

PHILIPPINE INTERNATIONAL TRADING CORPORATION

Component						Baseline		Target
		Objective/Measure	Formula	Weight	Rating System	2013	2014	2015
SOCIAL IMPACT	SO 1	Efficient Supply Chain for Foreign and Domestic Requirements						
	SM 1	Improved participation of accredited suppliers	Absolute Number	0%		n/a	400	440
	SM 2	Proportion of successful contracts to the value of the contract	Number of successful contracts/number of suppliers	12%	Actual/Target x Weight		6.25% (25 successful contracts/400 accredited suppliers)	10% (44 successful contracts/440 accredited suppliers)
			Sub- Total	12%				
FINANCIAL	SO 2	Improve Financial Performance on Core Business Operations						
	SM 3	International Trade Revenue	Absolute Amount	15%	Actual/Target x Weight	₱934.024 Million	₱1,128 Million	₱1,811.22 Million
	SM 4	Gross Revenue from Procurement	Absolute Number	5%	Actual/Target x Weight	₱1,228 Million	₱2,206 Million	₱2,213.71 Million
	SO 3	Attain Financial Sustainability						
	SM 5	Net Income	Gross Profit + Operating Income + Other Operating Income - Operating Expense - Finance Cost	10%	Actual/Target x Weight	₱(0.222 Million)	₱ 0.238 Million	₱4.714 Million
			Sub-total	30%				

Component						Baseline		Target
		Objective/Measure	Formula	Weight	Rating System	2013	2014	2015
CLIENTS / STAKEHOLDERS	SO 4	Customer Satisfaction						
	SM 6	Number of Agreements or Contracts signed with suppliers and buyers (Trading)	Absolute Number	10%	Actual/Target x Weight	35	68	84
	SM 7	Over-all satisfaction rating (Third Party)	Adjectival rating	10%	Actual/Target x Weight	n/a	Very Satisfactory	At least Satisfactory
			Sub-total	20%				
INTERNAL PROCESS	SO 5	Offer an Array of Innovative and Non-Traditional Approaches and Customized Services for its Extensive Network of Clients						
	SM 8	No. of Dealerships or Local Representations for New Technologies or Component Materials	Absolute Number	5%	Actual/Target x Weight	n/a	3	4
	SM 9	No. of Export Producers Utilizing Customs Bonded Warehouse Services	Absolute Number	5%	Actual/Target x Weight	22	17	20
	SM 10	No. of Countertrade Agreements Signed with Suppliers	Absolute Number	5%	Actual/Target x Weight	n/a	5	6
	SO 6	Check Compliance of Supplier with PH Government and International Regulatory Bodies (Vetting)						
	SM 11	No. of Export Suppliers Vetted & Certified	Absolute Number	5%	Actual/Target x Weight	310	400	440

Component					Baseline		Target
	Objective/Measure	Formula	Weight	Rating System	2013	2014	2015
	SO 7	Resolve Contract Implementation Issues (Project Implementation)					
	SM 12	Percentage of requests responded on Exports	Total number of responses made (email or letter)/Total number of issues raised/received	5%	Actual/Target x Weight	n/a	85%
			Sub-total	25%			
LEARNING AND GROWTH	SO 8	Increase the Competencies of the Business and Support Units					
	SM 13	Achieve group performance targets	Actual/Target x 100	5%	Actual/Target x Weight	n/a	95%
	SO 9	Automate Key Business Processes					
	SM 14	ICT-based systems automated	Absolute Number	3%	Actual/Target x Weight	n/a	3
	SO 10	Acquire and Sustain ISO Certification of QMS					
	SM 15	ISO 9001:2008 QMS acquired and sustained		5%	Actual/Target x Weight	n/a	Prepared QMS Manual & Manual of Procedures ISO Certification acquired
			Sub-total	13%			
			TOTAL	100%			

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Component						Baseline		Target
		Objective/Measure	Formula	Weight	Rating System	2014	2015	2016
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) Processed Food, 2) Agri-based Commodity, 3) Furniture, Furnishings & Crafts, 4) Transport	Revenue from the priority sectors/Total Revenue from Exports and Imports	10%	Actual/Target x Weight	79% (P8.583 Million / P10.832 Million)	50%	60%
	SM 2	Increase in Customs Bonded Warehousing Facilities for SMEs	Absolute Number	10%	Actual/Target x Weight	3	3	4
			Sub-total	20%				
FINANCIAL	SO 2	Improve Financial Performance on Core Business Operations						
	SM 3	Gross Revenues from Exports and Imports activities	Absolute amount	5%	Actual/Target x Weight	P10.832 Million	P20 Million	P278.523 Million
	SM 4	Gross Revenue from Countertrade	Absolute amount	5%	Actual/Target x Weight	P70.799 Million	P467.695 Million	P625.991 Million
	SM 6	Gross Revenue from Customs Bonded Warehouse	Absolute amount	5%	Actual/Target x Weight	P1,046 Million	P1,082.42 Million	P1,600 Million

Component						Baseline		Target
	Objective/Measure		Formula	Weight	Rating System	2014	2015	2016
	SM 7	Gross Revenue from Procurement	Absolute amount	5%	Actual/ Target x Weight	₱2,206 Million	₱2,214 Million	₱3,258 Million
	SO 3	Attain Financial Sustainability						
	SM 8	Net Income	Gross Profit + Operating Income + Other Operating Income - Operating Expense - Finance Cost	5%	Actual/ Target x Weight	₱0.238 Million	₱4.714 Million	₱4.447 Million
			Sub-total	25%				
STAKEHOLDERS	SO 4	Customer Satisfaction						
	SM 9	Over-all satisfaction rating (Third Party)	Adjectival rating	10%	Actual/ Target x Weight	Very Satisfactory	At least Satisfactory	10% increase from 2015 but not lower than Satisfactory
			Sub-total	10%				
INTERNAL PROCESS	SO 5	Establish PITC as an Export Trading Hub						
	SM 10	Percentage of export producers linked to buyers	Number of successful contracts/Total Number of vetted and accredited Exports suppliers	15%	Actual/ Target x Weight	6.25% (25 successful contracts/400 suppliers)	9.09% (40 successful contracts/440 suppliers)	12% (54 successful contracts/450 suppliers)

Component					Baseline		Target	
	Objective/Measure		Formula	Weight	Rating System	2014	2015	2016
	SO 6	Engage in Strategic Imports to Promote Domestic Industries						
	SM 11	Percentage of technology requirements served to the domestic industries (government clients)	Number of successful contracts/Total Number of vetted Imports Suppliers	10%	Actual/Target x Weight	n/a	40% (2 successful contracts/5 suppliers)	60% (3 successful contracts/5 suppliers)
	SO 7	Ensure Integration of Countertrade in Government Procurement as a Catalyst for National Development						
	SM 12	Number of new NGAs integrating Countertrade	Absolute Number	5%	Actual/Target x Weight	3	2	2
	SM 13	Number of Countertrade agreements signed with suppliers	Absolute Number	5%	Actual/Target x Weight	14	6	7
			Sub-total	35%				
LEARNING AND GROWTH	SO 8	Sustain ISO-QMS Certified Status						
	SM 14	ISO-QMS certification sustained	ISO Certification	5%		n/a	Certified	Maintain Certification
	SO 9	Increase Targeted Competencies to Level Up Corporate Performance						
	SM 15	Percentage of improvement from baseline on targeted competencies	Number of improved competencies/Total number of targeted competencies	5%	Actual/Target x Weight	3/8 (38%)	5/8 (63%)	7/8 (88%)
			Sub-total	10%				
		TOTAL	100%					