

CEBU PORT AUTHORITY (CPA)
Validated 2018 Performance Scorecard

| | | Component | | | | CPA Submission | | GCG Validation | | Supporting Documents | Remarks | | | | | | | | | | | | | |
|-------------------------------|---|---|-----------------|----------------------------|--------------------------|---|------------|----------------|------------|--|---|--|-------------|-----------------------|------------------|------------|-------------------|------------|----------------|------------|----------------|-------------------|--------------|-------------------|
| Objective/Measure | | Formula | Weight | Rating Scale ^{a/} | Target | Actual | Rating | Score | Rating | | | | | | | | | | | | | | | |
| SOCIAL IMPACT | SO 1 | Accelerated Trade and Commerce | | | | | | | | | | | | | | | | | | | | | | |
| | SM 1 | Increase in Cargo Throughput (in Million Metric Tons [MMT]) | Absolute Figure | 10% | Actual / Target x Weight | 55.11 | 55.91 | 10% | 55.91 | 10% | - 2018 Annual Performance, Analysis and Trends Report prepared by CPA Statistician and certified by Acting Business Marketing and Development Department Manager. | <table border="1"> <thead> <tr> <th>Category</th> <th>Throughput</th> </tr> </thead> <tbody> <tr> <td>Domestic Inbound</td> <td>19,158,749</td> </tr> <tr> <td>Domestic Outbound</td> <td>22,354,074</td> </tr> <tr> <td>Foreign Import</td> <td>11,754,538</td> </tr> <tr> <td>Foreign Export</td> <td>2,648,561</td> </tr> <tr> <td>TOTAL</td> <td>55,915,922</td> </tr> </tbody> </table> | Category | Throughput | Domestic Inbound | 19,158,749 | Domestic Outbound | 22,354,074 | Foreign Import | 11,754,538 | Foreign Export | 2,648,561 | TOTAL | 55,915,922 |
| | Category | Throughput | | | | | | | | | | | | | | | | | | | | | | |
| | Domestic Inbound | 19,158,749 | | | | | | | | | | | | | | | | | | | | | | |
| Domestic Outbound | 22,354,074 | | | | | | | | | | | | | | | | | | | | | | | |
| Foreign Import | 11,754,538 | | | | | | | | | | | | | | | | | | | | | | | |
| Foreign Export | 2,648,561 | | | | | | | | | | | | | | | | | | | | | | | |
| TOTAL | 55,915,922 | | | | | | | | | | | | | | | | | | | | | | | |
| SM 2 | Increase in Passenger Traffic (in Million Passengers) | Absolute Figure | 10% | Actual / Target x Weight | 21.70 | 21.96 | 10% | 21.96 | 10% | <table border="1"> <thead> <tr> <th>Period</th> <th>Volume</th> </tr> </thead> <tbody> <tr> <td>Quarter 1</td> <td>5,090,921</td> </tr> <tr> <td>Quarter 2</td> <td>6,985,494</td> </tr> <tr> <td>Quarter 3</td> <td>4,632,631</td> </tr> <tr> <td>Quarter 4</td> <td>5,254,105</td> </tr> <tr> <td>TOTAL</td> <td>21,963,151</td> </tr> </tbody> </table> | Period | Volume | Quarter 1 | 5,090,921 | Quarter 2 | 6,985,494 | Quarter 3 | 4,632,631 | Quarter 4 | 5,254,105 | TOTAL | 21,963,151 | | |
| Period | Volume | | | | | | | | | | | | | | | | | | | | | | | |
| Quarter 1 | 5,090,921 | | | | | | | | | | | | | | | | | | | | | | | |
| Quarter 2 | 6,985,494 | | | | | | | | | | | | | | | | | | | | | | | |
| Quarter 3 | 4,632,631 | | | | | | | | | | | | | | | | | | | | | | | |
| Quarter 4 | 5,254,105 | | | | | | | | | | | | | | | | | | | | | | | |
| TOTAL | 21,963,151 | | | | | | | | | | | | | | | | | | | | | | | |
| | Sub-total | | 20% | | | | 20% | | 20% | | | | | | | | | | | | | | | |
| CUSTOMERS/STAKEHOLDERS | SO 2 | Improved Delivery of Services | | | | | | | | | | | | | | | | | | | | | | |
