

PHILIPPINE INTERNATIONAL TRADING CORPORATION (PITC)
Validation Result of the 2022 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	Revenue from the Priority Sectors ¹ / Total Revenue from Exports and Imports	5%	(Actual / Target) x Weight	95%	100%	5%	100%	5%	Turnover Report Order Confirmation Agreements Packing Lists Commercial Invoices Performa Invoices Debit Notes	PITC's total revenue from exports and imports in 2022 were from Food and Agri-based Commodities and Crafts, Gifts, and Houseware.
	SM 2	Increase in Number of SME Export Producers with General Service Agreements (GSA) to Utilize the Customs Bonded Warehousing Facilities	<u>Number of active GSAs during the rating period</u>	5%	(Actual / Target) x Weight	14	13	4.643%	13	4.64%	General Service Agreements	Two (2) of the 13 GSAs were new contracts in 2022.
	Sub-total			10%				9.643%		9.64%		
	SO 2 Improve Financial Performance on Core Business Operations											
FINANCIAL	Increase Total Sales Turnover/Transaction Value:											
	SM 3a	Exports and Imports Activities	Absolute Amount	7.5%	(Actual / Target) x Weight	₱377.316 Million	₱8.652 Million	0.172%	₱8.652 Million	0.17%	Turnover Report Order Confirmation Agreements Packing Lists Commercial Invoices	The validated accomplishment refers to total gross revenue from exports. There were no import activities recorded in 2022.

¹ Per the updated list from the Department of Trade and Industry.

Signature

Validation Result of the 2022 Performance Scorecard of PITC (Annex A)

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										Performa Invoices Debit Notes	
SM 3b	Customs Bonded Warehouse	Absolute Amount	7.5%	(Actual / Target) x Weight	₱2,384.645 Million	₱1,151.247 Million	3.621%	₱1,151.247 Million	3.62%	Turnover Report Debit Notes, Invoice, and Bureau of Customs (BOC) Documentation of randomly selected accounts	The reported accomplishment can be broken down into: Pasay CBW - ₱99.149 Million, Cebu CBW - ₱216.222 Million, and CDO CBW - ₱835.877 Million.
SM 3c	Countertrade	Absolute Amount	7.5%	(Actual / Target) x Weight	₱1,323.998 Million	₱498.170 Million	2.822%	₱498.170	2.82%	Turnover Report Notices of Award/Contracts/ Memoranda of Agreement, and Debit Notes of randomly selected accounts	There were eight (8) countertrade transactions in 2022.
SM 3d	Procurement	Absolute Amount	7.5%	(Actual / Target) x Weight	₱8,071.829 Million	₱4,848.484 Million	4.505%	₱4,848.484 Million	4.51%	Turnover Report Sales and Income Summaries Bid Documents, Notice of Awards/Contracts, Agency Outsourcing Reports, and Debit Notes of randomly selected accounts	PITC accomplished 60% of the annual target.
SO 3 Attain Financial Sustainability											

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SM 4	Net Operating Income	Operating Income – Operating Expenses	20%	(Actual / Target) x Weight	₱87.484 Million	₱(10.827) Million	0%	₱(12.701) Million	0%	2022 COA Annual Audit Report	Below is the computation of NOI:	
											Operating Income	₱108,494,338
											Operating Expenses	₱121,195,450
											NOI	₱ (12,701,112)
SM 5	Implementation of Commission on Audit Recommendation on Unutilized Fund Transfer	Actual Accomplishment	5%	All or Nothing	Request Source Agencies (SAs) to Secure Authorization from DBM to Utilize Prior Years' Fund Transfers or Return Unutilized Funds to the Bureau of Treasury	Funds returned as of 31 December 2022: ₱2,748.152 Million	0%	₱2.063 Billion	0%	2022 COA Annual Audit Report Summary of Fund Transfers Returned to BTr/SAs	In the 2022 COA AAR, COA stated the “absence of legislative enactment or authority from the Department of Budget and Management for the previously identified amount expended/utilized transfers”, a reiteration of the same 2021 audit observation. COA referred to the reported balances of fund transfers from CYs 2015 to 2020 amounting to at least ₱3.883 Billion.	
SM 6	Disbursements Budget Utilization Rate	Total Disbursement / Total DBM-Approved Corporate Operating Budget (Both Net of PS Cost)	5%	(Actual / Target) x Weight	90%	55.990%	3.111%	51.54%	2.86%	2022 COA Annual Audit Report 2022 Board-approved Corporate Operating Budget (COB) as submitted to DBM	The BUR was based on the total COB equivalent to ₱99.59 Million and total disbursements amounting to ₱51.33 Million.	
Sub-total			65%				14.231%		13.98%			

