10001933 Rajesh Chavan

 ${\bf Employee\ Name: Rajesh\ Chavan Manager's\ Name: Pramod\ Pardale}$

Goalsheet Approval Date: 21-Apr-2017

KRA Category : Process KRA Weightage : 20 _

| Key Performance Indicator (KPI) description | Unit | KPI Weightage | Value | (1) Unsatisfactor y Performance | (2) Needs Improvement | (3) Good Solid Performance | (4) Superior Performance | (5) Outstanding Performance | Actual achievement of year end | Appraisee comment on actual achievement |
|--|------|------------------|-------|--|-----------------------------|--|--------------------------------|-----------------------------------|--------------------------------------|--|
| Prepartion of Wharfage payment and other relevant documents required of the clearance of Bulk Exports | Text | | | | | Before two days of vessel arrival. | | | 5 | Every custom and MBPT allow in time without any complaint and delay. |
| Co-ordinate with CHA, Surveyor, Shipping Agent, Barge Operators, Logistic Dept for tankers, Contractors and related parties for the execution of shipment | Text | | | | | Before two days of vessel arrival. | | | 4 | during all shipment s of export co- ordination and execution of shipment was done properly within this year and we got team award for that as attached |
| To attend Export bulk vessel and other related on board vessel operations | Text | | | | | All Vessel operation before time allocation. | | | 5 | All required vessel documents prepared and arrange for vessel master in time without any delay with accuracy |

KRA Category : Business KRA Weightage : 20 _

| Key | Unit | KPI | Value | (1) | (2) | (3) | (4) | (5) | Actual | Appraisee |
|--|------|-----------|-------|---------------|-------------|--|---|-------------|-------------|---|
| Performance | | Weightage | | Unsatisfactor | Needs | Good Solid | Superior | Outstanding | achievement | comment on |
| Indicator | | | | У | Improvement | Performance | Performance | Performance | of year end | actual |
| (KPI) | | | | Performance | | | | | | achievement |
| description | | | | . Griormanos | | | | | | acino romino n |
| Arranging clearance within | Text | | | | | four working days after receiving | Three working days after | | 4 | All shipment within this year cleared |
| time to avoide detention and | | | | | | original documents as well as vessel | receiving original documents as well | | | as per target date exceptionally only |
| demmurage | | | | | | arrived (7 days for ADC & fassai | as vessel arrived (7 days for ADC & | | | factory unloading problem of some |
| | | | | | | Clearance) | fassai Clearance) | | | heating cargo |
| Arranging the | Text | | | | | Planning Before | | | 3 | Inform regularly to |
| transportation for import container | | | | | | one day of container despatch | | | | transporter for lorry with senior |
| movement till | | | | | | with proper | | | | instruction and |
| factory. | | | | | | co_ordination with factory to avoid | | | | follow up |
| | | | | | | detention. | | | | |
| Tracking & | Text | 1 | | | | Co_ordinate with | | | 5 | All dispatched |
| Communicating with the factory for | | | | | | factory person before vessel | | | | details share with |
| the import material | | | | | | arrival | | | | all concern person with all security |
| arrival. | | | | | | anna | | | | and weighbridge |
| Looking after | Text | | | | | Assure that all | | | 4 | All accounts issue |
| import vendor (transporter, barge | | | | | | vendor payments within 15 days. | | | | related import payments resolve |
| operators, clearing | | | | | | within 15 days . | | | | with accounts dept. |
| agent, surveyor | | | | | | | | | | and process all |
| etc) payments & | | | | | | | | | | bills to accounts |
| follow up with the account dept. | | | | | | | | | | dept. |
| Maintaining daily | Text | + | | 1. | | On daily basis | | | 4 | Maintain MIS for |
| report to concerns | | | | • | ľ | , | • | l · | | actual expenses |
| for daily despatch | | | | | | | | | | and maintain all |
| and for vendor | | | | | | | | | | SAP related entry. |
| payment & making the respective | | | | | | | | | | |
| entry in the SAP. | | | | | | | | | | |
| Reporting all | Text | 1 | | 1. | | Weekly basis | | i. | 3 | Maintain vendor |
| outstading MIS to | | | | | | outstanding report. | | ĺ | | payment sheet |
| Dept. HOD | | | | | | | | | | supporting file cant |
| | | | | | l | | | l | | upload due to more than 1 mb |

KRA Category : Business KRA Weightage : 20 _

| Key | Unit | KPI | Value | (1) | (2) | (3) | (4) | (5) | Actual | Appraisee |
|--|------|-----------|-------|-----------------------------------|----------------------|---------------------------|-------------------------|----------------------------|----------------------------|--|
| Performance Indicator (KPI) description | | Weightage | | Unsatisfactor y Performance | Needs Improvement | Good Solid Performance | Superior Performance | Outstanding Performance | achievement of year end | comment on actual achievement |
| Providing daily, weekly & monthly reports to the HOD's & respective department. | Text | | | | | On regular basis | | | 4 | maintain MIS and provide concern person as per requirement. |
| To prapare MIS report as per the requirement of Seniors and /or Management | Text | | | | - | Weekly Basis | | | 4 | Maintain MIS of all shipment expenses / all shipment records / payment voucher details file cant load due to size |
| Maintain all vendors payment & oustanding MIS | Text | | | | | Weekly Basis | | | 3 | Maintain vendors bills details with all details of payment. |
| Maintain All Filling / scanning for OIL as well as PCP documents | Text | | | | | Mainintain Weekly filling | | | 5 | We can get all documents in scanning with me, which is use for save paper and time also. with all documents and vendors bills also attachment cant upload due to file size |
| Maintaining the MIS for OLEO & PCP shipment. | Text | | | | | On daily basis | | | 5 | Maintain all data with all deails of dispatch upto factory |

