

**SUMMARY OF AGREEMENTS
PEOPLE'S TELEVISION NETWORK, INC. (PTNI)
2016 PERFORMANCE SCORECARD**

	Component	WEIGHT	FORMULA	BASELINE			TARGET	AGREED 2016	FIRST QUARTER (JAN 1 - MAR 31, 2016)	NOTES			
				2012	2013	2014	2015						
SOCIAL IMPACT	SO 1 Informed Filipino Citizenry												
	SM 1	TV Audience Share	7%	PTV Viewers over Total PH Actual TV Viewers (Based on data from Kantar Media)	1.50%	2%	3.10%	6%	7%	6.60%	Total TV Audience Share = 3,166,000/48,000,000		
					1,426,000	1,426,000	1,426,000	2,880,000	3,360,000	3,166,000			
					(Total PH Actual Viewers: 52M)	(Total PH Actual Viewers: 54M)	(Total PH Actual Viewers: 46M)	(Total PH Actual Viewers: 48M)	(Total PH Actual Viewers: 48M)	(Total PH Actual Viewers: 48M)			
				% change		33%	55%	94%					
	SM 2	Transmission Coverage Service Area (Analog)	8%	Number of Operational Analog Transmitting Stations (Cumulative)	N/A	N/A	5	15	18	12 (Manila, Baguio, Naga, Legaspi, Palawan, Cebu, Tacloban, Davao, Kidapawan, Sibugay, Marawi, Agusan Del Sur)	3 other stations (Guimaras, Dumaguete, Pagadian) are undergoing minor repair and are expected to be on-air by 15 June 2016.		
										67%			
				% change									
	SM 3	Transmission Coverage Service Area (Digital)	8%	Number of Operational Digital Transmitting Stations	N/A	N/A	N/A	1 (Quezon City)	6 (Quezon City, Baguio City, Cebu City, Davao City, Guimaras, Naga)	1 (Quezon City)	The other five centers are undergoing bidding process & technical evaluation.		
	SM 4	Digital and New Media Presence	4%	Page Visits Website (ptv.ph/ptvnews.ph)	N/A	N/A	464,756	480,000	500,000	58,914	Total Page Visit % = (58,914 / 500,000) x 100		
										3%		#REF!	11.78%
					2%	People Engagement (Facebook) Total Engagement / Total Reach	N/A	N/A	N/A	7.5%		8%	37.95%
							Total Engagement						
Total Reach													1,365,552
2%	People Engagement (Twitter) Retweets + Mentions + Favorites	N/A	N/A	N/A	40,000	70,000	10,943	Retweets = 4,898 Mentions = 1,884 Favorites = 4,161					
2%	People Engagement (YouTube) Page Views	N/A	N/A	10,353,287	10,500,00	11,000,000	3,552,318						
SM 5	Nationwide/Local Presence	10%	Number of Regional News Centers Established	N/A	N/A	N/A	0	Five (5) regional centers [Baguio, Cebu, Davao, Cotabato, Naga]	None	Baguio and Davao-Installing Cebu and Cotabato-awaiting ICTO certification Naga-awaiting for City Council's approval to erect regional center			
SO 2 To be a Source of Quality News and Information that Educates, Inspires and Empowers													
SM 6	Creation of Competitive, Quality Programs with High Production Value at par with Industry Standards	5%	Number of in-house programs submitted as entries to award-giving bodies	N/A	N/A	19	38 (3rd quarter actual)	45 program submissions with 10 nominations	18 program submissions with 13 nominations	Entries submitted to Gandingan Awards, March 19, 2016			
SO 3 To be a Relevant and Progressive Media Partner													
SM 7	Effective Vehicle of the State/Government in Communicating/ Disseminating Relevant News and Information	7%	Length of airtime allotted in hours and minutes for broadcast of government activities (OP Activities and Press Briefings, Public Service/Information Dissemination, Senate/HOR Hearings, Disaster-related Information, etc.)	N/A	N/A	356 hours, 39 minutes	501 hours (3rd quarter actual)	730 hours (Average of two hours per day)	99 hours and 16 minutes				
SM 8	Increased Partnership with the Government Sector	5%	Number of clients from the government sector	N/A	N/A	13	23 (3rd quarter actual)	30	8				
SM 9	Increased Partnership with the Private Sector	4%	Number of partners and clients from the private sector	N/A	N/A	42	37 (3rd quarter actual)	60	54				
SM 10	Customer Satisfaction	1%	Customer Survey Satisfaction Index	N/A	N/A	N/A	N/A	Satisfactory rating	Survey provider being procured by the Bids & Awards Committee (BAC).				
SO 4 Revenue Growth and Financial Viability are Attained													
SM 11	Annual Revenue (in Million Pesos)	12%	Total annual revenues	124	137	133	250	250	28				
			% change		9%	-3%	47%						
SM 12	Earnings Before Interests, Taxes, and Depreciation and Amortization (EBITDA)	4%	Absolute Amount	-96,517,663	-148,491,970	-101,046,782	-96,326,114	-34,991,590	-40,192,972.99	EBITDA= 49,543,826.91 / 8,630,853.92			
			% change		35%	-47%	-5%						
SO 5 Productivity/ Efficiency of Resources is Maximized													
SM 13	Operating Expense Ratio	4%	Operating Expenses over Total Revenue	2.08	2.39	2.14	1.63	1.14	2.74	OPEX= 78,011,926.91 / 28,465,850.00			
			% change		13%	-12%	-31%						

