

**FOOD TERMINAL INCORPORATED (FTI)
Validated 2021 Performance Scorecard**

| Component | | | | Target | GOCC Submission | | GCG Validation | | Supporting Documents | Remarks | | |
|---------------------|---|--|-----------------|---|--------------------|--------|----------------|--------|----------------------|--|---|--|
| Objective/Measure | Formula | Wt. | Rating Scale | 2021 | 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 | 4 | 5 | 20% | 0 | 0% | <ul style="list-style-type: none"> • Certificate of Completion of Supply dated 11 June 2022 (Davao) and 28 April 2022 (Cebu) • Certificate of Turn Over and Acceptance of Four (4) RCVs dated 14 June 2022 (Davao) and 28 April 2022 (Cebu) | No Regional Food Terminals were completed within 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% | 86% | 4.78% | 86.96% | 4.83% | <ul style="list-style-type: none"> • CY 2021 Customer Satisfaction Survey Report • Sample Questionnaires | 86.96% (40 out of 46) of respondents rated gave at least a satisfactory rating on FTI's services. | |
| <i>Subtotal</i> | | | 25% | | | | 24.78% | | 4.83% | | | |

"Upholding a Transparent and Responsive GOCC Sector for the Filipino People"

| Component | | Target | GOCC Submission | | GCG Validation | | Supporting Documents | Remarks | | | | | | | | | | | | | | |
|-------------------|---|-------------------------------------|-----------------|--------------------|---------------------------------------|---------------------------------------|----------------------|---------------------------------------|--------|---|-------------|--------|--------------|------------|----------|---------|-------------|---------|--------------|------------|--------|--------|
| | | | Actual | Rating | Actual | Rating | | | | | | | | | | | | | | | | |
| Objective/Measure | Formula | Wt. | Rating Scale | 2021 | Actual | Rating | Actual | Rating | | | | | | | | | | | | | | |
| FINANCE | | | | | | | | | | | | | | | | | | | | | | |
| SO 3 | Financial Resources Ensured and Organizational Financial Viability Sustained | | | | | | | | | | | | | | | | | | | | | |
| SM 3 | Return on Assets (ROA) | Net Income / Total Assets Employed | 15% | Actual over Target | 0.18% (P120.27 M/ P65,949.10 M) | 0.23% (P154.34 M/ P66,033.76 M) | 15% | 0.23% (P154.34 M/ P66,033.76 M) | 15% | <ul style="list-style-type: none"> FTI 2021 COA Annual Audit Report <p>The breakdown of ROA (in P Million) is as follows:</p> <table border="1"> <thead> <tr> <th>Particulars</th> <th>Amount</th> </tr> </thead> <tbody> <tr> <td>Total Income</td> <td>312.75</td> </tr> <tr> <td>Expenses</td> <td>158.41</td> </tr> <tr> <td>Net Income</td> <td>154.34</td> </tr> <tr> <td>Total Assets</td> <td>66,033.76</td> </tr> </tbody> </table> | Particulars | Amount | Total Income | 312.75 | Expenses | 158.41 | Net Income | 154.34 | Total Assets | 66,033.76 | | |
| Particulars | Amount | | | | | | | | | | | | | | | | | | | | | |
| Total Income | 312.75 | | | | | | | | | | | | | | | | | | | | | |
| Expenses | 158.41 | | | | | | | | | | | | | | | | | | | | | |
| Net Income | 154.34 | | | | | | | | | | | | | | | | | | | | | |
| Total Assets | 66,033.76 | | | | | | | | | | | | | | | | | | | | | |
| SM 4 | Collection Efficiency | Total Collection / Total Receivable | 25% | Actual over Target | 97% | 39% | 10.05% | 78.89% | 20.33% | <ul style="list-style-type: none"> FTI 2021 COA Annual Audit Report Collection Efficiency Schedule for 2021 Billings and Collections Summary for 2021 FTI Communications with DOTr and City Government of Taguig <p>The breakdown is as follows:</p> <table border="1"> <thead> <tr> <th></th> <th>FTI</th> <th>GCG</th> </tr> </thead> <tbody> <tr> <td>Collection</td> <td>373.712</td> <td>334.635</td> </tr> <tr> <td>Receivables</td> <td>962.528</td> <td>424.163</td> </tr> <tr> <td>Efficiency</td> <td>38.83%</td> <td>78.89%</td> </tr> </tbody> </table> <p>The P518.760M collectible from DOTr is excluded from the target, as the DOTr has yet to settle the transfer taxes to the LGU-Taguig, before FTI can register the transfer of title. Also, the accounts that do not arise from FTI's operations are excluded, as shown below:</p> <p>(i) Other Receivables account (P19.605 Million), and</p> | | FTI | GCG | Collection | 373.712 | 334.635 | Receivables | 962.528 | 424.163 | Efficiency | 38.83% | 78.89% |
| | FTI | GCG | | | | | | | | | | | | | | | | | | | | |
| Collection | 373.712 | 334.635 | | | | | | | | | | | | | | | | | | | | |
| Receivables | 962.528 | 424.163 | | | | | | | | | | | | | | | | | | | | |
| Efficiency | 38.83% | 78.89% | | | | | | | | | | | | | | | | | | | | |

