

FOOD TERMINAL INCORPORATED
PERFORMANCE SCORECARD

| | OBJECTIVE/MEASURE | PAN AGREEMENT | | | | | | GCG COMMENT/ RECOMMENDATION | SCORE | | | |
|------------------|---|---------------|-------------|-----------------------------------|---|---|--|---|--|--|-----------------|-----|
| | | Weight | | Formula | Baseline | | | | Target | | | |
| | | 2015 | 2016 | | 2012 | 2013 | 2014 | | 2015 | 2016 | | |
| STAKEHOLDERS | SO1 Support the Success / Delivery of Significant Public Service Projects | | | | | | | | | 2015 | 2016 AS OF JULY | |
| | SM1 Provide venue for and ensure collection from the DOTC-ITS South Project | 5% | 16% | | NA | Separate titling of the 3.5 has. | Approval of the FTI Stakeholders for the sale to DOTC of the 3.5 has. Property | Submission of required documents for the approval of contract e.g. Draft contract of sale | Collection of 80% of Purchase price or P 2.040 B | Draft contract is with DOTC already since 2014 | 5% | 11% |
| | SO2 Enhanced and Improved Customer Service in Order to Retain and Increase Clientele | | | | | | | | | | | |
| | SM 2 Implementation of Customer Satisfaction Rating | 7% | 10% | | NA | NA | NA | 70% of customers/stakeholders are satisfied | 75% of customers/stakeholders are satisfied | | 4% | |
| | Subtotal | 12% | 26% | | | | | | | 9% | 11% | |
| FINANCE | SO 3 Sustain Financial Viability | | | | | | | | | | | |
| | SM 3 Return on Assets (ROA) | 25% | 30% | Net Income/ Total Assets Employed | P 15,424.268 M/ P12,744.382 M | P 84.402 M/ P10,045.110 M | P134.44 M/ P10,256.117 M | P104.502 M/ P7,269.559 M | P73.354 M/ P7,289.303 M | | 25% | 23% |
| | SM 4 Amount of dividends remitted to the National Government | 25% | 30% | Amount of dividends remitted | P3,717.646 M ^{a/} | Corresponding dividends of P 42,201 M remitted to Bureau of Treasury (BTr) in CY 2015 | Corresponding dividends of P 67,222 M remitted to BTr in CY 2015 | P 67.222 M ^{b/} P 356.970 M ^{c/} P 329.810 M ^{d/} P 2,238.138 M ^{e/} | P 52.251 M* | *could increase upon collection from DOTC | 25% | 30% |
| | Subtotal | 50% | 60% | | | | | | | | 50% | 53% |
| INTERNAL PROCESS | SO4 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. | 25% | 0% | | NA | NA | FTI-SEZ: 1.76 has. Other areas: 0.05 has. | FTI-SEZ- 0.27 has. | FTI-SEZ- 0.704 has. | | 25% | 0% |
| | SM 6 Facilitate the lifting of the CY 2020 cap of the DOF on leasing due to privatization | 6.5% | 7% | All or Nothing | NA | NA | NA | Submission of Position Paper to the Board | If accepted - FTI to continue lease of spaces | | 6.5% | 7% |
| | | 6.5% | 7% | | Submission of Position Paper to the DOF | If accepted - FTI to continue lease of spaces | | 6.5% | 7% | | | |
| | Subtotal | 38% | 14% | | | | | | | 38% | 14% | |
| | Total Weight | 100% | 100% | | | | | | | 97% | 78% | |

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| OBJECTIVE/MEASURE | | PAN AGREEMENT | | | | | | | GCG COMMENT/ RECOMMENDATION | REMARKS/UPDATE | | SCORE | | | |
|-------------------|-------------|---|-------------|-------------|-----------------------------------|----------------------------------|---|--|--|--|--|--|---|------------|------------|
| | | Weight | | Formula | Baseline | | | Target | | | | | | | |
| | | 2015 | 2016 | | 2012 | 2013 | 2014 | 2015 | | | | | | 2016 | |
| STAKEHOLDERS | SO1 | Support the Success / Delivery of Significant Public Service Projects | | | | | | | | | | | | | |