SOCIAL IMPACT

VIEWER/ STAKEHOLDER

FINANCIAL

INTERNAL PROCESS	SO 6 Update Key Management and Operational Guidelines, Systems, and Processes towards ISO Certification										
	SM 14	ISO Certification	1%	Progress towards ISO Certification	N/A	N/A	N/A	PTV is ISO Certified on its core processes by end of 2015	Installation and Implementation of ERP System	MIS-ERP was awarded to e-Copy Corporation (winning bidder) on 12 March 2016.	The installation of MIS-ERP will be fully operational and running by August 26, 2016.
LEARNING AND GROWTH	SO 7 Reorganize the Network as Mandated by the New PTV Law (R.A. No. 10390)										
	SM 15	Progress Toward the Reorganization of PTV	10%	Milestones on implementation of the Network's reorganization initiative	N/A	N/A	PTV Reorganization Plan is submitted to GCG for approval	Approved Reorganization Plan is implemented	Payment of Retirees' Separation Benefits	23 out of 93 (or 24.7%) retirees have been paid of their separation benefits after the DBM released the P139 million budget for the same purpose on 14 March 2016.	
									Appointment of Key Management and Core Personnel (Co-Terminus) of PTV	PTNI has a total of 11 non-career (co-terminus) positions, as approved by GCG MO 2015-05. Out of the 11, only 3 have existing qualification standards. The QS for the remaining 8 positions is still pending with the CSC after PTNI sought for its approval on 20 January 2016.	
									Placement of 25% of vacant positions	The Network's Placement & Review Committee (PRC) has already recommended 16 candidates for placement. However, because of 1) Comelec Ban prohibiting the appointment of officers, and 2) the CSC ban prohibiting outgoing appointive officials to issue appointments from Election Day up to the last day of his term, the 16 employees cannot be placed yet. PTNI has already sought exemption from CSC about the same ban on 13 April 2016 to proceed with appointments. CSC have yet to issue its decision.	
	SO 8 Establishment of an Effective and Competitive Workforce beyond Reorganization										
SM 16	Competency Framework	2%	Progress towards the Implementation and Assessment of an Effective and Appropriate Competency Framework	N/A	N/A	N/A	Submission of Board-Approved Competency Framework	Board-approved Competency Model	Competency Model is being developed for the Board's approval.		
SM 17	Strategic Performance Management System (SPMS)	2%	Progress towards the Implementation and Adaptation of SPMS	N/A	N/A	N/A	N/A	Implementation of SPMS	Re-orientation of Personnel Unit for SPMS.		
TOTAL WEIGHT		100%									