

APO PRODUCTION UNIT, INC.
Interim Performance Scorecard

Performance Measures				APO-PUI Submission			CGO-B Evaluation		Supporting Documents	Remarks
Description	Formula	Weight	Rating System	Target	Actual	Rating	Score	Rating		
MFO 1 : Traditional Accountable Forms Printing										
Financial: Increasing Net Sales Figures (Gross Sales less VAT), <i>In Million Pesos</i>	Increase in revenue from printing services	30%	(Actual/Target) x Weight	479	430.4	26.9%	430.4	26.96%	Statement of Comprehensive Income; Sales from Security Printing	APO did not meet revenue targets. Total APO-PUI revenue has increased, however.
Quality: Minimizing Delay in Deliveries	Penalty/Total Sales % x 100	10%	(Actual/Target) x Weight	0.070%	0.73%	9.5%	0.057%	10%	Penalties on Late Deliveries as of 12/31/14	Penalties on Late Deliveries: 391,413.33 Total Sales: 679,477,211
Sub-Total of Weights		40%				36.4%		36.96%		
MFO 2: Highly-Sophisticated and Quality Security-Printed Materials for the Government										
Quality 1: Establishment of a world-class security printing facility		0%		N/A	N/A	N/A	N/A	0%	N/A	Actual site visit of the Lima plant premises was conducted last 30 May 2014. For this target, APO acquired state of the art <i>rotogravure</i> printers for its BIR excise stamp tax deliverables. No corresponding weight for this measure

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Description	Formula	Weight	Rating System	Target	Actual	Rating	Score	Rating		
Financial: Increase in Net Sales Figures, <i>In Million Pesos</i>	Increase In revenue from printing services	45%	(Actual/Target) x Weight	240	249.1	45%	249.1	45%	Delivery Report for the Months of October 2014-December 2014; High Security Printing Jobs for 2014, Lima Plant	Exceeded target; delivery of stamps made from October 1, 2014 onwards
Quality 2: Customer Satisfaction		0%	N/A	N/A	N/A	N/A	N/A	N/A		APO aims to win international awards on customer satisfaction for 2015 and 2016. No corresponding weight for this measure.
Sub-Total of Weights		45%				45%		45%		
General Administrative Services										
Financial: Net Income, <i>In Million Pesos</i>		5%	(Actual/Target) x Weight	15.2	20.424	5%	20.424	5%	Statement of Comprehensive Income for the Years Ended 2014 and 2013	Exceeded target by a margin of 34%.
Quality 1: Settling BIR Obligations		4%	(Actual/Target) x Weight	To pay the total tax liabilities of APO up to December 31, 2013	BIR Deposit Slip Payments tantamount to settlement of obligations	4%	₱19,900,639 paid to BIR	1.09%	BIR Payment Forms (0605), Deposit Slip Payments with the Development Bank of the Philippines and the Philippine National Bank	As per BIR Notices dated 20 May 2013 and 27 August 2013, total tax liability is ₱73,323,925.43

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Quality 2: Restructuring the PMO Loan		3%	(Actual/Target) x Weight	MOA with PMO	Not Achieved	0%	Not Achieved	0%	No Supporting Documents	During the ocular inspection, it was conveyed by APO-PUI that no final agreement has been arrived on this matter despite earnest efforts by APO-PUI management to come up with a final agreement with PMO on APO-PUI's loan obligations. This target has no weight.
Quality 3: Manualization of Security Printing Process		3%		3%	3%	3%	N/A	3%	Manuals on: 1) 2013 Computerization of Accounting System; 2) 2014 & 2015 ISO Certification of Security Printing Process	
Sub-total of Weights:		15%				12%		9.09%		
TOTAL OF WEIGHTS:		100%				93.4%		91.05%		