



# APO PRODUCTION UNIT, INC.

## PERFORMANCE SCORECARD



APO PRODUCTION UNIT, INC.

		Weight	Formula				Target	Actual	%	
				2014	2015	2016	2017	2017	Rating	
<b>1</b>	<b>Revenue Growth</b>									
a	Increase in Revenue Growth from previous year		[(Current FY Sales/ Last FY Sales) - 1] x100%							
	a. QC Plant and Lima Plant	20%		679.5M	1,210.6M	816.2M	715.7M	762.9 M	20%	
	b. Joint Venture Company	20%				1,420.6M	2,000M	2,862.7 M	20%	
b	Increase in EBITDA (in Millions)	15%	[(Current FY EBITDA/ Last FY EBITDA -1] x100%	45.6M	98.2M	82.1M	89.4 M	124.0	15%	
<b>2</b>	<b>Maximize return to our shareholders</b>									
c	Dividends Remittance to National Government (NG) - in Millions	15%	Actual Remittance	0	0	23.9M	38.7	38.7	15%	
<b>3</b>	<b>To provide the best customer service</b>									
d	To provide the best customer service	10%	Average % Rating	N/A	94%	96%	94%	on-going		
<b>4</b>	<b>To increase customer base</b>									
e	Increase in government agencies served	5%	No. of Agencies			89	93	for validation		
<b>5</b>	<b>To provide on-time delivery of products</b>									
f	Penalties Incurred	5%	Total Penalties / Total Sales	0.07%	0.06%	0.047%	0.038%	for validation		
<b>6</b>	<b>To set up world class systems and processes</b>									
	ISO Manual		% Accomplishment							
j	a. QC Plant	5%					% Manualization of QC plant	ISO Certification of QC plant		
k	b. LIMA Plant	5%					Passing of Surveillance Audit	Passing of Surveillance Audit		