

# 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