KRA Category : People KRA Weightage : 20 _

| Key | Unit | KPI | Value | (1) | (2) | (3) | (4) | (5) | Actual | Appraisee |
|--|------|-----------|-------|---------------|-------------|-----------------------------|-------------|-------------|-------------|---|
| Performance | | Weightage | | Unsatisfactor | Needs | Good Solid | Superior | Outstanding | achievement | comment on |
| Indicator | | | | у | Improvement | Performance | Performance | Performance | of year end | actual |
| (KPI) | | | | Performance | | | | | | achievement |
| description | | | | | | | | | | |
| 1 Mainting Shipment wise landing cost statement | Text | | | | | Implementation by Aug 15 | | | | Regularly maintain actual cost with proper data as a cost statement. |

KRA Category : Customer KRA Weightage : 20 _

| Key | Unit | KPI | Value | (1) | (2) | (3) | (4) | (5) | Actual | Appraisee |
|---|------|------------|-------|---------------|-------------|--------------------------------------|-------------|-------------|-------------|--|
| Performance | | Weightage | Value | Unsatisfactor | Needs | Good Solid | Superior | Outstanding | achievement | comment on |
| | | vveigntage | | | | | | _ | | |
| Indicator | | | | у у | Improvement | Performance | Performance | Performance | of year end | actual |
| (KPI) | | | | Performance | | | | | | achievement |
| description | | | | | | | | | | |
| To obtain various | Text | | | | | Four Working | | | 5 | NA |
| required | | | | | | days before Vessel | | | | |
| documents from | | | | | | Arrival. | | | | |
| Oil Purchase department, | | | | | | | | | | |
| Finance, Supplier, | | | | | | | | | | |
| Shipping Line etc | | | | | | | | | | |
| for the clearance | | | | | | | | | | |
| To arrange | Text | | | | | Two Working days | | | 4 | now this year |
| warehouse Tank | | | | | | before Vessel | | | | warehouse tank |
| Licence, Insurance | | | | | | Arrival. | | | | licence not |
| other related | | | | | | | | | | required for |
| formalities | | | | | | | | | | bonding and insurance regularly |
| | | | | | | | | | | done in time. |
| All Clerance | Text | 1 | | i. | i | Four Working | l | i | 5 | All clerance |
| formalities | | | | i e | ľ | days after Vessel | [| | _ | formalities done |
| including | | | | | | Arrival. | | | | within time. |
| Insurance | | | | | | | | | | |
| /Bonding /CHA | - | | | | | | | | - | |
| To arrange Barge | Text | | | • | · | All arrangement | · | • | 5 | Every shipment |
| for movment of cargo from ship to | | | | | | before vessel Arrivial | | | | available barge for all import |
| shore tank, Barge | | | | | | Allivial | | | | movement, done |
| inspection etc. | | | | | | | | | | proper co- |
| ., | | | | | | | | | | ordination with all |
| | | | | | | | | | | barge and shore |
| | | | | | | | | | | tank for movement |
| | - | | | | | | | | | of cargo. |
| To co-ordinate with all concern | Text | | | • | • | Before Two days On vessel arrival | · | • | 5 | done all operation success with co- |
| operation | | | | | | On vesser anivar | | | | ordinate sewree |
| dept.including sion | | | | | | | | | | and taloja plant |
| /sewree/taloja and | | | | | | | | | | person. |
| arrange direct | | | | | | | | | | l' |
| docks to our | | | | | | | | | | |
| factory | _ | | | | | | | | | |
| Total Export | Text | | | | | Before Two days | · | | 5 | Done all export |
| operation & co- ordination with | | | | | | On vessel arrival | | | | operation within given time and all |
| shipping compay, | | | | | | | | | | coordination. |
| barge operators, | | | | | | | | | | coordination. |
| Sewree and Taloja | | | | | | | | | | |
| Team. Attend all | | | | | l | | l | | | |
| bulk Export Vessel | | | | | | | | | | |
| Atted All Import | Text | | · | | | All Vessel | · | | 5 | All operation |
| Export (bulk) | | | | | l | operation before | l | | | success with in |
| Vessel operation , | | | | | | time allocation. | l | | 1 | time and avoid maximum |
| and try to complate all opetation within | | | | | l | | l | | | demmurage and |
| our time allocation, | | | | | | ĺ | l | | 1 | expenses. |
| without | | | | | | ĺ | l | | 1 | onpolicos. |
| demmurage and | | | | | l | | l | | | |
| minimum | | | | | | ĺ | l | | 1 | |
| expenses | | 1 1 | | 1 | I | | I | ı | I | I |