

**PITC PHARMA, INC. (PPI)**  
**Interim Performance Scorecard**

Indicator	Weight	2013	Target	2014		CGO-A Validation		Supporting Documents	Remarks
				Actual	Rating	Actual	Rating		
MFO 1 – Medicine Procurement Services									
Quantity 1: No. of targeted Government Agencies, CHDs and DOH Hospitals served by the facility									
Quantity 1a: NGAs – 19	3%	14	17	17	3.00%	17	3.00%	Sales Report	Acceptable
Quantity 1b: GOCCs – 158	4%	24	40	24	2.40%	24	2.40%		
Quantity 1c: DOH Hospitals - 72	5%	20	30	29	4.83%	29	4.83%		
Quantity 1d: LGUs – 80 provinces	3%	11	40	82	3.00%	82	3.00%		
Quantity 2: Amount of Sales	50%	₱385.51 Million	₱689.32 Million	₱559.95 Million	40.62%	₱559.95 Million	40.62%	2014 Unaudited Comprehensive Income Statement	Acceptable
Financial: Net Income	10%	₱8.78 Million	₱12.16 Million	(₱5.93) Million	0.00%	(₱5.93) Million	0.00%		
Quality: Customer Feedback Mechanism	5%	Above Satisfactory	Above Satisfactory	Above Satisfactory	5.00%	Above Satisfactory	5.00%	Summary of the Customer Feedback Form	Acceptable
Timeliness: % of Orders Delivered on Time	10%	75%	80%	64%	8.00%	64%	8.00%	Monitoring Report	Acceptable
	90%				66.85%		66.85%		
General Administrative Services – Operational Efficiency									
Manualization of Core Processes	10%	Sales Order Processing, Receivables Management and Procurement Manuals	Board-approved Warehousing and Distribution Manual	Board-approved Warehousing and Distribution Manual	10.00%	Board-approved Warehousing and Distribution Manual	10.00%	Secretary's Certificate	Acceptable
	10%				10.00%		10.00%		
	100%				76.85%		76.85%		