

PHILIPPINE INTERNATIONAL TRADING CORPORATION (PITC)

	Component	Component			Baseline Data		Target		
		Objective/Measure	Formula	Weight	Rating System	2016	2017	2018	2019
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	Revenue from the Priority Sectors/ Total Revenue from Exports and Imports	10%	(Actual/ Target) x Weight	100%	100%	95%	95%
	SM 2	Increase in Number of SME Export Producers with General Service Agreements to utilize the Customs Bonded Warehousing Facilities	Absolute Number	5%	(Actual/ Target) x Weight	13	22	25	25
		Sub-total			15%				
FINANCIAL	SO 2	Improve Financial Performance on Core Business Operations							
	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%	₱47.80 Million	₱51.93 Million	₱141.47 Million	₱141.47 Million
	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%	₱1.326 Billion	Cannot be validated	₱1.828 Billion	₱2.251 Billion

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

		Component				Baseline Data		Target	
Objective/Measure		Formula	Weight	Rating System	2016	2017	2018	2019	
	SM 5	Gross Revenue from Countertrade	Absolute Amount Countertrade facilitated	5%	(Actual / Target) x Weight If less than ₱415 Million = 0%	₱398.93 Million	₱1.049.01 Billion	₱772.977 Million	₱1.258 Billion
	SM 6	Gross Revenue from Procurement	Absolute Amount of Procurement facilitated	10%	(Actual / Target) x Weight If less than ₱2 Billion = 0%	₱1.346 Billion	Cannot be validated	₱3.999 Billion	₱4.641 Billion
	SO 3	Attain Financial Sustainability							
	SM 7	Net Operating Income	Operating Income – Operating Expense	30%	(Actual/Target) x Weight If less than ₱126.64 Million = 0%	₱75.128 Million	₱126.64 Million	₱75.427 Million	₱346.102 Million
		Sub-total			55%				
CUSTOMERS	SO 4	Customer Satisfaction							
	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%	Very Satisfactory	58.67%	90%	90%
		Sub-total		5%					

		Component			Baseline Data			Target	
		Objective/Measure	Formula	Weight	Rating System	2016	2017	2018	2019
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%	11% (49 successful contracts / 451 suppliers)	14.63% (66 successful contracts / 451 suppliers)	13% (59 successful contracts / 451 suppliers)	16% (72 successful suppliers / 450 suppliers)
	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	3	3
	SM 11	Number of New Countertrade Agreements signed with Suppliers	Absolute Number	5%	(Actual/Target) x Weight	7	5	7	7
	SO 7	Sustain ISO-QMS Certified Status							
	SM 12	ISO 9001:2015 Certification Sustained	Actual Accomplishment	5%	All or Nothing	ISO 9001:2008 Re-certified	ISO 9001:2008 Recertification	ISO 9001:2015 Certification	Maintain ISO 9001:2015 Certification
		Sub-total		20%					
LEARNING & GROWTH	SO 8	Increased Targeted Competencies to Level Up Corporate Performance							
	SM 13	Percentage of Employees Meeting Required Competencies	Number of Employees Meeting Required Competencies / Total Number of Employees	5%	(Actual / Target) x Weight	No Data	Gaps not addressed	50%	Address identified competency gaps of 30 employees targeted for 2019 ²
			Sub-total	5%					
		TOTAL		100%					

² Please see attached Appendix 1.