| | SM1 | Provide venue for and ensure collection from the DOTr-ITS South Project | 5% | 16% | | NA | Separate titling of the 3.5 has. | Approval of the FTI Stakeholders for the sale to DOTr of the 3.5 has. Property | Submission of required documents for the approval of contract e.g. Draft contract of sale | Collection of 80% of Purchase price or P 2.040 B | Draft contract is with DOTr already since 2014 | Ending December 2015, the revised Deed of Sale is with the DOTr for review/comment/ approval. | The revised Deed of Absolute Sale (DOS) was submitted by DOTr to FTI for review/ comments on the last week of September 2016; Certain provisions were recommended by FTI to be incorporated in the revised DOS e.g. payment of VAT, payment of Final Withholding Tax; As of date contract is still with DOTr; Target signing before yearend 2016. | 5% | 13% |
| | SO2 | Enhanced and Improved Customer Service in Order to Retain and Increase Clientele | | | | | | | | | | | | | |
| | SM 2 | Implementation of Customer Satisfaction Rating | 7% | 10% | | NA | NA | NA | 70% of customers/stakeholders are satisfied | 75% of customers/stakeholders are satisfied | | | | 4% | |
| | | Subtotal | 12% | 26% | | | | | | | | | | 9% | 13% |
| FINANCE | SO 3 | Sustain Financial Viability | | | | | | | | | | | | | |
| | SM 3 | Return on Assets (ROA) | 25% | 30% | Net Income/ Total Assets Employed | P 15,424.268 M/ P12,744.382 M | P 84.402 M/ P10,045.110 M | P134.44 M/ P10,256.117 M | P104.502 M/ P7,269.559 M | P73.354 M/ P7,289.303 M | | P 123.534 M/ P 7,304.455 M | P 105.876 M/ P 7,359.699 M | 25% | 30% |
| | | | | | | 121% | 1.12% | 1.33% or 19% increase | 1.43 % or 8% increase | 1.006% or 30% decrease | | 1.69% or 18% increase over target 2015 and 27% higher than CY 2014 | 1.44%; or 94% of target CY 2016 | | |
| | SM 4 | Amount of dividends remitted to the National Government | 25% | 30% | Amount of dividends remitted | P3,717.646 M ^{a/} | Corresponding dividends of P 42.201 M remitted to Bureau of Treasury (BTr) in CY 2015 | Corresponding dividends of P 67.222 M remitted to BTr in CY 2015 | P 67.222 M ^{b/} P 356.970 M ^{c/} P 329.810 M ^{d/} P 2, 238.138 M^{e/} P 2, 992.140 M | P 52.251 M* | *could increase upon collection from DOTC | P 67.222 M ^{b/} P 356.970 M ^{c/} P 329.810 M ^{d/} P 2, 238.138 M^{e/} P 2, 992.140 M | P 62.291 M | 25% | 30% |
| | | Subtotal | 50% | 60% | | | | | | | | | | 50% | 60% |
| INTERNAL PROCESS | SO4 | 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. | 25% | 0% | | NA | NA | FTI-SEZ: 1.76 has. Other areas: 0.05 has. | FTI-SEZ- 0.27 has. | FTI-SEZ- 0.704 has. | | 0.34 has. | 0.48 has. | 25% | 0% |
| | SM 6 | Facilitate the lifting of the CY 2020 cap of the DOF on leasing due to privatization | 6.5% | 7% | All or Nothing | NA | NA | NA | Submission of Position Paper to the Board | If accepted - FTI to continue lease of spaces | | Position paper submitted to the Board on on Dec. 2015; remains unanswered as of June 2016 | Proposed Strategic Plan submitted to the Board on May 2016; no response/ action from the Board up to present | 6.5% | 7% |
| | | | 6.5% | 7% | | | | Submission of Position Paper to the DOF | If accepted - FTI to continue lease of spaces | | Position paper submitted to the DOF Secretary on Dec. 2015; copy furnished GCG; meeting was set between DOF, FTI & GCG on March 2016 | Proposed Strategic Plan submitted to the DOF on May 2016; copy furnished GCG; no response from DOF up to present | 6.5% | 7% | |
| | | Subtotal | 38% | 14% | | | | | | | | | | 38% | 14% |
| | | Total Weight | 100% | 100% | | | | | | | | | | 97% | 87% |

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|---------------------|-------------|---|-------------|---------|----------|-----------------------------------|----------------------------------|---|---|--|--|--|--|-------------------------------|------------------------|
| | | Weight | | Formula | Baseline | | | Target | | | | | | | |
| | | 2015 | 2016 | | 2012 | 2013 | 2014 | 2015 | | | | | | 2016 | |
