



# APO PRODUCTION UNIT, INC.

## PERFORMANCE SCORECARD




	Formula	Baseline 2017	1st Quarter 2018		2nd Quarter 2018		Revised 2018 Target	3rd Quarter 2018		4rt Quarter 2018	
			Target	Actual	Target	Actual		Target	Actual	Target	Actual
<b>SO1 Revenue Growth</b>											
SM1	Revenue Growth from previous year										
	a. QC and LIMA Plant	Actual Total Revenues	762.9	294.5M	261.2	551.5M	517.1M		813.5M		1,072.2M
	b. Joint Venture Company		2,862.7M	750.0M	813.4	1,500.0M	1,643.8M		2,250.0M		3,000.0M
SM2	EBITDA (in Millions)	Net Income + Interest + Taxes + Depreciation	124M	na	na	na	na		na		155M
<b>SO2 Maximize return to our shareholders</b>											
SM3	Dividends Remittance to National Government (NG) - in Millions	Actual Remittance	38.7M	6.8M	7.5M	13.6M	9.0M		20.3M		27.1M
<b>SO3 To provide the best customer service</b>											
SM4	Customer Satisfaction Rating	Average % Rating	94%	na	na	na	na		na		94%
<b>SO4 To increase customer base</b>											
SM5	Increase in government agencies served	No. of Agencies	93	na	na	na	na		na		97+4
<b>SO5 To provide on-time delivery of products</b>											
SM6	Reduction Penalties Incurred	Total Penalties / Total Sales	0.038%	0.050%	0.025%	0.050%	0.019%		0.050%		0.050%
<b>SO6 To set up world class systems and processes</b>											
SM7	ISO Certification	% Accomplishment									
	a. QC Plant		na	na	na	na	na		na		ISO Certification of QC plant
	b. LIMA Plant		na	na	na	na	na		na		ISO Certification of Lima plant
<b>SO7 To develop Competency Framework</b>											
SM8	Percentage of Employees with Required Competencies Met	Actual Accomplishment	N/A	na	na	na	na		na		Board-approved Competency Framework

Prepared By:

**CESAR HERRERA JR.**  
Corporate Planning

Approved By:

  
**ALVIN R. REYES**  
General Manager