

# 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

