

FOOD TERMINAL INCORPORATED (FTI)
Validation Result of 2023 Performance Scorecard

	Component				Target	FTI Submission		GCG Validation		Supporting Documents	Remarks	
	Objective/Measure	Formula	Wt.	Rating System		Actual	Rating	Actual	Rating			
STAKEHOLDERS	SO 1	Operationalized RFTs at Strategic Location in the Philippines that will Support Local Farmers/Cooperatives										
	SM 1	Number of Regional Food Terminals (RFTs) Established	Actual Account	25%	(Actual/Target) x Weight	3	RFT – Cebu: Project delayed RFT – Lingayen: Completion delayed RFT – Leyte: Project will not push through	22%	0	0%	<ul style="list-style-type: none"> • Copy of RFT – Cebu and RFT – Lingayen Bill of Materials and Internal Audit Inspection Report • Updates and Progress Accomplishments for CAPEX Projects Reported to FTI Board of Directors as of 15 January 2024 • Copy of Request for Time Extension for RFT – Lingayen • Copy of the Proposed Site Development Plan for RFT - Leyte 	FTI failed to establish Regional Food Terminals (RFTs).
	SO 2	Quality Services Provided. Continually Improved, and Sustained										
	SM 2	Percentage of Satisfied Customers	Number of respondents who gave a rating of at least Satisfactory/ Total number of respondents	10%	(Actual/Target) x Weight 0% = If less than 80%	90%	99.60%	10%	99.60%	10%	<ul style="list-style-type: none"> • Harmonized Client Satisfaction Measurement Results from ARTA 	Acceptable.
		Sub-total		35%				32%		10%		

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	SO 3	Financial Resources and Organizational Financial Viability Sustained										
FINANCE	SM 3	Net Income	Absolute Amount	15%	(Actual/Target) x Weight	₱163.03 Million	₱228.14 Million	15%	₱228.15 Million	15%	<ul style="list-style-type: none"> 2023 COA AAR 	Target exceeded.
	SM 4	a. Arrears/Past Due Accounts	Past Due Collection/Total Receivables	7.5%	(Actual/Target) x Weight	98%	28%	7.5%	1.64%	0.13%	<ul style="list-style-type: none"> Copy of Documents submitted to DOTr Copy of Demand/Letters Communications to DOTr Copy of Demand Letters to Clients with Past Due Accounts Schedule of Restructuring for Clients with Past Due Accounts Aging of Receivables as of December 2023 Collection Efficiency Schedule for 2023 Summary of Billing and Collection for January – December 2023 2023 COA AAR 	Target not met.

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	b. Current Accounts	Current Account Collection/ Total Receivables	7.5%	(Actual/Target) x Weight	98%	96.53%	7.5%	97.15%	7.43%	<ul style="list-style-type: none"> Aging of Receivables as of December 2023 Collection Efficiency Schedule for 2023 Summary of Billing and Collection for January – December 2023 2023 COA AAR 	Target not met.	
SM 5	Budget Utilization Rate: Disbursement of Internally Generated Funds (IGF)	Total Disbursement from IGF/ Total COB from IGF [net of PS Cost]	10%	(Actual/Target) x Weight	90%	31%	3.1%	29.90%	3.32%	<ul style="list-style-type: none"> Budget Utilization Report 2023 COA AAR 2023 Board-approved COB 	Target not met.	
		Sub-total	40%				33.1%		25.42%			
SO 4	Organizational Assets Utilized and Managed Optimally											
INTERNAL PROCESS	SM 6	Utilization Rate of Cold Chain Equipment	Total No. of Equipment Leased Out/ Total No. of Equipment	10%	(Actual / Target) x Weight	100%	100%	6.1%	57.29%	5.73%	<ul style="list-style-type: none"> Refrigerated Container Vans (RCVs) Statement of Account Summary of Reefer Van RCV Usage/Utilization for CY 2023 	Target not met.
	SO 5	Establish Optimal Impact on Provincial Economy of Potential RFTs										
		Sub-total	10%				6.1%		5.73%			

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LEARNING & GROWTH	SO 6	Business Operations are Standards-Compliant										
	SM 7	ISO 9001:2015 Certification	Milestone	7.5%	All or nothing	ISO Certified (Provision of Leased Properties)	The 3 rd Party Auditor recommended on 19 December 2023 the release of ISO 9001:2015 Certificate; The ISO 9001:2015 Certificate with Registration No. 100010136 and validity until 03 January 2027 was received by FTI on 26 January 2024.	7.5%	No ISO Certification for 2023	0%	• ISO Certificate for 2024	The certificate was issued on 04 January 2024 and is valid until 03 January 2027. The Non-Conformity Report of FTI was only accepted last 21 December 2023 and the Certification Date was based on the decision date of the certification body in compliance with ISO 17021 Standard.
	SO 7	Organizational Capacity, Capability and Competency Improved										
	SM 8	Percentage of Personnel with Required Competencies Met	Number of Incumbents Meeting Required Competencies / Number of Filled Plantilla	7.5%	(Actual / Target) x Weight	Establish Baseline	Hiring of Consultant for the Conduct of Study re Competency Framework and Training Needs Analysis Not Done	5%	Failed to Establish Baseline	0%	• Baseline Competency Assessment	FTI failed to establish baseline.
			Sub-Total	15%				12.5%		0%		
			TOTAL	100%				83.7%		41.61%		

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