

| M.Deepa - 2206 / Function : AL / TAFE (FED) Group Data Entry |   |              |                           |                  |              |   |
|--|---|--------------|---------------------------|------------------|--------------|---|
| S.No.  | Key Performance Indicator                                   | Target 24-25 | Actual                    | Rating out of 10 | Target 25-26 | Remarks   |
| 1  | Delivery Rating   | 100%         | 90%                       | 9                | 100%         |   |
| 2  | ODC   | Zero         | 3                         | 7.5              | Zero         | <b>Above 5 Zero</b>   |
| 3  | Jit / ASN Call Performances (OTD)                           | 100%         | 92%                       | 8.5              | 100%         |   |
| 4  | Plan vs Actual Sales value                                  | 100%         | 88%                       | 8                | 100%         |   |
| 5  | Sales Loss in Values( in Lakhs)                             | Zero         | 99 Lacs                   | 6                | Zero         | <b>Sales value vs Not Supply Value (Rating Cal : 10-10% =0, 10-9% = 1Rating )</b> |
| 6  | Line Stoppage   | Zero         | 554                       | 8                | Zero         | <b>Above 100 vehicle rating = 0<br/>90 - 1, 80-2.....10-9, 0-10.</b>              |
| 7  | Non moving / Obslete part cost all Customer                 | Zero         | 4 Lacs                    | 8.5              | Zero         | <b>Quantum(3 Lacs) Supplied in Jan-25</b>   |
| 8  | Freight Cost  | 2.75/Kg      | 1.60/kg                   | 10               | 1.88/Kg      |   |
| 9  | Premium Freight (Sales)                                     | Zero         | 0                         | 10               | Zero         |   |
| 10   | Attrition   | Zero         | Zero                      | 10               | Zero         |   |
| 11   | Accident  | Zero         | Zero (Repeated Near miss) | 5                | Zero         |   |
| 12   | 1S & 2S activities in Office.                               | 100%         | 85%                       | 8.5              | 100%         |   |
| 13   | Timely Response to Customer (Mail & Phone call) With in 1Hr | 100%         | 75%                       | 8                | 100%         |   |
| 14   | Material Handling Equipment Working Condition               | Zero         | 2                         | 8                | Zero         | <b>Monthly Complaints above 10 zero</b>   |
| 15   | Automation  | 3            | 0                         | 4                | 3            |   |
| 16   | Risk Analysis   | 3            | 0                         | 0                | 3            |   |
| 17   | Kaizen / CIP / Suggestion                                   | 4,3,4        | 0,0,0                     | 0                | 4,3,4        |   |
|  |   |              | Rating out of 10          | <b>7.01</b>      |              |   |

**Note: Above 9-10 - Out Standing / 8-9 - Good / 7-8 - Average / 6-7 - Need improvement.**