Annex A

PORO POINT MANAGEMENT CORPORATION (PPMC) Performance Scorecard Evaluation

		Compone	ent		Rating	Target	Submis	sion	GCG Valid	ation	Supporting	GCG Remarks
	Objectiv	ve / Measure	Formula	Wt.	Scale	2017	Actual	Rating	Score	Rating	Documents	GCG Remarks
	SO 1	Increased Econo	mic Activity Wi	thin the Por	o Point Free	eport Zone in P	ursuit of Inclus	ive Growth				
SOCIAL IMPACT	SM 1	Number of New Locators or Projects Signed Meeting Best Use Criteria	Actual number of locators signed meeting the best-use criteria / Total number of locators signed for the year	10.00%	Actual / Target x Weight	3 Locators	2 Locators (Adeline's House of Food & Beverage, and JS Union Oils & Trading, Inc.)	6.67%	2 Locators (Adeline's House of Food & Beverage, and JS Union Oils & Trading, Inc.)	6.67%	 Copy of PPMC and Adeline's House of Food & Beverage Contract of Lease Copy of PPMC and JS Union Oils & Trading, Inc. Contract of Lease Copy of the third-party appraisal report Copy of Appraisal Report on PPFZ by Asian Appraisal 	Acceptable. Appeal for reconsideration was granted. PPMC submitted the copy of "latest third-party appraisals of Poro Point Freeport Zone (PPFZ). Upon verification, both reported contracts are found to have met the condition on lease rate. Based on the explanations of PPMC, it may be summarized that the JS Union has very minimal investment and minimal employment only; thus, it did not include related stipulations in the lease contract. Considering the nature of the business of the JS Union, the Governance Commission accepts the request for reconsideration for this measure. Nonetheless, this shall be without prejudice to the responsibility of PPMC to be consistent in its policy when to, and when not to, include the "best use criteria" conditions in the lease contracts.

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Component		ent		Rating	Target	Submis	sion	GCG Validation		Supporting	GCG Remarks
Objectiv	ve / Measure	Formula	Wt.	Scale	2017	Actual	Rating	Score	Rating	Documents	GCG Remarks
SM 2	Actual Investment in the Freeport Zone	Actual cumulative investment of all locators inside the PPFZ as of December 31, 2017 / Total target investment x 100 x Weight	15.00%	If the total actual invest- ment is: ≥ ₽2.45 Billion: (Actual increase / Target increase) x Weight < ₽2.45 Billion: 0.0%	Additional ₽300 Million (Total – ₽2.75 Billion)	Total – ₽3.42 Billion	15.00%	Additional ₽974 Million (Total – ₽3.42 Billion)	15.00%	• Summary of Investment per Locator per Year (sgd. by VP for Regulatory Services)	PPMC exceeded the target. 98.06% of the additional investment is attributable to Thunderbird Pilipinas Hotels and Resort, Inc.
SM 3	Percent of Locators Complied with Employment Commitment (Includes Existing)	Actual number of locators complied with the above 110% employment commitment / Total number of locators with employment commitment x 100 x Weight	5.00%	Actual / Target x Weight	100%	100%	5.00%	100%	5.00%	 List of Existing Locators with Employment Commitment (sgd. by VP for HR Admin) Certification from PPIC Reports on Employment from Thunderbird, PPMEC, and ZOOP 3s 	Acceptable.
	Sub-total		30.00%				26.67%		26.67%		

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		Compone	ent		Rating	Target	Submis	sion	GCG Valida	ation	Supporting	م GCG Remarks
	Objectiv	ve / Measure	Formula	Wt.	Scale	2017	Actual	Rating	Score	Rating	Documents	GCG Remarks
	SO 2	Increased Operat	ing Profitability	,								
FINANCIAL	SM 4	Actual Zone Revenue	Actual Zone Revenue for the year / Target Zone Revenue x 100 x Weight	15.00%	If the actual zone revenue is: ≥ ₽87 Million: Actual / Target x Weight < ₽87 Million: 0.0%	₽97 Million	₽101.25 Million	15.00%	₽101.25 Million	15.00%	 2017 COA Audit Report Schedule of Actual Zone Revenues (sgd. by Finance Manager) 	PPMC exceeded the target. Revenue was verified using the 2017 COA Audit Report. The top contributor was the Thunderbird Philipinas Hotels and Resort, Inc., sharing at 52.88%.
E	SM 5	Airport Revenue Collection Efficiency	Actual Collection / Total Airport Collection x 100 x Weight	20.00%	Actual / Target x Weight	85%	95.82%	20.00%	95.82%	20.00%	 Schedule of Airport Revenue Collection Efficiency (sgd. by Finance Manager) Copies of Official Receipts 	PPMC exceeded the target.
			Sub-total	35.00%		-		35.00%		35.00%		
s	SO 3	Achieved Stakeh	olders Satisfac	tion								
STAKEHOLDERS	SM 6	Percent of Stakeholders who Rated PPMC with Highly Satisfied and Very Highly Satisfied	Number of stakeholders who rated Highly Satisfied and Very Highly Satisfied /	10.00%	Actual / Target x Weight	90% of the respondents which gave a rating of Highly Satisfied and	83.87% of the respondents gave a rating of Highly Satisfied and	9.32%	83.87% of the respondents gave a rating of Highly Satisfied and Very Highly Satisfied	9.32%	Stakeholder Satisfaction Survey report by Saint Louis college	Acceptable.

