Employee Name : Amol Waghmode Manager's Name : Aniruddha Bansod Goalsheet Of Year: 2017-2018

KRA Category : Process KRA Weightage : 15 KRA Description : To take the initiatives to improve plant reliabillity

| 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 |
|--|------|---------------|-------|--------------------------------------|-----------------------------|----------------------------------|--------------------------------|-----------------------------------|
| Arrangement of 05E2A Heat Exchanger in FAP Plant | Date | | | 31/Mar/2018 | 28/Feb/2018 | 31/Jan/2018 | 31/Dec/2017 | 30/Nov/2017 |
| Spare Top plate for CHP furnace to be made available to reduce reparing work & reduce downtime | Date | | | 31/Mar/2018 | 28/Feb/2018 | 31/Jan/2018 | 31/Dec/2017 | 30/Nov/2017 |
| Air Dryer unit Heat Exchanger 2 nos to be made available | Date | | | 31/Mar/2018 | 28/Feb/2018 | 31/Jan/2018 | 31/Dec/2017 | 30/Nov/2017 |
| DAF Tank separator chamber & bottom Section & frame replacement work | Date | | | 28/Feb/2018 | 31/Jan/2018 | 31/Dec/2017 | 30/Nov/2017 | 31/Oct/2017 |
| Study of column internals of FAP plant & tocheck & maintain inventory of column packings. | Date | | | 31/Mar/2018 | 28/Feb/2018 | 31/Jan/2018 | 31/Dec/2017 | 30/Nov/2017 |

KRA Category : Customer KRA Weightage : 15 KRA Description : EHS & Documentation

| 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 |
|--|------|---------------|-------|--------------------------------------|-----------------------------|----------------------------------|--------------------------------|-----------------------------------|
| Fixing of Peroni line discharge support to arrest High Vibration | Date | | | 31/Mar/2018 | 28/Feb/2018 | 31/Jan/2018 | 31/Dec/2017 | 30/Nov/2017 |
| To avoid spillages in Stripper ground floor area which creates slippery & dirty condition by conversion of gland to seal & changing Impeller of 01G19 A/B pumps | Date | | | 31/Mar/2018 | 28/Feb/2018 | 31/Jan/2018 | 31/Dec/2017 | 30/Nov/2017 |
| Documentation of FAP plant related equipment | Date | | | 28/Feb/2018 | 31/Jan/2018 | 31/Dec/2017 | 30/Nov/2017 | 31/Oct/2017 |
| Provision of wire mesh for stripper cooling tower sump to prevent birds from dying | Date | | | 31/Mar/2018 | 28/Feb/2018 | 31/Jan/2018 | 31/Dec/2017 | 30/Nov/2017 |

KRA Category : People

KRA Weightage : 15 KRA Description : Training & Development

| 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 the completion of the IDPs of myself. | Units | | 1 | < 0.69 | 0.7 to 0.95 | 0.96 to 1.05 | 1.06 to 1.29 | 1.39 |
| Conduct one 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 |
| Training arrangement for departmental employees by external vendor | Units | | 2 | < 1.38 | 1.4 to 1.9 | 1.92 to 2.1 | 2.12 to 2.58 | 2.78 |
| Attending technical seminars | Units | | 2 | < 1.38 | 1.4 to 1.9 | 1.92 to 2.1 | 2.12 to 2.58 | 2.78 |

KRA Category : Business KRA Weightage : 40

KRA Description : Ensure plant availability to meet the target with respect to Production

| 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 in FAP,Pastillator,CHP. | - | | | 80 | 85 | 90 | 95 | 100 |
| Reduction in unscheduled downtime of equipment compared to year 16-17 of FAP,Pastillator,CHP | Percentage | | | 2 | 5 | 10 | 15 | 20 |
| All the shutdowns to be completed as per plan. | Percentage | | | 100 | 98 | 95 | 90 | 80 |
| Adherance to PM/CM schedule to avoid the equipment failure in FAP,CHP,Pastillator . | Percentage | | | 90 | 93 | 95 | 97 | 100 |
| Spares & service availabilty to be ensured for reduction in downtime and budget monitoring | Percentage | | | 60 | 70 | 80 | 90 | 100 |

KRA Category : Business

KRA Weightage : 15 KRA Description : Cost saving activities & 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's/Cost reduction projects | Percentage | | | 60 | 70 | 80 | 90 | 100 |
| Arrangement & installation of Jutasama Feed water standby pump(1 no) & ETP standy pumps(3 nos) | Date | | | 31/Mar/2018 | 28/Feb/2018 | 31/Jan/2018 | 31/Dec/2017 | 30/Nov/2017 |
| Repairing of Hydrojet machine | Date | | | 31/Mar/2018 | 28/Feb/2018 | 31/Jan/2018 | 31/Dec/2017 | 30/Nov/2017 |
| Arrangement of Pastillator belt related spares & acessories,change of bearing type,change of cooling piping for pastillator old belt | Date | | | 31/Mar/2018 | 28/Feb/2018 | 31/Jan/2018 | 31/Dec/2017 | 30/Nov/2017 |

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

| Employee Name | Manager's name | Employee ID | Year |
|---------------|------------------|-------------|-----------|
| Amol Waghmode | Aniruddha Bansod | 10003725 | 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 | | | | the training is needed |
| 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 | | 2 | |
| 5 | Getting Things Done | | 1 | |
| 6 | The Super Manager | Amit Sanas | 2 | Improvement of thoughts which will lead to actions |
| 7 | Six Thinking Hats | | 1 | |
| 8 | 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 | Advanced MS Excel | 2 | External Faculty |
|---|-------------------|---|------------------|
| | | | |
| 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 | |
| | |
| 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 | |
|-------------------------|--|
| Project status Comments | |
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