

**FOOD TERMINAL INCORPORATED (FTI)
Validated 2020 Performance Scorecard**

	Component			Rating Scale	Target	GOCC Submission		GCG Validation		Supporting Documents	Remarks	
	Objective/Measure	Formula	Wt.		2020	Actual	Rating	Actual	Rating			
STAKEHOLDERS	SO 1	Operationalized RFTs at Strategic Locations in the Philippines that will Support Local Farmers/Cooperatives										
	SM 1	Number of Regional Food Terminals Operationalized	Absolute Number	20%	Actual over Target	Construction of 1 RFT	Construction of 1 RFT	20 %	0	0%	<ul style="list-style-type: none"> • Certificate of Completion dated 23 June 2021 • Certificate of Turn Over and Acceptance of Six (6) RCVs 	The Certificate of Completion of the KADIWA Hub certifies completion of the project "as of March 31, 2021."
	SO 2	Quality Services Provided, Continually Improved, and Sustained										
SM 2	Percentage of Satisfied Customers	Number of respondents which gave <i>at least</i> a Satisfactory rating / Total number of respondents	5%	Actual over Target 0% = if less than 80%	90%	93.47%	5%	93.47%	5%	<ul style="list-style-type: none"> • CY 2020 Customer Satisfaction Survey Report 	93.47% (43 out of 46) of respondents rated gave at least a satisfactory rating on FTI's services.	
	<i>Subtotal</i>		25%				25%		5%			

