



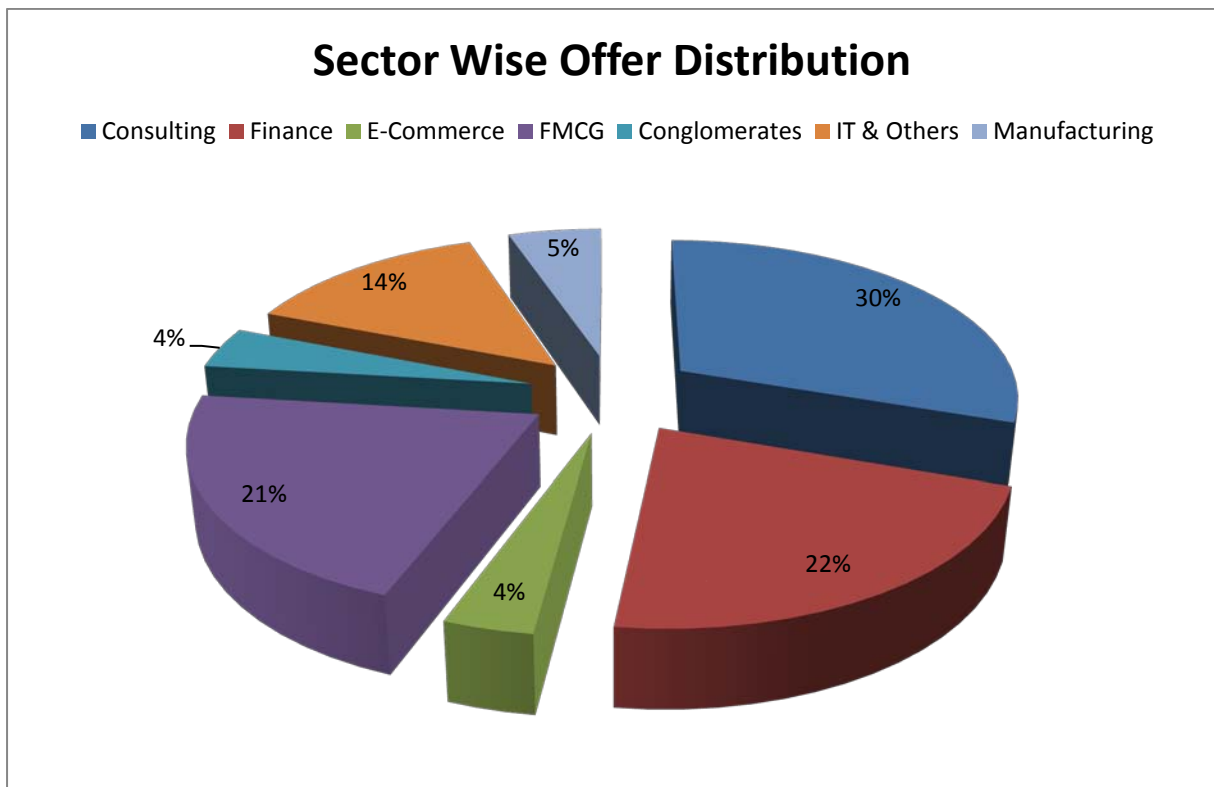
Final Placements 2012

Final Placements at IIM Bangalore saw **363** PGP students of Class of 2012 getting **423** offers from **126** companies. Of these, **206** offers were made during the final placements, **124** offers (for students with more than 22 months of work experience) during lateral placements and the remaining **93** were Pre-Placement offers. A total of **43** overseas offers were made of which **41** were accepted. These offers were made for **Hong Kong, Singapore, Dubai, London, Paris, New Jersey, Dallas, Seoul and Switzerland** locations. **8** students, including 2 students who received PPOs, opted out of placements before the commencement of the final placements in pursuit of entrepreneurial ventures. **2** students who had deferred their placements last year participated in this year's process.

