



RENEGOTIATED INTERIM PERFORMANCE SCORECARD 2014

PITC PHARMA, INC.

Performance Measures					Baseline Data <i>(if available)</i>			Actual	Targets	
Description	Formula	Weight		Rating System ^{a/}	Data Provider <i>if applicable</i>	2010	2011	2012	2013	2014
		2013	2014							
MFO 1 : Medicine Procurement Services										
Quantity 1: No. of targeted Government Agencies, CHDs and DOH Hospitals served by the facility:										
Quantity 1a: NGAs 19		3%	3%						14	17
Quantity 1b: GOCCs-158		4%	4%						24	40
Quantity 1c: DOH Hospitals-72	Absolute Number	5%	5%	(Actual/Target) x Weight		n/a	n/a		20	30
Quantity 1d: LGUs-80 provinces		3%	3%						11	40
Quantity 2: Amount of Sales (net of VAT)	Absolute Amount	50%	50%	(Actual/Target) x Weight		₱154.22 Million	₱63.73 Million		₱344.64 Million	₱689.32 Million
Financial: Net Income	Absolute Amount	10%	10%	(Actual/Target) x Weight		(₱26.02) Million	(₱40.48) Million		₱8.78 Million	₱12.16 Million
Quality: Customer Feedback Mechanism		5%	5%	(Actual/Target) x Weight		n/a	n/a		81%	Above Satisfactory
Timeliness: % of Orders Delivered on Time		10%	10%	(Actual/Target) x Weight		n/a	n/a		75%	80%
Sub-total of Weights:		90%	90%							

Handwritten mark

Handwritten signature

Performance Measures					Baseline Data <i>(if available)</i>			Actual	Targets	
Description	Formula	Weight		Rating System ^{a/}	Data Provider <i>if applicable</i>	2010	2011	2012	2013	2014
		2013	2014							
General Administrative Services										
Manualization of Core Processes		10%	10%	(Actual/Target) x Weight			n/a	n/a	Sales Order Processing, Receivables Management and Procurement Manuals	Board Approved Warehousing and Distribution Manual
Sub-total of Weights:		10%	10%							
TOTAL OF WEIGHTS:		100%	100%							

a/ But not to exceed the weight assigned per indicator