



IIM KOZHIKODE

PLACEMENTS REPORT LATERALS & FINALS 2013



FOREWORD

The Placements Team at IIM Kozhikode takes great pride in announcing the successful completion of the Final & Lateral Placements processes for the 15th batch of the flagship Post Graduate Program. At this juncture, the Placements Team would like to thank everyone involved in taking the process to completion and helping students at a crucial stage of their lives.

Despite recessionary fears and a slowdown in the economy, IIM Kozhikode successfully hosted all major industry stalwarts along with a large number of new recruiters. Over the past few years, IIM Kozhikode has become a preferred destination for recruiters across industries owing to the diverse educational and work-experience background of our students.

Central to this laudable achievement would be the unwavering support from the distinguished Alumni of this institute without whose backing and strong conviction, this accomplishment would not have been possible. Finally, we would like to acknowledge the continuous support from students of both the batches in ensuring a smooth and time-bound process.

Prof. Kulbhushan Balooni
Chairperson - Placements



**WHAT'S
INSIDE**

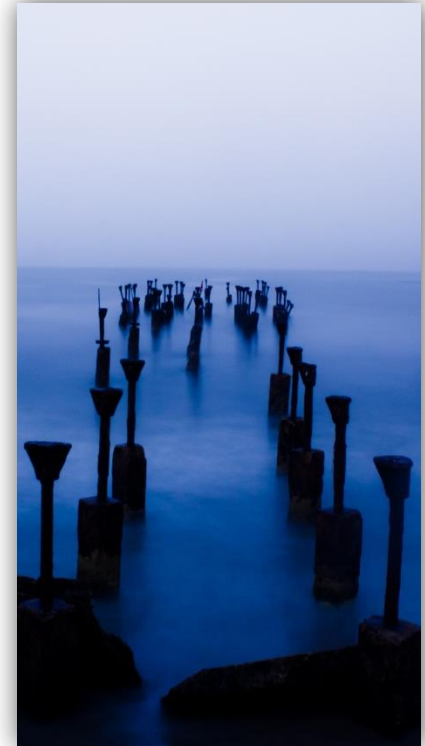
IIM Kozhikode stood the test of time and ensured successful placements to all the students. Inside, you will find details of the type of companies and the sectors that recruited from the institute this year, combined with an analysis of the placements season.

SNAPSHOT

HIGHLIGHTS

Number of Students	325	Highest Domestic Salary	32.00
Number of Companies	146	Highest International Salary	33.00
No. of PPOs offered	38	Average Salary	12.31
No. of PPIs	49	Average Salary for Female students	13.17
Percentage of New Recruiters	36%	Average Salary for Male students	11.82
		Average Salary of PSUs	11.64

in l.p.a.



22

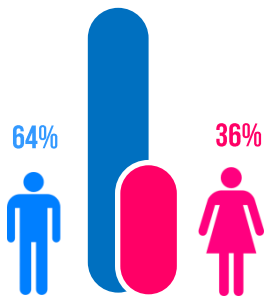
**INTERNATIONAL
OFFERS**

INTERNATIONAL OFFERS

The number of international offers this year stood at 22 with roles being offered across locations like the Middle East, Africa and Asia Pacific in the Healthcare, FMCG, Information security and Commodities sector. This is significant increase over the previous years, thanks to the concerted effort from the team in this area.

CLASS OF 2013

325
STUDENTS



AMBA accredited IIM Kozhikode was the first B-School in the country to promote gender diversity in its admission policy and the proportion of the intake of female students in the batch stands testimony to this fact. Many other institutes have followed suit seeing the impact such an initiative has made.

Also, there exists variety in terms of the educational background of the students inducted into program every year. The Institute also has a sizeable number of students with non-engineering background as compared to other premier B-schools.

Graduates in commerce, fashion and business administration are a few of the distinct backgrounds available on campus along with the mix of engineers. In addition, there exists a healthy mix of fresh and keen under-graduates along with students having prior work experience in some of the reputed firms in the industry with an average work experience of close to 21 months.

Close to 12% of the batch had pre-placement offers from their summer internship companies showcasing the dedication and the talent of the class of 2013.