	Offers Made	Offers Accepted
Final Placements	206	197
Lateral Placements	124	93
Pre-Placements	93	73
Total	423	363
Domestic	380	322
International	43	41
Total	423	363

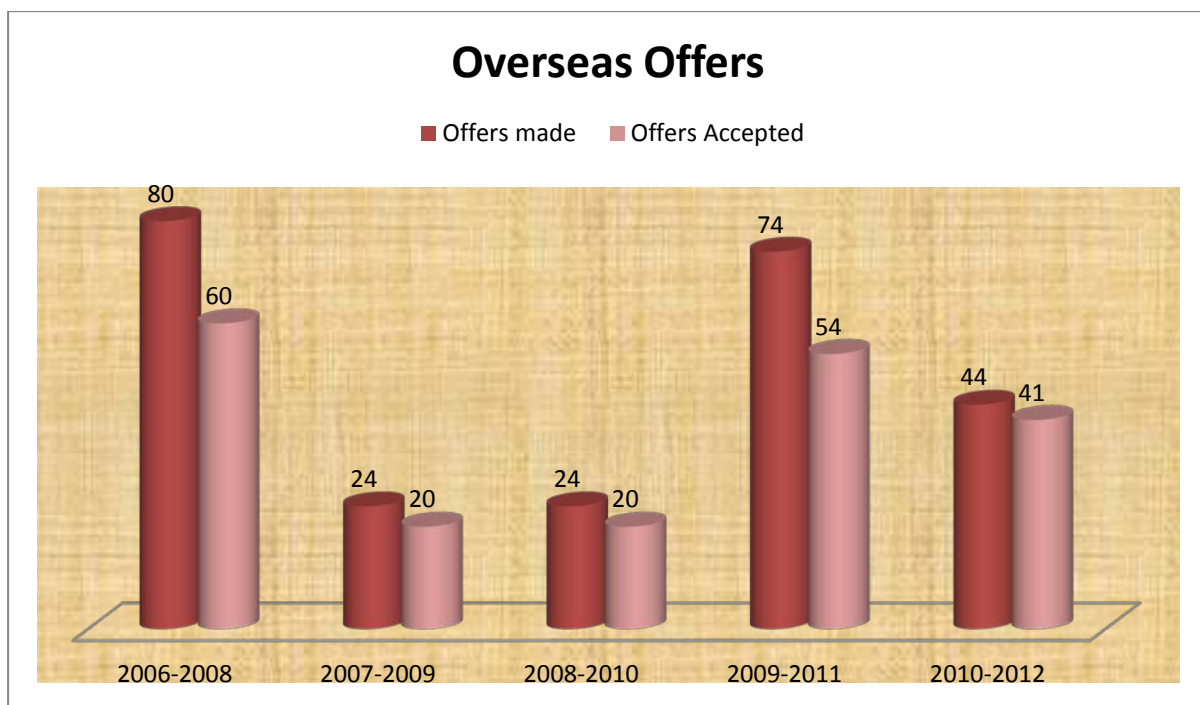
Consulting: **30 %** of the offers came from this sector. **Global Strategy Consulting** firms recruited in large numbers from IIMB reaffirming the institute's position as a preferred destination for recruitment. **McKinsey & Co., Boston Consulting Group, Bain & Co., Booz & Co.** and **A.T. Kearney** saw **37** offer acceptances among them. **Accenture Management Consulting** recruited **12** students and offered '**Consultant**' profiles at IIMB. **Arthur D. Little** strengthened its relationship with IIMB by

making exclusive offers based out of **Dubai**. **Siemens Management Consulting**, **Z S Associates** and **PRTM Consulting** too recruited exclusively from IIMB among all IIMs. **Diamond Management Consulting**, which returned to campus after a hiatus, made offers in management consulting domain. **Deloitte Consulting (14)**, **IBM Consulting (17)** and **Cognizant Business Consulting (9)** made offers in large numbers. Other consulting firms making offers to the graduating class were **Global e-Procure (GEP)**, **Ernst & Young**, **EXL Service**, **KPMG**, **PwC**, **Redseer Consulting**, **Capgemini Consulting**, **Wipro Consulting** and **Synergy Consulting**. **Hay Group** and **Vertical Learning** offered consulting profiles in organizational development.



