

PHILIPPINE INTERNATIONAL TRADING CORPORATION (PITC)

Component						Baseline Data		Target	
	Objective/Measure		Formula	Weight	Rating System	2018	2019	2020	2021
SOCIAL IMPACT	SO 1	Efficient Supply Chain for Foreign and Domestic Requirements							
	SM 1	Increase Percentage of International Trading Revenues from the Priority Sectors	Revenue from the Priority Sectors / Total Revenue from Exports and Imports	5%	(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	25	25	25
		Sub-total		10%					
	SO 2	Improve Financial Performance on Core Business Operations							
FINANCIAL	Increase Total Sales Turnover/Transaction Value:								
	SM 3a	Exports and Imports Activities	Absolute Amount	7.5%	(Actual / Target) x Weight	₱51.665 Million	₱15.643 Million	₱10.34 Billion	₱371.648 Million
	SM 3b	Customs Bonded Warehouse	Absolute Amount	7.5%	(Actual / Target) x Weight	₱2.244 Billion	₱1.748 Billion		₱2,271.090 Million
	SM 3c	Countertrade	Absolute Amount	7.5%	(Actual / Target) x Weight	₱337.823 Million	₱513.189 Million		₱1,260.950 Million
	SM 3d	Procurement	Absolute Amount	7.5%	(Actual / Target) x Weight	₱5.151 Billion	₱6.182 Billion		₱8,071.829 Million

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	SO 3	Attain Financial Sustainability							
	SM 4	Net Operating Income	Operating Income – Operating Expense	30%	(Actual / Target) x Weight	₱562.61 Million	₱649.912 Million	₱627 Million	₱30.363 Million
	SM 5	Implementation of Commission on Audit Recommendation on Unutilized Fund Transfer	Actual Accomplishment	5%	All or Nothing	N/A	N/A	N/A	Request Source Agencies (SAs) to Secure Authorization from DBM to Utilize Prior Years' Fund Transfers or Return Unutilized Funds to the Bureau of Treasury
		Sub-total		65%					
CUSTOMERS	SO 4	Customer Satisfaction							
	SM 6	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%	96%	93.6%	90%	90%
INTERNAL PROCESS	SO 5	Establish PITC as a Platform for MSMEs to Export in the Global Market							
	SM 6	Percentage of Export Producers Linked to Buyers	Number of Successful Contracts / Number of Active Suppliers ¹	5%	(Actual / Target) x Weight	N/A	N/A	16%	31%

¹ Active suppliers refer to suppliers with transactions with PITC in the past five (5) years.

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	SO 6	Manage the Countertrade Program as a Catalyst for National Development							
	SM 7	Number of New Countertrade Agreements signed with Suppliers	Absolute Number	5%	(Actual / Target) x Weight	16	22	13	7
	SO 7	Sustain ISO-QMS Certified Status							
	SM 8	ISO 9001:2015 Certification Sustained	Actual Accomplishment	5%	All or Nothing	No Reported Accomplishment	ISO 9001:2015 Certified	Maintain ISO 9001:2015 Certification	Maintain ISO 9001:2015 Certification
		Sub-total		15%					
LEARNING & GROWTH	SO 8	Increased Targeted Competencies to Level Up Corporate Performance							
	SM 9	Improve Competency Level of the Organization	2021 Competency Baseline ² – 2020 Competency Baseline	5%	All or Nothing	No Reported Accomplishment	Identified Competency Gaps of 30 Employees Targeted for 2019 were Addressed	Improvement in the Competency Baseline of the Organization	Improvement in the Competency Baseline of the Organization
		Sub-total		5%					
		TOTAL		100%					

² Improvement in the competency baseline of the organization shall pertain to the average percentage of required competencies met which can be computed using the following formula:

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

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