Validated 2021 Performance Scorecard

| Component | | Objective/Measure | Formula | Wt. | Rating Scale | Target | GOCC Submission | | GCG Validation | | Supporting Documents | Remarks |
|------------------|--|--|---|-----|--------------------|--------|---------------------------------|--------|---------------------------------|--------|--|---|
| | | | | | | 2021 | Actual | Rating | Actual | Rating | | |
| | | | | | | | | | | | | (ii) Withholding Taxes collected from FTI employees (P39.077 Million). |
| | | | <i>Subtotal</i> | 40% | | | | 25.05% | | 35.33% | | |
| INTERNAL PROCESS | SO 4 Organizational Assets Utilized and Managed Optimally | | | | | | | | | | | |
| | SM 5 | Percentage of Modular Cold Chain Equipment Operationalized | Total number of equipment operational / Total number of equipment | 20% | Actual over Target | 100% | 100% (12 units out of 12 units) | 20% | 100% (14 units out of 14 units) | 20% | <ul style="list-style-type: none"> Letter Agreement between FTI and Masuma Food Industry Inc. dated 29 Sept, 10 Nov, 06 Dec, 21, 28, & 29 Dec 2021 2021 Statement of Account of Masuma Food Industry Inc. 2021 Utilization/ Monitoring Report of RCVs | All Fourteen (14) Modular Cold Chain Equipment were made operational in 2021. |
| | SO 5 Establish Optimal Impact on Provincial Economy of Potential RFTs | | | | | | | | | | | |
| | | | <i>Subtotal</i> | 20% | | | | 20% | | 20% | | |

| | Component | | | Rating Scale | Target | GOCC Submission | | GCG Validation | | Supporting Documents | Remarks | |
|---------------------|--|-----------------------------|-----------|----------------|------------------------------------|--|--|----------------|---|--|---|--|
| | Objective/Measure | Formula | Wt. | | 2021 | Actual | Rating | Actual | Rating | | | |
| LEARNING AND GROWTH | SO 6 Business Operations are Standards-Compliant | | | | | | | | | | | |
| | SM 6 | ISO 9001:2015 Certification | Milestone | 5% | - | ISO Certified (Contract Management) | 1 st Round of Management Review Conducted in April 2021 | 1% | Failed procurement of 3 rd party certifying body | 0% | <ul style="list-style-type: none"> Bid Notice Abstract and Detail Tracking Reports with closing dates 18 Nov 2021 and 19 & 30 May 2022 | FTI indicated that the Management wanted a 2 nd round of review prior to engaging the 3 rd party auditor during the first quarter of 2022. Public bidding was only conducted in November 2021 which was unsuccessful as there was no interested bidder. |
| | SM 7 | Automation of Process | Milestone | 5% | - | Computerization of Accounting System | Public bidding conducted in December 2021 | 1% | Failed bidding of Enterprise Resource Planning (ERP) | 0% | <ul style="list-style-type: none"> FTI-BAC Resolution Nos. 2020-03, 2021-01, 2021-08, | Per FTI-BAC Resolution Nos. 2020-03 and 2021-01, the bidding failed in 02 December 2020 and 06 January 2021, respectively. On 02 August 2021, FTI engaged the Insights SCS Corporation in Negotiated Procurement. However, FTI declared it failed as the negotiating process lapsed. |
| | SO 7 Organizational Capacity, Capability, and Competency Improved | | | | | | | | | | | |
| SM 8 | Percentage of Employees Meeting Required Competencies | Milestone | 5% | All or Nothing | Improvement from the 2020 Baseline | Awaiting GCG approval of FTI-proposed OSSP | 1.25% | - | 0% | <ul style="list-style-type: none"> FTI Competency Modeling and Profiling 2021 Summary of | The accomplishment cannot be objectively verified based on the submitted summary. FTI failed to submit the requested competencies per position and the | |

Validated 2021 Performance Scorecard

| Component | | | | Rating Scale | Target | GOCC Submission | | GCG Validation | | Supporting Documents | Remarks |
|-------------------|--|---------|------|--------------|--------|-----------------|--------|----------------|--------|--|--|
| Objective/Measure | | Formula | Wt. | | 2021 | Actual | Rating | Actual | Rating | | |
| | | | | | | | | | | Competency Assessment • 2020 Baseline Competency Assessment | detailed assessment report for 2021. competency report for |
| <i>Subtotal</i> | | | 15% | | | 3.25% | | 0% | | | |
| TOTAL | | | 100% | | | 73.08% | | 60.16% | | | |