

PHILIPPINE INTERNATIONAL TRADING CORPORATION (PITC)

Component						Baseline Data		Target	
	Objective/Measure		Formula	Weight	Rating System	2017	2018	2019	2020
SOCIAL IMPACT	SO 1	Efficient Supply Chain for Foreign and Domestic Requirements							
	SM 1	Increase Percentage of International Trading Revenues from the Priority Sectors ¹	Revenue from the Priority Sectors / Total Revenue from Exports and Imports	10%	(Actual / Target) x Weight	100%	100%	95%	95%
	SM 2	Increase in Number of SME Export Producers with General Service Agreements to Utilize the Customs Bonded Warehousing Facilities	Absolute Number	5%	(Actual / Target) x Weight	22	22	25	25
		Sub-total		15%					
FINANCIAL	SO 2	Improve Financial Performance on Core Business Operations							
	SM 3	Increase Total Sales Turnover/Transaction Value	Absolute Amount	30%	(Actual / Target) x Weight	Cannot be validated	₱7.78 Billion	N/A	₱10.34 Billion
	SO 3	Attain Financial Sustainability							
	SM 4	Net Operating Income	Operating Income - Operating Expense	30%	(Actual / Target) x Weight	₱126.64 Million	₱562.61 Million	₱346.102 Million	₱627 Million ²
		Sub-total		60%					

¹ Per the updated list from DTI.
² Based on the figures stated in the submitted DBM Form No. 703.

Component						Baseline Data		Target	
	Objective/Measure		Formula	Weight	Rating System	2017	2018	2019	2020
CUSTOMERS	SO 4	Customer Satisfaction							
	SM 5	Percentage of Satisfied Customers	Number of Stakeholders who gave a Rating of at least Satisfactory / Total Number of Respondent	5%	(Actual / Target) x Weight If Less Than 80% = 0%	58.67%	96%	90%	90%
		Sub-total		5%					
INTERNAL PROCESS	SO 5	Establish PITC as an Export Trading Hub							
	SM 6	Percentage of Export Producers linked to Buyers	Number of Successful Contracts / Number of Active Suppliers	5%	(Actual / Target) x Weight	14.63% (66 successful contracts / 451 suppliers)	14.29% (65 successful contracts / 455 suppliers)	16% (72 successful suppliers / 450 suppliers)	16%
	SO 6	Ensure Integration of Countertrade in Government Procurement as a Catalyst for National Development							
	SM 7	Number of New Countertrade Agreements signed with Suppliers	Absolute Number	5%	(Actual / Target) x Weight	5	16	7	13
	SO 7	Sustain ISO-QMS Certified Status							
	SM 8	ISO 9001:2015 Certification Sustained	Actual Accomplishment	5%	All or Nothing	ISO 9001:2008 Retained	No reported accomplishment	Maintain ISO 9001:2015 Certification	Maintain ISO 9001:2015 Certification
		Sub-total		15%					

Component						Baseline Data		Target	
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LEARNING & GROWTH	SO 8	Increased Targeted Competencies to Level Up Corporate Performance							
	SM 9	Percentage of Employees Meeting Required Competencies	2020 Baseline – 2019 Baseline	5%	All or Nothing	Cannot be validated	No reported accomplishment	Address Identified Competency Gaps of 30 Employees Targeted for 2019	Improvement in the Competency Baseline of the Organization ³
		Sub-total		5%					
		TOTAL		100%					

³ The competency baseline of the organization shall pertain to the average percentage of required competencies met which can be computed using the following formula:

$$\frac{\sum_{b=1}^B \left[\frac{\sum_{a=1}^A \left(\frac{\text{Actual Competency Level}}{\text{Required Competency Level}} \right)_a}{A} \right]_b}{B}$$

where: a = Competency required, A = Total number of competencies required of position, b = Personnel profiled, B = Total number of personnel profiled