

**FOOD TERMINAL INCORPORATED (FTI)
Performance Scorecard**

	Component			Target	Submission		CGO-B Validation		Supporting Documents	Remarks	
	Objective/Measure	Formula	Wt.	2016	Actual	Rating	Score	Rating			
STAKEHOLDERS	SO 1	Support the Success / Delivery of Significant Public Service Projects									
	SM 1	Provide venue for and ensure collection from the DOTC-ITS South Project	-	16%	Collection of 80% of Purchase price or ₱2.040 B	The revised Deed of Absolute Sale (DOS) still under review/ revision by DOTr; Target signing by DOTr before year end 2016	13%	Contract not yet signed by DOTC	0%	Transmittal to OGCC dated 16 May 2016	Excluded measure DOTC postponed the commencement of the project due to the issues on relocating informal settlers the project location.
	SO 2	Enhanced and Improved Customer Service in order to Retain and Increase Clientele									
	SM 2	Implementation of Customer Satisfaction Rating	-	10%	75% of customers/ stakeholders are satisfied	Deadline of collection of responses from tenant-locators is on 31 January 2017	10%	82% of customers/ stakeholders are satisfied	10%	• Summary of the CY 2016 Yearend Customer Satisfaction Survey	
		<i>Sub-total</i>	26%			23%		10%			
FINANCE	SO 3	Sustain Financial Viability									
	SM 3	Return on Assets (ROA)	Net Income/ Total Assets Employed	30%	₱73.354 M/ ₱7,289.303 M 1.006% or 30% decrease	₱157.356M/ ₱7,406.929 M (Unaudited figure) 2.124% or 111% over target CY 2016 and 27% higher than CY 2015	30%	₱174.018 M/ ₱7,406.930 M 2.35% or 134% over CY 2016 target and 39% higher than CY 2015.	30%	• FTI 2016 COA-Audited Balance Sheet • FTI 2016 COA-Audited Statement of Income and Expenses	

	SM 4	Amount of dividends remitted to the National Government	Amount of dividends remitted	30%	₱52.251 M	₱78.678 M (unaudited figure)	30%	₱62.029 M	30%	<ul style="list-style-type: none"> Official Receipts issued by BTr dated 9 February 2016 and 9 June 2016 	
	<i>Sub-total</i>			60%			60%		60%		
INTERNAL PROCESS	SO 4 Maximize Revenue Potential of Real Property										
	SM 5	Lease out vacant/available areas at FTI-SEZ and other areas. Available for lease as of November 2015: FTI- SEZ: 3.33 has. Other areas: 0.49 has.		0%	FTI-SEZ: 0.704 has.	0.51 has.	0%	0.512 has.	0%	<ul style="list-style-type: none"> FTI Land Use as of Dec. 2015 Comparative Rental of Incoming & Outgoing Lessees (Monthly) New Business CY 2015 	
	SM 6	Facilitate the lifting of the CY 2020 cap of the DOF on leasing due to privatization		7%	a. If accepted - FTI to continue lease of spaces b. If denied - FTI to appeal decision c. If no action is received - FTI to follow-up and resubmit Position Paper	Proposed Strategic Plan submitted to the Board on May 2016; no response/ action from the Board up to present	7%	Proposed Strategic Plan for the Future of FTI submitted to the Board on 20 May 2016; no response/ action from the Board as of 31 December 2016.	0%	<ul style="list-style-type: none"> Position Paper (Strategic Plan for the Future of FTI) received by the FTI Board on 20 May 2016. 	Excluded measure New FTI Board is not yet filled as of 31 December 2016.
				7%	a. If accepted - FTI to continue lease of spaces	DOF requested financial documents for the period January to	7%	Proposed Strategic Plan for the Future of FTI submitted to	0%	<ul style="list-style-type: none"> Position Paper (Strategic Plan for the Future of FTI) 	Excluded measure FTI submitted its Strategic Plan to DOF through a letter dated 19 May 2016.

					b. If denied - FTI to appeal decision c. If no action is received - FTI to follow-up and resubmit Position Paper	October 2016; data submitted by FTI as scheduled; no feedback from DOF as of end December 2016		DOF on 19 May 2016; no formal reply from DOF as of 31 December 2016.		received by the DOF on 19 May 2016.	The latest communication between FTI and DOF is an email from FTI dated 04 November 2016 asking DOF to formalize its request for a copy of the job descriptions including salary of all FTI employees needed for the evaluation of FTI's projections and strategic plan.
				<i>Sub-total</i>	14%			14%		0%	
				TOTAL	100%			97%		100% (70/70)	