



## APO PRODUCTION UNIT, INC. PERFORMANCE SCORECARD



		Formula	Baseline	1st Quarter 2019		2nd Quarter 2019		Revised 2018 Target	3rd Quarter 2019		4rt Quarter 2019	
			2018	Target	Actual	Target	Actual		Target	Actual	Target	Actual
<b>SO1</b>	<b>Revenue Growth</b>											
SM1	Revenue Growth from previous year											
	a. QC and LIMA Plant	Actual Total Revenues	970.7M	288.5M	272.1M	577.0M		865.5M		1,154.0M		
	b. Joint Venture Company		3,364.5M	816.8M	na	1,633.5M		2,450.2M		3,267.0M		
SM2	EBITDA (in Millions)	Net Income + Interest + Taxes + Depreciation	289.0M	na	na	na		na		227.0M		
<b>SO2</b>	<b>Maximize return to our shareholders</b>											
SM3	Dividends Remittance to National Government (NG) - in Millions	Actual Remittance	27.1M	12.87M	10.63M	25.7M		36.6M		51.5M		
<b>SO3</b>	<b>To provide the best customer service</b>											
SM4	Customer Satisfaction Rating	Average % Rating	100%	na	na	na		na		90%		
<b>SO4</b>	<b>To increase customer base</b>											
SM5	Increase in government agencies served	No. of Agencies	154	na	na	na		na		155		
<b>SO5</b>	<b>To provide on-time delivery of products</b>											
SM6	Reduction Penalties Incurred	Total Penalties / Total Sales	0.023%	0.050%	0.002%	0.050%		0.050%		0.050%		
<b>SO6</b>	<b>To set up world class systems and processes</b>											
	ISO Certification											
SM7	a. QC Plant	% Accomplishment	ISO Certification of QC plant	na	na	na		na		Pass Surveillance Audit (ISO 9001:2015)		
	b. LIMA Plant		Pass Surveillance Audit (ISO 9001:2015)	na	na	na		na		Pass Surveillance Audit (ISO 9001:2015)		
<b>SO7</b>	<b>To develop Competency Framework</b>											
SM8	Percentage of Employees with Required Competencies Met	Actual Accomplishment	Board-approved Competency Framework	na	na	na		na		a. Board-approved Competency Framework b. Establish Baseline		

Approved by:

  
**MICHAEL J. DALLUMPINES**  
 Chairman and President