"We have always enjoyed our recruitment experience at IIM Bangalore. This year too, we are extremely happy with the number and quality of students we have recruited. Besides making pre-placement offers to all our five summer interns, we have recruited four students with demonstrated professional and academic excellence and we look forward to getting them on board soon." said **Mr. Vikas Kaushal, Partner & Vice President, A.T. Kearney India.**

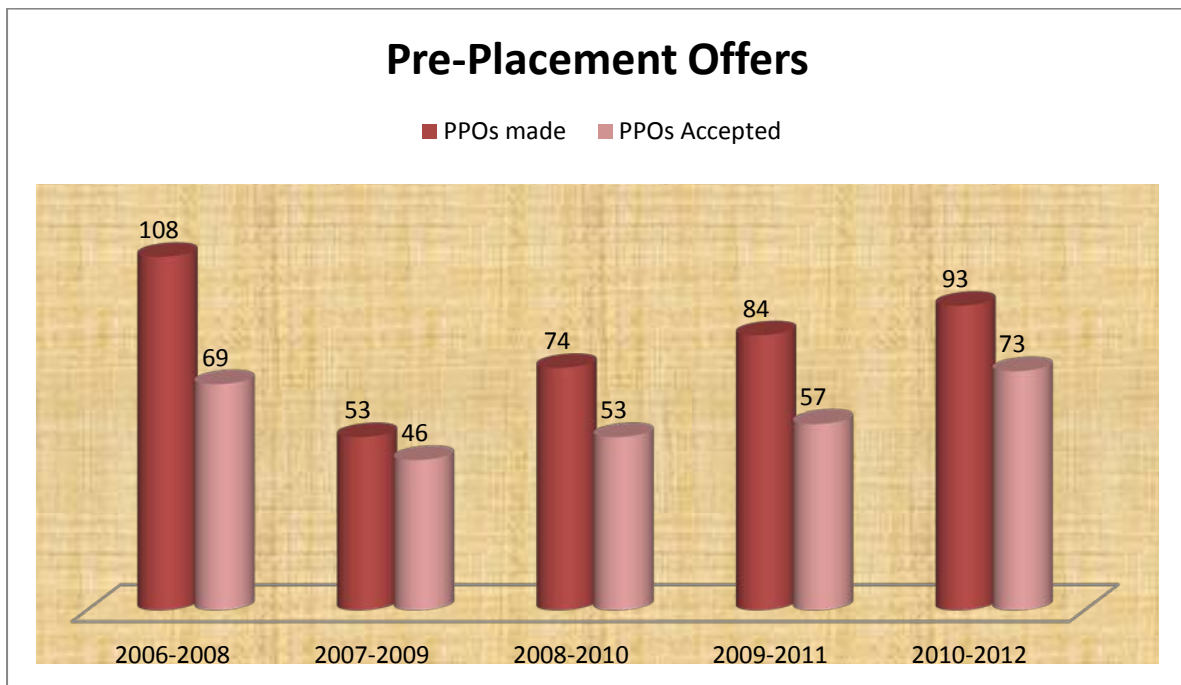
Finance: 22 % of the offers came from this sector. Profiles offered were Investment banking, Private Equity, Private & Wholesale Banking, Treasury and Mergers & Acquisitions. Swiss Investment Bank, **UBS**, which recruited **exclusively** from IIMB during final placements, offered Equities Derivatives Trading profile based out of **Hong Kong**. Private Equity giant **The Blackstone Group** continued to recruit **exclusively** from IIMB across all Asian B-Schools for their **London** desk. **Capital One** recruited two students for their **Dallas** office. **Duferco Group** recruited for metal trading role based out of their headquarters in **Lugano, Switzerland** – only such offer made across IIMs. **Deutsche Bank - CIB** and **American Express** made 6 offers each. **DBS, HSBC, O3 Capital, Avendus Capital, Goldman Sachs, Ocwen, HDFC Bank, Yes Bank, Axis Bank, Societe Generale, ICICI Prudential** and **UAE Exchange** offered roles in investment banking and finance domain.



California based credit management firm **Encore Capital**, which recruits only from top US B-Schools, recruited IIMB students for their India office. **ICICI Bank** continued to make double digit offers at IIMB taking on board 11 students. Earlier, PPO's were made by **Morgan Stanley (Hong Kong), J P Morgan Chase, Barclays Capital, Deutsche Bank (London), Nomura, Goldman Sachs, RBS, UBS,**

Standard Chartered and **Citi Global** amongst others. These offers were made for global financial hubs such as **Hong Kong, Singapore, Dubai, London, New Jersey** and **Dallas**.

