

Employee Name : Deepak Kulkarni
 Manager's Name : Monica Sadafule
 Goalsheet Of Year: 2017-2018

KRA Category : Business
KRA Weightage : 25
KRA Description : (International Business)

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	Midyear Review Status	Employee Comments
As of 12 Aug 2016, the bank had a network of 3,120 branches and extension counters and 12,922 ATMs.[22] Axis Bank has the largest ATM network among private banks in India[23][24] and it operates an ATM at one of the world's highest sites at Thegu, Sikkim at a height of 4,023 meters (13,200 ft) above sea level.[25]	Date			01/Apr/2017	01/May/2017	01/Jun/2017	01/Jul/2017	01/Oct/2017	Nearing Completion	NA
The bank has over 50,000 employees (as of 31 March 2016). The bank incurred ?26.7 billion (US\$420 million) on employee benefits during the FY 2012–13.[19] The average age of an Axis Bank employee is 29 years.[20] The attrition rate in Axis Bank is approx. 9% per year.[21]	Date			31/Mar/2018	01/Mar/2018	28/Feb/2018	31/Jan/2018	31/Dec/2017	Needs Attention	The origins of the bank lie mainly in Hong Kong and to a lesser extent in Shanghai, where branches were first opened in 1865.[1]

KRA Category : Process
KRA Weightage : 20
KRA Description : In 2005, Axis Bank got listed on London Stock Exchange.[11]

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UTI Bank opened its first overseas branch in 2006 Singapore. That same year it opened a representative office in Shanghai, China. UTI Bank opened a branch in the Dubai International Financial Centre in 2007. That same year it began branch operations in Hong Kong. In 2008 it opened a representative office in Dubai.[12]	Text	20		Nil	0	oops concept	millimeter	*98.62(100)^1.5/8	Needs Attention	In February 2015 the International Consortium of Investigative Journalists released information about the business conduct of HSBC under the title Swiss Leaks. The ICIJ alleges that the bank profited from doing business with tax evaders and other clients.[16] The BBC reported that HSBC had put pressure on media

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In 2013, Axis Bank's subsidiary, Axis Bank UK commenced banking operations. Axis Bank UK has a branch in London.[16]	Weight		90	< 62.1	63 to 85.5	86.4 to 94.5	95.4 to 116.1	125.1	Completed	not to NA
Deepika Padukone, a Mumbai Film Industry (a.k.a. Bollywood) actress is the brand ambassador of Axis Bank.[17]	Units		90	< 62.1	63 to 85.5	86.4 to 94.5	95.4 to 116.1	125.1	Needs Attention	report about the controversy, with British newspaper The Guardian claiming HSBC advertising had been put "on pause" after The Guardian's coverage of the matter.[17] Peter Osborne, chief political commentator at The Daily Telegraph resigned from the paper
In 2015, Axis Bank opens its representative office in Dhaka.[18]	Date			16/Jun/2017	13/Jul/2017	25/Oct/2017	13/Feb/2018	31/Mar/2018	Completed	in an open letter he claimed the newspaper suppressed negative stories and dropped investigations into HSBC because of the bank's advertising.[18]

KRA Category : Customer

KRA Weightage : 30

KRA Description : in Mumbai in December 1993.[7] The first branch was inaugurated on 2 April 1994 in Ahmedabad by Dr. Manmohan Singh, the Finance Minister; of India. UTI Bank began its operations in 1993,

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after the Government of India allowed new private banks to be established. The Bank was promoted in 1993 jointly by the Administrator of the Unit Trust of India (UTI-I),[8] Life Insurance Corporation of India (LIC)	Ratio			1:7	4:8	15:2	2:10	9:3	Needs Attention	This article is about the HSBC Group. For the Hong Kong bank, see The Hongkong and Shanghai Banking Corporation.
General Insurance Corporation, National Insurance Company, The New India Assurance Company, The Oriental Insurance Corporation and United India Insurance Company.	Weight		97.70	< 67.41	68.39 to 92.82	93.79 to 102.59	103.56 to 126.03	135.8	Nearing Completion	NA
In 2001 UTI Bank agreed to merge with and amalgamate Global Trust Bank, but the Reserve Bank of India (RBI) withheld approval and nothing came of this. In 2004 the RBI put Global Trust into moratorium and supervised its	Units		100	< 69	70 to 95	96 to 105	106 to 129	139	Completed	HSBC Holdings plc is a British[5] multinational banking and financial services holding company, tracing its origin to a hong in Hong Kong. It is the world's seventh largest bank by total assets and the largest in Europe with total

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merger into Oriental Bank of Commerce.										assets
In 2003 Axis Bank became the first Indian bank to launch the travel currency card.[9][10]	Date			31/Mar/2018	27/Jan/2018	23/Nov/2017	13/Sep/2017	04/Apr/2017	Needs Attention	of US\$2.374 trillion (as of December 2016). It was established in its present form in London in 1991 by The Hongkong and Shanghai Banking Corporation to act as a new group holding company.[6][7]
2016 Demonetisation related Money Laundering	Days			31	24	21	15	10	On Track	NA

KRA Category : People

KRA Weightage : 25

KRA Description : It offers the entire spectrum of financial services large and mid-size corporates, SME, and retail businesses.[1]

