

APO PRODUCTION UNIT, INC.
Interim Performance Scorecard

Performance Measures			2013 Targets	2013 Accomplishments		CGO-B Validation		Supporting Documents	Remarks
Description	Formula	Weight		Score	Rating	Score	Rating		
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 government entities	30%	461M (13% growth from the previous year)	490M	106%	490M	30%	(1) Unaudited Financial Statements (2) List of High End Security Printing Jobs for 2013	APO exceeded the weight for this measure.
Quality: Minimizing Delay in Deliveries	Penalty/Total Sales% x 100%	10%	0.08%	0.077%	104%	0.077%	10%	(1) Report on Penalties on Late Deliveries	APO exceeded the weight for this measure.
Subtotal		40%					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)	100%	0%	100%	0%	(1) PEZA Permit (2) Photographs	
Financial: Increase in net sales figures (Gross Sales Less VAT)	Increase in Revenue from Printing Services	45%	40M	41.1M	103%	41.1M	45%	(1) List of High End Security Printing Jobs for 2013	APO exceeded the weight for this measure.
Subtotal		45%					45%		

General Administrative Services

<p>Financial 1: Net Income</p>		<p>5%</p>	<p>15.8M</p>	<p>31.7M</p>	<p>201%</p>	<p>26.67M</p>	<p>5%</p>	<p>(1) Unaudited Financial Statements</p>	<p>APO exceeded the weight for this measure.</p>
<p>Quality 1: Settling BIR obligations</p>		<p>4%</p>	<p>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</p>	<p>Accomplished</p>	<p>100%</p>	<p>Not Accomplished</p>	<p>0%</p>	<p>(1) Provisionary Tax Clearance issued by the BIR last 28 November 2013 (2) Copies of tax receipts for FY 2008-2009</p>	<p>Supporting documents do not reflect a final BIR confirmation of total tax liabilities for the years covering FY 2009 -2013. Furthermore, there is no document showing that the BIR and APO entered into a settlement/compromise agreement on the said tax liabilities. Thus, being an all or nothing measure, APO was not awarded points on this target.</p>
<p>Quality 2: Restructuring the PMO loan</p>		<p>3%</p>	<p>To enter into a definitive mode of resolution</p>	<p>Accomplished</p>	<p>100%</p>	<p>Not Accomplished</p>	<p>0%</p>	<p>(1) APO Letter to PMO dated 25 Sept</p>	<p>Negotiations only reached the inventory taking stage by the</p>

								2013 ¹ (2) PMO Letter to APO dated 21 Oct 2013 ² (3) APO Letter to PMO dated 8 Jan 2014 ³ (4) PMO Letter to APO dated 14 February 2014 ⁴	PMO and no definitive mode of resolution has been entered into by the parties. Being an all or nothing measure, APO was not awarded points on this target.
Quality 3: Computerization of Accounting System		3%	100%	100%	100%	100%	3%	(1) Certification of Completion of APO's Integrated Accounting System (AIAS) last December 2013	
	Subtotal	15%					8%		
	TOTAL	100%					93%		

¹ APO's request for an updated loan balance

² Inventory-taking of the collateralized property and equipment

³ Request for approval/clearance on the decommissioning and disposal of dilapidated and obsolete press machines

⁴ Inventory-taking of APO's properties and equipment