WORK EXPERIENCE



EDUCATIONAL BACKGROUND

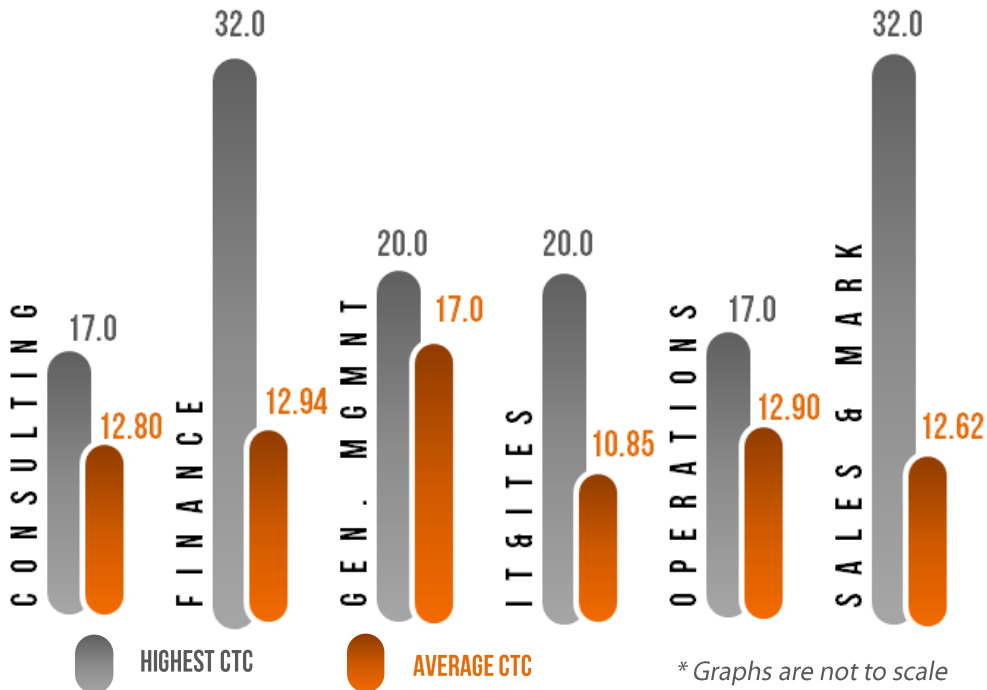


* Graphs are not to scale

OFFERS

FINANCE

Deutsche Bank, Goldman Sachs, JP Morgan, Citi Bank, HSBC, DE Shaw, Fidelity Investments were the top names this year. Indian Financial Services firms like ICICI, Axis Bank, SBI Caps, FINO and Futures First also recruited in good numbers. Roles offered were Corporate Finance, Treasury, Risk Management and Investment Banking



MARKETING

In FMCG, HUL, ITC, Nestle, Pepsi, Amul, HCCB, Britannia, Pidilite were the top names. In B2B and Service marketing verticals, Asian Paints, Airtel, Idea, Vodafone, Ranbaxy, Bajaj, Maruti & Arvind Lifestyle Brands & Retail participated.

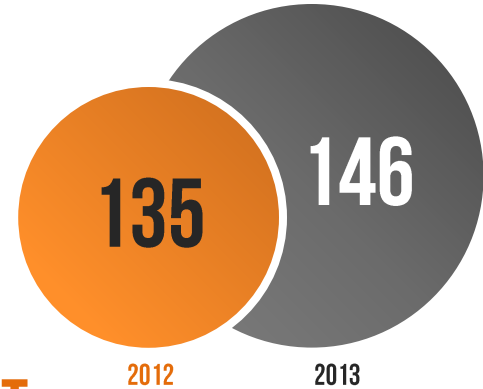
GEN. MGMNT

The big names continued to recruit from IIMK for General Management roles, with the likes of TAS, Reliance Industries, L&T, Mahindra & Mahindra and many more. This year saw Cipla, Ranbaxy and Bosch offering their leadership roles on campus.

CONSULTING

Top recruiters include McKinsey, Deloitte, KPMG, Cognizant Business Consulting, IBM Consulting, and Wipro Consulting Services.

NO. OF COMPANIES



OFFERS

IT & ITES

Immune to the economic slowdown, Information Services firms continued to recruit in bulk with companies like Cognizant, Accenture Technologies, TCS, IBM Consulting, Mu-Sigma Capgemini, Wipro, Infosys, HCL and Mindtree all making offers to the candidates.

The average salary in the IT vertical was 10.8 l.p.a. while the highest package offered was 20 l.p.a.

Other companies participating in the process included Microsoft, Zynga, Mahindra Comviva and Zycus Infotech.

OPERATIONS

Some of the big names of the industry in the Operations domain like Asian Paints, Tata Steel, RPG, Ambuja Cements, Jindal Steel and L&T made offers to the students.

First time recruiters included leaders like Sodexo and Yepme with roles in Supply Chain Management, Procurement, Logistics and Service Delivery.

