

PEOPLE'S TELEVISION NETWORK, INC.
Validated 2017 Performance Scorecard

Component						PTNI Submission		CGO-B Evaluation		Supporting Documents	Remarks	
Objective/ Measure		Formula	Weight	Rating Scale	Target	Actual	Rating	Score	Rating			
SOCIAL IMPACT	SO 1	Informed, Inspired and Empowered Filipino People										
	SM 1	TV Audience Share	PTV Viewers Over Total PH Actual TV Viewers*	15%	Actual / Target x Weight	8.75% (4,200,000)	No actual data available	-	No actual data available	-	-	PTNI was still not able to contract a 3 rd party provider for the determination of its audience share in 2017. Lack of available data from a 3 rd party source prevents an objective validation of actual accomplishment of the target. <i>Measure is excluded.</i>
		Sub-total		15%				-		-		
AUDIENCE/ STAKEHOLDERS	SO 2	Build A Trustworthy TV Network Brand										
	SM 2	Customers' Satisfaction	Actual Development	10%	All or Nothing	Development of Customers' Satisfaction Survey	No Customer Satisfaction Survey developed.	-	No Customer Satisfaction Survey developed.	0%	-	PTNI did not take any actions in 2017 to develop internally its Customer Satisfaction Survey, hence, target is not met.
		Sub-total		10%				-		0%		
INTERNAL PROCESS	SO 3	Build Relevant and World-Class Quality News and Information Programs										
	SM 3	Digital and New Media Presence										
		a. Page Visits Website	Actual/Target X Weight	3%	Actual / Target x Weight	688,000	1,434,000	-	1,434,000	3%	- Performance Report by the Digital New	Target exceeded by 108%.

Component						PTNI Submission		CGO-B Evaluation		Supporting Documents	Remarks			
Objective/ Measure			Formula	Weight	Rating Scale	Target	Actual	Rating	Score			Rating		
		b. People Engagement (Facebook)		3%		11,200,000	13,995,708	-	13,995,708	3%	Media Accounts Group	Target exceeded by 25%.		
		c. People Engagement (Twitter)		3%		180,500	117,500	-	118,813	1.97%		Accomplishment is 34% short of target.		
		d. People Engagement (YouTube)		3%		26,334,713	50,266,642	-	50,266,642	3%		Target exceeded by 91%.		
	SM 4	Nationwide/ Local Presence	Number of Regional News Centers established	5%	All or Nothing	2 Regional Centers Fully Operational	3 Regional Centers Fully Operational	-	2 Regional Centers Fully Operational	5%	Certification from Officer-in-Charge of PTV's Provincial Network Division	As of end of 2017, three (3) Regional News Centers are fully operational: 1. PTV-4 – Manila 2. PTV-8 – Baguio 3. PTV-11 – Davao		
	SM 5	Creation of Compliance, Quality Programs with High Production Value at Par with Industry Standards	Number of in-house programs submitted as entries to award-giving bodies	8%	Actual / Target x Weight A. 4% b. 4%	A. 45 Program Submissions B. 15 Nominations	A. 51 Program Submissions B. 25 Nominations	-	A. 51 Program Submissions B. 25 Nominations	8%	- Online News Articles from various news sites - Certification from Programming Unit and Airtime Mgt. Group	Target exceeded for both program submissions and nominations from award-giving bodies.		
	SM 6	Effective Vehicle of the State/Government in Communicating /Disseminating Relevant News and Information	Actual hours	10%	Actual / Target x Weight	2,812 hours	2,823.24 hours	-	2,823.24 hours	10%	- Report generated by Programming Unit - Certification from Airtime Management Group	Target exceeded.		
												TYPE OF PROGRAM		HOURS
												News	1,435.90	
												Public Affairs	814.65	
Public Service												85.79		
Presidential	486.90													
TOTAL	2,823.24													

Component						PTNI Submission		CGO-B Evaluation		Supporting Documents	Remarks
Objective/ Measure		Formula	Weight	Rating Scale	Target	Actual	Rating	Score	Rating		
SM 7	ISO Certification	Actual accomplishment	3%	All or Nothing	ISO-aligned Documentation of at least one (1) core process on QMS	No accomplishment	N/A	No accomplishment	N/A	-	The process for obtaining ISO Certification is considered a huge investment for PTNI, which requires concurrence from its Board. Considering the absence of a quorum in its Board in 2017, PTNI could not pursue this endeavor. Measure is excluded.
	Sub-total		38%				-		33.97%		
SO 4	Facilitate the Network's Modernization and Migration from Analog to Digital Broadcasting										
	Transmission Coverage Service Area										
SM 8	a. Analog	Actual number of operational transmittal stations	6%	Actual / Target x Weight	22	16	-	16	4.36%	Certification from Officer-in-Charge of PTV's Provincial Network Division	There were 6 non-operating analog stations, hence, target not met.
	b. Digital		6%		3 Fully Operational Stations	3 Fully Operational Stations	-	3 Fully Operational Stations	6%	Certification from Officer-in-Charge of PTV's Provincial Network Division	The operational digital-transmitting stations are Manila, Baguio and Davao.
	Sub-total		12%				-		10.36%		

Component						PTNI Submission		CGO-B Evaluation		Supporting Documents	Remarks							
Objective/ Measure	Formula	Weight	Rating Scale	Target	Actual	Rating	Score	Rating										
FINANCE	SO 1	Revitalize the People's Television Network Towards Sustainability																
	SM 9	Annual Revenue (in million pesos)	Total Revenues	10%	Actual / Target x Weight	258.25	238.30	-	238.30	9.23%	COA-audited 2017 Financial Statements of PTNI	Revenues fell short of target by 7.72%.						
	SM 10	EBITDA	Net Income + Interest + Taxes + Depreciation + Amortization	10%	Actual / Target x Weight	(80,200,000)	(118,304,491)	-	(118,304,491)	5.25%		Target not met. <table><tr><td>Net (Loss) from Operations</td><td>(159.21)</td></tr><tr><td>Depreciation</td><td>40.91</td></tr><tr><td>EBITDA</td><td>(118.30)</td></tr></table>	Net (Loss) from Operations	(159.21)	Depreciation	40.91	EBITDA	(118.30)
	Net (Loss) from Operations	(159.21)																
	Depreciation	40.91																
EBITDA	(118.30)																	
	Sub-total		20%				-		14.48%									
LEARNING & GROWTH	SO 6	Develop A Professional, Public-Service-Oriented, And Dedicated Workforce for the People's Television Network																
	SM 11	Percentage of Employees with Required Competencies Met	Actual Accomplishment	5%	All or Nothing	Board-approved Competency Model	No board-approved competency model	-	No board-approved competency model	0%	-	PTNI did not take any actions to draft its competency model during 2017.						
		Sub-total		5%				-		0%								
		TOTAL		100%				-		58.81%								
		EXCLUDED WEIGHTS		(18%)														
	VALIDATED TOTAL		82%				-	71.72% (58.81 / 82)										