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Component						PITC Submission		GCG Validation		Supporting Documents	GCG Remarks	
Objective/Measure	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual	Rating				
CUSTOMERS	SO 4 Customer Satisfaction											
	SM 7	Percentage of Satisfied Customers	Number of Stakeholders who Gave a Rating of At Least Satisfactory / Total Number of Respondents	5%	(Actual / Target) x Weight If Less Than 80% = 0%	90%	96.30%	5%	96.30%	5%	Customer Satisfaction Survey Final Report Data Collection Quality Control Report Sample of Accomplished Survey Forms	There were 51.9% Very Satisfied and 44.4% Satisfied respondents.
	Sub-total		5%				5%		5%			
INTERNAL PROCESS	SO 5 Establish PITC as a Platform for MSMEs to Export in the Global Market											
	SM 8	Percentage of Export Producers Linked to Buyers	Number of Successful Contracts / Number of Active Suppliers	5%	(Actual / Target) x Weight	31%	23%	3.710%	21%	3.39%	Certificates of Registry Debit Notes Invoices Packing Lists Bills of Lading Order Confirmation Agreements Purchase Orders	PITC accomplished 13 successful contracts out of 62 active suppliers.
	SO 6 Manage the Countertrade Program as a Catalyst for National Development											
	SM 9	Number of New Countertrade Agreements Signed with Suppliers	Absolute Number	5%	(Actual / Target) x Weight	7	7	5%	7	5%	Countertrade Agreements	Target met.

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LEARNING & GROWTH	Component					PITC Submission		GCG Validation		Supporting Documents	GCG Remarks	
	Objective/Measure	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual	Rating			
	SO 7	Sustain ISO-QMS Certified Status										
	SM 10	ISO 9001:2015 Certification Sustained	Actual Accomplishment	5%	All or Nothing	Maintain ISO 9001:2015 Certification	Maintain ISO 9001:2015 Certification	5%	ISO 9001:2015 Certification Maintained	5%	ISO 9001:2015 Certificate	PITC's certificate has a scope "International Trading and Procurement Services" and is valid from 23 December 2022 to 25 June 2025.
	SO 8	Develop and Implement Information Technology to Support Business Operations										
	SM 11	Percentage of Completion of the ISSP	Total Number of Deliverables due for 2022 Attained / Total Number of Deliverables due for 2022	5%	(Actual / Target) x Weight	100% Attainment of 2022 Deliverables ² (Based on DICT-endorsed/approved ISSP 2022-2024)	0	0%	100% Attainment of 2022 Deliverables (Based on DICT-endorsed/Approved ISSP 2022-2024)	5%	DICT-Endorsed 2022-2024 ISSP Proof of Meeting Training Certificates Go Live Certificate	PITC has already started the development of the Training Management Information System and Financial Management Information System. Both systems are multi-year projects.
	Sub-total			20%				13.710%		18.39%		
	SO 9	Increase Targeted Competencies to Level Up Corporate Performance										
	SM 12	Improve Competency Level of the Organization	Competency Baseline 2022 ³ - Competency Baseline 2021	5%	All or Nothing	Improvement in the Competency Baseline of the Organization	0	0%	No Competency Assessment conducted in 2022	0%	-	Target not met.
	Sub-total			5%				0%		0%		
TOTAL			100%				42.584%		47.01%			

² Deliverables refer to Information Systems (applications).

³ The competency baseline of the organization shall pertain to the average percentage of required competencies met which can be computed using the following formula:

$$\frac{\sum_{b=1}^B \left[\frac{\sum_{a=1}^A \left(\frac{\text{Actual Competency Level}}{\text{Required Competency Level}} \right)_a}{A} \right]_b}{B}$$

where: a = Competency required, A = Total number of competencies required of position, b = Personnel profiled, B = Total number of personnel profiled