

PHILIPPINE INTERNATIONAL TRADING CORPORATION

	Component				Annual Target	2 nd Quarter		
	Strategic Objective (SO)/ Strategic Measure(SM)	Formula	Weight	Rating System		Target	Actual	
					SO 1	Efficient Supply Chain for Foreign and Domestic Requirements		
SOCIAL IMPACT	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%	91%	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	22	22
	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 If less than ₱52 Million = 0%	₱141.470 Million	₱80.940 Million	₱0.427 Million
SM 4		Gross Revenue from Customs Bonded Warehouse	Absolute Number	5%	(Actual/Target) x Weight If less than ₱1 Billion = 0%	₱2.251 Billion	₱675.599 Million	₱771.677 Million
SM 5		Gross Revenue from Countertrade	Absolute Number	5%	(Actual/Target) x Weight If less than ₱415 Million = 0%	₱1.258 Billion	₱278.272 Million	₱982.037 Million
SM 6		Gross Revenue from Procurement	Absolute Number	10%	(Actual/Target) x Weight If less than ₱2 Billion = 0%	₱4.641 Billion	₱1.392 Billion	₱3.071 Billion
SO 3		Attain Financial Sustainability						
SM 7		Net Operating Income	Operating Income – Operating Expenses	30%	(Actual/Target) x Weight If less than ₱126.64 Million = 0%	₱346.102 Million	₱103.831 Million	₱589.333 Million
Sub-total				55%				

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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	5%	(Actual/Target) x Weight If below 80% = 0%	90%	-	-
	Sub-total			10%				
INTERNAL PROCESS	SO 5	Establish PITC as an Export Trading Hub						
	SM 9	Percentage of Export Producers linked to Buyers	Number of Successful Contracts / 450 Suppliers	5%	(Actual/Target) x Weight If less than 10% = 0%	16% (72 successful contracts / 450 suppliers)	4% (18 successful contracts / 450 suppliers)	0.222% (1 successful contract / 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	1	1
	SM 11	Number of New Countertrade Agreements signed with Suppliers	Absolute Number	5%	(Actual/Target) x Weight	7	2	13
	SO 7	Sustain ISO-QMS Certified Status						
	SM 12	ISO 9001:2015 Certification Sustained	Actual Accomplishment	5%	All or Nothing	Maintain ISO 9001:2015 Certification	-	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	Number of Employees Meeting Required Competencies / Total Number of Employees	5%	(Actual/Target) x Weight	Address identified competency gaps of 30 employees	-	-
Sub-total				5%				
TOTAL				100%				