



Republic of the Philippines
APO PRODUCTION UNIT, INC.
2/F PIA Building, Visayas Avenue, Brgy. VASRA, Quezon City,
Metro Manila, Philippines 1128



12 March 2021

SAMUEL G. DAGPIN, JR.

Chairman

**Governance Commission for Government Owned and Controlled
Corporation**

3/F Citibank Center, 8741 Paseo de Roxas,
Makati City

RE: Submission of 4th Quarter Monitoring Report for 2020

Dear Chairman Dagpin:

In compliance with the GCG Memorandum Circular No. 2017-02, we are submitting our 4th Quarter Monitoring Report based on the Recalibrated 2020 Performance Scorecard.

Yours truly,

MICHAEL J. DALUMPINES
Chairman and President

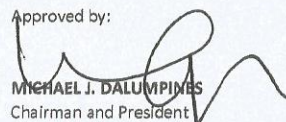


APO PRODUCTION UNIT, INC.
PERFORMANCE SCORECARD
 Recalibrated 2020



	Formula	Rate	Baseline	Recalibrated	1st Quarter 2020		2nd Quarter 2020		3rd Quarter 2020		4th Quarter 2020		
			2019	2020	Target	Actual (Adjusted)	Target	Actual (Adjusted)	Target	Actual (Adjusted)	Target	Actual	
SO1 Revenue Growth													
SM1	Revenue Growth from previous year												
	a. QC and LIMA Plant	Actual Total Revenues	30%	948.32M	1,628.6M	407.15M	130.85M	814.3M	282.84M	1,221.45M	861.65M	1,628.6M	1430.83M
	b. Joint Venture Company		10%	3,126.7M	1,254.4M	313.6M	677.29M	627.2M	768.91M	940.8M	992.98M	1,254.4M	1,349.22M
SM2	EBITDA (in Millions)	Net Income + Interest + Taxes + Depreciation	15%	353M	328.79M	n/a	n/a	n/a	n/a	n/a	n/a	328.79M	268.58M
SO2 Maximize return to our shareholders													
SM3	Dividends Remittance to National Government (NG) in Millions	Actual Remittance	15%	63.78M	111.69M	27.92M	27.92M	55.84M	55.84M	83.76M	83.76M	111.69M	111.69M
SO3 To provide the best customer service													
SM4	Customer Satisfaction Rating	Average % Rating	5%	-	90%	n/a	n/a	n/a	n/a	n/a	n/a	90%	survey ongoing
SO4 To increase customer base													
SM5	Increase In government agencies served	No. of Agencies	5%	177	+2 (from 2019 baseline)	n/a	n/a	n/a	n/a	n/a	n/a	179	96
SO5 To provide on-time delivery of products													
SM6	Reduction Penalties Incurred	Total Penalties / Total Sales	5%	0.008%	0.047%	0.050%	n/a	0.050%	n/a	0.050%	n/a	0.050%	0.119%
SO6 To set up world class systems and processes													
ISO Certification													
SM7	a. QC Plant	% Accomplishment	5%	Certified to ISO 9001:2015	Pass Surveillance Audit (ISO 9001:2015)	n/a	n/a	n/a	n/a	n/a	n/a	Pass Surveillance Audit (ISO 9001:2015)	Pass Surveillance Audit (ISO 9001:2015)
	b. LIMA Plant			Passed Surveillance Audit (ISO 9001:2015)		n/a	n/a	n/a	n/a	n/a	n/a	Pass Surveillance Audit (ISO 9001:2015)	Pass Surveillance Audit (ISO 9001:2015)
SO7 To develop Competency Framework													
SM8	Percentage of Employees with Required Competencies Met	Actual Accomplishment	5%	Board-approved Competency Framework	a. Board- approved Competency Framework b. Establish Baseline	n/a	n/a	n/a	n/a	n/a	n/a	a. Board- approved Competency Framework b. Establish Baseline	-

Approved by:


MICHAEL J. DALUMPINES
 Chairman and President