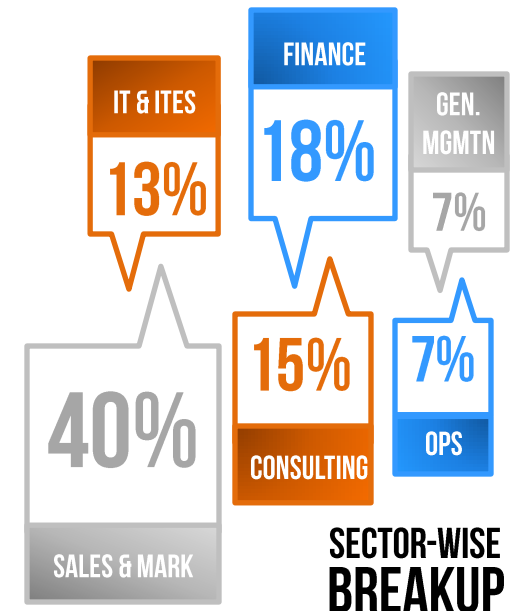
Citi Bank recruited also recruited for an operations profile at IIMK.

Some of the other major firms like Sudarshan Chemicals also opened up roles in the operations vertical for the candidates.

While the average compensation was 12.3 l.p.a., the highest offer made was 17 l.p.a.

PUBLIC SECTOR

Organizations from the Power and Energy sector recruited students for various roles, continuing the trend over the years. Power Finance Corporation, Rural Electrification Corporation and HPCL were some of the big names from the public sector.



OUR TOP RECRUITERS



CORPORATE
SPEAK

"The quality of the students is really good with a really laudable attitude and strong skillsets." - Cognizant

"The placements process was administered excellently and the hospitality has been exceptional." - Deutsche Bank

"The Students were confident, with diverse interests and exhibited excellent communication skills. The process was managed very professionally." - Idea Cellular

"The IIMK placement process was very efficiently conducted. The student quality was really good and we look forward to further the strong relationship we have with the institute." - Reliance Industries Limited

"The profiles we got to see here are much better than those in the other institutes we visited." - PSU Recruiter

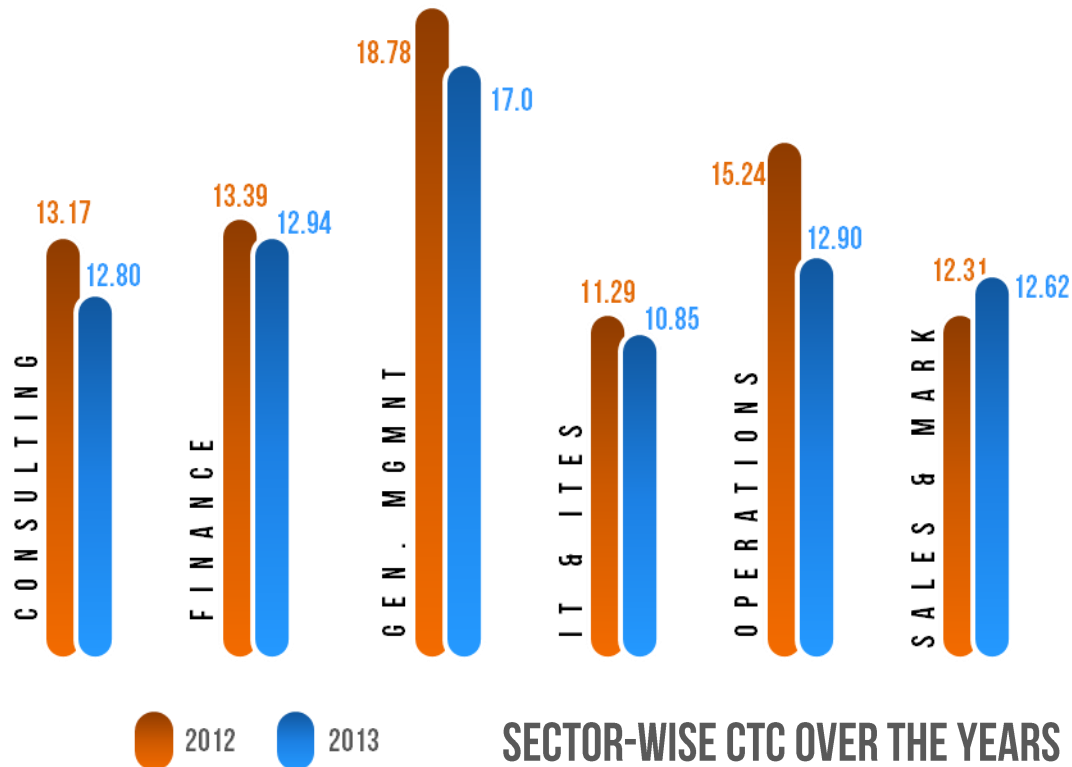


TRENDS

The year 2013 has been an year of ups and downs for various sectors, and hence IIM Kozhikode proactively decided to diversify the spectrum of recruiters that visit campus.

