

	Objective/Measure	Formula	Weight	Baseline	2015									
					1st Quarter		2nd Quarter		Revised Full Year Target	3rd Quarter		4th Quarter		
				2014	Target	Actual	Target	Actual		Target	Actual	Target	Actual	
Stakeholder	SO 4	Become the “Go-to” Trading Agency												
	SM 7	Number of Agreements or Contracts signed with suppliers and buyers (Trading)	Absolute Number	10%	68	13	76	30	19		55		84	
	SM 8	Over-all satisfaction rating (Third Party)	Adjectival Rating	10%									Satisfactory	
		Sub-total		20%										
Internal Process	SO 5	Offer an Array of Innovative and Non-traditional Approaches and Customized Services for its Extensive Network of Clients												
	SM 9	Number of dealerships or local representations for new technologies or component materials	Absolute Number	5%	3	0		1	1		2		4	
	SM 10	Number of export producers utilizing Customs Bonded Warehouse services	Absolute Number	5%	17	3	12	7	14		13		20	

	Objective/Measure		Formula	Weight	Baseline	2015								
						1st Quarter		2nd Quarter		Revised Full Year Target	3rd Quarter		4th Quarter	
						2014	Target	Actual	Target	Actual		Target	Actual	Target
	SM 11	Number of Countertrade agreements signed with suppliers	Absolute Number	5%	5	1	0	2	1		4		6	
Internal Process	SO 6	Check Compliance of Supplier with PH Government and International Regulatory Bodies (Vetting)												
	SM 12	Number of export suppliers vetted and certified	Absolute Number	5%	400	66	405	154	417		286		440	
	SO 7	Resolve Contract Implementation Issues (Project Implementation)												
	SM 13	Percentage of requests responded on Exports	Total number of responses made (email or letter)/Total number of issues raised/received	5%	85%	85%	90%	85%	94%		85%		85%	
		Sub-total			25%									
Learning & Growth	SO 8	Increase the Competencies of the Business and Support Units												
	SM 14	Achieve group performance targets	Actual/Target x 100%	5%	90%								95%	
	SO 9	Automate Key Business Processes												
	SM 15	ICT-based systems automated		3%							1		3	
	SO 10	Acquire and Sustain ISO Certification of QMS												
	SM 16	ISO 9001:2008 QMS acquired and sustained		5%	Prepared QMS Manual &								ISO Certification	

Objective/Measure	Formula	Weight	Baseline	2015									
				1st Quarter		2nd Quarter		Revised Full Year Target	3rd Quarter		4th Quarter		
			2014	Target	Actual	Target	Actual		Target	Actual	Target	Actual	
			Manual of Procedures										
	Sub-total	13%											
	TOTAL	100%											

Note: Values are cumulative, such that 4th Quarter reflects the Full Year Target