2023 PERFORMANCE SCORECARD (Annex B)

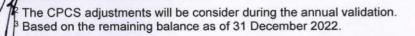
PHILIPPINE INTERNATIONAL TRADING CORPORATION (PITC)

			Component		Basel	ine Data	Target				
	Ob	jective/Measure	Formula	Weight	Rating System	2020	2021	2022	2023		
	SO 1	Provide Efficient Supply Chain for Foreign and Domestic Requirements of the Priority Sectors									
SOCIAL IMPACI	SM 1	Increase Percentage of International Trading Revenues from Priority Sectors	Revenue from the Priority Sectors¹ / Total Revenue from Exports and Imports	5%	(Actual/Target) x Weight	100%	100%	95%	95%		
,		Sub-Total		5%							
	SO 2	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		₱12.227 Million	₱377.316 Million	₱264.412 Million		
FINANCIAL	SM 2b	Customs Bonded Warehouse	Absolute Amount	7.5%	(Actual/Target) x Weight	Cannot be Validated	₱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		

Priority Sectors per DTI letter dated 20 January 2023: Industrial Machinery and Transport, Technology, Media and Telecommunications, Health and Life Sciences, and Modern Pasic Needs, Resilient Economy.



		Component			Baseline Data		Target			
Ob	jective/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 Susta	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 Million²		
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%		



		Component			Baseline Data		Target	
Obj	jective/Measure	Formula	Weight	Rating System	2020	2021	2022	2023
		(Both Net of PS Cost)						
	Sub-Total		60%					
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%	90%
	Sub-Total		5%					
SO 5	Establish PITC as a P	latform for MSMEs	s to Export	in the Global Market				
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%	31%

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

PITC | Page 4 of 5 2023 Performance Scorecard

		Component			Baseline Data		Target		
Obj	ective/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 Cer	rtified 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 IS 9001:2015 Certification	

			Component		Baseline Data		Target		
1	Objective/Measure		Formula	Weight	Rating System	2020	2021	2022	2023
	SM 11	Percentage of Completion of the ISSP	Total Number of Deliverables due for 2023 Attained / Total Number of Deliverables due for 2023	5% 25 %	(Actual/Target) x Weight	N/A	N/A	100% Attainment of 2022 Deliverables (Based on DICT- Endorsed/ Approved ISSP 2022-2024)	100% Attainmen of 2023 Deliverables (Based on DICT Endorsed/ Approved ISSP 2022-2024)
	SO 10	Increased Targeted C							
	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:

For PITC:

Justice ALEX L. QUIROZ (ret.)

Chairperson

USEC. EMMIE LIZA PEREZ – CHIONG, DMD

Emain Le V. Chi (Mass

President and CEO

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

 $\frac{J_b}{D}$ where: a = Competency required, A = Total number of competencies required of position, b = Personnel profiled, B = Total number of personnel

profiled

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: