

FOOD TERMINAL INCORPORATED (FTI)

ANNEX B

Component					Baseline Data		Target		
Objective/Measure	Formula	Weight	Rating System	2018	2019	2020	2021		
STAKEHOLDERS	SO 1	Operationalize RFTs at Strategic Locations in the Philippines that will Support Local Farmers/Cooperatives							
	SM 1	Number of Regional Food Terminals Established	Absolute Number	20%	Actual over Target	N/A	-	Construction of 1 RFT	4
	SO 2	Quality Services Provided, Continually Improved, and Sustained							
	SM 2	Percentage of Satisfied Customers	Number of respondents which gave at least a Satisfactory rating / Total number of respondents	5%	Actual over Target <i>0% = if less than 80%</i>	-	-	90%	90%
	Subtotal		25%						
FINANCE	SO 3	Financial Resources Ensured and Organizational Financial Value Sustained							
	SM 3	Return on Assets (ROA)	Net Income / Total Assets Employed	15%	Actual over Target	₱130.8 M / ₱7,820 M 1.66%	₱142.918 M / ₱65,714.929 M 0.22%	₱ 85.776 M / ₱65,965.502 M 0.19%	₱ 120.266 M / ₱ 65,949.100 M 0.18%
	SM 4	Collection Efficiency	Total Collection / Total Receivable	25%	Actual over Target	33.66% (₱277.004 M / ₱822.907 M)	N/A	29% (₱176.696 M / ₱604.631 M)	97%
	Subtotal		40%						

Component					Baseline Data		Target		
Objective/Measure		Formula	Weight	Rating System	2018	2019	2020	2021	
INTERNAL PROCESS	SO 4	Organizational Assets Utilized and Managed Optimally							
	SM 5	Percentage of Modular Cold Chain Equipment Operational	Total Number of Equipment Operational / Total Number of Equipment	20%	Actual over Target	-	Complete Installation	100%	100%
	SO 5	Establish Optimal Impact on Provincial Economy of Potential RFTs							
	<i>Subtotal</i>			20%					
LEARNING AND GROWTH	Business Operations are Standards-Compliant								
	SM 6	ISO 9001:2015 Certification	Milestone	5%	-	-	-	ISO Certified (Contract Management)	ISO Certified (Contract Management)
	SM 7	Automation of Processes	Milestone	5%	-	-	-	-	Computerization of Accounting System
	SO 7	Organizational Capacity, Capability, and Competency Improved							
	SM 8	Percentage of Employees Meeting Required Competencies	Milestone	5%	All or Nothing	-	-	Establish Baseline	Improvement from 2020 Baseline
<i>Subtotal</i>			15%						
TOTAL			100%						