

## PHILIPPINE INTERNATIONAL TRADING CORPORATION

Component					Baseline Data		Target		
	Objective/Measure	Formula	Weight	Rating System	2015	2016	2017	2018	
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	99.62%	99.99%	93.36%	95%
	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	28	13	21	25
		Sub-total		15%					

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

Component						Baseline Data		Target	
	Objective/Measure		Formula	Weight	Rating System	2015	2016	2017	2018
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  0% = If less than ₱48 Million	₱20.34 Million	₱47.799 Million	₱261.01 Million	₱141.470 Million
	SM 4	Gross Revenue from Customs Bonded Warehouse	Absolute Number	5%	(Actual/Target) x Weight  0% = If less than ₱1 Billion	₱1.125 Billion	₱1.326 Billion	₱1.828 Billion	₱1.898 Billion
	SM 5	Gross Revenue from Countertrade	Absolute Number	5%	(Actual/Target) x Weight  0% = If less than ₱400 Million	₱496.66 Million	₱398.933 Million	₱672.15 Million	₱772.977 Million
	SM 6	Gross Revenue from Procurement	Absolute Number	10%	(Actual/Target) x Weight  0% = If less than ₱1 Billion	₱1.805 Billion	₱1.346 Billion	₱3.425 Billion	₱3.999 Billion

1-



Component					Baseline Data		Target		
	Objective/Measure		Formula	Weight	Rating System	2015	2016	2017	2018
FINANCIAL	SO 3	Attain Financial Sustainability							
	SM 7	Net Operating Income	Operating Income – Operating Expenses	20%	(Actual/Target) x Weight  0% = If less than ₱48.736 Million	₱15.621 Million	₱75.427 Million	₱46.064 Million	₱75.427 Million
		Sub-total		45%					
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  0% = If less than 80%	-	-	90%	90%
		Sub-total		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  0% = if less than 11%	9.09% (40 successful contracts/440 suppliers)	10.9% (49 successful contracts/451 suppliers)	12% (54 successful contracts/451 suppliers)	13% (59 Successful Contracts/450 Suppliers)

1-



Component					Baseline Data		Target	
	Objective/Measure	Formula	Weight	Rating System	2015	2016	2017	2018
	<b>SO 6</b>	<b>Ensure Integration of Countertrade in Government Procurement as a Catalyst for National Development</b>						
	SM 10	Number of New Government Entities Integrating Countertrade	Absolute Number	5%	(Actual / Target) x Weight	2	3	3
	SM 11	Number of New Countertrade Agreements signed with Suppliers	Absolute Number	5%	(Actual / Target) x Weight	15	7	7
	<b>SO 7</b>	<b>Sustain ISO-QMS Certified Status</b>						
	SM 12	ISO 9001:2015 Aligned QMS Established	Actual Accomplishment	10%	All or Nothing	ISO 9001:2008 Certified	Maintained Certification	ISO 9001:2015 Certification
		<b>Sub-total</b>		<b>25%</b>				

1-

Component						Baseline Data		Target	
	Objective/Measure		Formula	Weight	Rating System	2015	2016	2017	2018
LEARNING & GROWTH	SO 8	Increased 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	-	-	Address Gaps on Employee Competency <sup>2</sup>	50%
		Sub-total		5%					
		Total		100%					

<sup>2</sup> Technical Knowledge; Knowledge Management on Government Procurement Law and Processes; Marketing Principles and Strategies; Global or Business Acumen; and Problem Analysis and Decision Making