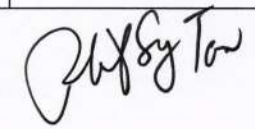


## FOOD TERMINAL, INC. (FTI)

		Component			Baseline		Targets		
Objective/Measure		Formula	Wt.	Rating System <sup>a/</sup>	2020	2021	2022	2023	
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 Count	25%	Actual over Target	0	0	Turnover and acceptance of the structure and refrigerated vans	3
	SO 2	Quality Services Provided, Continually Improved, and Sustained							
	SM 2	Percentage of Satisfied Customers	Number of Respondents which gave <i>at least a Satisfactory Rating</i> / Total Number of Respondents	10%	Actual over Target  0% = If less than 80%	93.47%	86.96%	90%	90%
	<b>Subtotal</b>			<b>35%</b>					
FINANCE	SO 3	Financial Resources and Organizational Financial Viability Sustained							
	SM 3	Net Income	Absolute Amount	15%	Actual over Target	₱121.336 M	₱154.34 M	₱125.114 M	₱163.03 M
	SM 4	Collection Efficiency							
a. Arrears/Past Due Accounts		Past Due Collection / Total Receivables	7.5%	Actual over Target	31.54%	78.89%	51%	98%	

*Quynh Tran*

Component					Baseline		Targets		
Objective/Measure		Formula	Wt.	Rating System <sup>a/</sup>	2020	2021	2022	2023	
FINANCE	b. Current Accounts	Current Account Collection / Total Receivables	7.5%	Actual over Target			92%	98%	
	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 over Target	N/A	N/A	90%	90%
	<b>Subtotal</b>		<b>40%</b>						
INTERNAL PROCESS	<b>SO 4 Organizational Assets Utilized and Managed Optimally</b>								
	SM 6	Utilization Rate of Cold Chain Equipment	Total No. of Equipment Leased Out / Total No. of Equipment	10%	Actual over Target	N/A	N/A	100%	100%
	<b>SO 5 Establish Optimal Impact on Provincial Economy of Potential RFTs</b>								
	<b>Subtotal</b>		<b>10%</b>						
LEARNING AND GROWTH	<b>SO 6 Business Operations are Standards-Compliant</b>								
	SM 7	ISO 9001:2015 Certification	Milestone	7.5%	All or Nothing	-	Failed Procurement of 3 <sup>rd</sup> Party Certifying Body	ISO Certified (Provision of Leased Properties)	ISO Certified (Provision of Leased Properties)


Component				Baseline		Targets		
Objective/Measure	Formula	Wt.	Rating System <sup>a/</sup>	2020	2021	2022	2023	
<b>SO 7 Organizational Capacity, Capability and Competency Improved</b>								
SM 8	Percentage of Personnel with Required Competencies Met	Number of Incumbents Meeting Required Competencies / Number of Filled Plantilla	7.5%	Actual over Target	-	-	Establish Baseline	Establish Baseline
		<b>Subtotal</b>	<b>15%</b>					
		<b>TOTAL</b>	<b>100%</b>					

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

For GCG:

  
JUSTICE ALEX L. QUIROZ (RET.)  
Chairperson

For FTI:

  
MR. ROBERT S. TAN  
President and CEO