

CLARK INTERNATIONAL AIRPORT CORPORATION

	Component				Annual Target	[4th] Quarter		
	Strategic Objective (SO)/ Strategic Measure(SM)	Formula	Weight	Rating System		Target	Actual	
Social Impact	SO 1	Increased Mobility and Connectivity of North Luzon						
	SM 1	Passenger Volume from Catchment Area (Regions I,II,III and CAR)	Total number of passengers from Catchment Area	10%	(Actual / Target) x Weight	1,528,800 pax	385,231	735,132 pax (93% of 790,464)
	SM 2	Annual aircraft operations	Total takeoffs and landings for passenger international and domestic flights	10%		14,544	Q4: 3919	Q4: 7,331 Q3: 5,739 Q2: 6,195 Q1: 5,608
	SM 3	Increase in Serviced destinations	Total number of domestic and international destinations (Cumulative)	10%		24	24 (Q1 – Q4)	35 (Hong Kong, Macau, Singapore, Incheon, Busan, Daegu, Doha, Dubai, Kansai, Pudong, Taipei, Antique, Basco, Cebu, Catarman, Calbayog, Virac, Davao, Iloilo, Busuanga, Tacloban, Puerto Prinsesa, Tuguegarao, Cagayan De Oro, Balesin, El Nido, Cagayan, Bacolod, Naga, Tagbilaran, Siargao, San Jose, Cauayan, Caticlan, San Vicente)
	Sub-total			30%				

	Component				Annual Target	[4th] Quarter		
	Strategic Objective (SO)/ Strategic Measure(SM)	Formula	Weight	Rating System		Target	Actual	
Financial	SO 2	Improved Financial Performance						
	SM 4	Revenues (in thousand pesos)	Absolute Amount	10%	(Actual / Target) x Weight	939,707	234,927	328,028
	SM 5	EBITDA (in thousand pesos)	Absolute Amount	10%		365,198	101,230	188,335
	SO 3	Diversified Non-Aeronautical Revenue Sources						
	SM 6	Non-Aeronautical Revenues	Absolute Amount	10%	(Actual / Target) x Weight	464,131	116,033	185,491
	Sub-total			30%				
Stakeholders	SO 4	Increased Economic Opportunities						
	SM 7	Number of Lease Agreements signed (Locators within CCAC)	Cumulative Number	8%	(Actual / Target) x Weight	98	104 (Q1-Q4)	146 (Q1-Q4)
	SO 5	Enhanced Stakeholder Experience						
	SM 8	Percentage of Satisfied Customers	Number of respondents which gave <i>at least</i> a Satisfactory rating / Total number of respondents	5%	(Actual / Target) x Weight <i>0% = If less than 80%</i>	90% <i>(Using the Standard Methodology and Questionnaire developed by GCG)</i>	90% <i>(Using CIAC's existing Passenger Feedback Survey Mechanism awaiting GCG's approval for CIAC to conduct the standard survey mechanism in-house instead by a Third Party Statistician)</i>	87% <i>(69% - percentage of SATISFIED customers; 18% - percentage of VERY SATISFIED customers)</i>
Sub-total			13%					

