

**PHILIPPINE INTERNATIONAL TRADING CORPORATION (PITC)**  
**Validation Result of 2018 Performance Scorecard**

| Component         |           |  |  |              |                          | PITC Submission |        | GCG Validation |        | Supporting Documents | GCG Remarks  |  |
|-------------------|-----------|--|--|--------------|--------------------------|-----------------|--------|----------------|--------|----------------------|--|--|
| Objective/Measure |           | Formula  | Weight   | Rating Scale | Target                   | Actual          | Rating | Actual         | Rating |                      |  |  |
| SOCIAL IMPACT     | SO 1      | Efficient Supply Chain for Foreign and Domestic Requirements   |  |              |                          |                 |        |                |        |                      |  |  |
|                   | 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 Computation of Actual Gross Revenue of Exports and Imports; Purchase Orders; Packing List; Shipping Documents; Sales Invoices; Order Confirmations ; Debit Notes; Turnover Report | Acceptable.  |
|                   | 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              | 22     | 4.4%           | 22     | 4.4%                 | General Service Agreements   | Reported accomplishment is acceptable. Target not met. |
|                   | Sub-total |  |  | 15%          |                          |                 |        | 14.4%          |        | 14.4%                |  |  |

<sup>1</sup> a. Food and Agri-based Commodities; b. Crafts, Gifts, and Houseware; c. Wearables d. Industrial/ Construction Materials; and e. Furnishing

## Validation Result of 2018 Performance Scorecard (Annex A)

| Component         |      |   |                 |              |  | PITC Submission  |                  | GCG Validation |                  | Supporting Documents | GCG Remarks  |   |
|-------------------|------|---|-----------------|--------------|--|------------------|------------------|----------------|------------------|----------------------|--|---|
| Objective/Measure |      | Formula   | Weight          | Rating Scale | Target   | Actual           | Rating           | Actual         | Rating           |                      |  |   |
| FINANCIAL         | SO 2 | Improve Financial Performance on Core Business Operations |                 |              |  |                  |                  |                |                  |                      |  |   |
|                   | SM 3 | Gross Revenue from Exports and Imports Activities         | Absolute Number | 5%           | (Actual/Target) x Weight<br><br>0% = If less than P48 Million  | ₱141.470 Million | ₱51.665 Million  | 1.8%           | ₱51.665 Million  | 1.83%                | Turnover Report; Sales Invoices; Order Confirmations; Debit Notes; BSP Reference Rate for Peso Conversion.             | Reported accomplishment is acceptable. Target not met.  |
|                   | SM 4 | Gross Revenue from Customs Bonded Warehouse               | Absolute Number | 5%           | (Actual/Target) x Weight<br><br>0% = If less than P1 Billion   | ₱1.898 Billion   | ₱2.244 Billion   | 5%             | ₱2.244 Billion   | 5%                   | Turnover Report; Sales Invoices; Debit Notes; Bill of Lading; Commercial Invoice; Receiving Report; Withdrawal Report. | Acceptable.<br>PITC exceeded the target by 18%.   |
|                   | SM 5 | Gross Revenue from Countertrade                           | Absolute Number | 5%           | (Actual/Target) x Weight<br><br>0% = If less than ₱400 Million | ₱772.977 Million | ₱337.823 Million | 0%             | ₱337.823 Million | 0%                   | Turnover Report; Debit Notes; Final Certificates of Discharge; General Countertrade and Offset Agreement.              | Reported accomplishment is acceptable. However, PITC failed to achieve the minimum acceptable accomplishment. |
|                   | SM 6 | Gross Revenue from Procurement                            | Absolute Number | 10%          | (Actual/Target) x Weight<br><br>0% = If less than P1 Billion   | ₱3.999 Billion   | ₱5.151 Billion   | 10%            | ₱5.151 Billion   | 10%                  | Turnover Report; Debit Note; Notice of Award; Agency Outsourcing Request Contract for the Supply and Delivery          | Acceptable.<br>PITC exceeded the target by 29%.   |