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		Compone	ent		Rating	Target	Submis	sion	GCG Valid	ation	Supporting	n CCC Barradia
	Objectiv	ve / Measure	Formula	Wt.	Scale	2017	Actual	Rating	Score	Rating	Documents	GCG Remarks
			Total number of			Very Highly Satisfied ¹	Very Highly Satisfied		(52 out of 62 respondents)		Directory of Respondents	
			stakeholders surveyed				(52 out of 62 respondents)				• Copy of MOA between St. Louis and PPMC on conduct of survey	
			Sub-total	10.00%				9.32%	Carlot La	9.32%	Contraction of the second	
	SO 4	Streamline Front	line Services									
INTERNAL PROCESS	SM 7	Percentage of Requests Processed within the Applicable Time	Request processed within the applicable time / Total number of requests	10.00%	Actual / Target x Weight	100% of requests processed within the applicable time: Start-up Business: 17 days; Renewal of Registration Certificate: 2.5 days; Renewal of Permit to Operate: 4 hours; Issuance of Building Permit: 11 days;	100% of requests processed within the applicable time: <i>Start-up</i> <i>Business: 0</i> applications; <i>Renewal of</i> <i>Registration</i> <i>Certificate:</i> <i>6/6</i> applications; <i>Renewal of</i> <i>Permit to</i> <i>Operate:</i> <i>41/41</i> applications; <i>Issuance of</i> <i>Building</i> <i>Permit: 5/5</i> applications;	10.00%	94.23% of requests processed within the applicable time	9.42%	 Summary of Permits Processed for 2017 Internal Form on Complete Requirements Certificate of Registration Certificate of Accreditation Permits to Operate Copy of logbook signed by the locator on the receipt of issued permit or license 	In its request for reconsideration, PPMC submitted copies of application forms, permits issued, and internal document bearing the receipt date of submission of complete documents as additional documents to support its accomplishment on turn-around time. Upon evaluation of the submitted supporting documents, it was identified that only forty-nine (49) out of fifty-two (52) documents were timely processed by PPMC. the Governance Commission noticed that the PPMC excludes the time of the evaluation by the PCEO, or his/her alternate, in the processing of Certificate of Registration (CoR), and the time between the issuance of order of payment until the

¹ Equivalent to the upper two-boxes (4 and 5 rating) in a 5-point rating scale.

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		Compone	ent		Rating	Target	Submis	sion	GCG Valid	ation	Supporting	GCG Remarks
	Objectiv	ve / Measure	Formula	Wt.	Scale	2017	Actual	Rating	Score	Rating	Documents	GCG Remarks
												payment of fee by the applicant in the processing of Building Permit. Note that the measure pertains to processing time and not manhours or hours spent by personnel working on a given application. In line with this, the reported actual performance of PPMC is revised to 94.23% of requests processed within applicable processing time.
		-	Sub-total	10.00%				10.00%		9.42%		
	SO 5	Institutionalize a	Quality Manage	ement Syste	m							
AND GROWTH	SM 8	ISO Certification from a Certifying Body	Upgrading of Quality Management System to ISO 9001:2015	5.00%	All or Nothing	Readiness for ISO 9001:2015 Certification	Passes Gap Assessment for ISO 9001:2015 Certification	5.00%	Readiness for ISO 9001:2015 Certification	5.00%	 Confirmation Letter from TUV Rheinland on the conduct of Gap Assessment Gap Assessment Report from TUV Rheinland 	Target met. The Gap Assessment Report concluded that PPMC is generally conformant to the requirements of ISO 9001:2015.
DNI	SO 6	Develop a Profes	sional, Compet	ent and Mo	tivated Worl	kforce						
LEARNING	SM 9	Implementation of the Competency- Based Framework	Based on the result of assessment	5.00%	All or Nothing	Establish Organizatio- nal Competency Baseline	Established Organizatio- nal Baseline (4.06)	5.00%	Established Organizational Baseline of 4.06 out of 5.00	5.00%	 Job and Competency Analysis 2017 report Accomplished assessment forms per employee 	Acceptable.

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Component					Rating Target	Submission		GCG Validation		Supporting	CCC Remarks
Objectiv	ve / Measure	re Formula		Scale	2017	Actual	Rating	Score	Rating	Documents	GCG Remarks
SO 7	Automate Key Pro	ocesses									
SM 10	Creation of IT- Based System for Key Processes	The automated system is established and in place	5.00%	All or Nothing	Automation of Import and Export Permit System	Award of Contract was approved by PPMC Board	0.00%	None	0.00%	• None	Target not met.
		Sub-total	15.00%				10.00%		10.00%		
		TOTAL	100.00%				90.99%		90.41%		