FOOD TERMINAL INCORPORATED (FTI)

		Component				Baseline		Target	
		Objective/ Measure	Formula	Wt.	Rating System	2015	2016	2017	2018
STAKEHOLDERS	SO 1	**Support the Success of the Food Security Mandate of the Government**							
	SM 1	Number of entities utilizing cold storage facilities	Absolute number	0%	(Actual / Target) x Weight	N/A	N/A	N/A	-
	SO 2	**Enhanced and Improved Customer Service to Retain and Increase Clientele**							
	SM 2	Percentage of Satisfied Customers	-	5%	(Actual / Target) x Weight	86%	82%	85%	85%
		Sub-total		5%					
FINANCE	SO 3	**Sustain Financial Viability**							
	SM 3	Return on Assets (ROA)	Net Income/ Total Assets Employed	20%	(Actual / Target) x Weight	₱123.534 M / ₱7,304.456 M 1.69%	₱174.018 M/ ₱7,406.930 M 2.35%	₱107.962 M / ₱7,417.137 M (unaudited) 1.455 %	₱103.590 M / ₱7,820.862 M 1.32%
	SM 4	Amount of dividends remitted to the National Government	Amount of dividends remitted	20%	(Actual / Target) x Weight	₱ 2, 992.140 M -	₱62.029 M	₱78.678 M (unaudited)	₱936.79 M (unaudited)
		Sub-total		40%					

		Component				Baseline		Target	
		Objective/ Measure	Formula	Wt.	Rating System	2015	2016	2017	2018
INTERNAL PROCESS	**SO 4**	**Increase Efficiency in Project Implementation**							
	SM5	Facilitate the construction of cold storage facilities at strategic areas in the Philippines	-	35%	All or Nothing	N/A	N/A	N/A	1
	SO 5	**Maximize Revenue Potential of Real Property**							
	SM 6	Renewal or extension of the corporate life	-	10%	All or Nothing	N/A	N/A	N/A	Extension of FTI's Corporate Life
	SM 7	Lease out vacant/available areas at FTI-SEZ and other areas	Absolute number	5%	(Actual / Target) x Weight	0.27 has	0.512 has	N/A	0.5191 has
			Sub-total	50%					
LEARNING AND GROWTH	**SO 6**	**Strengthen Employees and Organizational Competence**							
	SM 8	Percentage of employees with required competencies	-	0%	-	N/A	N/A	N/A	-
	SM 9	ISO 9001:2015 Certification	Milestone	5%	All or Nothing	N/A	N/A	N/A	ISO-aligned Manual on one core process
				5%					
			TOTAL	100%					