

STRATEGY FOR 2019

3885

2018 RESULTS

SALES	PRODUCTIVITY	GDP	MERMA	STAFF TURNOVER	HC

2019 TARGETS

SALES	PRODUCTIVITY	GDP	MERMA	STAFF TURNOVER	HC

GENERAL CONCEPT

2019 MAIN FOCUS

SALES	1st KPI	2nd KPI	3rd KPI

SALES PLAN OF ACHIVEMENT

ACTION	PARTICIPANTS	DEADLINE	IMPACT ON THE RESULT

1st KPI

PLAN OF ACHIVEMENT

ACTION	PARTICIPANTS	DEADLINE	IMPACT ON THE RESULT

2nd KPI

PLAN OF ACHIVEMENT

ACTION	PARTICIPANTS	DEADLINE	IMPACT ON THE RESULT

3rd KPI

PLAN OF ACHIVEMENT

ACTION	PARTICIPANTS	DEADLINE	IMPACT ON THE RESULT

PERSPECTIVE

