

PITC 2017 PERFORMANCE SCORECARD (ANNEX B)

PHILIPPINE INTERNATIONAL TRADING CORPORATION

	Component				Baseline Data				Target	
	Objective/Measure	Formula	Weight	Rating System	2013	2014	2015	2016	2017	
SOCIAL IMPACT	SO 1 Efficient Supply Chain for Foreign and Domestic Requirements									
	SM 1	Increase percentage of international trading revenues from the priority sectors: 1) Food and Agri-Based Commodities 2) Crafts, Gifts, and Houseware, and 3) Wearables	Revenue from the priority sectors/ Total Revenue from Exports and Imports	10%	96% - 100% = 10% 93% - 95% = 5% Below 93% = 0%	79.75%	93.19%	99.62%	100.00%	93.36%
	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	22	28	28	13	21
			Sub-total	15%						
FINANCIAL	SO 2 Improve Financial Performance on Core Business Operations									
	SM 3	Gross Revenues from Exports and Imports activities	Absolute Number	10%	Below P 47.80 Million = 0% Above P 47.80 Million = (Actual / Target) x Weight	P5.69 Million	P10.83 Million	P20.34 Million	P47.80 Million	P261.01 Million

Component					Baseline Data				Target
Objective/Measure	Formula	Weight	Rating System	2013	2014	2015	2016	2017	
SM 4	Gross Revenue from Customs Bonded Warehouse	Absolute Number	5%	Below ₱ 1.326 Billion = 0% Above ₱ 1.326 Billion = (Actual/ Target) x Weight	₱867.04 Million	₱1.046 Billion	₱1.125 Billion	₱1.326 Billion	₱1.828 Billion
SM 5	Gross Revenue from Countertrade	Absolute Number	5%	Below ₱ 496.66 Million = 0% Above ₱ 496.66 Million = (Actual/ Target) x Weight	₱61.29 Million	₱70.80 Million	₱496.66 Million	₱398.93 Million	₱672.15 Million
SM 6	Gross Revenue from Procurement	Absolute Number	10%	Below ₱ 1.805 Billion = 0% Above ₱ 1.805 Billion = (Actual/ Target) x Weight	₱1.288 Billion	₱2.206 Billion	₱1.805 Billion	₱1.346 Billion	₱3.425 Billion
		Sub-total	30%						

Component					Baseline Data				Target
Objective/Measure	Formula	Weight	Rating System	2013	2014	2015	2016	2017	
SO 3 Attain Financial Sustainability									
SM 7	Operating Income	Gross Profit + Operating Income + Other Operating Income - Operating Expense - Finance Cost	10%	Below P45 Million = 0% P45 to P74 Million = 6% P75 Million = 8% Above P75 Million = 10%	P(0.223) Million	P0.238 Million	P15.621 Million	P75.128 Million	P46.064 Million
		Sub-total	10%						
SO 4 Customer Satisfaction									
SM 8	Over-all satisfaction rating (Third Party)	No. of respondents gave PITC with Very Satisfactory to Extremely Satisfied Rating / Total no. of respondents	10%	All or Nothing	N/A	Very Satisfactory	Very Satisfactory	Very Satisfactory	90% of respondents ¹ gave PITC a Very Satisfactory to Extremely Satisfied Rating
		Sub-total	10%						

¹ Respondent rate should be at least 80%

	Component				Baseline Data				Target	
	Objective/Measure	Formula	Weight	Rating System	2013	2014	2015	2016	2017	
INTERNAL PROCESS	SO 5 Establish PITC as an Export Trading Hub									
	SM 9	Percentage of export producers linked to buyers	Absolute Number	5%	(Actual/ Target) x Weight	N/A	6.25% (25 successful contracts/400 suppliers)	9.09% (40 successful contracts/440 suppliers)	11% (49 successful contracts/451 suppliers)	12% (54 successful contracts/451 suppliers)
			Sub-total	5%						
	SO 6 Ensure Integration of Countertrade in Government Procurement as a Catalyst for National Development									
	SM 10	Number of New Government Entities integrating Countertrade	Absolute Number	5%	(Actual/ Target) x Weight	N/A	3	2	3 ²	+ 3 ³
	SM 11	Number of New Countertrade agreements signed with suppliers	Absolute Number	5%	(Actual/ Target) x Weight	N/A	14	15	7	7
			Sub-total	10%						
	SO 7 Sustain ISO-QMS Certified Status									
	SM 12	ISO-QMS certification sustained		10%	All or Nothing	N/A	N/A	ISO 9001:2008 Certified	ISO 9001:2008 Re- certified	ISO 9001:2008 Recertification and Readiness Assessment to 9001:2015
			Sub-total	10%						

² Philippine National Police; Philippine General Hospital; and Metals Industry Research and Development Center

³ Department of Science and Technology, Philippine Ports Authority, and Metro Manila Development Authority

	Component				Baseline Data				Target	
	Objective/Measure	Formula	Weight	Rating System	2013	2014	2015	2016	2017	
LEARNING AND GROWTH	SO 8	Increase Targeted Competencies to Level Up Corporate Performance								
	SM 13	Improvement from Baseline on Targeted Competencies		10%	(Actual/ Target) x Weight	N/A	N/A	N/A	7 competency gaps given intervention ⁴	Address gaps on employee competency ⁵
			Sub-total	10%						
			TOTAL	100%						

⁴ Coaching and Mentoring; Global Acumen; Knowledge Management on Government Procurement Law and Processes; Marketing Principles and Strategies; Technical Knowledge; Entrepreneurial Thinking / Business Acumen; and Oral Presentation

⁵ Technical Knowledge; Knowledge Management on Government Procurement Law and Processes; Marketing Principles and Strategies; Global or Business Acumen; and Problem Analysis and Decision Making