


**SUMMARY OF AGREEMENTS
CEBU PORT AUTHORITY
2016 PERFORMANCE SCORECARD**


PAN AGREEMENT											
	Objective/Measure	Rating Scale	Weight	Baseline			Proposed Target		Full Year 2016 Agreed Target		GCG Remarks
				2013	2014	2015	2016		Target		
				Component							
SOCIAL IMPACT	SO 1	Accelerated Trade and Commerce									
	SM 1	% Increase in cargo throughput (in million metric tons/ (MMT))	(Target Cargo Throughput- Previous Year Cargo Throughput)/ Previous Year Cargo Throughput x 100	8%	5% 30.53MMT	10% 31.91 MMT	15% 36.64MMT	23% 39.57 MMT	23% 39.57 MMT		
		% change		0%	5%	15%	8%				
	SM 2	% Increase in passenger traffic (in million passengers)	(Target Passenger Traffic- Previous Year Passenger Traffic)/ Previous Year Passenger Traffic x 100	5%		16.28M (Actual)	5% 17.09M	7% 17.43M	7% 17.43M		
		% change		-	-	5%	2%				
	Subtotal		13%								
CLIENTS AND STAKEHOLDERS	SO 2	Improved Passenger Facilitation and Convenience									
	SM 3	Construction of Fast Craft Terminal Facility "Mega Terminal"	Actual Accomplishment/ 50% X 100	13%	2 Terminals Completed	2 Terminals Completed	Procurement Process for Construction of Terminal Facility for Fast Craft	50 % completion of the Construction of Terminal Facility for Fast craft at Berth 13, Cebu Baseport	50 % completion of the Construction of Terminal Facility for Fast craft at Berth 13, Cebu Baseport	<i>Subject of Re-Negotiation (2015). For further evaluation by the Governance Commission</i>	
	SO 3	Improved Delivery of Services									
	SM 4	Consolacion International Container Terminal	Actual Accomplishment	5%	N/A	N/A	Submission to NEDA for Approval, subject to availability of NEDA Board	Tender and Award of Project by the end of second quarter	Tender and Award of Project by the end of second quarter*	<i>*In the event that NEDA approves the project in Oct 2015, tender and award of project by the end of second quarter in 2016</i>	
	SM 5	Integration of Terminal Fee with Boat Fare	5 Shipping Lines (Fastcraft) Integrated the Terminal Fee with Boat Fare	3%	N/A	N/A	N/A	5 Shipping Lines (Fastcraft) Integrated the Terminal Fee with Boat Fare	5 Shipping Lines (Fastcraft) Integrated the Terminal Fee with Boat Fare		
	SM 6	Secure PSHEMS Certification to be issued by PEMSEA	Actual Accomplishment	3%	N/A	N/A	Request the PEMSEA for List of Requirements in Securing PSHEMS certificate	Completed the Phase 1 schedule of Activites in Securing PSHEMS Certificate (out of 6 phases)	Completed the Phase 1 schedule of Activites in Securing PSHEMS Certificate (out of 6 phases)		
		Subtotal		24%							
FINANCIAL	SO 4	Maximized Financial Growth									
	SM 6	Increase in Revenues (in Billion pesos)	(Target - Previous Year)/ Previous Year x 100	20%		1.221B (Actual)	1.130B	13% 1.280B	13% 1.280B		
		% change					-7%	13%			
	SM 7	Earnings Before Income Tax, Depreciation and Amortization (EBITDA) (in million pesos)	(Target - Previous Year)/ Previous Year x 100	8.0%		662M (Actual)	600 M	630M	630M	<i>CPA is expecting decrease in 2016 in the volume of storage fees due to increase in penalties</i>	
	% change						-9%	5%			

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		Subtotal		28%						
INTERNAL PROCESS	SO 5	Provided and Maintained Port Facilities								
	SM 8	Budget Utilization for Port Projects	Budget Utilized/Total Allocated Amount of the Projects x 100	10%		N/A	100% within the total budget	100% Utilization of the total budget for CY 2016 Port Projects	100% of all proposed activities for 2016 within the budget	
	SO 6	Economical and Coordinated System of Movement of Goods and Persons								
	SM 9	Study on CPA Incentive for Stakeholders	Actual Study Presented X 100%	3%		None	None	Complete Study on Incentive Scheme for Stakeholders presented to the Board	Complete Study on Incentive Scheme for Stakeholders presented to the Board	
	SM 10	Time and Motion Study on Vehicular Traffic at the Baseport	Actual Study Presented 100%	2%		None	None	Complete Study Presented to the GM	Complete Study Presented to the GM	
LEARNING AND GROWTH	SO 7	Implemented Integrated Management System								
	SM 11	ISO 9001:2008 Certified (QMS)	Actual Implementation	4%		N/A	100 % ISO 9001:2008 Certified (QMS)	Full Implementation of ISO 9001-2008	Full Implementation of ISO 9001-2008	Re-Certification? Is this for Head Office only? Consider other base ports
	SM 12	ISO 14001:2004 Certified (EMS)	Actual Implementation	4%		100% documentation	100 % ISO 14001:2004 Certified (EMS)	Full Implementation of ISO 14001-2004	Full Implementation of ISO 14001-2004	Re-Certification? Is this for Head Office only? Consider other base ports
	SM 13	Completion of Waste Management System (one-time only)	Actual Implementation X100%	5%		N/A	100% Completed	Waste Management System Fully Implemented in all ports under CPA	Waste Management System Fully Implemented in all ports under CPA	For all kinds of Waste
		Subtotal			28%					
	SO 8	Implemented Organizational and Corporate Planning Milestones								
	SM 14	RAT PLAN Program Implemented	Actual Implementation X100%	5%		N/A	Complete Submission	100% Implementation as scheduled	100% Implementation as scheduled	
	SO 9	Developed Technical and Port Operations Expertise through Training, Experience, Exposure and QMS/EMS								
	SM 15	Competency and Efficiency Improvement of personnel	Actual seminar conducted X 100%	2%		NA	A. 100% of cashier, collectors, assessors passed the Point of Sale (POS) training. B. 1 thesis formulated (Managerial training)	one (1) Echo seminar on UNCTAD conducted	one (1) Echo seminar on UNCTAD conducted	
		Subtotal		7%						
		Total Weight		100%						

For Governance Commission for GOCCs:


RAINIER B. BUTALID
 Commissioner

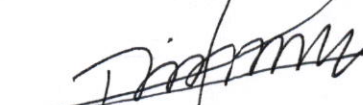

USEC. JULIANITO G. BUCAYAN, JR.
 Alternate Chairman


VADM. EDMUND C. TAN
 Vice Chairman/ General Manager


JOSELITO O. PEDARIA
 Member

For Cebu Port Authority:


MARINO M. FERNAN
 Member


TOMAS A. RIVALAL
 Member


TEODORO A. BALCEVAROS, JR.
 Member