| STAKEHOLDERS | SO1 | Support the Success / Delivery of Significant Public Service Projects | | | | | | | | | | 2015 | 2016 AS OF DECEMBER | 2015 | OCT TO DEC 2016 |
| | SM1 | Provide venue for and ensure collection from the DOTr-ITS South Project | 5% | 16% | | NA | Separate titling of the 3.5 has. | Approval of the FTI Stakeholders for the sale to DOTr of the 3.5 has. Property | Submission of required documents for the approval of contract e.g. Draft contract of sale | Collection of 80% of Purchase price or P 2.040 B | Draft contract is with DOTr already since 2014 | Ending December 2015, the revised Deed of Sale is with the DOTr for review/ comment/ approval. | The revised Deed of Absolute Sale (DOS) still under review/revision by DOTr; Target signing by DOTr before yearend 2016. | 5% | 13% |
| | SO2 | Enhanced and Improved Customer Service in Order to Retain and Increase Clientele | | | | | | | | | | | | | |
| | SM 2 | Implementation of Customer Satisfaction Rating | 7% | 10% | | NA | NA | NA | 70% of customers/stakeholders are satisfied | 75% of customers/stakeholders are satisfied | | Deadline of collection of responses from tenant-locators is on 31 January 2017 | | 4% | |
| Subtotal | | 12% | 26% | | | | | | | | | | 9% | 13% | |
| FINANCE | SO 3 | Sustain Financial Viability | | | | | | | | | | | | | |
| | SM 3 | Return on Assets (ROA) | 25% | 30% | | Net Income/ Total Assets Employed | P 15,424.268 M/ P12,744.382 M | P 84.402 M/ P10,045.110 M | P134.44 M/ P10,256.117 M | P104.502 M/ P7,269.559 M | P73.354 M/ P7,289.303 M | P 123.534 M/ P 7,304.455 M | P 157.356 M/ P 7,406.929 M (unaudited figure) | 25% | 30% |
| | | | | | | | 121% | 1.12% | 1.33% or 19% increase | 1.43 % or 8% increase | 1.006% or 30% decrease | 1.69% or 18% Increase over target 2015 and 27% higher than CY 2014 | 2.124% or 111% over target CY 2016 and 49% higher than CY 2015 | | |
| | SM 4 | Amount of dividends remitted to the National Government | 25% | 30% | | Amount of dividends remitted | P3,717.646 M ^{a/} | Corresponding dividends of P 42.201 M remitted to Bureau of Treasury (BTr) in CY 2015 | Corresponding dividends of P 67.222 M remitted to BTr in CY 2015 | P 67.222 M ^{b/} P 356.970 M ^{c/} P 329.810 M ^{d/} P 2, 238.138 M ^{e/} P 2, 992.140 M | P 52.251 M* | *could increase upon collection from DOTC | P 67.222 M ^{b/} P 356.970 M ^{c/} P 329.810 M ^{d/} P 2, 238.138 M ^{e/} P 2, 992.140 M | P 78.678 M (unaudited figure) | 25% |
| Subtotal | | 50% | 60% | | | | | | | | | | 50% | 60% | |
| INTERNAL PROCESS | SO4 | 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. | 25% | 0% | | NA | NA | FTI-SEZ: 1.76 has. Other areas: 0.05 has. | FTI-SEZ- 0.27 has. | FTI-SEZ- 0.704 has. | | 0.34 has. | 0.51 has. | 25% | 0% |
| | SM 6 | Facilitate the lifting of the CY 2020 cap of the DOF on leasing due to privatization | 6.5% | 7% | | NA | NA | NA | Submission of Position Paper to the Board | If accepted - FTI to continue lease of spaces | | Position paper submitted to the Board on Dec. 2015; remains unanswered as of June 2016 | Proposed Strategic Plan submitted to the Board on May 2016; no response/ action from the Board up to present | 6.5% | 7% |
| | | | 6.5% | 7% | | All or Nothing | | | Submission of Position Paper to the DOF | If accepted - FTI to continue lease of spaces | | Position paper submitted to the DOF Secretary on Dec. 2015; copy furnished GCG; meeting was set between DOF, FTI & GCG on March 2016 | DOF requested financial documents for the period January to October 2016; data submitted by FTI as scheduled; no feedback from DOF as of end December 2016 | 6.5% | 7% |
| Subtotal | | 38% | 14% | | | | | | | | | | 38% | 14% | |
| Total Weight | | 100% | 100% | | | | | | | | | | 97% | 87% | |