,000	1,000,004	1,136,620	22
National Capital Region (NCR)	715,323	1,540,000	1,200,520	1,296,884	14
Pune	1,000,008	1,000,008	1,000,008	1,000,008	1

Table 5.8.2.4: Classification of Maximum Earning Potentials within India



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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

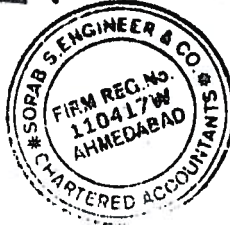
Chartered Accountants

*Chokshi Shreyas B.*

**CA. Chokshi Shreyas B.**

Partner

Membership No. 100892



For **Indian Institute of Management- Nagpur**

**Authorized Person**

*[Signature]*  
**IIM In-charge, Placement Office**  
**Indian Institute of Management Nagpur.**

Nagpur