



BATCH OF 2012 - SUMMER PLACEMENT REPORT

“IIM Lucknow achieves 100% Summer Placements for largest ever IIM Batch”

Summer Placements at IIM Lucknow concluded on a high, with a total of 456 offers being made to a batch of 414. **This is the largest ever incoming batch to be placed across all IIMs, to date.** 163 firms recruited from the institute during this recruitment season, which has been the most successful one yet for the campus.

The placement week, which was spread over 6 days, witnessed an unprecedented count of over 417 offers in just 6 days – effectively a 75% increase in offers over the previous year.

Several prestigious firms made IIM Lucknow their priority and visited the campus for the first time, including Wolff Olins Dubai (Brand Strategy), Samara Capital, Milestone Capital, Multiples Alternate Asset Management and Walden International. These niche profiles signal a shift away from mainstream roles recognizing the diversity of pre-MBA work experience of the batch.

Key recruiters on campus included McKinsey & Co., The Boston Consulting Group, Tata Administrative Services, Hindustan Unilever, Procter & Gamble, Aditya Birla Group, Cadbury-Kraft, Diageo, Avendus Capital and BNP Paribas among many others.

Investment Banks and Financial services firms that recruited in large numbers include Goldman Sachs, JP Morgan, Citibank, HSBC, Standard Chartered, American Express, Deutsche Bank, Development Bank of Singapore, Edelweiss Capital, Axis Bank, Elara Capital, Atherstone Capital, SBI Capital, KC Securities, BMR Advisors among others.

Almost every single FMCG major including P&G, HUL, Reckitt Benckiser, Glaxo Smithkline, Coca-Cola, Pepsi, J&J Consumer, J&J Medical, J&J Pharma, Colgate Palmolive, Nestle, Heinz, Britannia, Asian Paints, Agrotech, Dabur, Marico, Kellogg's, L'Oreal, Perfetti Van Melle, ITC, Kraft-Cadbury and Diageo among others recruited at the institute, reaffirming IIM Lucknow as *the* campus of choice. Other firms that offered Marketing positions include Alshaya, Microsoft, Nokia, and Bharti Airtel.

There was greater representation from the consulting space this year as Deloitte, Cognizant, KPMG, PwC, MindTree, Wipro and HCL recruited students for their various practices. Conglomerates recruiting for key general management positions include GE, Mahindra & Mahindra, Larsen & Toubro, Reliance and RPG.

In terms of number of offers, Citibank, ABG, The Boston Consulting Group, Mckinsey & Co., Deloitte, GE, Reliance Industries, TAS, HUL, P&G, Sony, Cadbury, L&T and Wipro led the way.

Several doyens from the industry personally visited the campus and were lavish in their praise for the institute, its recruitment process and the quality of the students.

Rahul Krishna – Head, TAS said *“The TAS selection process is perceived by the students, at the B schools we visit, to be one of the toughest to crack and we are glad that a good number of students from IIM Lucknow have made it through the process this year”*

The process was recognized as being well managed and extremely efficient, favouring both recruiters and students. The number of offers made by the companies was a testament to the robustness of the process. This trend is poised to continue through to the Final Placement, establishing IIM Lucknow as one of the premier business schools in India.

Recruiters 2010*

Consulting

Aricent
Cognizant Business Consulting
Deloitte
HCL
KPMG
Mckinsey & Co.
MindTree
PricewaterhouseCoopers
RocSearch
The Boston Consulting Group
Wipro
Wolff Olins

Banking & Financial Services

Aventus Capital
Aviva Life Insurance
Citibank
Deutsche Bank
Development Bank of Singapore
Edelweiss Capital
Elara Capital
Emergent Ventures
Goldman Sachs
HDFC Bank
HSBC
IFCI
JP Morgan
KC Securities
Milestone Capital
Multiples AAM
NCDEX
Nideesha Capital
Samara Capital
SBI Capital
Seedfund
Standard Chartered
Walden International

Sales & Marketing

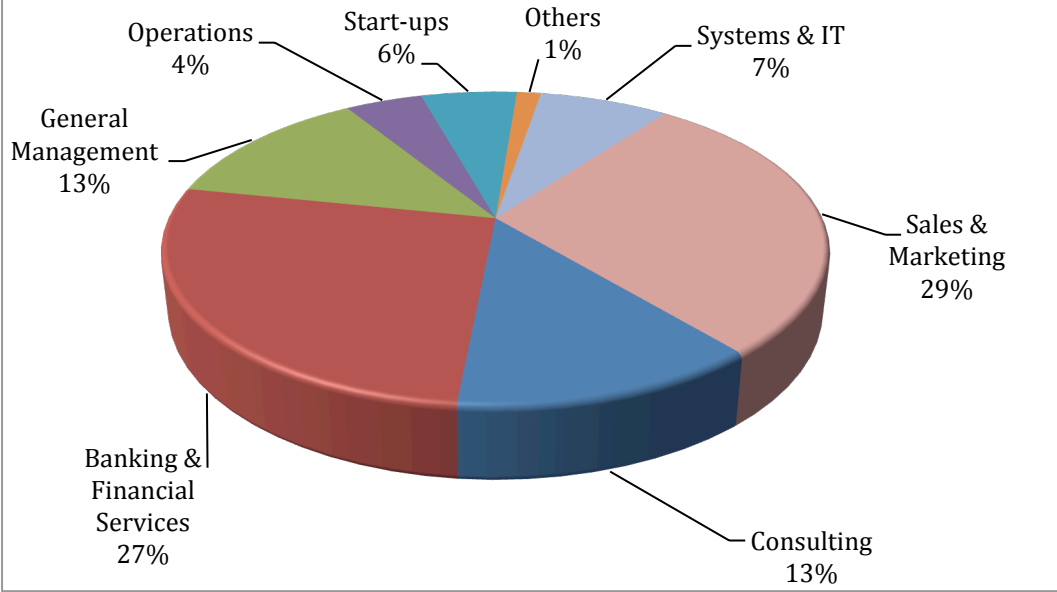
Agrotech
Alshaya
Asian Paints
Bharti Airtel
Britannia
Coca-Cola India
Colgate Palmolive
Dabur
DCM Sriram
Diageo
Geodesic
GSK Consumer
GSK Pharma
Heinz
HP
HUL
ITC
J&J Consumer
J&J Medical
J&J Pharma
Kellogg's
Kraft-Cadbury
L'Oreal
Marico
Microsoft
Nestle
Nokia
P&G
Pearson
Pepsi
Perfetti van Melle
Reckitt Benckiser
Sony
Entertainment
Television

