

PHILIPPINE INTERNATIONAL TRADING CORPORATION

	Component				Annual Target	1st Quarter		
	Strategic Objective (SO)/ Strategic Measure(SM)	Formula	Weight	Rating System		Target	Actual	
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	Revenue from the Priority Sectors / Total Revenue from Exports and Imports	10%	(Actual/Target) x Weight	95%	10%	100%
	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	25	5	21
	Sub-total			15%				

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

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FINANCIAL	SO 2	Improve Financial Performance on Core Business Operations						
	SM 3	Gross Revenues from Exports and Imports Activities	Absolute Number	5%	(Actual/Target) x Weight 0% = if less than ₱48 Million	₱141.470 Million	₱35 Million	₱6.033 Million
	SM 4	Gross Revenue from Customs Bonded Warehouse	Absolute Number	5%	(Actual/Target) x Weight 0% = if less than ₱1 Billion	₱1.898 Billion	₱189 Million	₱594.565 Million
	SM 5	Gross Revenue from Countertrade	Absolute Number	5%	(Actual/Target) x Weight 0% = if less than ₱400 Million	₱772.977 Million	₱77 Million	₱842.539 Million
	SM 6	Gross Revenue from Procurement	Absolute Number	10%	(Actual/Target) x Weight 0% = if less than ₱1 Billion	₱3.999 Billion	₱400 Million	₱693.264 Million
	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	₱75.427 Million	₱4 Million	₱79.063 Million
	Sub-total			45%				

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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%	-	-
	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%	13% (59 successful contracts/ 450 suppliers)	2% (9 successful contracts/ 450 suppliers)	2.223% (10 successful contracts/ 450 suppliers)
	Sub-total							
	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	3	-	2
	SM 11	Number of New Countertrade Agreements signed with Suppliers	Absolute Number	5%	(Actual/Target) x Weight	7	-	1
	SO 7	Sustain ISO-QMS Certified Status						
	SM 12	ISO 9001:2015 Aligned QMS Established	Actual Accomplishment	10%	All or Nothing	ISO 9001:2015 Certification	-	-
Sub-total			25%					

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LEARNING AND 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	50%	-	-
	Sub-total			5%				
	TOTAL			100%				