PHILIPPINE INTERNATIONAL TRADING CORPORATION (PITC)

	Component					Baseline Data		Target	
		Objective/Measure	Formula	Weight	Rating System	2019	2020	2021	2022
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 Priority Sectors[1] / 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 (GSA) to Utilize the Customs Bonded Warehousing Facilities	Number of GSAs signed during the rating period	5%	(Actual / Target) x Weight	7	2	N/A	14
		Sub-total		***10%***					
FINANCIAL	**SO 2**	**Improve Financial Performance on Core Business Operations**							
	Increase Total Sales Turnover/Transaction Value:								
	SM 3a	Exports and Imports Activities	Absolute Amount	7.50%	(Actual / Target) x Weight	₱15.643 Million	Cannot Be Validated	₱371.648 Million	₱377.316 Million
	SM 3b	Customs Bonded Warehouse	Absolute Amount	7.50%	(Actual / Target) x Weight	₱1.748 Billion		₱2,271.090 Million	₱2,384.645 Million
	SM 3c	Countertrade	Absolute Amount	7.50%	(Actual / Target) x Weight	₱513.189 Million		₱1,260.950 Million	₱1,323.998 Million
	SM 3d	Procurement	Absolute Amount	7.50%	(Actual / Target) x Weight	₱6.182 Billion		₱8,071.829 Million	₱8,071.829 Million
	SO 3	**Attain Financial Sustainability**							
	SM 4	Net Operating Income	Operating Income – Operating Expense	20%	(Actual / Target) x Weight	₱649.912 Million	₱68.94 Million	₱30.363 Million	₱87.484 Million

[1] Per the updated list from the Department of Trade and Industry.

	Component					Baseline Data		Target	
		Objective/Measure	Formula	Weight	Rating System	2019	2020	2021	2022
	SM 5	Implementation of Commission on Audit Recommendation on Unutilized Fund Transfer	Actual Accomplishment	5%	All or Nothing	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	Request Source Agencies (SAs) to Secure Authorization from DBM to Utilize Prior Years' Fund Transfers **or** Return Unutilized Funds to the Bureau of Treasury
	SM 6	Disbursements Budget Utilization Rate	Total Disbursement / Total DBM-Approved Corporate Operating Budget *(Both Net of PS Cost)*	5%	(Actual / Target) x Weight	-	-	-	90%
		Sub-total		***60%***					
CUSTOMER	**SO 4**	**Customer Satisfaction**							
CUSTOMER	SM 7	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%	93.6%	89.2%	90%	90%
CUSTOMER		***Sub-total***		***5%***					
INTERNAL PROCESS	**SO 5**	**Establish PITC as a Platform for MSMEs to Export in the Global Market**							
INTERNAL PROCESS	SM 8	Percentage of Export Producers Linked to Buyers	Number of Successful Contracts / Number of Active Suppliers[2]	5%	(Actual / Target) x Weight	N/A	Cannot Be Validated	31%	31%

[2] 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	2019	2020	2021	2022
LEARNING & GROWTH	**SO 6**	**Manage the Countertrade Program as a Catalyst for National Development**							
	SM 9	Number of New Countertrade Agreements Signed with Suppliers	Absolute Number	5%	(Actual / Target) x Weight	22	5	7	7
	SO 7	**Sustain ISO-QMS Certified Status**							
	SM 10	ISO 9001:2015 Certification Sustained	Actual Accomplishment	5%	All or Nothing	ISO 9001:2015 Certified	ISO 9001:2015 Certification Maintained	Maintain ISO 9001:2015 Certification	Maintain ISO 9001:2015 Certification
	SO 8	**Develop and Implement Information Technology to Support Business Operations**							
	SM 11	Percentage of Completion of the ISSP	Total Number of Deliverables Due for 2022 Attained / Total Number of Deliverables Due for 2022	5%	(Actual / Target) x Weight	N/A	N/A	N/A	100% Attainment of 2022 Deliverables[3] *(Based on DICT-Endorsed/Approved ISSP 2022-2024)*
		Sub-total		***20%***					
	SO 9	**Increase Targeted Competencies to Level Up Corporate Performance**							
	SM 12	Improve Competency Level of the Organization	Competency Baseline 2022[4] - Competency Baseline 2021	5%	All or Nothing	Identified Competency Gaps of 30 Employees Targeted for 2019 were Addressed	Cannot Be Validated	Improvement in the Competency Baseline of the Organization	Improvement in the Competency Baseline of the Organization
		Sub-total		***5%***					
		TOTAL		**100%**					

[3] Deliverables refer to Information Systems (applications).
[4] 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:

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

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