

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
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 Thengu, 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
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

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

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
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
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
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
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

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

**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,**

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
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
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
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 merger into Oriental Bank of Commerce.	Units		100	< 69	70 to 95	96 to 105	106 to 129	139
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
2016 Demonetisation related Money Laundering	Days			31	24	21	15	10

**KRA Category : People**

**KRA Weightage : 25**

**KRA Description : It offers the entire spect;rum of financial services la-rge and mid-size corporates, SME, and retail businesses.[1]**

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
As of 30 Jun. 2016, 30.81% shares are owned by promoters & promoter group (United India Insurance Company Limited, Oriental Insurance	Text	20		Not Applicable	T*&Y) and corporate office i_/*	85*9/5.360	22/7*100	N.A

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
Company Limited, National Insurance Company Limited, New India Assurance Company Ltd, GIC, LIC & UTI].[5]								
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
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

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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
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	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]
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,

\*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
1	Early years (1996–98) — a tale of two formats	10.00	anandrao.sangale@vvfltd.com ?Anandrao Sangle
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	<b>Coaching</b> through leader in own function for <b>functional</b> inputs					
2	<b>Coaching</b> through leader in own function for <b>functional</b> inputs					

**Part C: Development through action learning projects**

<b>Project Title</b>	
<b>Review date</b>	
<b>Target end date</b>	
<b>Project scope</b>	
<b>Project exclusions</b>	
<b>Project deliverables</b> (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	