

**PHILIPPINE INTERNATIONAL TRADING CORPORATION (PITC)  
Validation Result of 2019 Performance Scorecard**

	Objective/Measure	Component			Target	PITC Submission		GCG Validation		Supporting Documents	GCG Remarks	
		Formula	Weight	Rating Scale		Actual	Rating	Actual	Rating			
<b>SOCIAL IMPACT</b>	<b>SO 1 Efficient Supply Chain for Foreign and Domestic Requirements</b>											
	SM 1	Increase Percentage of International Trading Revenues from the Priority Sectors <sup>1</sup>	Revenue from the Priority Sectors / Total Revenue from Exports and Imports	10%	(Actual/ Target) x Weight	95%	100%	10%	100%	10%	PITC's Summary Computation of Actual Gross Revenue of Exports and Imports  Debit notes, sales/proforma/ commercial invoice, order confirmation, and BSP reference rates for Peso conversion of selected transactions	Target exceeded.  The gross revenue from the priority sectors amounted to ₱15.643 Million.
	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	25	25	5%	25	5%	General Service Agreements (GSAs)  Debit Notes  Audited FS of selected accounts	Target met.  GSAs are valid for three (3) years. Seven (7) out of the 25 reported accomplishment were signed in 2019.
		<b>Sub-total</b>		<b>15%</b>				<b>15%</b>				

<sup>1</sup> Priority Sectors: (a) Food and Agri-based Commodities; (b) Crafts, Gifts, and Houseware; (c) Wearables; (d) Industrial/ Construction Materials; and (e) Furnishings.

## Validation Result of 2019 Performance Scorecard (Annex A)

	Component				PITC Submission		GCG Validation		Supporting Documents	GCG Remarks		
	Objective/Measure	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual			Rating	
	SO 2	Improve Financial Performance on Core Business Operations										
FINANCIAL	SM 3	Gross Revenue from Exports and Imports Activities	Absolute Amount International Trading Business Facilitated	5%	(Actual/ Target) x Weight If less than ₱52 Million = 0%	₱141.47 Million	₱15.643 Million	0%	₱15.643 Million	0%	Turnover Report; Debit notes, sales/proforma/ commercial invoice, order confirmation, and BSP reference rates for Peso conversion of selected transactions	Target not met.
	SM 4	Gross Revenue from Customs Bonded Warehouse	Absolute Amount Customs Bonded Warehouse Facilitated	5%	(Actual/ Target) x Weight If less than ₱1 Billion = 0%	₱2.251 Billion	₱1.748 Billion	3.88%	₱1.748 Billion	3.88%	Turnover Report; Sales invoices, debit notes, bills of lading, commercial invoices, receiving reports and withdrawal reports of selected transactions	Target not met.
	SM 5	Gross Revenue from Countertrade	Absolute Amount Countertrade Facilitated	5%	(Actual/ Target) x Weight If less than ₱415 Million = 0%	₱1.258 Billion	₱513.189 Million	2.04%	₱513.189 Million	2.04%	Turnover Report; Debit notes, final certificate of discharge, and general countertrade and offset agreement of selected accounts	Target not met. Thirteen (13) companies availed of the countertrade services of PITC.
	SM 6	Gross Revenue from Procurement	Absolute Amount of Procurement Facilitated	10%	(Actual/ Target) x Weight If less than ₱2 Billion = 0%	₱4.641 Billion	₱6.182 Billion	10%	₱6.182 Billion	10%	Turnover Report; Debit notes, contract, agency outsourcing request, and	Target exceeded.

## Validation Result of 2019 Performance Scorecard (Annex A)

Objective/Measure	Component			PITC Submission		GCG Validation		Supporting Documents	GCG Remarks		
	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual			Rating	
									certificate of acceptance of selected accounts		
<b>SO 3 Attain Financial Sustainability</b>											
SM 7	Net Operating Income	Operating Income – Operating Expenses	30%	(Actual/ Target) x Weight  If less than ₱126.64 Million = 0%	₱346.102 Million	₱629.383 Million	30%	₱649.912 Million	30%	2019 COA Audited FS	Target exceeded. However, similar with the observation made during the 2018 PES validation, the bulk of PITC's operating income was from interest income invested in money market placement. As of 31 December 2019, this amounts to ₱581,135 Million.
<b>Sub-total</b>			<b>55%</b>				45.92%		45.92%		
<b>SO 4 Customer Satisfaction</b>											
SM 8	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 below 80% = 0%	90%	93.6%	5%	93.6%	5%	CSS Report as submitted by the Third Party Data Collection Quality Control Report Sample accomplished of survey forms	Target exceeded. PITC garnered an overall satisfaction rating of 93.6%, with 52.7% Very Satisfied and 40.9% satisfied respondents.
<b>Sub-total</b>			<b>5%</b>				5%		5%		

	Component				PITC Submission		GCG Validation		Supporting Documents	GCG Remarks		
	Objective/Measure	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual			Rating	
INTERNAL PROCESS	SO 5	Establish PITC as an Export Trading Hub										
	SM 9	Percentage of Export Producers Linked to Buyers	Number of Successful Contracts / 450 Suppliers	5%	(Actual/ Target) x Weight If less than 10% = 0%	16% (72 successful contracts / 450 suppliers)	3.111% (14 successful contracts/450 suppliers)	0%	3.11%	0%	Summary List of Export Suppliers Linked to Buyers PITC Registry of Export Suppliers; Sales Invoices, Order Confirmations and Debit Notes of selected accounts	Target not met.
	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	3	3	5%	1	1.67%	Copies of Memorandum of Agreement with Government Entities	Target not met. PITC's agreements with SRA and BOC were signed on 2018 and 2017, respectively. Only the agreement with TESDA was signed on 2019.
SM 11	Number of New Countertrade Agreements Signed with Suppliers	Absolute Number	5%	(Actual / Target) x Weight	7	22	5%	22	5%	Copies of General Countertrade and Offset Agreements Supply Contracts Undertaking to Pursue Countertrade	Target exceeded.	

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	<b>SO 7 Sustain ISO-QMS Certified Status</b>											
	SM 12	ISO 9001:2015 Certification Sustained	Actual Accomplishment	5%	All or Nothing	Maintain ISO 9001:2015 Certification	ISO 9001:2015 Certified	5%	ISO 9001:2015 Certified	5%	ISO 9001:2015 Certificate issued by TUV Rheinland	Target met.
	<b>Sub-total</b>		<b>20%</b>				<b>15%</b>		<b>11.67%</b>			
	<b>SO 8 Increase Targeted Competencies to Level Up Corporate Performance</b>											
LEARNING & GROWTH	SM 13	Percentage of Employees Meeting Required Competencies	Number of Employees Meeting Required Competencies / Total Number of Employees	5%	(Actual / Target) x Weight	Address identified competency gaps of 30 employees targeted for 2019	90.741% (49 employees / 54 employees)	5%	Identified competency gaps of 30 employees targeted for 2019 were addressed	5%	List of employees targeted for competency improvement and the corresponding learning interventions conducted per employee; Individual Development Plan which incorporated the competency assessment of the employees; Samples of attendance sheets and training certificates.	Target met.
	<b>Sub-total</b>		<b>5%</b>					<b>5%</b>		<b>5%</b>		
	<b>TOTAL</b>		<b>100%</b>				<b>85.92%</b>		<b>82.59%</b>			