| | SM 3 | Percentage of Satisfied Customers | Actual Rating | 5% | All or Nothing | 90% <i>(Using the Standard Methodology and Questionnaire developed by GCG)</i> | 90% | 5% | 90.90% | 5% | - Customer Satisfaction Report prepared by Dr. Geronimo S. Obaob, Jr. and Dr. Ireneo C. Abad of Cebu Normal University | <table border="1"> <thead> <tr> <th>Stakeholder</th> <th>% Satisfied Customers</th> </tr> </thead> <tbody> <tr> <td>Passengers</td> <td>90.86%</td> </tr> <tr> <td>Concessionaires</td> <td>95.45%</td> </tr> <tr> <td>Shipping Lines</td> <td>88.89%</td> </tr> <tr> <td>OVERALL</td> <td>90.90%</td> </tr> </tbody> </table> | Stakeholder | % Satisfied Customers | Passengers | 90.86% | Concessionaires | 95.45% | Shipping Lines | 88.89% | OVERALL | 90.90% | | |
| Stakeholder | % Satisfied Customers | | | | | | | | | | | | | | | | | | | | | | | |
| Passengers | 90.86% | | | | | | | | | | | | | | | | | | | | | | | |
| Concessionaires | 95.45% | | | | | | | | | | | | | | | | | | | | | | | |
| Shipping Lines | 88.89% | | | | | | | | | | | | | | | | | | | | | | | |
| OVERALL | 90.90% | | | | | | | | | | | | | | | | | | | | | | | |

| Component | | | | | CPA Submission | | GCG Validation | | Supporting Documents | Remarks | |
|---|---|-----------------------|----------------------------|--------------------------|--|--|----------------|--|----------------------|--|---|
| Objective/Measure | Formula | Weight | Rating Scale ^{a/} | Target | Actual | Rating | Score | Rating | | | |
| SO 3 Improved Passenger Facilitation and Convenience | | | | | | | | | | | |
| Construction of Port Facilities | | | | | | | | | | | |
| SM 4 | a. Number of Roro Ramps Provisioned | Actual Accomplishment | 8% | Actual / Target x Weight | 4 <i>(Ports of Hagnaya, Carmen, Sta. Fe, and Danao)</i> | 4 <i>(Ports of Tabogon, Carmen, Sta. Fe, and Danao)</i> | 8% | 4 <i>(Ports of Tabogon [as substitute], Carmen, Sta. Fe, and Danao)</i> | 8% | - Letter to GCG dated 23 November 2018 requesting for substitution of Roro ramp at the Port of Hagnaya with Port of Tabogon - On-site validation and inspection at the Ports of Danao, Carmen, Tabogon and Sta. Fe - Certificates of Final Acceptance for the 4 ports signed by respective project contractors | CPA undertook efforts, as substitute, for the provision of RoRo ramp at the Port of Tabogon instead of at the port of Hagnaya during the year. Nevertheless, CPA was able to provide 4 Roro ramps in 2018. |
| | b. Number of Passenger Terminals Expanded | Actual Accomplishment | 4% | | 2 <i>(Ports of Muelle Osmena and Sta. Fe)</i> | 2 <i>(Ports of Muelle Osmena and Sta. Fe)</i> | 4% | 2 <i>(Ports of Muelle Osmena and Sta. Fe)</i> | 4% | - On-site validation and inspection at the Sta. Fe Passenger Terminal Building (PTB) - Certificates of Final Acceptance for the Expansion of the PTB of the 2 ports | The expansion of PTB for the Port of Muelle Osmeña was accepted as 100% complete on 12 October 2018. The certificate of Final Acceptance for the expansion of the PTB and the provision of covered walk for departing passengers at the Port of Sta. Fe was dated 03 September 2018. |
| Sub-total | | | 17% | | | | 17% | | 17% | | |

CUSTOMERS/ STAKEHOLDERS

| Component | | | | | CPA Submission | | GCG Validation | | Supporting Documents | Remarks | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|------------------------|--|---|--|--------------------------|--------------------------|--------|----------------|--------|----------------------|--|---|--|--------------|------------------|---------------------------|----------|---------------|---------|----------------|--------------|------------------------|--------------|---------------|---------------|----------------------|--------|------------------|--------|---------------|--------|-------------|--------|-------------------|--------|-----------------|-------|-------------|-------|--------------|------------------|