In line with this decision, sectors such as Education, Healthcare and Energy sectors were focussed on.

Sports management is another niche area where some of the students have been offered challenging roles. The Real Estate Sector and the Media & Advertising companies were among the other attractive unconventional sectors to recruit this year.



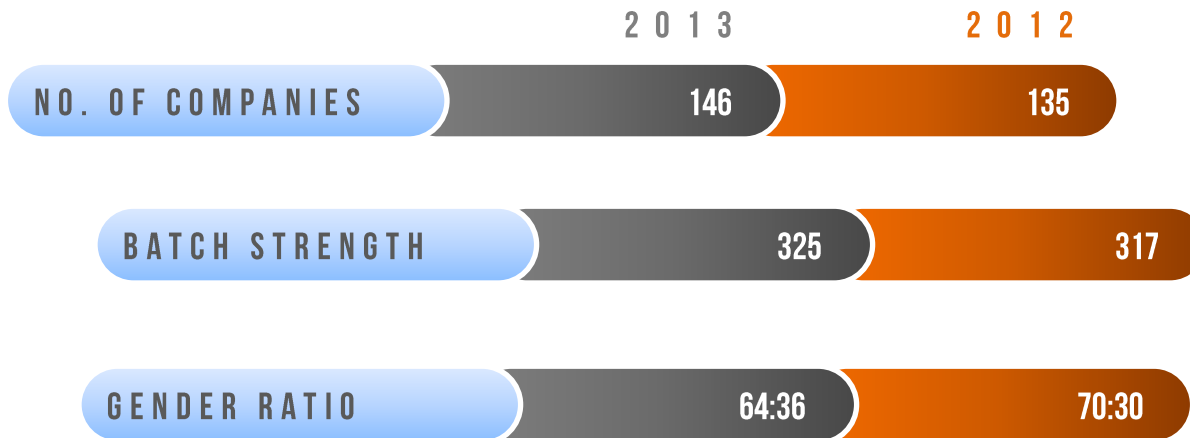
SECTOR-WISE CTC OVER THE YEARS



* Graphs are not to scale

2013 vs. 2012

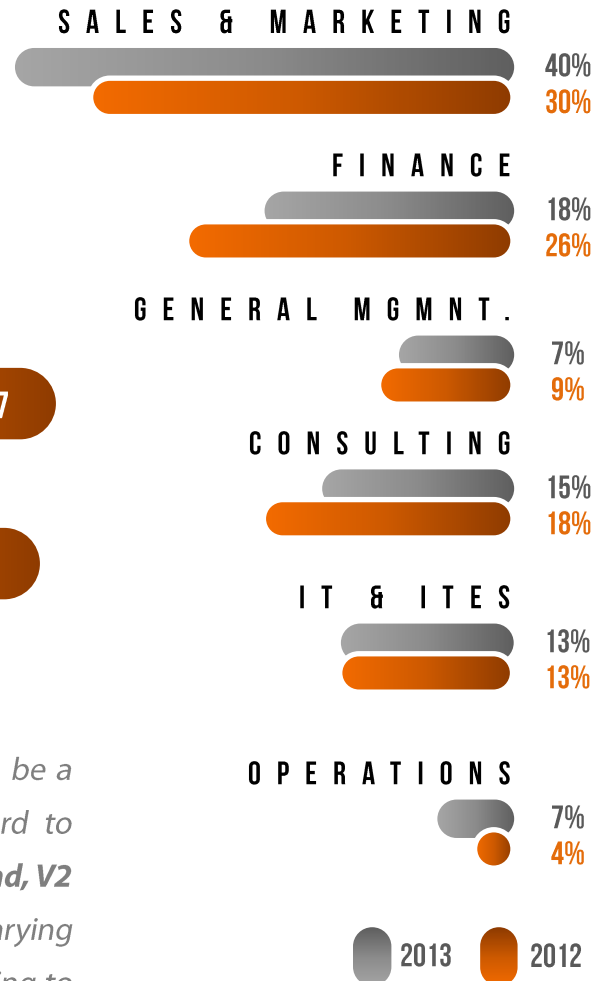
The year 2013 saw an increase in the total number of companies participating in the process as compared to 2012, and the number of international offers saw a significant increase. Sales & Marketing and Finance continued to be the forte this year. The Operations vertical saw a significant increase in the number of offers.



ALMA MATER

For yet another year, the strong and vibrant Alumni proved to be a boon to the placements with several Alumni coming forward to recruit from the Institute. To name a few, **Sugee Group, VistaMind, V2 Solutions, Seekers** and **EduRaft** picked students for roles varying from Corporate Strategy to Business Development. It is heartening to see that several of our alumni have taken the entrepreneurial route.

BREAK-UP OF OFFERS



* Graphs are not to scale

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