



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	
SO1	Revenue Growth											
	Revenue Growth from previous year											
SM1	a. QC and LIMA Plant	Actual Total Revenues	762.9	294.5M	261.2	551.5M	517.1M		813.5M	801.3	1,072.2M	
	b. Joint Venture Company		2,862.7M	750.0M	813.4	1,500.0M	1,643.8M		2,250.0M	2,543.6M	3,000.0M	
SM2	EBITDA (in Millions)	Net Income + Interest + Taxes + Depreciation	124M	na	na	na	na		na	na	155M	
SO2	Maximize return to our shareholders											
SM3	Dividends Remittance to National Government (NG) - in Millions	Actual Remittance	38.7M	6.8M	7.5M	13.6M	9.0M		20.3M	23.5M	27.1M	
SO3	To provide the best customer service											
SM4	Customer Satisfaction Rating	Average % Rating	94%	na	na	na	na		na	na	94%	
SO4	To increase customer base											
SM5	Increase in government agencies served	No. of Agencies	93	na	na	na	na		na	na	97+4	
SO5	To provide on-time delivery of products											
SM6	Reduction Penalties Incurred	Total Penalties / Total Sales	0.038%	0.050%	0.025%	0.050%	0.019%		0.050%	0.021%	0.050%	
SO6	To set up world class systems and processes											
	ISO Certification	% Accomplishment										
SM7	a. QC Plant		na	na	na	na	na		na	na	ISO Certification of QC plant	
	b. LIMA Plant		na	na	na	na	na		na	na	ISO Certification of Lima plant	
SO7	To develop Competency Framework											
SM8	Percentage of Employees with Required Competencies Met	Actual Accomplishment	N/A	na	na	na	na		na	na	Board-approved Competency Framework	