

PORO POINT MANAGEMENT CORPORATION
Interim Performance Scorecard

Indicator	Weight	Targets	Accomplishment		CGO-A Validation		Supporting Documents	Remarks
	2013	2013	Actual	Rating	Score	Rating		
MFO 1: Conversion and Development Services								
Quantity 1: Approval of the Disposition Program for the 6-hectare Lighthouse Area	10%	Submission to BCDA Board for approval of TOR for the 6-hectare Lighthouse Area	PPMC Sent a letter dated 11 December 2013 submitting to BCDA for approval the PPMC-approved TOR	10.00%	PPMC Sent a letter dated 11 December 2013 submitting to BCDA for approval the PPMC-approved TOR	10.00%	<ul style="list-style-type: none"> PPMC letter submitting to BCDA for approval the PPMC-approved TOR 	<ul style="list-style-type: none"> Acceptable
Quantity 2: Approval of the Disposition Program for the 45.75 has. Industrial Area	0%			0%		0%	<ul style="list-style-type: none"> 	<ul style="list-style-type: none"> Target for CY 2014
Quantity 3: Area of ICT Park leased-out to private sector (P50 Mn and below) in the name of and sole benefit of PPMC	10%	Global Resources - 5,000 sq.m	Lease contract with Global resources and Holdings PPMC was terminated on 08 July 2013 due to non-compliance with the provisions of the lease contract.	0.00%	Lease contract with Global resources and Holdings PPMC was terminated on 08 July 2013 due to non-compliance with the provisions of the lease contract.	0.00%	<ul style="list-style-type: none"> PPMC letter to Global Resources and Holdings 	<ul style="list-style-type: none"> With the agreed revenue sharing scheme of PPMC and BCDA (see <i>Financial 1</i>) the phrase "<u>in the name of and sole benefit of PPMC</u>" may no longer apply
Quantity 4: Leasable airport area at P50 Million below in the name of and sole benefit of PPMC	10%	Leading Edge – 2,253.70 sq.m. Omni Aviation - 50 sq.m.	Leading Edge - 1,600 sq.m. Omni Aviation - 50 sq.m. Leading Edge International Aviation Academy, Inc. - 753.70 sq.m.	10.00%	Leading Edge - 1,600 sq.m. Omni Aviation - 50 sq.m. Leading Edge International Aviation Academy, Inc. - 753.70 sq.m.	10.00%	<ul style="list-style-type: none"> Contract of lease between PPMC and: <ul style="list-style-type: none"> Leading Edge Omni Aviation Board Approval through Referendum for the lease of Leading Edge International Aviation Academy, Inc. 	<ul style="list-style-type: none"> CGO recommends that formula should clearly indicate whether the achievement of the target would be for the finalization of the Contract of Lease or the PPMC Board Approval With the agreed revenue sharing scheme of PPMC and BCDA the phrase "<u>in the name of and sole benefit of PPMC</u>" may no longer apply

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Financial 1: Supervisory Fee	10%	Establish supervisory fee level (Minimum amount required to cover operation cost, plus percentage of the gross receipts generated for BCDA) Execution of MOA - long-term arrangement with BCDA	BCDA and PPMC amended the Performance Agreement on 26 December 2013 to reflect the established and agreed revenue sharing scheme.	10.00%	BCDA and PPMC amended the Performance Agreement on 26 December 2013 to reflect the established and agreed revenue sharing scheme.	10.00%	<ul style="list-style-type: none"> PPMC letter dated 26 December 2013 providing PPMC's confirmation on the revenue sharing mechanism 	<ul style="list-style-type: none"> PPMC shall receive either (a) 50% share in the revenues of Poro Point Freeport Zone (PPFZ) or (b) fixed amount of ₱60.5 Mn annually for the next two years beginning 2014 to cover PS and MOOE, whichever is higher. In addition, a 10% share from the net income of the zone shall be provided to PPMC Acceptable
<i>Sub total</i>	40%			30.00%		30.00%		
MFO 2: Regulatory Services								
Quantity: Percentage of Applications for Permits and Registration Certificates Processed (approved or disapproved)	5%	100%	100%	5.00%	100%	5.00%	<ul style="list-style-type: none"> Certification from Regulatory Services Office with attached Summary of Local Purchase Forms Summary of Import Permits Certification from Regulatory Services Office Summary of Accredited Business Enterprise, Gate Passes Processed and Transhipments Processed 	<ul style="list-style-type: none"> Acceptable
Quality: Compliance of Registered Enterprises on	5%	100%	100%	5.00%	100%	5.00%	<ul style="list-style-type: none"> Details of Payment of 5% Special Tax on 	<ul style="list-style-type: none"> Acceptable