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As of 30 Jun. 2016, 30.81% shares are owned by promoters & promoter group (United India Insurance Company Limited, Oriental Insurance Company Limited, National Insurance Company Limited, New India Assurance Company Ltd, GIC, LIC & UTI).[5]	Text	20		Not Applicable	T*Y) and corporate office i_/*	85*9/5.360	22/7*100	N.A	Needs Attention	HSBC has around 4,000 offices in 70 countries and territories across Africa, Asia, Oceania, Europe, North America and South America, and around 37 million customers.[10] As of 2014, it was the world's sixth-largest public company, according to a composite measure by Forbes magazine.[11]
Remaining 69.19% shares are owned by Mutual Funds Institutions, FIs, Financial Institutions (banks), Insurance companies, corporate bodies & individual investors among others.[6]	Percentage			78	29.99	45.90	78.85	96	Needs Attention	HSBC is organised within four business groups: Commercial Banking
UTI Bank opened its registered office in Ahmedabad	Value		145	< 100.05	101.5 to 137.75	139.2 to 152.25	153.7 to 187.05	201.55	On Track	Global Banking and Markets (investment banking)

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

Employee Name	Manager's name	Employee ID	Year
Deepak Kulkarni	Monica Sadafule	1001	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

No	Name of program	Faculty	Days	Please explain why the training is needed	Program Status	Comments
1	Training on ISO 9001 & 15000 **	ASHOKRAO PATIL	1	This is mandatory	Select	
2	Environment Health and Safety *	Sunil Katekari	1	This is mandatory	Select	
3	Prevention of Sexual Harassment *		1	This is mandatory	Select	
4	Effective Communication Skills		2			
5	Getting Things Done		1			
6	The Super Manager	Amit Sanas	2	order for the rest of the series.[38] He didn't do too well in the series scoring just 175 runs at an average of 29.16 and was the third best Indian batsman in the series that India won 2–1.[46][47]		undefined
7	Six Thinking Hats		1			
8	Art of Charm	Anant Pednekar	1	Two weeks later, India toured South Africa for a three-match Test series. Chasing a target of 395 runs in the First Test,		undefined

*Mandatory for all employees to attend this program

**Mandatory for employees working at locations covered by the certifications

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	Employee Comments
1	Early years (1996–98) — a tale of two formats	10.00	anandrao.sangale@vvfltd.com?Anandrao Sangle	NA
2				NA

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 Status	Employee Comments
1	Coaching through leader in own function for functional inputs	RaoSaheb	1	10/Dec/2017	Select	dddddddddddddd dddddd
2	Mentoring through leader in own function for behavioural inputs	Sahebrao Patil	2	05/Nov/2017	Select	hhhhhhhhhhhh hhhhhhhh

Part C: Development through action learning projects

Project Title	Early years (1996–98) — a tale of two formats;
Review date	31/Oct/2017
Target end date	01/Nov/2017
Project scope	Dravid carried his good form from South Africa to the West Indies where he once again top scored for India
Project exclusions	in the five–match Test series that India lost 0–1.
Project deliverables (Target at rating 3: good solid performance)	He scored 360 runs at an average of 72.00 including four fifties.[53][54] 92 runs scored in the first innings of the fifth match in Georgetown earned him a joint Man of the Match award along with Shivnarine Chanderpaul.[55]
What is the employee expected to learn from this project	With this series, Dravid concluded a successful first full Test season.
Reviewer(s) name	Rajamauli
Project Comments	undefined

Project Status	Completed
Project Status Comments	

Question	Employee's Comments	Manager's Comments
1) What went well in the last quarter?	dsessssssssssssssssssssssssssssss	(chief financial officer). August 2011: Further to CEO Stuart Gulliver's plan to cut \$3.5 billion in costs over the next 2 years, HSBC announced that it will cut 25,000 jobs and exit from 20 countries
2) What could have been better?	"HSBC Holdings plc", originally incorporated in England and Wales, in the United Kingdom, as "Vernat Trading Company Limited" on 1 January 1959 and then renamed "Vernat Eastern Agencies Limited" later in the same year,[22] was by then a non-trading, dormant shelf company under a different, nominal name, when it completed its transformation on 25 March 1991[3]	by 2013 in addition to 5,000 job- cuts announced earlier in the year. The consumer banking division of HSBC will focus on the UK, Hong Kong, high-growth markets such as Mexico
3) What support or resource you require?	into the parent holding company to the Hongkong and Shanghai Banking Corporation Limited now as a subsidiary, in preparation for its purchase of the UK-based Midland Bank and the impending transfer of sovereignty of Hong Kong to China. HSBC Holdings' acquisition of Midland Bank was completed in 1992 and gave HSBC a substantial market presence in the United Kingdom. As part of the takeover conditions for the acquisition, HSBC Holdings plc was required to relocate its world headquarters from Hong Kong to London in 1993.[23]	Singapore, Turkey and Brazil, and smaller countries where it has a leading market share.[60] According to Reuters, Chief Executive Stuart Gulliver told the media, "There will be further job cuts. There will be something like 25,000 roles eliminated between now and the end of 2013."[61][62] In August 2011 "to align our U.S. business with our global network and meet the local and international needs of domestic and overseas clients", HSBC agreed to sell 195 branches in New York and Connecticut to First Niagara Financial Group Inc, and divestures to KeyCorp, Community Bank, N.A. and Five Star Bank for around \$1 billion, and announced the closure of 13 branches in Connecticut and New Jersey. The rest of HSBC's U.S. network will only be about half from a total 470 branches before divestments.[63] On 9 August 2011, Capital One Financial Corp. agreed to acquire HSBC's U.S. credit card business for \$2.6 billion,[64] netting HSBC Holdings an estimated after-tax profit of \$2.4 billion.[65] In September it was announced that HSBC seeks to sell its general insurance business for around \$1 billion.[66]