

**PITC PHARMA, INC.**  
**Interim Performance Scorecard**

Indicator	Weight	Target	Accomplishment		CGO A Validation		Supporting Documents	Remarks
			Actual	Rating	Actual	Rating		
<b>MFO 1 – Medicine Procurement Services</b>								
<b>Quantity 1: No. of targeted Government Agencies, CHDs and DOH Hospitals served by the facility</b>								
<b>Quantity 1a:</b> NGAs – 19	3%	12	14	3.00%	14	3.00%	Summary of Sales Report per customer	<b>Acceptable</b>
<b>Quantity 1b:</b> GOCCs – 158	4%	25	24	3.84%	24	3.84%		
<b>Quantity 1c:</b> DOH Hospitals - 72	5%	18	20	5.00%	20	5.00%		
<b>Quantity 1d:</b> LGUs – 80 provinces	3%	20	11	1.65%	11	1.65%		
<b>Quantity 2:</b> Amount of Sales	50%	P500 Million	P385.506 Million	38.55%	P385.506 Million	38.55%	Summary of Sales Report per customer  2013 Income Statement and Notes to FS Gross Sales computed as follows:  P340,395,979.05 x 1.2 (12% VAT) + P4,262,762.59 (VAT-exempt sales) = P385,506,259.126	Baseline and target refer to Gross Sales. For 2014, revise to reflect Net Sales as reported in the Income Statement
<b>Financial:</b> Net Income	10%	P8.08 Million	P12.536 Million	10.00%	P8.78Million	10.00%	2013 Unaudited Income Statement	Reported score is Income before tax, however, baseline data shows the

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								bottom-line figure, as such revised the score to reflect Net Income after tax
<b>Quality:</b> Customer Feedback Mechanism	5%	Above Satisfactory	81%	4.05%	81%	4.05%	Summary of Customer Survey Feedback Form and Sample Customer Survey Form	<b>Acceptable</b>
<b>Timeliness:</b> % of Orders Delivered on Time	10%	85%	75%	8.82%	75%	8.82%	Summary of 2013 Monitoring of Deliveries and Sample of Sales Order and Sales Invoice	<b>Acceptable</b>
	<b>90%</b>			<b>74.91%</b>		<b>74.91%</b>		
<b>General Administrative Services – Operational Efficiency</b>								
Manualization of Core Processes	10%	Sales Order Processing, Receivables Management and Procurement Manuals	Sales Order Processing, Receivables Management and Procurement Manuals	10.00%	Sales Order Processing, Receivables Management and Procurement Manuals	0.00%		No supporting documents submitted. Requested PPI to publish the Manuals in the website but was not undertaken, hence, the score of zero percent.
	<b>10%</b>			10.00%		0.00%		
<b>TOTAL</b>	<b>100%</b>			<b>84.91%</b>		<b>74.91%</b>		

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