

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

	Component			Target	Submission		CGO-B Validation		Supporting Documents	Remarks											
	Objective/Measure	Formula	Wt.	2015	Actual	Rating	Score	Rating													
<b>SO 1 Support the Success / Delivery of Significant Public Service Projects</b>																					
	SM 1	Provide venue for and ensure collection from the DOTC-ITS South Project	All or Nothing	5%	Submission of required documents for the approval of contract e.g. Draft contract of sale	Ending 2015, the revised Deed of Sale is with the DOTC for review/comment/approval	5%	Revised Deed of Sale submitted to OGCC for review	0%	<ul style="list-style-type: none"> <li>Transmittal to OGCC dated 16 May 2016</li> </ul>	On 13 June 2016, OGCC informed FTI that the Draft Deed of Sale was still under comprehensive contract review by their office which prevented FTI's submission to DOTC.										
<b>SO 2 Enhanced and Improved Customer Service in Order to Retain and Increase Clientele</b>																					
<b>STAKEHOLDERS</b>		SM 2	Implementation of Customer Satisfaction Rating	All or Nothing	7%	70% of customers / stakeholders are satisfied	-	4%	86% (19 of 22) of the customers /stakeholders are satisfied	7%	<ul style="list-style-type: none"> <li>Summary of CY 2015 Yearend Customer Satisfaction Survey</li> </ul>	For 2015, FTI conducted an in-house survey with 40 respondents, which was completed on 13 June 2016. On the aspect of Customer Service, 31 stakeholders submitted their assessment, with level of satisfaction as follows:									
	<table border="1"> <tr> <td>Very Satisfied</td> <td>10 (32%)</td> </tr> <tr> <td>Somewhat Satisfied</td> <td>9 (29%)</td> </tr> <tr> <td>Neither Satisfied nor Dissatisfied</td> <td>3 (10%)</td> </tr> <tr> <td>No Answer</td> <td>9 (29%)</td> </tr> <tr> <td><b>Total</b></td> <td><b>31 (100%)</b></td> </tr> </table>											Very Satisfied	10 (32%)	Somewhat Satisfied	9 (29%)	Neither Satisfied nor Dissatisfied	3 (10%)	No Answer	9 (29%)	<b>Total</b>	<b>31 (100%)</b>
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			<i>Sub-total</i>	12%			9%		7%												

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	Objective/Measure	Formula		2015	Actual	Rating	Score	Rating			
FINANCE	<b>SO 3 Sustain Financial Viability</b>										
	SM 3	Return on Assets (ROA)	Net Income/ Total Assets Employed	25%	₱104.502 M / ₱7,269.559 M 1.43% or 8% increase	₱123.534 M / ₱7,304.456 M 1.69% or 18% increase over target and 27% higher than CY 2014	25%	₱123.534 M / ₱7,304.456 M 1.69% or 29% increase from 2014	25%	<ul style="list-style-type: none"> <li>FTI 2015 COA-Audited Balance Sheet</li> <li>FTI 2015 COA-Audited Statement of Income and Expenses</li> </ul>	2014 Net Income: ₱134.444 2014 Total Asset: ₱10,256.177
	SM 4	Amount of dividends remitted to the National Government	Amount of dividends remitted	25%	₱ 67.222 M <sup>a/</sup> 356.970 M <sup>b/</sup> 329.810 M <sup>c/</sup> <u>2, 238.138 M</u> <sup>d/</sup> <b>₱ 2, 992.140 M</b>	₱ 67.222 M <sup>a/</sup> 356.970 M <sup>b/</sup> 329.810 M <sup>c/</sup> <u>2, 238.138 M</u> <sup>d/</sup> <b>₱ 2, 992.140 M</b>	25%	₱ 67.222 M <sup>a/</sup> 356.970 M <sup>b/</sup> 329.810 M <sup>c/</sup> <u>2, 238.138 M</u> <sup>d/</sup> <b>₱ 2, 992.140 M</b>	25%	<ul style="list-style-type: none"> <li>Official Receipts issued by DOF dated 03 March 2015, 17 April 2015, 14 May 2015, and 02 July 2015.</li> </ul>	
	Sub-total			50%			50%		50%		
INTERNAL PROCESS	<b>SO 4 Maximize Revenue Potential of Real Property</b>										
	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.	All or Nothing	25%	0.27 ha (FTI-SEZ)	0.34 ha	25%	0.44 ha	25%	<ul style="list-style-type: none"> <li>FTI Land Use as of Dec. 2015</li> <li>Comparative Rental of Incoming &amp; Outgoing Lessees (Monthly)</li> <li>New Business CY 2015</li> </ul>	Additional area rented by existing clients are considered as new businesses. The land and building space rented out in 2015 have an area of 0.20 ha and 0.24 ha, respectively.

	Component		Wt.	Target	Submission		CGO-B Validation		Supporting Documents	Remarks
	Objective/Measure	Formula		2015	Actual	Rating	Score	Rating		
INTERNAL PROCESS	SM 6	Facilitate the lifting of the CY 2020 cap of the DOF on leasing due to privatization	All or Nothing	Submission of Position Paper to the Board	Submitted Position Paper to the Board	6.5%	Submitted Position Paper to the Board	6.5%	<ul style="list-style-type: none"> <li>Position Paper (Strategic Plan for the Future of FTI) received by the FTI Board on 20 May 2016.</li> </ul>	As of July 2016, the FTI Board has not yet issued any response regarding the submitted Position Paper.
				Submission of Position Paper to the DOF	Submitted Position Paper to the DOF	6.5%	Submitted Position Paper to the DOF	6.5%		<ul style="list-style-type: none"> <li>Position Paper (Strategic Plan for the Future of FTI) received by the DOF on 19 May 2016.</li> </ul>
		<i>Sub-total</i>	38%			38%		38%		
	<b>TOTAL</b>	<b>100%</b>			<b>97%</b>		<b>95%</b>			

a/ CY 2014 Dividends

P 67.222 M

b/ Prior Years' Dividends, CY 2001 to 2013

356.970 M

c/ Extraordinary Dividends, CY 2003 to 2013 &amp; interest income of P 2.238 B

329.810 M

d/ Balance of CY 2012 Dividends (E.O. No. 178)

2,238.138 M

**TOTAL REMITTANCE CY 2015****P 2,992.140 M**