Employee Name : Vikas Patil Manager's Name : Aniruddha Bansod Goalsheet Of Year: 2017-2018

KRA Category : Customer KRA Weightage : 15

KRA Description : Environment, health and safety

| Key Performance Indicator (KPI) description | Unit | KPI Weightage | Value | (1) Unsatisfactory Performance | (2) Needs Improvement | (3) Good Solid Performance | (4) Superior Performance | (5) Outstanding Performance |
|--|------------|---------------|-------|--------------------------------------|-----------------------------|----------------------------------|--------------------------------|-----------------------------------|
| ISO 9001 documentation, Audit preparation and ensure no major NC | Percentage | | | 90 | 93 | 95 | 97 | 100 |
| Legal compliance for tools & tackles, Plant hoists, Pressure vessels under CCOE and PSV. | Percentage | | | 90 | 93 | 95 | 97 | 100 |
| New tank-farm storage tanks breather valve and DFA thermic tanks breather valves servicing | Date | | | 28/Feb/2018 | 15/Feb/2018 | 31/Jan/2018 | 31/Dec/2017 | 15/Dec/2017 |

KRA Category : People KRA Weightage : 15

KRA Description : Training and Improvement

| Key Performance Indicator (KPI) description | Unit | KPI Weightage | Value | (1) Unsatisfactory Performance | (2) Needs Improvement | (3) Good Solid Performance | (4) Superior Performance | (5) Outstanding Performance |
|--|-------|---------------|-------|--------------------------------------|-----------------------------|----------------------------------|--------------------------------|-----------------------------------|
| Ensure completion of Self IDP. | Units | | 1 | < 0.69 | 0.7 to 0.95 | 0.96 to 1.05 | 1.06 to 1.29 | 1.39 |
| Conduct technical training session for departmental employees. | Units | | 2 | < 1.38 | 1.4 to 1.9 | 1.92 to 2.1 | 2.12 to 2.58 | 2.78 |
| Arrange training session from our vendors at plant site for departmental employees | Units | | 2 | < 1.38 | 1.4 to 1.9 | 1.92 to 2.1 | 2.12 to 2.58 | 2.78 |
| Attend technical training and seminar arranged by vendors at external sites | Units | | 1 | < 0.69 | 0.7 to 0.95 | 0.96 to 1.05 | 1.06 to 1.29 | 1.39 |

KRA Category : Business KRA Weightage : 40

KRA Description : Effective & efficient management of day to day maintenance activity of Fatty Acid SEC-03, SEC-04,New Tankfarm &

Syndat plant to meet production target

| Key Performance Indicator (KPI) description | Unit | KPI Weightage | Value | (1) Unsatisfactory Performance | (2) Needs Improvement | (3) Good Solid Performance | (4) Superior Performance | (5) Outstanding Performance |
|--|------------|---------------|-------|--------------------------------------|-----------------------------|----------------------------------|--------------------------------|-----------------------------------|
| Daily job planning to be done for Fatty Acid SEC-03, SEC-04, New Tank-farm & Syndat plant. | Percentage | | | 80 | 85 | 90 | 95 | 100 |
| Reduction in unscheduled downtime (compared to FY 16-17) for Fatty Acid SEC-03, SEC-04,New Tankfarm & Syndat plant | | | | 2 | 5 | 10 | 15 | 20 |
| Ensure availability of spares and services for reduction in downtime. | Percentage | | | 60 | 70 | 80 | 90 | 100 |
| Adherence to PM/CM schedule to avoid equipment failure of area Fatty Acid SEC-03, SEC-04,New Tankfarm & Syndat plant | Percentage | | | 90 | 93 | 95 | 97 | 100 |
| Ensure for completion of shut down jobs as per defined timeline | Percentage | | | 100 | 97 | 95 | 90 | 80 |

KRA Category : Process
KRA Weightage : 15
KRA Description : Plant improvement for meeting internal customer requirements

