

PHILIPPINE INTERNATIONAL TRADING CORPORATION

Component						Baseline		Target
		Objective/Measure	Formula	Weight	Rating System	2014	2015	2016
SOCIAL IMPACT	SO 1	Efficient Supply Chain for Foreign and Domestic Requirements						
	SM 1	Increase percentage of International Trading Revenues from the priority sectors: 1) Processed Food, 2) Agri-based Commodity, 3) Furniture, Furnishings & Crafts, 4) Transport	Revenue from the priority sectors/Total Revenue from Exports and Imports	10%	Actual/Target x Weight	79% (P8.583 Million / P10.832 Million)	50%	60%
	SM 2	Increase in Customs Bonded Warehousing Facilities for SMEs	Absolute Number	10%	Actual/Target x Weight	3	3	4
			Sub-total	20%				
FINANCIAL	SO 2	Improve Financial Performance on Core Business Operations						
	SM 3	Gross Revenues from Exports and Imports activities	Absolute amount	5%	Actual/Target x Weight	P10.832 Million	P20 Million	P278.523 Million
	SM 4	Gross Revenue from Countertrade	Absolute amount	5%	Actual/Target x Weight	P70.799 Million	P467.695 Million	P625.991 Million
	SM 6	Gross Revenue from Customs Bonded Warehouse	Absolute amount	5%	Actual/Target x Weight	P1,046 Million	P1,082.42 Million	P1,600 Million

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	SM 7	Gross Revenue from Procurement	Absolute amount	5%	Actual/Target x Weight	₱2,206 Million	₱2,214 Million	₱3,258 Million
	SO 3	Attain Financial Sustainability						
	SM 8	Net Income	Gross Profit + Operating Income + Other Operating Income - Operating Expense - Finance Cost	5%	Actual/Target x Weight	₱0.238 Million	₱4.714 Million	₱4.447 Million
			Sub-total	25%				
STAKEHOLDERS	SO 4	Customer Satisfaction						
	SM 9	Over-all satisfaction rating (Third Party)	Adjectival rating	10%	Actual/Target x Weight	Very Satisfactory	At least Satisfactory	10% increase from 2015 but not lower than Satisfactory
			Sub-total	10%				
INTERNAL PROCESS	SO 5	Establish PITC as an Export Trading Hub						
	SM 10	Percentage of export producers linked to buyers	Number of successful contracts/Total Number of vetted and accredited Exports suppliers	15%	Actual/Target x Weight	6.25% (25 successful contracts/400 suppliers)	9.09% (40 successful contracts/440 suppliers)	12% (54 successful contracts/450 suppliers)

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	SO 6	Engage in Strategic Imports to Promote Domestic Industries					
	SM 11	Percentage of technology requirements served to the domestic industries (government clients)	Number of successful contracts/Total Number of vetted Imports Suppliers	10%	Actual/Target x Weight	n/a	40% (2 successful contracts/5 suppliers) 60% (3 successful contracts/5 suppliers)
	SO 7	Ensure Integration of Countertrade in Government Procurement as a Catalyst for National Development					
	SM 12	Number of new NGAs integrating Countertrade	Absolute Number	5%	Actual/Target x Weight	3	2
	SM 13	Number of Countertrade agreements signed with suppliers	Absolute Number	5%	Actual/Target x Weight	14	6
			Sub-total	35%			
LEARNING AND GROWTH	SO 8	Sustain ISO-QMS Certified Status					
	SM 14	ISO-QMS certification sustained	ISO Certification	5%		n/a	Certified Maintain Certification
	SO 9	Increase Targeted Competencies to Level Up Corporate Performance					
	SM 15	Percentage of improvement from baseline on targeted competencies	Number of improved competencies/Total number of targeted competencies	5%	Actual/Target x Weight	3/8 (38%)	5/8 (63%) 7/8 (88%)
			Sub-total	10%			
			TOTAL	100%			