



APO PRODUCTION UNIT, INC.

PERFORMANCE SCORECARD



	Formula	Baseline	1st Quarter 2018		2nd Quarter 2018		Revised 2018 Target	3rd Quarter 2018		4rt Quarter 2018		
		2017	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	1,063.7M
	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	3,361.7M
SM2	EBITDA (in Millions)	Net Income + Interest + Taxes + Depreciation	124M	na	na	na	na		na	na	155M	289M
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	27.1M
SO3 To provide the best customer service												
SM4	Customer Satisfaction Rating	Average % Rating	94%	na	na	na	na		na	na	94%	on-going
SO4 To increase customer base												
SM5	Increase in government agencies served	No. of Agencies	93	na	na	na	na		na	na	97+4	154
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%	0.023%
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	on-going
	b. LIMA Plant		na	na	na	na	na		na	na	ISO Certification of Lima plant	on-going
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	on-going