## Validation Result of 2018 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 3      | Attain Financial Sustainability   |   |              |  |                 |                  |        |                      |             |  |  |
|                   | SM 7      | Net Operating Income              | Operating Income – Operating Expenses   | 20%          | (Actual/ Target) x Weight<br><br>0% = If less than ₱48.736 Million | ₱75.427 Million | ₱587.381 Million | 20%    | ₱562.61 Million      | 20%         | Financial Statement as audited by COA  | PITC exceeded the target.<br><br>The difference in the reported and the validated accomplishment is due to the exclusion of Gains, Other Non-Operating Income, Non-Cash Expenses and Income Tax Expense from the computation of the Net Operating Income and the use of COA Audit Report as basis. |
|                   | Sub-total |                                   |   | 45%          |  |                 |                  | 36.8%  |                      | 36.83%      |  |  |
|                   |           |                                   |   |              |  |                 |                  |        |                      |             |  |  |
| CUSTOMERS         | SO 4      | Customer Satisfaction             |   |              |  |                 |                  |        |                      |             |  |  |
|                   | SM 8      | Percentage of Satisfied Customers | Number of Respondents who gave at least Satisfactory Rating / Total Number of Respondents | 10%          | (Actual / Target) x Weight<br><br>0% = If less than 80%            | 90%             | 95%              | 10%    | 96%                  | 10%         | Copy of Customer Satisfaction Survey Report as submitted by People Dynamics, Inc.; Data Collection Process Report as submitted by People Dynamics, Inc.; | Acceptable. PITC exceeded the target. PITC reported that 95% of its clients rated their services as satisfactory, however, the final report showed 96%: 58% of the respondents rated Very Satisfied and 38% rated Satisfied.   |



## Validation Result of 2018 Performance Scorecard (Annex A)

| Component         |           |   |                       |        |   | PITC Submission                                 |   | GCG Validation |  | Supporting Documents | GCG Remarks   |   |
|-------------------|-----------|---|-----------------------|--------|---|---|---|----------------|--|----------------------|---|---|
| Objective/Measure |           |   | Formula               | Weight | Rating Scale  | Target  | Actual  | Rating         | Actual   | Rating               |   |   |
|                   |           |   |                       |        |   |   |   |                |  |                      | Sample of Accomplished Survey Forms.  |   |
|                   | Sub-total |   |                       | 10%    |   |   |   | 10%            |  | 10%                  |   |   |
| 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<br><br>0% = if less than 11% | 13%<br>(59 successful contracts/ 450 suppliers) | 14.286%<br>(65 successful contracts/ 455 suppliers) | 5%             | 14.29%<br>(65 successful contracts/ 455 suppliers) | 5%                   | PITC Registry of Export Suppliers; Turnover Report; Sales Invoices; Order Confirmations; Debit Notes. | Acceptable. PITC exceeded the target.                             |
|                   | 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%             | 3  | 5%                   | Copies of General Countertrade and Offset Agreement   | Acceptable.   |
|                   | SM 11     | Number of New Countertrade Agreements signed with Suppliers   | Absolute Number       | 5%     | (Actual / Target) x Weight                            | 7   | 16  | 5%             | 16   | 5%                   | Copies of General Countertrade and Offset Agreement   | Acceptable. PITC exceeded the target.                             |
|                   | SO 7      | Sustain ISO-QMS Certified Status  |                       |        |   |   |   |                |  |                      |   |   |
|                   | SM 12     | ISO 9001:2015 Aligned QMS Established   | Actual Accomplishment | 10%    | All or Nothing  | ISO 9001:2015 Certification                     | -   | 0%             | No reported accomplishment                         | 0%                   | -   | PITC was not able to obtain an ISO 9001:2015 Certificate in 2018. |
|                   |           | Sub-total   |                       |        | 25%   |   |   |                | 15%  |                      | 15%   |   |

## Validation Result of 2018 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 8      | Increase Targeted Competencies to Level Up Corporate Performance |  |              |                            |                 |        |                |                            |                      |  |  |
|                   | SM 13     | Percentage of Employees Meeting Required Competencies            | No. of employees meeting required competencies / Total number of employees | 5%           | (Actual / Target) x Weight | 50%             | -      | 0%             | No reported accomplishment | 0%                   | List of Training Provided to Employees | Documents submitted do not show measurement of competency. Per PITC representation, it is still in the process of finalizing the re-assessment report. |
|                   | Sub-total |  |  | 5%           |                            |                 |        | 0%             |                            | 0%                   |  |  |
|                   | TOTAL     |  |  | 100%         |                            |                 |        | 76.2%          |                            | 76.23%               |  |  |