

APO Production Unit Inc.

Interim Performance Scorecard 2013-2014

Performance Measures		Baseline Data				Targets		Remarks	
Description	Formula	Weight	Data Provider (if applicable)	2010	2011	2012	2013		2014
MFO 1: Traditional Accountable Forms Printing									
Financial: Increasing Net Sales Figures (Gross Sales Less VAT)	Increase in revenue from printing services Assumption: All of APO's clients are govt entities	30%	N/A	329M	271M	408M	461M (13% growth from the previous year)	500M (10% growth from the previous year)	
Quality: Minimizing Delay in Deliveries	Penalty/Total Sales: % x 100%	10%		N/A	0.0647%	0.0977%	0.08%	0.0344%	World-class standard for quality
Subtotal of Weights		40%							
MFO 2: Highly-Sophisticated and Quality Security-Printed Materials for the Government									
Quality 1: Establishment of a world-class security printing facility		0%					100% (Fully Operational)	N/A	
Financial: Increase in net sales figures (Gross Sales Less VAT)		45%	N/A	N/A	N/A	N/A	40M	530M	

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Quality 2: Customer Satisfaction		0%							By 2015/2016 - to win international awards
Subtotal of Weights		45%							
General Administrative Services									
Financial 1: Net Income		5%		(38.16M)	12.58M	14.94M	15.8M	28.93M	
Quality 1: Settling BIR obligations		4%					Get a final BIR confirmation of total tax liabilities of APO from the year 2009 to December 31, 2013 and obtain a settlement measure from the BIR on these total tax liabilities	To pay the total tax liabilities of APO up to December 31, 2013	
Quality 2: Restructuring the PMO loan		3%					To enter into a definitive mode of	Implementing whatever definitive	

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Quality 3: 2013 – Computerization of Accounting System; 2014 & 2015 – ISO Certification of Security Printing Process		3%					resolution	solution has been agreed upon		ISO Certification by 2015
Subtotal of Weights				15%						
TOTAL OF WEIGHTS				100%						

For GCG:

Cesar L. Villanueva
CESAR L. VILLANUEVA
Chairman

For APO:

Milagros S. Alora
MILAGROS S. ALORA
Chairman

Jaime Aldaba
JAIME ALDABA
General Manager

Date: 13 August 2013