



APO PRODUCTION UNIT, INC.
PERFORMANCE SCORECARD



	Formula	Baseline	1st Quarter 2019		2nd Quarter 2019		Revised	3rd Quarter 2019		4rt Quarter 2019		
		2018	Target	Actual	Target	Actual	2018 Target	Target	Actual	Target	Actual	
SO1	Revenue Growth											
	Revenue Growth from previous year											
SM1	a. QC and LIMA Plant	Actual Total Revenues	970.7M	288.5M	272.1M	577.0M	598.2 M		865.5M		1,154.0M	
	b. Joint Venture Company		3,364.5M	816.8M	887.7M	1,633.5M	1,697.2 M		2,450.2M		3,267.0M	
SM2	EBITDA (in Millions)	Net Income + Interest + Taxes + Depreciation	289.0M	n/a	n/a	n/a			n/a		227.0M	
SO2	Maximize return to our shareholders											
SM3	Dividends Remittance to National Government (NG) - in Millions	Actual Remittance	27.1M	12.87M	10.63M	25.7M	21.26M		36.6M		51.5M	
SO3	To provide the best customer service											
SM4	Customer Satisfaction Rating	Average % Rating	100%	n/a	n/a	n/a	n/a		n/a		90%	
SO4	To increase customer base											
SM5	Increase in government agencies served	No. of Agencies	154	n/a	n/a	n/a	n/a		n/a		155	
SO5	To provide on-time delivery of products											
SM6	Reduction Penalties Incurred	Total Penalties / Total Sales	0.023%	0.050%	n/a	0.050%	n/a		0.050%		0.050%	
SO6	To set up world class systems and processes											
	ISO Certification											
SM7	a. QC Plant	% Accomplishment	ISO Certification of QC plant	n/a	n/a	n/a	n/a		n/a		Pass Surveillance Audit (ISO 9001:2015)	
	b. LIMA Plant		Pass Surveillance Audit (ISO 9001:2015)	n/a	n/a	n/a	n/a		n/a		Pass Surveillance Audit (ISO 9001:2015)	
SO7	To develop Competency Framework											
SM8	Percentage of Employees with Required Competencies Met	Actual Accomplishment	Board-approved Competency Framework	n/a	n/a	n/a	n/a		n/a		a. Board-approved Competency Framework b. Establish Baseline	

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