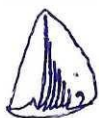## SPU Department KPI 2024

Area	Strategy Segment	KPI No.	Description	Measurement Criteria	Value out of 100%	Value out of Overall Wt %	Yearly Target
OPERATIONS (Overall weight XX%)	RESOURCES						
		Total			0%		
		OVERALL WEIGHT			0%		
PEOPLE (Overall weight XX%)	RESOURCES						
		Total			0%	0.00%	
		OVERALL WEIGHT			0%		
FINANCE (Overall weight 100%)	MONETIZATION	KPI-1	To be able to identify 24 potential investments	Investment reports or teasers	20%	20.00%	100%
		KPI-2	To be able to initiate a meeting with 12 potential investments	Investment reports or teasers Filteration model / Internal reports	10%	10.00%	100%
		KPI-3	To be able to sign 3 MOUs for investment opportunities/Cooperation	Joint Venture or MOU for Government Projects	20%	20.00%	100%
		KPI-4	To be able to issue 12 of reports produced	Signed MOUs	10%	10.00%	100%
		KPI-5	To be able to make/ close 1 Investment opportunity	Sell & Purchase Agreements "SPA"/Shares Allocation form	15%	15.00%	100%
		KPI-6	To be able to make/ close 1 strategic project	Joint Venture "JV"/MOU	15%	15.00%	100%
		KPI-7	Corporate Governance Documentation: 1. 6 MOM of BOD/GA 2. 5 Resolutions	MOM/Resolutions	10%	10.00%	100%
		Total			100%	100%	
		OVERALL WEIGHT			100%		
CUSTOMERS (Overall weight XX%)	MONETIZATION						
		Total			0%	0.00%	
		OVERALL WEIGHT			0%		
						100.00%	

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