

Strategy Projects Unit (SPU) Department KPI 2022							
Area	KPI No.	Description		Measurement Criteria	Value out of 100%	Value out of Overall Wt %	Yearly Target
OPERATIONS (N/A)	N/A	N/A	N/A	N/A	N/A	N/A	N/A
		<b>Total</b>			<b>0%</b>	<b>0.00%</b>	
		<b>OVERALL WEIGHT</b>			<b>0%</b>		
PEOPLE (N/A)	N/A	N/A	N/A	N/A	N/A	N/A	N/A
		<b>Total</b>			<b>0%</b>	<b>0.00%</b>	
		<b>OVERALL WEIGHT</b>			<b>0%</b>		
FINANCE (Overall weight 100%)	KPI-1	Horizontal Business Growth	To be able to identify 24 potential investments	Investment reports, NDA or teasers	<b>20%</b>	20.00%	100.00%
	KPI-2		To be able to initiate a meeting with 12 potential investments.	Investment reports or teasers Filteration model / Internal reports	<b>20%</b>	20.00%	100.00%
	KPI-3		To be able to sign 3 MOUs for investment/ Strategic Project	Signed MOUs	<b>20%</b>	20.00%	100.00%
	KPI-4		To be able to issue 12 of reports produced	Internal Reports	<b>20%</b>	20.00%	100.00%
	KPI-5		To be able to make/ close 1 investment opportunities	Sell& Purchase Agreements "SPA" or Joint Venture "JV"	<b>10%</b>	10.00%	100.00%
	KPI-6		To be able to make/ close 1 strategic project	Joint Venture or MOU for Government Projects	<b>10%</b>	10.00%	100.00%
		<b>Total</b>			<b>100%</b>	<b>100%</b>	
		<b>OVERALL WEIGHT</b>			<b>100%</b>		

Prepared by:

Khalid Al Yaseen  
SPU Director



Reviewed by:

Mohammed Bhaiyat  
CRM Director



Approved by:

Engr Majed Alesmail  
Managing Director

