



01 August 2017

MR. DAVE M. ALMARINEZ

President and CEO

PHILIPPINE INTERNATIONAL TRADING CORPORATION (PITC)

NDC Bldg., 116 Tordesillas Street, Salcedo Village
 Makati City

**RE : TRANSMITTAL OF CY 2017 PERFORMANCE SCORECARD AND CALL FOR
 SUBMISSION OF REQUIREMENTS UNDER GCG MC No. 2017-02**

Dear PCEO Almarinez,

This is to formally transmit the Charter Statement and Strategy Map (**Annex A**) and 2017 Performance Scorecard (**Annex B**) of PITC.

The PITC proposed Charter Statement, Strategy Map and Performance Scorecard submitted on 10 February 2017 were **MODIFIED** based on the discussions made during the technical working group (TWG) meeting on 06 March 2017 and the Governance Commission's review and evaluation of the revised documents¹. The CY 2017 Charter Statement, Strategy Map and Performance Scorecard shall take effect **IMMEDIATELY**. PITC is reminded to submit the applicable quarterly monitoring reports and upload the same in the GOCC website.

The Governance Commission takes this opportunity to remind PITC that pursuant to Item 3 of GCG Memorandum Circular No. 2017-02, GOCCs are required to submit its Charter Statement, Strategy Map and Performance Scorecard for CY 2018 starting the first working day of July but not later than the last working day of August. In order to further provide GOCCs ample time to prepare, GOCCs are given a **NON-EXTENDABLE** deadline until the **last working day of September 2017**. GOCCs who fail to comply with the said deadline shall be deemed to have waived its opportunity to propose performance targets and measures, and the GCG shall accordingly complete the GOCC's Performance Scorecard based on its own assessment.

FOR YOUR STRICT COMPLIANCE.

Very truly yours,

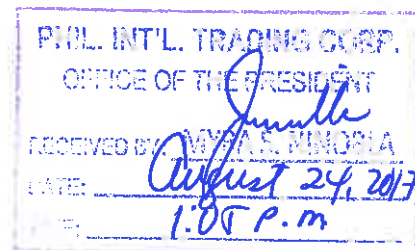
SAMUEL G. DAGPIN, JR.

Chairman

MICHAEL P. CLORIBEL
Commissioner

MARITES CRUZ-DORAL
Commissioner

¹ Per submission of PITC dated 07 July 2017.





Core Values: *Professionalism. Integrity. Teamwork. Creativity. Service Orientation*

PITC 2017 PERFORMANCE SCORECARD (ANNEX B)

PHILIPPINE INTERNATIONAL TRADING CORPORATION

		Component			Baseline Data				Target	
		Objective/Measure	Formula	Weight	Rating System	2013	2014	2015	2016	2017
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) Food and Agri-Based Commodities 2) Crafts, Gifts, and Houseware, and 3) Wearables	Revenue from the priority sectors/ Total Revenue from Exports and Imports	10%	96% - 100% = 10% 93% - 95% = 5% Below 93% = 0%	79.75%	93.19%	99.62%	100.00%	93.36%
	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	22	28	28	13	21
			Sub-total	15%						
FINANCIAL	SO 2	Improve Financial Performance on Core Business Operations								
	SM 3	Gross Revenues from Exports and Imports activities	Absolute Number	10%	Below P 47.80 Million = 0% Above P 47.80 Million = (Actual / Target) x Weight	P5.69 Million	P10.83 Million	P20.34 Million	P47.80 Million	P261.01 Million

