

**FOOD TERMINAL INCORPORATED (FTI)
Validated 2017 Performance Scorecard**

Component		Target	GOCC Submission	GCG Validation		Supporting Documents	Remarks				
Objective/Measure	Formula	Wt.	2017	Actual	Rating	Score	Rating				
STAKEHOLDERS	SO 1	Support the Success / Delivery of Significant Public Service Projects									
	SM 1	Provide venue for and ensure collection from the DOTC-ITS South Project	Collected Amount/ Purchase Amount	10%	Collection of 80% of Purchase Price or ₱2.040 B	Collection of 80% of Purchase Price (₱1.919B) (net of taxes)	10%	Collection of ₱1.919 B	10%	<ul style="list-style-type: none"> FTI Official Receipt No. 0095282 Check Deposit Slip dated 7-17-17 Disbursement voucher dated 6-28-17 	Purchase Price <u>2,593,800</u> 80% of Purchase Price <u>2,075,040</u> Add: 5% FWWAT <u>129,690</u> Amount of Payment <u>2,204,730</u> Less: 5% FWWAT <u>129,690</u> 6% CWT <u>155,628</u> Net Amount <u>1,919,412</u>
	SO 2	Improved Customer Service to Retain and Increase Clientele									
	SM 2	Stakeholders' Satisfaction Rating	Satisfied respondents / Total respondents	5%	85% of customers/ stakeholders are satisfied	Distribution of Survey Forms to Tenants	0%	90% of the customers are satisfied	5%	<ul style="list-style-type: none"> Summary of the CY 2017 Yearend Customer Satisfaction Survey The sample population was 29 from a total number of 65 clients as of December 2017. Out of the total respondents, 90% (26) were highly satisfied with the level of customer service, 10% (3) were neither satisfied nor dissatisfied, and none has expressed discontent.	
<i>Sub-total</i>		<i>15%</i>				<i>0%</i>		<i>15%</i>			
FINANCE	SO 3	Sustain Financial Viability									
	SM 3	Return on Assets (ROA)	Net Income/ Total Assets Employed	25%	<u>₱107.962M</u> <u>₱7,417.137M</u> (unaudited) 1.455% or 44% higher	<u>₱111.965M</u> <u>₱7,410.845M</u> (unaudited) 1.51% or 50% higher	25%	<u>₱241.67M</u> <u>₱6.165B</u> (audited) 3.92% or 67% higher	25%	<ul style="list-style-type: none"> FTI 2017 COA-Audited Balance Sheet Trial Balance 2017 ROA indicated excludes the extraordinary gain on the sale of the 3.45 ha. property to DOTr in the amount of ₱2.578 Billion.	

Component				Target	GOCC Submission		GCG Validation		Supporting Documents	Remarks
Objective/Measure	Formula	Wt.	2017	Actual	Rating	Score	Rating			
SM 4	Amount of dividends remitted to the National Government	Amount of dividends remitted	25%	₱78.678 M (unaudited)	₱78.678 M (unaudited)	25%	₱963.79 M (audited)	25%	• Official Receipts issued by BTr dated 20 March 2018	
<i>Sub-total</i>		<i>50%</i>			<i>50%</i>		<i>50%</i>			
SO 4	Maximize Revenue Potential of Real Property									
SM 5	Lease out vacant/available areas at FTI-SEZ and other areas. Available for lease as of December 2016: FTI- SEZ: 3.19 has. Other areas: 0.49 has.	-	20%	FTI-SEZ - 1,663 sq. m.	3,138.59 sq.m.	20%	3,138.59 sq.m.	20%	• Comparative Rental of Incoming & Outgoing Lessees (Monthly)	
SO 5	Develop Strategic Business Scheme									
SM 6	Strategies for operational viability beyond 2018	Milestone	15%	Submission of Business Plan as discussed in 23 May 2017 Meeting with GCG and BCDA	-	0%	-	0%	• Letter from FTI to GCG submitting FTI's Business Proposal • FTI's Business Proposal	FTI's Business Plan was belatedly submitted to the Governance Commission through a letter dated 20 March 2018.
<i>Sub-total</i>		<i>35%</i>				<i>20%</i>		<i>20%</i>		
TOTAL		100%				80%		85%		

INTERNAL PROCESS