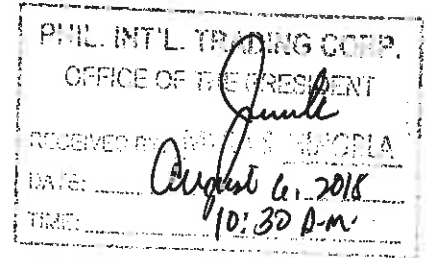




04 July 2018

**MR. RAMON M. LOPEZ**  
*DTI Secretary and Chairperson*  
**MR. DAVE M. ALMARINEZ**  
*President and CEO*  
**PHILIPPINE INTERNATIONAL TRADING CORPORATION (PITC)**  
 NDC Building, 116 Tordesillas Street,  
 Salcedo Village, Makati City



**RE : TRANSMITTAL OF 2018 PERFORMANCE SCORECARD**

Dear DTI Secretary Lopez and PCEO Almarinez,

This is to formally transmit the 2018 Charter Statement and Strategy Map (**Annex A**) and 2018 Performance Scorecard (**Annex B**) of PITC.

The proposed Charter Statement, Strategy Map and Performance Scorecard submitted on 29 September 2017 were **MODIFIED** based on the discussions made during the technical panel meeting (TPM) held on 21 November 2017 and evaluation of revised documents submitted on 08 January 2018. The 2018 Performance Scorecard, as attached, shall take effect **IMMEDIATELY**.

We take this opportunity to inform PITC that Item 5 of GCG Memorandum Circular No. 2017-02 mandates GOCCs to submit Quarterly Monitoring Reports and upload the same in the GOCC's website within thirty (30) calendar days from the close of each quarter.

In view of the foregoing, PITC is hereby **DIRECTED** to upload the 1<sup>st</sup> Quarterly Monitoring Report in its website and submit the same together with validating documents necessary for the review and evaluation of the reported accomplishments. PITC is given **thirty (30) calendar days** from receipt of this letter to comply with the said directive.

**FOR YOUR COMPLIANCE.**

Very truly yours,

**SAMUEL G. DAGPIN, JR.**  
*Chairman*

**MICHAEL P. CLORIBEL**  
*Commissioner*

**MARITES C. DORAL**  
*Commissioner*

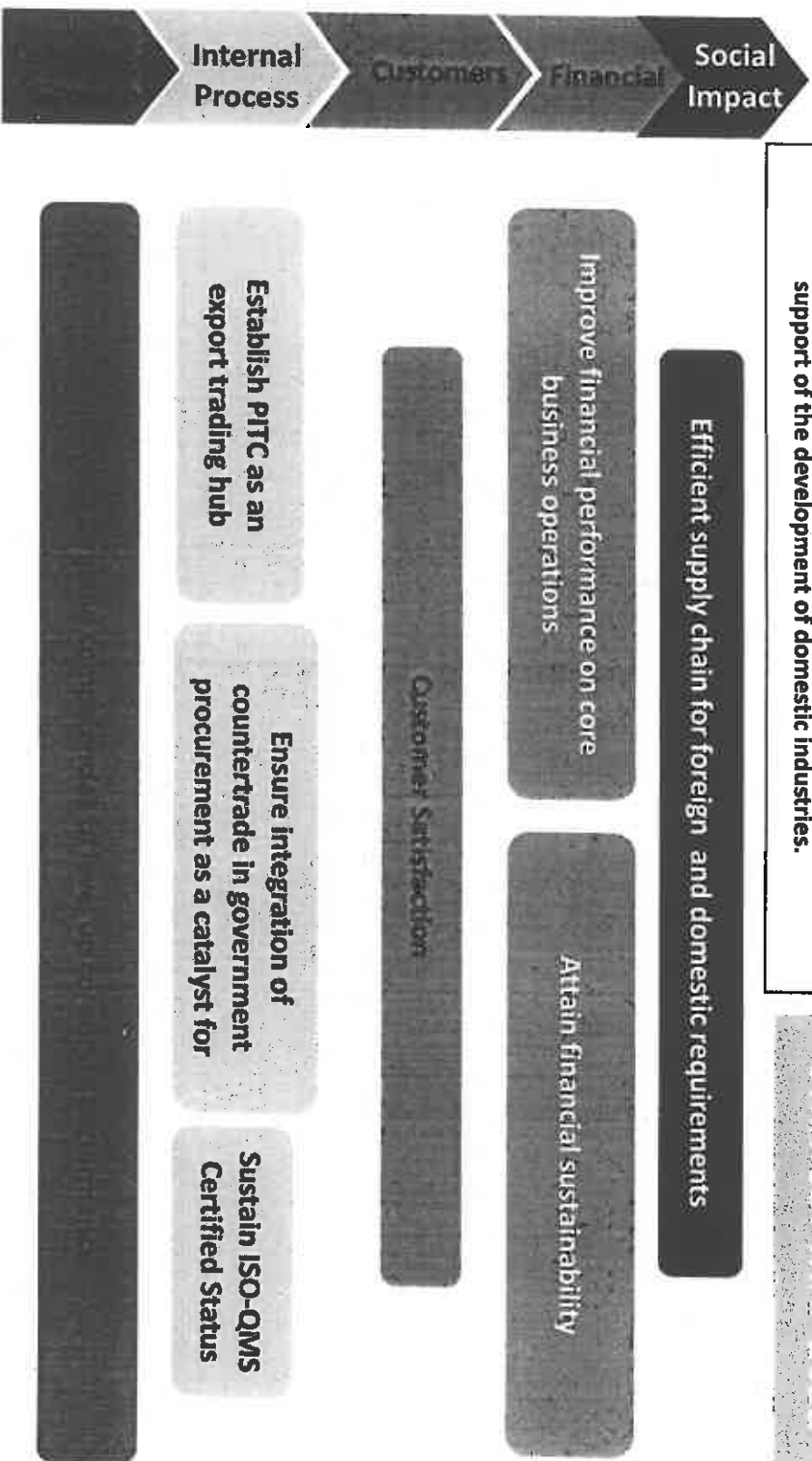
2018 CHARTER STATEMENT AND STRATEGY MAP (ANNEX A)

