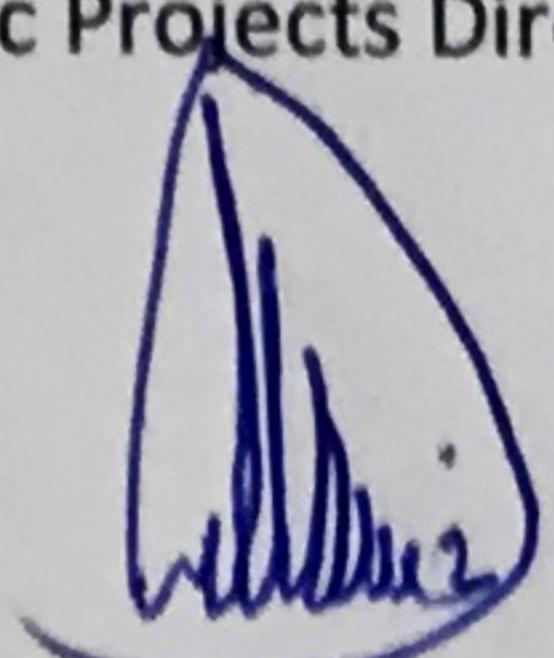


Strategic Projects Unit - KPIs FY 2018						
Strategic Projects Unit "SPU"	No	Directional Segment	Key Performance Indicators	Target	Weight	Data Sources/ Measurement Criteria
	KPI 1	Finance	To be able to identify 24 potential investments	100%	15%	Investment Reports or Teasers
	KPI 2	Finance	To be able to initiate a meeting with 12 potential investments	100%	15%	Investment Reports or Teaser/Filteration Model
	KPI 3	Finance	To be able to sign 3 MOUs for investment opportunities	100%	15%	Signed MOUs
	KPI 4	Finance	To be able to issue 12 of Reports Produced	100%	15%	Internal Reports
	KPI 5	Finance	To be able to make/close 2 Investment opportunities	100%	20%	Sell and Purchase Agreements "SPA" or Joint Venture "JV"
	KPI 6	Finance	To be able to make/close 1 Strategic Project	100%	20%	Joint Venture or MOU for Government Projects

Total 100%

Prepared by:

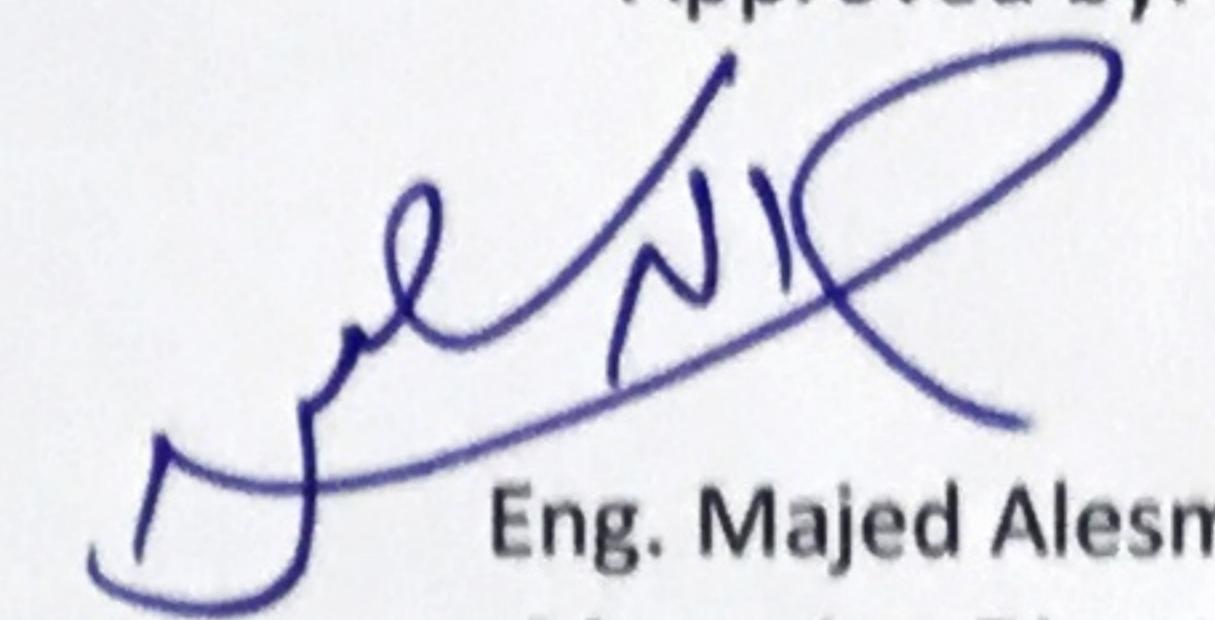
Khalid A. ALYaseen  
Strategic Projects Director



Reviewed by:

Mohammed Bhaiyat  
QRM Director

Approved by:



Eng. Majed Alesmail  
Managing Director