| Objective/Measure | Formula | Weight | Rating Scale ^{a/} | Target | Actual | Rating | Score | Rating | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| FINANCE | SO 4 Maximized Financial Growth | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | SM 5 | Increase in Revenues (in Billion Pesos) | Absolute Amount | 15% | Actual / Target x Weight | 1.592 | 1.838 | 15% | 1.838 | 15% | 2018 CPA Financial Statements as submitted to COA. | <table border="1"> <thead> <tr> <th>Revenue Item</th> <th>Amount (in '000)</th> </tr> </thead> <tbody> <tr><td>Share on Cargo Handling</td><td>593,585</td></tr> <tr><td>Wharfage fees</td><td>498,372</td></tr> <tr><td>Storage fees</td><td>297,699</td></tr> <tr><td>Berthing and Anchorage</td><td>168,935</td></tr> <tr><td>Terminal Fees</td><td>117,199</td></tr> <tr><td>Harbor Fees</td><td>65,466</td></tr> <tr><td>Utility Services</td><td>28,574</td></tr> <tr><td>Rental Income</td><td>23,823</td></tr> <tr><td>Access Fees</td><td>22,422</td></tr> <tr><td>Other Bus. Income</td><td>19,164</td></tr> <tr><td>Interest Income</td><td>1,900</td></tr> <tr><td>Permit Fees</td><td>1,189</td></tr> <tr><td>TOTAL</td><td>1,838,329</td></tr> </tbody> </table> | Revenue Item | Amount (in '000) | Share on Cargo Handling | 593,585 | Wharfage fees | 498,372 | Storage fees | 297,699 | Berthing and Anchorage | 168,935 | Terminal Fees | 117,199 | Harbor Fees | 65,466 | Utility Services | 28,574 | Rental Income | 23,823 | Access Fees | 22,422 | Other Bus. Income | 19,164 | Interest Income | 1,900 | Permit Fees | 1,189 | TOTAL | 1,838,329 |
| | Revenue Item | Amount (in '000) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Share on Cargo Handling | 593,585 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Wharfage fees | 498,372 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Storage fees | 297,699 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Berthing and Anchorage | 168,935 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Terminal Fees | 117,199 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Harbor Fees | 65,466 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Utility Services | 28,574 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Rental Income | 23,823 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Access Fees | 22,422 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Other Bus. Income | 19,164 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest Income | 1,900 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Permit Fees | 1,189 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| TOTAL | 1,838,329 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| SM 6 | Earnings Before Interest, Taxes, Depreciation, and Amortization (in Billion Pesos) | Absolute Amount | 15% | Actual / Target x Weight | 1.012 | 1.308 | 15% | 1.276 | 15% | 2018 CPA Financial Statements as submitted to COA. | <table border="1"> <thead> <tr> <th>Item</th> <th>Amount</th> </tr> </thead> <tbody> <tr><td>Net Income</td><td>818,186,847</td></tr> <tr><td>Interest</td><td>-</td></tr> <tr><td>Taxes</td><td>352,391,980</td></tr> <tr><td>Depreciation</td><td>105,187,108</td></tr> <tr><td>Amortization</td><td>-</td></tr> <tr><td>EBITDA</td><td>1,275,765,935</td></tr> </tbody> </table> | Item | Amount | Net Income | 818,186,847 | Interest | - | Taxes | 352,391,980 | Depreciation | 105,187,108 | Amortization | - | EBITDA | 1,275,765,935 | | | | | | | | | | | | | | | |
