



**APO PRODUCTION UNIT, INC.**  
PERFORMANCE SCORECARD



SO1	REVENUE GROWTH	Weight	Formula	2015	2016	2017	2018		%
							Target	Actual	
	Increase in Revenue Growth from previous year		$[(\text{Current FY Sales} / \text{Last FY Sales}) - 1] \times 100\%$						
	a. QC & Lima Plant	20%		1,210.6M	816.2M	762.9M	1,072.2M	970.0M	18.1%
	b. Joint Venture Company	20%			1,420.6M	2,862.7M	3,000M	3,364.5M	20.0%
	Increase in EBITDA (in Millions)	15%	$[(\text{Current FY EBITDA} / \text{Last FY EBITDA}) - 1] \times 100\%$	98.2M	82.1M	169.7M	155M	289M	15.0%
SO2	Maximize return to our shareholders								
	Dividends Remittance to National Government (NG) in Millions	15%	Actual Remittance	0	23.9M	38.7M	27.1M	27.1M	15.0%
SO3	To provide the best customer service								
	To provide the best customer service	10%	Average % Rating	94%	96%	100%	94%	90%	9.6%
SO4	To increase customer base								
	Increase in government agencies served	5%	No. of Agencies		89	106	97	154	5.0%
SO5	To provide on-time delivery of products								
	Penalties incurred	5%	Total Penalties/Total Sales	0.06%	0.05%	0.05%	0.04%	0.023%	5.0%
SO6	To set-up world class systems and processes								
	ISO Manual								
	a. QC Plant	5%	% Accomplishment		% Manualization of QC Plant	0%	ISO Certification of QC Plant	-	0.0%
	b. Lima Plant	5%			Passing of Surveillance Audit	100%	Passing of Surveillance Audit	Passing of Surveillance Audit	5.0%
		<b>100%</b>							<b>92.7%</b>

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