

2023 PERFORMANCE SCORECARD (Annex B)

PHILIPPINE INTERNATIONAL TRADING CORPORATION (PITC)

Component						Baseline Data		Target	
	Objective/Measure		Formula	Weight	Rating System	2020	2021	2022	2023
SOCIAL IMPACT	SO 1	Provide Efficient Supply Chain for Foreign and Domestic Requirements of the Priority Sectors							
	SM 1	Increase Percentage of International Trading Revenues from Priority Sectors	Revenue from the Priority Sectors ¹ / Total Revenue from Exports and Imports	5%	(Actual/Target) x Weight	100%	100%	95%	95%
		Sub-Total		5%					
FINANCIAL	SO 2	Improve Financial Performance on Core Business Operations							
		Increase Total Sales Turnover/Transaction Value:							
	SM 2a	Exports and Import Activities	Absolute Amount	7.5%	(Actual/Target) x Weight	Cannot be Validated	₱12.227 Million	₱377.316 Million	₱264.412 Million
	SM 2b	Customs Bonded Warehouse	Absolute Amount	7.5%	(Actual/Target) x Weight		₱11,410.470 Million	₱2,384.645 Million	₱1,517.373 Million
	SM 2c	Countertrade	Absolute Amount	7.5%	(Actual/Target) x Weight		₱1,233.058 Million	₱1,323.998 Million	₱657.699 Million

¹ Priority Sectors per 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	2020	2021	2022	2023
SM 2d	Procurement	Absolute Amount	7.5%	(Actual/Target) x Weight		₱10,259.609 Million	₱8,071.829 Million	₱1,049.049 Million
SO 3	Attain Financial Sustainability							
SM 3	Net Operating Income	Operating Income – Operating Expenses	20%	(Actual/Target) x Weight	₱68.94 Million	₱106.028 Million	₱87.484 Million	₱10.389 Million ²
SM 4	Implementation of Commission on Audit Recommendation on Unutilized Fund Transfer ³	Actual Accomplishment	5%	Reduction of: More than 90% = 5% 71-89% = 4% 61-70% = 3% 51-60% = 2% Below 50% = 0%	N/A	₱9.74 Billion of the ₱11.022 Billion Balance of Fund Transfers were either Remitted to Source Agencies (SAs) or 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	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 5	Disbursements Budget Utilization Rate	Total Disbursement / Total DBM-Approved Corporate Operating Budget	5%	(Actual/Target) x Weight	N/A	N/A	90%	90%

² The CPCS adjustments will be consider during the annual validation.

³ Based on the remaining balance as of 31 December 2022.

Component					Baseline Data		Target	
	Objective/Measure	Formula	Weight	Rating System	2020	2021	2022	2023
		(Both Net of PS Cost)						
	Sub-Total		60%					
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	5%	(Actual/Target) x Weight If less than 80% = 0%	89.2%	87.50%	90%
		Sub-Total		5%				
	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	Cannot be Validated	31%
	SO 6	Manage the Countertrade Program as a Catalyst for National Development						

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	2020	2021	2022	2023
SM 8	Number of New Countertrade Agreements signed with Suppliers	Absolute Number	5%	(Actual/Target) x Weight	5	6	7	5
SO 7	Expand CBW Business to Increase Competitiveness of Philippine Exports							
SM 9	Increase in Number of SME Export Producers with General Service Agreements to Utilize the Customs Bonded Warehousing Facilities	Number of GSAs signed during the rating period	5%	(Actual/Target) x Weight	2	3	14	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							

Component						Baseline Data		Target	
	Objective/Measure		Formula	Weight	Rating System	2020	2021	2022	2023
	SM 11	Percentage of the Completion of the ISSP	Total Number of Deliverables due for 2023 Attained / Total Number of Deliverables due for 2023	5%	(Actual/Target) x Weight	N/A	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)
		Sub-Total		25%					
LEARNING & GROWTH	SO 10	Increased Targeted Competencies to Level Up Corporate Performance							
	SM 12	Improve Competency Level of the Organization	2023 Competency Baseline ⁵ – 2022 Competency Baseline	5%	All or Nothing	Cannot be Validated	No Competency Assessment was Conducted in 2021	Improvement in the Competency Baseline of the Organization	Improvement in the Competency Baseline of the Organization
		Sub-Total		5%					
		TOTAL		100%					

For GCG:


Justice ALEX L. QUIROZ (ret.)
Chairperson

For PITC:


USEC. EMMIE LIZA PEREZ – CHIONG, DMD
President and CEO

⁵ 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:

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

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