Component		Formula	Wt.	Rating Scale	Target	GOCC Submission		GCG Validation		Supporting Documents	Remarks														
Objective/Measure	2020				Actual	Rating	Actual	Rating																	
SO 3 Financial Resources Ensured and Organizational Financial Viability Sustained																									
FINANCE	SM 3	Return on Assets (ROA)	Net Income / Total Assets Employed	10%	Actual over Target	0.1% (₱85.776 M / ₱65,965.502 M)	0.2% (₱123.470 M / ₱65,918.855 M)	10%	0.18% (₱121.336 M / ₱66,009.177 M)	10%	<ul style="list-style-type: none"> FTI 2020 COA Annual Audit Report <table border="1"> <thead> <tr> <th colspan="2">The breakdown of ROA (in ₱ Million) is as follows:</th> </tr> <tr> <th>Particulars</th> <th>Amount</th> </tr> </thead> <tbody> <tr> <td>Total Income</td> <td>294.927</td> </tr> <tr> <td>Expenses</td> <td>173.59</td> </tr> <tr> <td>Net Income</td> <td>121.336</td> </tr> <tr> <td>Total Assets</td> <td>66,009.18</td> </tr> </tbody> </table>	The breakdown of ROA (in ₱ Million) is as follows:		Particulars	Amount	Total Income	294.927	Expenses	173.59	Net Income	121.336	Total Assets	66,009.18		
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SM 4	Total Income	Absolute Amount	10%	Actual over Target	₱267.222 M	₱295.209 M	10%	₱294.927 M	10%	<ul style="list-style-type: none"> FTI 2020 COA Annual Audit Report <table border="1"> <thead> <tr> <th colspan="2">The breakdown of ROA (in ₱ Million) is as follows:</th> </tr> <tr> <th>Particulars</th> <th>Amount</th> </tr> </thead> <tbody> <tr> <td>Service Income</td> <td>14.427</td> </tr> <tr> <td>Business Income</td> <td>247.436</td> </tr> <tr> <td>Other Non-Operating Income</td> <td>33.063</td> </tr> <tr> <td>Total Income</td> <td>294.927</td> </tr> </tbody> </table>	The breakdown of ROA (in ₱ Million) is as follows:		Particulars	Amount	Service Income	14.427	Business Income	247.436	Other Non-Operating Income	33.063	Total Income	294.927			
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SM 5	Collection Efficiency	Total Collection / Total Receivable	10%	Actual over Target	29% (₱176.696 M / ₱604.631 M)	39% (₱223.525 M / ₱579.491 M)	10%	31.54% (₱281.266 M / ₱891.742 M)	10%	<ul style="list-style-type: none"> FTI 2020 COA Annual Audit Report Collection Efficiency Schedule for 2020 Billings and Collections Summary for 2020 <table border="1"> <thead> <tr> <th colspan="3">The breakdown of FTI submission dated 15 Feb 2022 and GCG validation (in ₱ Million) is provided below:</th> </tr> <tr> <th></th> <th>FTI</th> <th>GCG</th> </tr> </thead> <tbody> <tr> <td>Collection</td> <td>308.667</td> <td>281.266</td> </tr> <tr> <td>Receivables</td> <td>910.827</td> <td>891.742</td> </tr> <tr> <td>Efficiency</td> <td>33.89%</td> <td>31.54%</td> </tr> </tbody> </table>	The breakdown of FTI submission dated 15 Feb 2022 and GCG validation (in ₱ Million) is provided below:				FTI	GCG	Collection	308.667	281.266	Receivables	910.827	891.742	Efficiency	33.89%	31.54%
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		Objective/Measure	Formula	Wt.	Rating Scale	2020	Actual	Rating			Actual	Rating						
										The validated figure is lower than FTI-submitted figure due to the exclusion of the accounts that do not arise from FTI's operations, namely: <ul style="list-style-type: none"> (i) Other Receivables account (P19.085 Million), and (ii) Withholding Taxes collected from FTI employees (P27.401 Million). 								
<i>Subtotal</i>			30%				30%		30%									
SO 4 Organizational Assets Utilized and Managed Optimally																		
INTERNAL PROCESS	SM 6	Occupancy Rate	Total leased / Total leasable area	20%	Actual over Target	72%	76% (14.67 ha. / 19.40 ha.)	20%	72.47% (14.66 ha. / 20.23 ha.)	20%	<ul style="list-style-type: none"> • FTI Land Use as of 31 December 2020 • Profile of Leases for CY 2020 							
											Total leased area is broken down as follows: <table border="1" style="margin-left: 20px;"> <thead> <tr> <th>Property</th> <th>Area</th> </tr> </thead> <tbody> <tr> <td>Lot</td> <td>4.27</td> </tr> <tr> <td>Lot w/ building</td> <td>10.29</td> </tr> <tr> <td>Total</td> <td>14.66</td> </tr> </tbody> </table> In terms of leasable area (denominator), FTI lowered its submitted figure as most of its possible clients did not proceed with the lease contract due to the pandemic. However, this circumstance was already considered in the reduced target for leased area (numerator) in the recalibrated scorecard.	Property	Area	Lot	4.27	Lot w/ building	10.29	Total
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INTERNAL PROCESS	Component				Target	GOCC Submission		GCG Validation		Supporting Documents	Remarks
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SM 7	Percentage of Modular Cold Chain Equipment Operational	Total number of equipment operational / Total number of equipment	15%	Actual over Target	100%	100% (5 / 5)	15%	100% (5 / 5)	15%	<ul style="list-style-type: none"> Letter Agreement between FTI and Masuma Food Industry Inc. dated 07 Feb 2020 2020 Statement of Account of Masuma Food Industry Inc. MOA between FTI and DOH Letter to FTI from Governor of Samar dated 08 March 2021 	<p>Out of the (5) Modular Cold Chain Equipment, three (3) are being leased by the commissary tenant and two (2) are allocated to Research Institute for Tropical Medicine (RITM).</p> <p>The two (2) modular cold chain equipment supposed to be installed in Samar, did not materialize as the construction of RFT-Samar was deferred and hold in abeyance due to the circumstances brought about by the pandemic. As such, this was excluded in the target.</p>
SO 5	Establish Optimal Impact on Provincial Economy of Potential RFTs										
		<i>Subtotal</i>	35%				35%		35%		

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LEARNING AND GROWTH	SO 6 Business Operations are Standards-Compliant												
	SM 8	ISO 9001:2015 Certification	Milestone	5%	-	ISO Certified (Contract Management)	Conducted Quality Management System Training	3.75%	-	0%	<ul style="list-style-type: none"> CYs 2020-2021 QMS Project Roadmap Schedule of ISO Activities and Monitoring 	The target to be ISO Certified is carried over in 2021.	
	SO 7 Organizational Capacity, Capability, and Competency Improved												
	SM 9	Percentage of Employees Meeting Required Competencies	Milestone	5%	All or Nothing	Establish Baseline	-	3.75%	-	0%	<ul style="list-style-type: none"> None. 	The Competency Framework is yet to be submitted to FTI by the third-party consultant on the 2nd quarter of 2021.	
			<i>Subtotal</i>		10%				7%		0%		
			TOTAL		100%				97.50%		70.00%		