Sales & Marketing: Around **21%** of the offers were made in this sector. **Proctor & Gamble** made 8 offers for positions based out of **Singapore** and **India**. **Hindustan Unilever, Kraft-Cadbury, Pepsi, Heinz, Bharti Airtel, Nokia, ITC, Johnson & Johnson, L’Oreal, Avon, Hindware, Nerolac, Times of India, H T Media, Toyota, Star India, Philips, Comviva, Videocon** and **Vodafone** recruited from IIMB. **Supermax** recruited **16** students for positions based out of **India** and **Dubai**. **Infosys-Sales** recruited students for client-services roles based out of **Europe** and **US**.



Others: Around **9 %** of the offers came from the **General Management** and **Manufacturing** sector while **4 %** offers were made in the **E-commerce** sector. The remaining **14 %** was constituted by IT sector. **Hyundai Motors** recruited for global leadership programme based out of its headquarters in **Seoul**. As part of its leadership recruitment programme, Hyundai visited **one campus each** among the **BRIC** countries. **TAS** and **Aditya Birla Group** recruited **5** students each. Regular recruiters such as

Amazon, Hinduja Group, Mahindra & Mahindra, Lodha Group, Reliance Industries, Larsen & Toubro, Cairn India and **Mphasis** strengthened their relationship with IIMB by recruiting in substantial numbers. **Ingersoll Rand** offered their unique '**Entrepreneur Creation Programme**' for the second consecutive year. **Siemens Group** offered its coveted global leadership programme with stints in **India** and **Germany**. **Punj Lloyd** and **Robert Bosch** too offered leadership roles with **domestic** and **international** stints. A **Trilogy** group company recruited exclusively at IIMB and offered '**Ideation Lead**' positions based out of **Dubai**. Some of the recruiters from the technology domain were **Microsoft, Google, Zynga, Yahoo, 3M, HCL, Polaris** and **MindTree**. The E-Commerce sector was represented by **Flipkart, InfoEdge, SnapDeal** and **Amazon**. **Flipkart** alone recruited **6** students offering **Senior Manager** profile in Sales & Marketing and Supply Chain.

Lateral Placements 2012

Students with more than **22** months of full time work experience were eligible to participate in the Lateral Placements 2012. More than **55** companies participated in the process making a total of **124** offers of which **93** offers were eventually accepted. **Infosys-Sales** recruited students for client-services roles based out of **Europe** and **US**. A **Trilogy** group company recruited exclusively at IIMB and offered '**Ideation Lead**' positions based out of **Dubai**. **Hyundai Motors** recruited exclusively from IIMB among all Indian B-Schools for global leadership programme based out of its headquarters in **Seoul**. **Siemens Group** offered its coveted global leadership programme with stints in **India** and **Germany**. **Punj Lloyd** and **Robert Bosch** offered leadership roles with **domestic** and **international** stints. Some of the firms that participated in laterals placements were **Accenture, Deloitte, SMC, Amazon, Hindustan Unilever, PwC, Robert Bosch, SnapDeal, Zynga, Z S Associates, Punj Lloyd, Nokia, Flipkart, Microsoft, Hinduja Group, ABG, Amazon, Comviva, EXL Service, L & T, Wipro** and **Star India** amongst others.

The Indian Institute of Management Bangalore (IIMB) has been recognized as the **# 1 Business School in Central Asia** by Eduniversal, a French Consultancy Group for **three consecutive years**. IIMB has also been rated as the **# 1 Business School in India** as per Business Today rankings 2011. IIMB has obtained the European Quality Improvement System (**EQUIS**) accreditation awarded by the European Foundation for Management Education (EFMD). Established in 1973, IIMB today offers a range of post-graduate and doctoral level courses as well as executive education programs. With a faculty body from amongst the best universities worldwide, IIMB is fast emerging as a leader in the area of management research, education and consulting.

More information on IIMB is available at www.iimb.ernet.in or www.iimb.ac.in