| Key Performance Indicator (KPI) | Unit | KPI Weightage | Value | (1) Unsatisfactory Performance | (2) Needs Improvement | (3) Good Solid Performance | (4) Superior Performance | (5) Outstanding Performance |
|--|------|---------------|-------|--------------------------------|-----------------------------|----------------------------------|--------------------------------|-----------------------------|
| description C-303 manway cover, nozzle flanges for | Date | | | 31/Mar/2018 | 28/Feb/2018 | 31/Jan/2018 | 31/Dec/2017 | 30/Nov/2017 |
| sparger & sparger mounting flange replacement C-303 Cooling tower | Date | | | 31/Mar/2018 | 20/Mar/2018 | 28/Feb/2018 | 31/Dec/2017 | 31/Oct/2017 |
| water drift elimination related modification work | Date | | | 31/Wai/2016 | 20/Mai/2016 | 20/Feb/2010 | 31/Dec/2017 | 31/00/2017 |
| E-406 installation work | Date | | | 31/Dec/2017 | 30/Sep/2017 | 15/Jul/2017 | 30/Jun/2017 | 15/Jun/2017 |
| SEC-03 new vaccum system installation | Date | | | 28/Feb/2018 | 31/Jan/2018 | 31/Dec/2017 | 30/Nov/2017 | 31/Oct/2017 |
| DFA columns all internal and packing stock checking and maintaining | Date | | | 31/Mar/2018 | 28/Feb/2018 | 31/Dec/2017 | 30/Nov/2017 | 15/Nov/2017 |

KRA Category : Business KRA Weightage : 15 KRA Description : Reliability and improvement

| Key Performance Indicator (KPI) description | Unit | KPI Weightage | Value | (1) Unsatisfactory Performance | (2) Needs Improvement | (3) Good Solid Performance | (4) Superior Performance | (5) Outstanding Performance |
|--|------|---------------|-------|--------------------------------------|------------------------------------|----------------------------------|---|---|
| Execution of approved MOC | Text | | | 2 month delay as per agreed MOC | 1 month delay as per agreed MOC | Timeline as agrred in MOC | 1 week before as agreed date MOC completion | 2 week before as agreed date MOC completion |
| P-765 mct bleacher pump stand by pump development | Date | | | 31/Mar/2018 | 15/Mar/2018 | 28/Feb/2018 | 31/Dec/2017 | 30/Nov/2017 |
| New tankfarm all trolleys strainer installation to avoid pump suction choking | Date | | | 31/Dec/2017 | 31/Oct/2017 | 15/Jul/2017 | 30/Jun/2017 | 15/Jun/2017 |
| P-423 A/B impeller replacement for Efficiency improvement | Date | | | 31/Mar/2018 | 15/Mar/2018 | 28/Feb/2018 | 31/Jan/2018 | 30/Nov/2017 |

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Individual Development Plan (WI.CHR.03 F.NO. 1)

| Employee Name | Manager's name | Employee ID | Year |
|---------------|------------------|-------------|-----------|
| Vikas Patil | Aniruddha Bansod | 10003898 | 2017-2018 |

Please discuss your strengths and work related weaknesses with your manager and identify your training needs. Your development will happen through the following ways:

Part A: Development through Instructor led training in Classroom

| | Name of program | Faculty | Days | Please explain why the training is needed |
|----|-----------------------------------|------------------|------|--|
| No | | | | 3 |
| 1 | Training on ISO 9001 & 15000 ** | ASHOKRAO PATIL | 1 | This is mandatory |
| 2 | Environment Health and Safety * | Sunil Katekari | 1 | This is mandatory |
| 3 | Prevention of Sexual Harassment * | | 1 | This is mandatory |
| 4 | Effective Communication Skills | Charles Carvalho | 2 | |
| 5 | The Super Manager | Amit Sanas | 2 | To improve managing skills, resources management and manpower management |
| 6 | Six Thinking Hats | | 1 | |
| 7 | Art of Charm | Anant Pednekar | 1 | |

^{*}Mandatory for all employees to attend this program

If you need a program that is not mentioned above, please use the space below. Please note this program may be offered if at least 20 people request for it.

| No | Topics required | No. of Days | Internal faculty name |
|----|-----------------|-------------|-----------------------|
| | | | |

^{**}Mandatory for employees working at locations covered by the certifications

| 1 | | |
|---|--|--|
| | | |
| 2 | | |

Note: Part B and Part C are to be filled by only AGM and above employees.

Part B: Development through developmental relationships

| No | Relationship | Name of leader | Number of Meetings planned | Target date | Program Completed | Reviews |
|----|---|----------------|-------------------------------|-------------|----------------------|---------|
| 1 | Coaching through leader in own function for functional inputs | | | | | |
| 2 | Coaching through leader in own function for functional inputs | | | | | |

Part C: Development through action learning projects

| Project Title | |
|---|--|
| | |
| Review date | |
| | |
| Target end date | |
| | |
| Project scope | |
| | |
| Project exclusions | |
| 110ject exetablois | |
| | |
| Project deliverables (Target at rating 3: good solid performance) | |
| | |
| What is the employee expected to learn from this project | |
| | |
| Reviewer(s) name | |
| | |
| Project Status | |
| | |
| | |

| Project Status Comments | |
|-------------------------|--|
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