

Annex A

**PHILIPPINE INTERNATIONAL TRADING CORPORATION (PITC)
Validation Result of the 2021 Performance Scorecard**

	Component					PITC Submission ¹		GCG Validation		Supporting Documents	GCG Remarks	
	Objective/Measure	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual	Rating			
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	95%	100%	5%	100%	5%	PITC's Summary Computation of Actual Gross Revenue of Exports and Imports Order Confirmation Agreements Packing Lists Commercial Invoices Performa Invoices Debit Notes	Target exceeded. All revenue from international trading activities in 2021 were from the priority sectors of DT, as follows: (a) Food and Agri-Based Commodities; and (b) Crafts, Gifts, and Houseware.
	SM 2	Increase in Number of SME Export Producers with General Service Agreement to Utilize the Customs Bonded Warehousing Facilities	Absolute Number	5%	(Actual / Target) x Weight	25	19	3.8%	22	4.4%	General Service Agreements (GSAs) for Common Customer Bonded Warehouse Debit Notes Sales Proforma Commercial Invoice Order Confirmation BSP Reference Rates for Peso Conversion	Target not met. Of the 22 SME export producers with active GSAs to utilize the CBW facilities of PITC, three (3) were new contracts in 2021. GSAs have a three-year validity.
	Sub-total			10%				8.8%		9.4%		

¹ Based on the Revised 4th Quarter Monitoring Report submitted by the PITC through e-mail dated 30 August 2022. Officially received by the Governance Commission on 30 August 2022.

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Objective/Measure	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual	Rating											
SO 2 Improve Financial Performance on Core Business Operations																			
Increase Total Sales Turnover/Transaction Value:																			
FINANCIAL	SM 3a	Exports and Imports Activities	Absolute Amount	7.5%	(Actual / Target) x Weight	₱371.648 Million	₱12.227 Million	0.2%	₱12.227 Million	0.25%	Summary Computation of Actual Gross Revenue of Exports and Imports Debit Notes Sales Proforma Commercial Invoice Order Confirmation BSP Reference Rates for Peso Conversion Target not met. Total gross revenues from exports amounted to ₱6.409 Million, while total gross revenues from imports amounted to ₱5.818 Million.								
	SM 3b	Customs Bonded Warehouse	Absolute Amount	7.5%	(Actual / Target) x Weight	₱2,271.090 Million	₱1,459.913 Million	4.8%	₱1,410.470 Million	4.66%	Turnover Report Debit Notes Shipping Declaration from the Bureau of Customs Target not met. The breakdown of transaction value per warehouse is provided below: <table border="1" style="margin-left: 20px;"> <tr> <td>Pasay</td> <td>₱260,174,363.16</td> </tr> <tr> <td>Cebu</td> <td>₱394,697,593.63</td> </tr> <tr> <td>CDO</td> <td>₱755,598,381.74</td> </tr> <tr> <td>Total</td> <td>₱1,410,470,338.53</td> </tr> </table>	Pasay	₱260,174,363.16	Cebu	₱394,697,593.63	CDO	₱755,598,381.74	Total	₱1,410,470,338.53
	Pasay	₱260,174,363.16																	
Cebu	₱394,697,593.63																		
CDO	₱755,598,381.74																		
Total	₱1,410,470,338.53																		
SM 3c	Countertrade	Absolute Amount	7.5%	(Actual / Target) x Weight	₱1,260.950 Million	₱1,522.212 Million	7.5%	₱1,233.058 Million	7.33%	Summary Report Notice of Awards/ Contracts/ Memoranda of Agreement Debit Notes Target not met. The validated accomplishment is based on the submitted Summary Report and review of randomly selected transactions to									

