

Appendix I Objectives and Target of Marketing & Logistics Solution Group

No.	Key performance indicators	Target	Formula	Category				Scope			Quality Objectives	Remark
				Quality	Safety & Env.	Efficiency	Non productive cost	NFT	BDT	CLT		
1	(NFT) Lifting result NVOCC ( Freight Prepaid)	1,100 TEU / Month	Monthly lifting result at 1,100 TEU / Month	✓				★			Increase DWE lifting for NVO business	
2	RFQ submission by BDT	Quarterly 6 new RFQ opportunities	Quarterly RFQ submission at 6 new RFQ opportunities	✓					★		Increase new customer	
3	RFQ submission by CLT	Quarterly 6 new RFQ opportunities	Quarterly RFQ submission at 6 new RFQ opportunities	✓						★	Increase new customer	

Only ISOTHA member