

FOOD TERMINAL, INC. (FTI)

		Component			Baseline		Targets		
Objective/Measure		Formula	Wt.	Rating System	2021	2022	2023	2024	
STAKEHOLDERS	SO 1	<b>Infrastructure Excellence: Complete the Building or Renovation of Existing Facilities</b>							
	SM1	Number of Regional Food Terminals (RFTs) Established	Actual count	30%	Actual over Target	0	1	3	4
	SO 2	<b>Stakeholders and Community Engagement</b>							
	SM 2	Percentage of Satisfied Customers	Number of respondents who gave <i>at least</i> a Satisfactory rating / Total number of respondents	5%	Actual over Target <i>0% = If less than 80%</i>	86.96%	85.71%	90%	90%
	<i>Subtotal</i>			35%					
FINANCIAL	SO 3	<b>Market Expansion</b>							
	SM 3	Net Income	Absolute amount	10%	Actual over Target	-	₱166.613M	₱163.03M	₱192.22M
	SM 4	Collection Efficiency							
		a. Arrears/Past Due Accounts	Total collection from arrears accounts / Total arrears receivable	5%	Actual over Target	78.89%	37.80%	98%	98%
b. Current Accounts	Total collection from current accounts / Total current receivable	5%	Actual over Target	95.04%	98%		98%		

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SM 5	Budget Utilization Rate: Disbursement Rate of Internally Generated Fund	Total disbursement from IGF over Total COB from IGF  [both net of PS cost]	5%	Actual over Target	-	39.95%	90%	90%
<i>Subtotal</i>			25%					
<b>SO 4</b>	<b>Quality Assurance</b>							
SM 6	Percentage of Transactions Resolved Within the Prescribed Timeline	Number of transactions resolved within the prescribed timeline over Total number of transactions	5%	Actual over Target	-	-	-	100%
SM 7	Occupancy Rate	Total leased area over Total leasable area	10%	Actual over Target	-	-	-	74.63%
SM 8	Utilization Rate of Cold Chain Equipment	Total no. of equipment leased at least six (6) months over Total no. of equipment	10%	Actual over Target	100% <sup>a/</sup>	65.63% <sup>b/</sup>	100% <sup>c/</sup>	100%
SM 9	Number of Systems for Development/Enhancement/Implementation	Actual count	5%	Actual over Target	Failed bidding of Enterprise Resource Planning (ERP)	-	-	1

INTERNAL PROCESS

Component					Baseline		Targets		
Objective/Measure	Formula	Wt.	Rating System	2021	2022	2023	2024		
		<i>Subtotal</i>	30%						
<b>LEARNING AND GROWTH</b>	<b>SO 6</b>	<b>Supply Chain Optimization</b>							
	SM 10	ISO 9001:2015 Certification	Milestone	5%	All or Nothing	Failed Procurement of Third-Party Certifying Body	No ISO Certification	ISO Certified (Provision of Leased Properties)	ISO 9001:2015 Certified
	SM 11	Percentage of Employees Meeting Required Competencies	Number of Personnel Who Met All the Required Competencies over Total Number of Personnel	5%	All or Nothing	-	Failed to Establish Baseline	Establish Baseline	Establish Baseline
			<i>Subtotal</i>	10%					
		<b>TOTAL</b>	<b>100%</b>						

<sup>a/</sup> Total Number of Equipment Operational / Total Number of Equipment

<sup>b/</sup> Average Monthly Utilization of Installed Equipment

<sup>c/</sup> Total Number of Equipment Leased Out / Total Number of Equipment

For GCG:

  
**HON. MARIUS P. CORPUS**  
Chairperson

For FTI:

  
**HON. LARA R. BRUSOLA**  
President and CEO