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Payment of 5% Special Tax on Gross Income Earned (GIE)							Gross Income Earned (GIE)	
Timeliness 1: Average Number of Days to Make Recommendations to the Board for Start-Up Business from Receipt of Complete Requirements	5%	5 days	5 days	5.00%	5 days	5.00%	<ul style="list-style-type: none"> Summary of Number Days to recommendations to the Board for Start-Up Business from Receipt of Complete Requirements 	<ul style="list-style-type: none"> Acceptable
Timeliness 2: Turn Around Time for Renewal of Permit to Operate and Registration Certificates from Receipt of Complete Requirements	5%	5 days	5 days	5.00%	5 days	5.00%	<ul style="list-style-type: none"> Summary of Turn Around Time for Renewal of Permit to Operate and Registration Certificates from Receipt of Complete Requirements 	<ul style="list-style-type: none"> Acceptable
<i>Sub total</i>	<i>20%</i>			<i>20.00%</i>		<i>20.00%</i>		
MFO 3: Benefits of Conversion Enhanced for Socio-Economic Development								
Quantity 1: Actual No. of Aircraft Movement	10%	12,359	13,785	10.00%	13,785	10.00%	<ul style="list-style-type: none"> Daily and Monthly Summary of Aircraft Traffic Statistics for CY 2013 	<ul style="list-style-type: none"> Acceptable
Quantity 2: Number of New Written Agreements with Aviation Schools	10%	5	5	10.00%	5	10.00%	<ul style="list-style-type: none"> PPMC letters to Omni Aviation Corporation, Flight and Simulator Training, Inc., Leading Edge International Aviation Academy, Inc., Strikewing Aviation School and All Asia Air 	<ul style="list-style-type: none"> Acceptable

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							Aviation Corp.	
Quality 1: Maintain Current Status as Community Airport	10%	Community Airport (No Downgrade)	Community Airport (No Downgrade)	10.00%	Community Airport (No Downgrade)	10.00%	<ul style="list-style-type: none"> CAAP letter to PPMC dated February 17, 2014 	<ul style="list-style-type: none"> Acceptable
Quality 2: Establish Parallel Track for the Conversion of Airport into a Regional/International Airport	0%	Get clearance from Proper Agencies to follow a Parallel Bidding for the TAS	Received letter from BCDA dated 17 October 2013 advising that considering that a business/case feasibility study is being undertaken for San Fernando Airport, it would be prudent for PPMC to decline unsolicited proposals.	0.00%	Received letter from BCDA dated 17 October 2013 advising that considering that a business/case feasibility study is being undertaken for San Fernando Airport, it would be prudent for PPMC to decline unsolicited proposals.	0.00%	<ul style="list-style-type: none"> BCDA letter to PPMC dated October 17, 2013 	<ul style="list-style-type: none"> Acceptable
<i>Sub total</i>	30%			30.00%		30.00%		
General Administrative Services (GAS)								
ISO Certification	10%	Approved Quality manual and six (6) Mandatory Procedures	Approved Quality manual and six (6) Mandatory Procedures	10.00%	Approved Quality manual and six (6) Mandatory Procedures	10.00%	<ul style="list-style-type: none"> Approved 1st and 2nd revision of Quality manual and six (6) QMS Mandatory Procedures 	<ul style="list-style-type: none"> The Corrective and Preventive Actions were merged into one procedure Acceptable
<i>Sub total</i>	10%			10.00%		10.00%		
Total	100%			90%		90%		