General Management

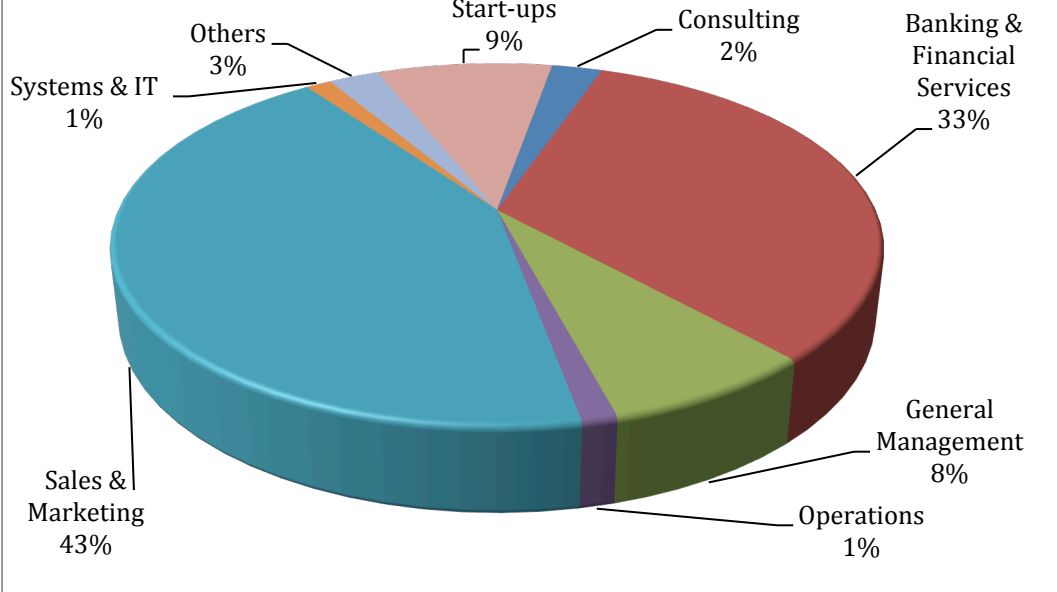
Aditya Birla Group
GE
L&T
Mahindra & Mahindra
Reliance
RPG
TAS
Waterjet Germany

***This is not an exhaustive list**

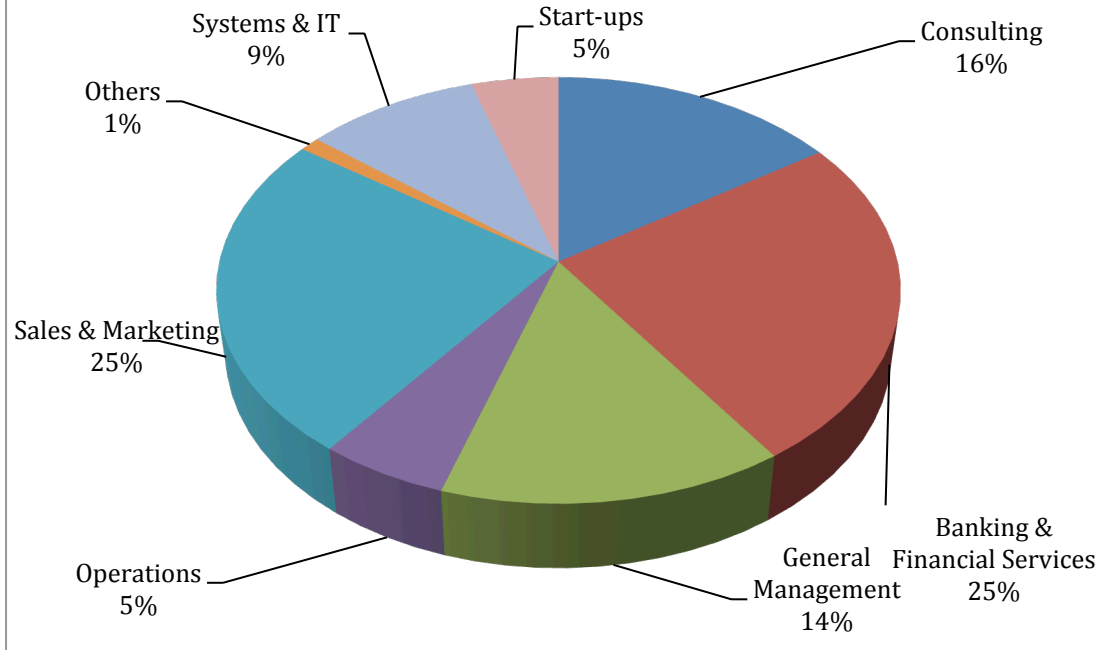
Offers Across Functions



Offers Across Functions: Freshers



Offers Across Functions: More than one year experience



Trends in Number of Offers



Trends in Number of Companies