Component					Baseline Data				Target
Objective/Measure	Formula	Weight	Rating System	2013	2014	2015	2016	2017	
SM 4	Gross Revenue from Customs Bonded Warehouse	Absolute Number	5%	Below ₱ 1.326 Billion = 0% Above ₱ 1.326 Billion = (Actual/ Target) x Weight	₱867.04 Million	₱1.046 Billion	₱1.125 Billion	₱1.326 Billion	₱1.828 Billion
SM 5	Gross Revenue from Countertrade	Absolute Number	5%	Below ₱ 496.66 Million = 0% Above ₱ 496.66 Million = (Actual/ Target) x Weight	₱61.29 Million	₱70.80 Million	₱496.66 Million	₱398.93 Million	₱672.15 Million
SM 6	Gross Revenue from Procurement	Absolute Number	10%	Below ₱ 1.805 Billion = 0% Above ₱ 1.805 Billion = (Actual/ Target) x Weight	₱1.288 Billion	₱2.206 Billion	₱1.805 Billion	₱1.346 Billion	₱3.425 Billion
		Sub-total	30%						

		Component			Baseline Data				Target	
		Objective/Measure	Formula	Weight	Rating System	2013	2014	2015	2016	2017
	SO 3	Attain Financial Sustainability								
	SM 7	Operating Income	Gross Profit + Operating Income + Other Operating Income - Operating Expense - Finance Cost	10%	Below P45 Million = 0% P45 to P74 Million = 6% P75 Million = 8% Above P75 Million = 10%	P(0.223) Million	P0.238 Million	P15.621 Million	P75.128 Million	P46.064 Million
			Sub-total	10%						
CUSTOMERS	SO 4	Customer Satisfaction								
	SM 8	Over-all satisfaction rating (Third Party)	No. of respondents gave PITC with Very Satisfactory to Extremely Satisfied Rating / Total no. of respondents	10%	All or Nothing	N/A	Very Satisfactory	Very Satisfactory	Very Satisfactory	90% of respondents ¹ gave PITC a Very Satisfactory to Extremely Satisfied Rating
			Sub-total	10%						

¹ Respondent rate should be at least 80%

	Component				Baseline Data				Target	
	Objective/Measure	Formula	Weight	Rating System	2013	2014	2015	2016	2017	
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	N/A	6.25% (25 successful contracts/400 suppliers)	9.09% (40 successful contracts/440 suppliers)	11% (49 successful contracts/451 suppliers)	12% (54 successful contracts/451 suppliers)
			Sub-total	5%						
	SO 6 Ensure Integration of Countertrade in Government Procurement as a Catalyst for National Development									
	SM 10	Number of New Government Entities integrating Countertrade	Absolute Number	5%	(Actual/ Target) x Weight	N/A	3	2	3 ²	+ 3 ³
	SM 11	Number of New Countertrade agreements signed with suppliers	Absolute Number	5%	(Actual/ Target) x Weight	N/A	14	15	7	7
			Sub-total	10%						
	SO 7 Sustain ISO-QMS Certified Status									
	SM 12	ISO-QMS certification sustained		10%	All or Nothing	N/A	N/A	ISO 9001:2008 Certified	ISO 9001:2008 Re- certified	ISO 9001:2008 Recertification and Readiness Assessment to 9001:2015
			Sub-total	10%						

² Philippine National Police; Philippine General Hospital; and Metals Industry Research and Development Center

³ Department of Science and Technology, Philippine Ports Authority, and Metro Manila Development Authority

	Component				Baseline Data				Target	
	Objective/Measure	Formula	Weight	Rating System	2013	2014	2015	2016	2017	
LEARNING AND GROWTH	SO 8	Increase Targeted Competencies to Level Up Corporate Performance								
	SM 13	Improvement from Baseline on Targeted Competencies		10%	(Actual/ Target) x Weight	N/A	N/A	N/A	7 competency gaps given intervention ⁴	Address gaps on employee competency ⁵
			Sub-total	10%						
			TOTAL	100%						

⁴ Coaching and Mentoring; Global Acumen; Knowledge Management on Government Procurement Law and Processes; Marketing Principles and Strategies; Technical Knowledge; Entrepreneurial Thinking / Business Acumen; and Oral Presentation

⁵ Technical Knowledge; Knowledge Management on Government Procurement Law and Processes; Marketing Principles and Strategies; Global or Business Acumen; and Problem Analysis and Decision Making