

2024 PERFORMANCE SCORECARD (Annex B)

PHILIPPINE INTERNATIONAL TRADING CORPORATION (PITC)

Component					Baseline Data		Target		
	Objective/Measure	Formula	Weight	Rating System	2021	2022	2023	2024	
SOCIAL IMPACT	SO 1	Provide Efficient Supply Chain for Foreign and Domestic Requirements of the Priority Sectors							
	SM 1	Percentage of International Trading Revenues from Priority Sectors	Revenue from the Priority Sectors ¹ / Total Revenue from Exports and Imports	10%	(Actual/Target) x Weight	100%	100%	95%	95%
		Sub-Total		10%					
	SO 2	Improve Financial Performance on Core Business Operations							
FINANCIAL	Increase Total Sales Turnover/Transaction Value from:								
	SM 2a	Exports and Import Activities	Absolute Amount	10%	(Actual/Target) x Weight	₱12.227 Million	₱8.652 Million	₱264.412 Million	₱145.00 Million
	SM 2b	Countertrade	Absolute Amount	10%	(Actual/Target) x Weight	₱1,233.058 Million	₱498.170 Million	₱657.699 Million	₱365.22 Million
	SM 2c	Procurement	Absolute Amount	10%	(Actual/Target) x Weight	₱10,259.609 Million	₱4,848.484 Million	₱1,049.049 Million	₱265.70 Million

¹ Priority Sectors per Philippine Export Development Plan / DTI letter dated 20 January 2023: Industrial Machinery and Transport, Technology, Media and Telecommunications, Health and Life Sciences, and Modern Basic Needs, Resilient Economy.

Component					Baseline Data		Target	
	Objective/Measure	Formula	Weight	Rating System	2021	2022	2023	2024
SO 3	Attain Financial Sustainability							
SM 3	Net Operating Income	Operating Revenues – Operating Expenses ²	10%	(Actual/Target) x Weight	₱106.028 Million	₱(12.701) Million	₱10.389 Million	₱0.827 Million
SM 4	Implementation of Commission on Audit Recommendation on Unutilized Fund Transfer	Actual Accomplishment	5%	All or Nothing	₱9.74 Billion of the ₱11.022 Billion Balance if Fund Transfers were either remitted to Source Agencies (SAs) or the Bureau of Treasury	₱2.063 Billion	Request Source Agencies (SAs) to Secure Authorization from DBM to Utilize Prior Year's Fund Transfers or Return Unutilized Funds to the Bureau of Treasury	Request Source Agencies (SAs) to Secure Authorization from DBM to Utilize Prior Year's Fund Transfers or Return Unutilized Funds to the Bureau of Treasury
SM 5	Disbursements Budget Utilization Rate	Total Disbursement / Total DBM-Approved Corporate Operating Budget (Both Net of PS Cost)	5%	(Actual/Target) x Weight	N/A	51.54%	90%	90%
	Sub-Total		50%					

² Operating Revenues excludes gains and other non-operating income while Operating Expenses excludes non-cash expenses such as Depreciation and Amortization.

Component					Baseline Data		Target	
	Objective/Measure	Formula	Weight	Rating System	2021	2022	2023	2024
CUSTOMER	SO 4	Improve Customer Satisfaction						
	SM 6	Percentage of Satisfied Customers	Number of Stakeholders who Gave a Rating of At Least Satisfactory / Total Number of Respondent	10%	(Actual/Target) x Weight If less than 80% = 0%	87.50%	96.30%	90% ³
		Sub-Total		10%				
	SO 5	Establish PITC as a Platform for MSMEs to Export in the Global Market						
INTERNAL PROCESS	SM 7	Percentage of Export Producers Linked to Buyers	Number of Signed Contracts / Number of Active Suppliers ⁴	5%	(Actual/Target) x Weight	Cannot be Validated	21%	31%
	SO 6	Manage the Countertrade Program as a Catalyst for National Development						
	SM 8	Number of New Countertrade Agreements Signed with Suppliers	Absolute Number	5%	(Actual/Target) x Weight	6	7	5

³ Based on GCG-ARTA JMC No. 1, series of 2023. Covers customers availing the GOCC's **external services** only.

⁴ Active suppliers refer to suppliers with transactions with PITC in the past five (5) years.

Component					Baseline Data		Target		
	Objective/Measure	Formula	Weight	Rating System	2021	2022	2023	2024	
	SO 7 Pursue and Develop New Business Lines								
	SM 9	Number of New MOAs/ MOUs/ Agreements Forged. (Dealership/ Distributorship, Marketing Agent, Logistics Services)	Absolute Number	5%	(Actual/Target) x Weight	N/A	N/A	N/A	3
	SO 8 Sustain ISO-QMS Certified Status								
	SM 10	ISO 9001:2015 Certification Sustained	Actual Accomplishment	5%	All or Nothing	ISO 9001:2015 Certification Maintained	ISO 9001:2015 Certification Maintained	Maintain ISO 9001:2015 Certification	Maintain ISO 9001:2015 Certification
	SO 9 Develop and Implement Information Technology to Support Business Operations								
	SM 11	Percentage of the Completion of the ISSP	Total Number of Deliverables due for 2024 Attained / Total Number of Deliverables due for 2024	5%	(Actual/Target) x Weight	N/A	100% Attainment of 2022 Deliverables (Based on DICT-Endorsed/ Approved ISSP 2022-2024)	100% Attainment of 2023 Deliverables (Based on DICT-Endorsed/ Approved ISSP 2022-2024)	100% Attainment of 2024 Deliverables (Based on DICT-Endorsed/ Approved ISSP 2023-2025)
		Sub-Total		25%					

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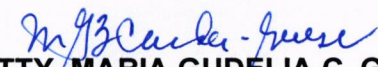
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Component					Baseline Data		Target		
	Objective/Measure		Formula	Weight	Rating System	2021	2022	2023	2024
LEARNING & GROWTH	SO 10	Increase Targeted Competencies to Level Up Corporate Performance							
	SM 12	Percentage of Employees with Required Competencies Met	Competency Level 2024 – Competency Level 2023 (where Competency Level = Total Number of Employees with Required Competencies Met / Total Number of Employees)	5%	All or Nothing	No Competency Assessment was Conducted in 2021	No Competency Assessment was Conducted in 2022	Improvement in the Competency Baseline of the Organization	Improvement from the 2023 Competency Level
		Sub-Total		5%					
		TOTAL		100%					

For GCG:


ATTY. MARIUS P. CORPUS
Chairperson

For PITC:


ATTY. MARIA GUEDELIA C. GUESE
Officer-in-Charge