| Item | Amount | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Net Income | 818,186,847 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | - | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Taxes | 352,391,980 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Depreciation | 105,187,108 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Amortization | - | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EBITDA | 1,275,765,935 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Sub-total | | 30% | | | | 30% | | 30% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| INTERNAL PROCESS | SO 5 Provided and Maintained Port Facilities | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | SM 7 | Budget Utilization for Port Projects | Budget Utilized/Total Allocated Budget x 100 | 20% | Actual / Target x Weight | 100% | 100% | 20% | 93.54% | 18.71% | - List of approved projects for 2018 - Notices of Awards to winning contractors for each project | <table border="1"> <thead> <tr> <th>Projects</th> <th>Budget (in '000)</th> <th>Amount Utilized (in '000)</th> </tr> </thead> <tbody> <tr><td>R&M</td><td>227</td><td>221</td></tr> <tr><td>Capital Outlay</td><td>237.5</td><td>213.5</td></tr> <tr><td>Total</td><td>P464.5</td><td>P434.5</td></tr> </tbody> </table> | Projects | Budget (in '000) | Amount Utilized (in '000) | R&M | 227 | 221 | Capital Outlay | 237.5 | 213.5 | Total | P464.5 | P434.5 | | | | | | | | | | | | | | | | |
| Projects | Budget (in '000) | Amount Utilized (in '000) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| R&M | 227 | 221 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Capital Outlay | 237.5 | 213.5 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total | P464.5 | P434.5 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| Component | | | | | CPA Submission | | GCG Validation | | Supporting Documents | Remarks | | | | | | | | | | | | | | | | | | | | |
|-------------------|---------------------------------------|---|---|---------------------|--------------------------|----------------------------------|----------------|---|----------------------|--|--|---|---------|---------------------|----------------------------------|-----------------|----|-----------------|-----------------|----|-----------------|-----------------|---|--------------|-----------------|-----------|---|--------------|-----------|-----------|
| Objective/Measure | Formula | Weight | Rating Scale ^{a/} | Target | Actual | Rating | Score | Rating | | | | | | | | | | | | | | | | | | | | | | |
| INTERNAL PROCESS | SO 6 | Economical and Coordinated System of Movement of Goods and People | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | SM 8 | Percentage of Business Permits Released Within the Prescribed Processing Time | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | a. Cargo Handling Service Providers Permits (30 days) | No. of permits processed within prescribed period/ total permits received | 2% | Actual / Target x Weight | 100% | 100% | 2% | 100% | 2% | - Summary Report for Permit/Lease Application Release Performance of CPA for 2018 prepared by Permits and Licensing Officer and Certified by Acting Business Marketing and Development Department Manager. - Logbook photocopies showing applicable dates for start and release of applications | <table border="1"> <thead> <tr> <th>Quarter</th> <th>No. of Applications</th> <th>Processed Within Prescribed Time</th> </tr> </thead> <tbody> <tr> <td>1st</td> <td>2</td> <td>2</td> </tr> <tr> <td>2nd</td> <td>4</td> <td>4</td> </tr> <tr> <td>3rd</td> <td>5</td> <td>5</td> </tr> <tr> <td>4th</td> <td>8</td> <td>8</td> </tr> <tr> <td>TOTAL</td> <td>19</td> <td>19</td> </tr> </tbody> </table> | Quarter | No. of Applications | Processed Within Prescribed Time | 1 st | 2 | 2 | 2 nd | 4 | 4 | 3 rd | 5 | 5 | 4 th | 8 | 8 | TOTAL | 19 | 19 |
| | | Quarter | | No. of Applications | | Processed Within Prescribed Time | | | | | | | | | | | | | | | | | | | | | | | | |