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Objective/Measure		Component			PITC Submission ¹		GCG Validation		Supporting Documents	GCG Remarks						
		Formula	Weight	Rating Scale	Target	Actual	Rating	Actual			Rating					
										validate the Summary Report.						
SM 3d	Procurement	Absolute Amount	7.5%	(Actual / Target) x Weight	₱8,071.829 Million	₱10,548.763 Million	7.5%	₱10,259.609 Million	7.5%	Sales and Income Summaries from Government Procurement Group and Military Procurement Group Bid Documents Notice of Awards/ Contracts Debit Notes Target exceeded. The Governance Commission conducted a review of randomly selected transactions to validate the Summary Report.						
SO 3 Attain Financial Sustainability																
SM 4	Net Operating Income	Operating Income – Operating Expenses	30%	(Actual / Target) x Weight	₱30.363 Million	₱69.450 Million	30%	₱106.028 Million	30%	2021 COA Annual Audit Report Target exceeded. Below is the basis of the NOI computation:						
										<table border="1"> <tr> <td>Operating Income</td> <td>₱218,798,016</td> </tr> <tr> <td>Operating Expenses</td> <td>₱112,770,337</td> </tr> <tr> <td>NOI</td> <td>₱106,027,679</td> </tr> </table>	Operating Income	₱218,798,016	Operating Expenses	₱112,770,337	NOI	₱106,027,679
Operating Income	₱218,798,016															
Operating Expenses	₱112,770,337															
NOI	₱106,027,679															
SM 5	Implementation of Commission on Audit Recommendation on Unutilized Fund Transfer	Actual Accomplishment	5%	All or Nothing	Request Source Agencies (SAs) to Secure Authorization from DBM to Utilize Prior Years' Fund Transfers or Return Unutilized	Requested Source Agencies (SAs) to Secure Authorization from DBM to Utilize Prior Years' Fund Transfers or Returned Unutilized Funds to the	5%	₱9.74 Billion of the ₱11.022 Billion Balance of Fund Transfers were Either Remitted to SAs or the Bureau of Treasury	0%	2021 COA Annual Audit Report Target not met. The total remittance to SAs and BTr is broken down, as follows:						
										<table border="1"> <tr> <td>SAs</td> <td>₱3,214.703</td> </tr> <tr> <td>BTr</td> <td>₱6,525.037</td> </tr> </table>	SAs	₱3,214.703	BTr	₱6,525.037		
SAs	₱3,214.703															
BTr	₱6,525.037															

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	Objective/Measure	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual	Rating			
					Funds to the Bureau of Treasury	Bureau of Treasury						
	Sub-total		65%				54.8%		49.74%			
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 Respondents	5%	(Actual / Target) x Weight If Less Than 80% = 0%	90%	87.50%	4.8%	87.50%	4.86%	Pre-Test Report Training Report Fieldwork Progress Supervision, and Spot-Checking Report Back Checking Report Data Quality Control Report Final Report Sample Accomplished Survey Questionnaires	Target not met. PITC obtained an overall satisfaction rating of 87.5%, wherein 65.3% of the respondents gave a 'Very Satisfied' rating, and 22.2% gave a 'Satisfied' rating. The data gathering was conducted on 08 October to 21 December 2021.
	Sub-total		5%					4.8%		4.86%		
INTERNAL PROCESS	SO 5 Establish PITC as a Platform for MSMEs to Export in the Global Market											
	SM 7	Percentage of Export Producers Linked to Buyers	Number of Successful Contracts / Number of Active Suppliers ²	5%	(Actual / Target) x Weight	31%	24.193% (15 Successful Contracts / 62 Active Suppliers)	3.9%	Cannot Be Validated	0%	Registry of Exports Suppliers List of Active Suppliers Debit Notes, Sales Proforma, Packing	The Governance Commission was unable to establish the total number of active suppliers. As such, pursuant to Item 4.1.1 of the GCG M.C. No. 2019-

² Active suppliers refer to suppliers with transactions with PITC in the past five (5) years.

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Objective/Measure	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual	Rating			
									Invoice, Commercial Invoice, Order Confirmation, and BSP Reference Rates for Peso Conversion	02, the measure was awarded an automatic zero rating. Further, the Governance Commission recommends crafting an internal document providing the criteria for determining active suppliers.	
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	7	7	5%	6	4.29%	General Countertrade and Offset Agreements	Target not met. Upon review of the submitted documentary evidence, the Governance Commission found that one (1) of the reported accomplishments is supported by only a Contract Agreement and not a General Countertrade and Offset Agreement, which is the basis of the accomplishment of PITC for this measure.
SO 7 Sustain ISO-QMS Certified Status											
SM 9	ISO 9001:2015 Certification Sustained	Actual Accomplishment	5%	All or Nothing	Maintain ISO 9001:2015 Certification	Maintained ISO 9001:2015 Certification	5%	ISO 9001:2015 Certification Maintained	5%	Surveillance Audit Report	Target met.
		Sub-total	15%				13.9%		9.29%		

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Objective/Measure		Formula	Weight	Rating Scale	Target	Actual	Rating	Actual	Rating			
LEARNING & GROWTH	SO 8	Increase Targeted Competencies to Level Up Corporate Performance										
	SM 10	Improve Competency Level of the Organization	2021 Competency Baseline ³ – 2020 Competency Baseline	5%	All or Nothing	Improvement in the Competency Baseline of the Organization	-	-	No Competency Assessment was Conducted in 2021	0%	No Supporting Documents Submitted	Target not met.
	Sub-total			5%				-		0%		
	TOTAL			100%				82.3%		73.29%		

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:

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

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

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