

PHILIPPINE INTERNATIONAL TRADING CORPORATION (PITC)

Component					Baseline Data		Target		
	Objective/Measure	Formula	Weight	Rating System	2022	2023	2024	2025	
SOCIAL IMPACT	SO 1	Provide Efficient Supply Chain for Foreign and Domestic Requirements of the Priority Sector							
	SM 1	Increase Percentage of International Trading Revenues from Priority Sectors	Revenue from the Priority Sectors ¹ / Total Revenue from Exports and Imports	10%	(Actual / Target) x Weight	100%	100%	95%	95%
		<i>Sub-total</i>		<i>10%</i>					
FINANCIAL	SO 2	Improve Financial Performance on Core Business Operations							
		Increase Total Sales Turnover Transaction Value:							
	SM 2a	Export and Import Activities	Absolute Amount	10%	(Actual/Target) x Weight	₱8.65 Million	₱7.70 Million	₱145.00 Million	₱751.241 Million
	SM 2b	Countertrade	Absolute Amount	10%	(Actual/Target) x Weight	₱498.17 Million	₱562.43 Million	₱365.22 Million	₱1,519.536 Million
SM 2c	Procurement	Absolute Amount	10%	(Actual/Target) x Weight	₱4,848.48 Million	₱1,184.21 Million	₱265.70 Million	₱829.179 Million	

¹ Priority Sectors per Philippine Export Development Plan / DTI letter dated 20 January 2023: Industrial Machinery and Transport, Technology, Media and Telecommunications, Health and Live Sciences, and Modern Basic Needs, Resilient Economy.

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CUSTOMER	SO 3	Attain Financial Sustainability							
	SM 3	Net Operating Income	Operating Revenues – Operating Expenses ²	15%	(Actual / Target) x Weight	(P12.70) Million	(P67.06) Million	P0.827 Million	P0.411 Million
	SM 4	Disbursements Budget Utilization Rate	Total Disbursement / Total DBM-Approved Corporate Operating Budget <i>(Both Net of PS Cost)</i>	5%	(Actual / Target) x Weight	51.54%	79.67%	90%	90%
		<i>Sub-total</i>		50%					
	SO 4	Improve Customer Satisfaction							
SM 5	Percentage of Satisfied Customers	Number of Stakeholders who Gave a Rating of At Least Satisfactory / Total Number of Respondents	10%	(Actual/Target) x Weight If Less Than 80% = 0%	96.30%	89.30%	90%	90% ³	
	<i>Sub-total</i>		10%						

² Operating Revenues excludes gains and other non-operating income while Operating Expenses excludes non-cash expenses such as Depreciation and Amortization.

³ Based on GCG-ARTA JMC No. 1, series of 2023. Covers customers availing the GOCC's **external services** only.

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SO 5	Establish PITC as a Platform for MSMEs to Export in the Global Market							
SM 6	Percentage of Export Producers Linked to Buyers	Number of Successful Contracts / Number of Active Suppliers ⁴	5%	(Actual/Target) x Weight	21%	9.68%	31%	31%
SO 6	Manage the Countertrade Program as a Catalyst for National Development							
SM 7	Number of New Countertrade Agreements signed with Suppliers	Absolute Number	5%	(Actual/Target) x Weight	7	2	2	3
SO 7	Pursue and Develop New Business Lines							
SM 8	Number of New MOAs / MOUs / Agreements Forged. (Dealership / Distributorship, Marketing Agent, Logistics Services)	Absolute Number	5%	(Actual/Target) x Weight	N/A	N/A	3	3
SO 8	Sustain ISO-QMS Certified Status							
SM 9	ISO 9001:2015 Certification Sustained	Actual Accomplishment	5%	All or Nothing	ISO 9001:2015 Certification Maintained	ISO 9001:2015 Certification Maintained	Maintain ISO 9001:2015 Certification	Attain ISO 9001:2015 Recertification

INTERNAL PROCESS

⁴ Active suppliers refer to suppliers with transactions with PITC in the past five (5) years.

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LEARNING & GROWTH	SO 9	Develop and Implement Information Technology to Support Business Operations							
	SM 10	Percentage of Completion of the ISSP	Total Number of Deliverables Due for 2025 Attained / Total Number of Deliverables Due for 2025	5%	(Actual/Target) x Weight	100% Attainment of 2022 Deliverables (Based on DICT – Endorsed / Approved ISSP 2022-2024)	100% Attainment of 2023 Deliverables (Based on DICT – Endorsed / Approved ISSP 2022-2024)	100% Attainment of 2024 Deliverables (Based on DICT- Endorsed/ Approved ISSP 2023-2025)	100% Attainment of 2025 Deliverables ⁵ (Based on DICT- Endorsed/ Approved ISSP 2023-2025)
		Sub-total		25%					
	SO 10	Increase Target Competencies and Instill Awareness on Sustainability, Disaster Resilience, and Social Inclusion							
	SM 11	Percentage of Employees with Required Competencies Met	Competency Level 2025 – Competency Level 2024 (where Competency Level = Total Number of Employees with Required Competencies Met / Total Number of Employees)	2.5%	All or Nothing	No Competency Assessment Conducted in 2022	No Competency Assessment Conducted in 2023	Improvement from the 2023 Competency Level	Improvement from the 2024 Competency Level
SM 12	Development and Implementation of Disaster Risk Reduction and Management (DRRM) Plan	Actual Accomplishment	2.5%	All or Nothing	N/A	N/A	N/A	Board-Approved Public Service Continuity Plan (PSCP) Plan	
	Sub-total		5%						
	TOTAL		100%						

⁵ Deliverables refer to Information Systems (applications).

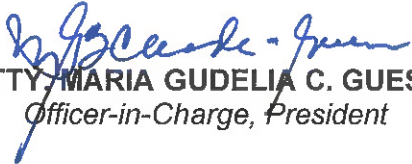
Component					Baseline Data		Target	
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BONUS STRATEGIC MEASURES								
FINANCIAL	GAD Budget Utilization Rate	Total Actual Disbursement / Approved COB for CO & MOOE	1%	All or Nothing	N/A	N/A	N/A	5% of Total COB
	ISO Certification on any of the following Standards:							
INTERNAL PROCESS	i. Environmental Management System (EMS) Certification	Actual Accomplishment	1%	All or Nothing	N/A	N/A	N/A	ISO 14001:2015 Certification
	ii. Business Continuity Management Systems (BCMS)	Actual Accomplishment		All or Nothing	N/A	N/A	N/A	ISO 22301:2019 Certification

For GCG:



ATTY. GERALDINE MARIE B. BERBERABE-MARTINEZ
 Commissioner

For PITC



ATTY. MARIA GUDELIA C. GUESE
 Officer-in-Charge, President