| | | 1 st | 2 | 2 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 2 nd | 4 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 3 rd | 5 | 5 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 4 th | 8 | 8 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | TOTAL | 19 | 19 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | b. Application for Leases (20 days) | 2% | 100% | 100% | 2% | 100% | 2% | <table border="1"> <thead> <tr> <th>Quarter</th> <th>No. of Applications</th> <th>Processed Within Prescribed Time</th> </tr> </thead> <tbody> <tr> <td>1st</td> <td>8</td> <td>8</td> </tr> <tr> <td>2nd</td> <td>15</td> <td>15</td> </tr> <tr> <td>3rd</td> <td>13</td> <td>13</td> </tr> <tr> <td>4th</td> <td>0</td> <td>0</td> </tr> <tr> <td>TOTAL</td> <td>36</td> <td>36</td> </tr> </tbody> </table> | Quarter | No. of Applications | Processed Within Prescribed Time | 1 st | 8 | 8 | 2 nd | 15 | 15 | 3 rd | 13 | 13 | 4 th | 0 | 0 | TOTAL | 36 | 36 | | | | |
| Quarter | No. of Applications | Processed Within Prescribed Time | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1 st | 8 | 8 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2 nd | 15 | 15 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 3 rd | 13 | 13 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 4 th | 0 | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| TOTAL | 36 | 36 | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| SO 7 | Implemented Quality Management System | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| SM 9 | ISO Certifications | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | a. 9001:2015 (QMS) | Actual Implementation | 2.5% | All or Nothing | ISO Certification | 100% ISO Certification | 2.5% | ISO 9001:2015 Certification | 2.5% | ISO 9001:2015 Certificate issued by AJA Registrars, Ltd. | ISO 9001:2015 Certification issued on 17 December 2018 and valid until 16 December 2021. | | | | | | | | | | | | | | | | | | | |

| | Component | | | | | CPA Submission | | GCG Validation | | Supporting Documents | Remarks | |
|-------------------|---------------------|---|-----------------------|----------------------------|----------------------------------|---|---|------------------------------|---|--|--|--|
| | Objective/Measure | Formula | Weight | Rating Scale ^{a/} | Target | Actual | Rating | Score | Rating | | | |
| INTERNAL PROCESS | b. 14001:2004 (EMS) | | 2.5% | | Passed Surveillance Audit | 100% Passed Surveillance Audit | 2.5% | ISO 14001:2015 Certification | 2.5% | ISO 14001:2015 Certificate issued by AJA Registrars Ltd. | ISO 14001:2004 standard was revised by ISO 14001:2015. ISO 14001:2015 certification issued on 17 December 2018 and is valid until 16 December 2021. | |
| | Sub-total | | 29% | | | | 29% | | 27.71% | | | |
| LEARNING & GROWTH | SO 8 | Developed Technical and Port Operations Expertise thru Training, Experience, Exposure and QMS/EMS | | | | | | | | | | |
| | SM 10 | Percentage of Employees Meeting Required Competencies | Actual Accomplishment | 4% | All or Nothing A. 2% B. 2% | a. Board-approved Competency Framework b. Establish Baseline | a. Board-approved Competency Framework b. Establish Baseline | 4% | a. Board-approved Competency Framework b. 69% of Employees Meeting Required Competencies | 4% | - Board Resolution No. 676-2018 approving the CPA Competency Framework - Competency Baseline Table prepared by Admin Division Manager and approved by CPA General Manager - Internal Memorandum on the conduct of competency assessments | CPA Competency Framework was approved by its BOD on 29 November 2018. Based on the competency gaps assessments conducted, it was determined that out of the one hundred and fifty-two (152) personnel assessed, only one hundred and five (105) or 69% were found to have met the competency requirements of their positions. |
| | Sub-total | | | 4% | | | | 4% | | 4% | | |
| | TOTAL | | | 100% | | | 100% | | 98.71% | | | |

a/ But not to exceed the weight assigned per indicator.