

PITC PHARMA, INC.

Performance Measures						Baseline Data <i>(if available)</i>			Targets	
Description	Formula	Weight		Rating System ^{a/}	Data Provider <i>if applicable</i>	2010	2011	2012	2013	2014
		2013	2014							
MFO 1 : Medicine Procurement Services										
Quantity 1: No. of targeted Government Agencies, CHDs and DOH Hospitals served by the facility	Absolute Number									
Quantity 1a: NGAs – 19		3%	3%	(Actual/Target) x Weight		No Baseline	No Baseline	No Baseline	12	19
Quantity 1b: GOCCs – 158		4%	4%	(Actual/Target) x Weight		No Baseline	No Baseline	No Baseline	25	50
Quantity 1c: DOH Hospitals - 72		5%	5%	(Actual/Target) x Weight		No Baseline	No Baseline	No Baseline	18	36
Quantity 1d: LGUs – 80 provinces		3%	3%	(Actual/Target) x Weight		No Baseline	No Baseline	No Baseline	20	40
Quantity 2: Amount of Sales	Absolute Amount	50%	50%	(Actual/Target) x Weight		P121.57 Million	P154.22 Million	P63.73 Million	P500 Million	P1 Billion

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Financial: Net Income	Absolute Amount	10%	10%	(Actual/Target) x Weight		(P58.61 Million)	(P26.02 Million)	(P40.48 Million)	P8.08 Million	P17.86 Million
Quality: Customer Feedback Mechanism		5%	5%	(Actual/Target) x Weight	NDC	No Baseline	No Baseline	No Baseline	Above Satisfactory	Above Satisfactory
Timeliness: % of Orders Delivered on Time	No. of Orders Delivered On Time over No. of Orders Delivered	10%	10%	(Actual/Target) x Weight		No Baseline	No Baseline	No Baseline	85%	90%
Sub-total of Weights:		90%	90%							
General Administrative Services – Operational Efficiency										
Manualization of Core Processes		10%	10%	(Actual/Target) x Weight		No Baseline	No Baseline	No Baseline	Sales Order Processing, Receivables Management and Procurement Manuals	Warehousing and Distribution Manual
Sub-total of Weights:		10%	10%							
TOTAL OF WEIGHTS:		100%	100%							

a/ But not to exceed the weight assigned per indicator