PITC

VISION

By 2022, PITC shall be a global state trading and marketing enterprise in support of the development of domestic industries.

STRATEGY MAP 2022



Mission

As the state trading enterprise, PITC engages in exports, trade services and special trading arrangements; ensures most efficient and cost-effective procurement services for government; contributes to price and supply stabilization of goods and services; creates strategic alliances that promote the growth and sustainability of businesses and enterprises.

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

2018 PERFORMANCE SCORECARD (ANNEX B)

PHILIPPINE INTERNATIONAL TRADING CORPORATION

Objective/Measure	Component	Formula	Weight	Rating System	Baseline Data				Target
					2015	2016	2017	2018	
<b>SOCIAL IMPACT</b>									
<b>SO 1</b>	<b>Efficient Supply Chain for Foreign and Domestic Requirements</b>								
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	
	<b>Sub-total</b>		<b>15%</b>						

<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			
Objective/Measure	Formula	Weight	Rating System	2015	2016	2017	Target	2018
<b>SO 2 Improve Financial Performance on Core Business Operations</b>								
<b>SM 3</b>	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
<b>SM 4</b>	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
<b>SM 5</b>	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
<b>SM 6</b>	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
<b>FINANCIAL</b>								

		Component		Baseline Data				Target	
Objective/Measure		Formula	Weight	Rating System	2015	2016	2017	2018	
<b>FINANCIAL</b>		<b>Attain Financial Sustainability</b>							
<b>SO 3</b>	<b>Net Operating Income</b>	<b>Operating Income – Operating Expenses</b>	<b>20%</b>	<b>(Actual/Target) x Weight 0% = If less than ₱48,736 Million</b>	<b>₱15,621 Million</b>	<b>₱75,427 Million</b>	<b>₱46,064 Million</b>	<b>₱75,427 Million</b>	
	<i>Sub-total</i>		<b>45%</b>						
<b>CUSTOMERS</b>		<b>Customer Satisfaction</b>							
<b>SO 4</b>	<b>Percentage of Satisfied Customers</b>	<b>Number of Respondents who gave at least Satisfactory Rating / Total Number of Respondents</b>	<b>10%</b>	<b>(Actual / Target) x Weight 0% = If less than 80%</b>	<b>-</b>	<b>-</b>	<b>90%</b>	<b>90%</b>	
	<i>Sub-total</i>		<b>10%</b>						
<b>INTERNAL PROCESS</b>		<b>Establish PITC as an Export Trading Hub</b>							
<b>SO 5</b>	<b>Percentage of Export Producers linked to Buyers</b>	<b>Absolute Number</b>	<b>5%</b>	<b>(Actual/Target) x Weight 0% = If less than 11%</b>	<b>9.09% (40 successful contracts/440 suppliers)</b>	<b>10.9% (49 successful contracts/451 suppliers)</b>	<b>12% (54 successful contracts/451 suppliers)</b>	<b>13% (59 Successful Contracts/450 Suppliers)</b>	
<b>SM 9</b>									

		Component			Baseline Data				Target
Objective/Measure	Formula	Weight	Rating System	2015	2016	2017	2018		
<b>SO 6 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	3	
SM 11	Number of New Countertrade Agreements signed with Suppliers	Absolute Number	5%	(Actual / Target) x Weight	15	7	7	7	
<b>SO 7 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 9001:2008 Recertification and Readiness Assessment to 9001:2015	ISO 9001:2015 Certification	
<b>Sub-total</b>			<b>25%</b>						

		Component			Baseline Data			Target	
		Objective/Measure	Formula	Weight	Rating System	2015	2016	2017	2018
<b>LEARNING &amp; GROWTH</b>		<b>Increased Targeted Competencies to Level Up Corporate Performance</b>							
<b>SO 8</b>									
	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>
		<b>Sub-total</b>		<b>5%</b>					
		<b>Total</b>		<b>100%</b>					50%

<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