

Philippine International Trading Corporation

	Component				Annual Target	1 st 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 sector: 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%	93.36%	90%	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	21	16	16
	Sub-total			15%				

SO 2		Improve Financial Performance on Core Business Operations						
Financial	SM 3	Gross Revenues from Exports and Imports activities	Absolute Number	10%	Below ₱ 47.80 Million = 0% Above ₱ 47.80 Million = (Actual/Target) x Weight	₱ 261.01 Million	₱ 111.025 Million	₱ 29.871 Million
	SM 4	Gross Revenue from Customs Bonded Warehouse	Absolute Number	5%	Below ₱ 1.326 Billion = 0% Above ₱ 1.326 Billion = (Actual/Target) x Weight	₱ 1.828 Billion	₱ 829.578 Million	₱ 852.478 Million
	SM 5	Gross Revenue from Countertrade	Absolute Number	5%	Below ₱ 496.66 Million = 0% Above ₱ 496.66 Million = (Actual/Target) x Weight	₱ 672.15 Million	₱ 339.220 Million	₱ 260.405 Million
	SM 6	Gross Revenue from Procurement	Absolute Number	10%	Below ₱ 1.805 Billion = 0% Above ₱ 1.805 Billion = (Actual/Target) x Weight	₱ 3.425 Billion	₱ 906.104 Million	₱ 907.588 Million
	Sub-total			30%				

SO 3		Attain Financial Sustainability						
Financial	SM 7	Operating Income	Gross Profit + Operating Income + Other Operating Income – Operating Expense – Finance Cost	10%	Below ₱ 45 Million = 0% ₱ 45 to ₱ 74 Million = 6% ₱ 75 Million = 6% Above ₱ 75 Million = 10%	₱ 46.064 Million	₱ 5.185 Million	₱ 46.266 Million
	Sub-total			10%				
SO 4		Customer Satisfaction						
Customers	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	90% of respondents ¹ gave PITC a Very Satisfactory to Extremely Satisfied Rating	-	-
	Sub-total			10%				

¹ Respondent rate should be at least 80%

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	12% (54 successful contracts/451 suppliers)	7.096% (32 successful contracts/451 suppliers)	7.983% (36 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	+3 ²	-	-
	SM 11	Number of New Countertrade agreements signed with suppliers	Absolute Number	5%	(Actual/Target) x Weight	7	4	4
	Sub-total			10%				
	SO 7	Sustain ISO-QMS Certified Status						
	SM 12	ISO-QMS certification sustained		10%	All or Nothing	ISO 9001:2008 Recertification and Readiness Assessment to 9001:2015	-	ISO 9001:2008 Recertification
	Sub-total			10%				

² Department of Science and Technology, Philippine Ports Authority, and Metro Manila Development Authority

Learning and Growth	SO 8	Increased Targeted Competencies to Level Up Corporate Performance						
	SM 13	Improvement from Baseline on Targeted Competencies		10%	(Actual/Target) x Weight	Address gaps on employee competency ³	-	-
	Sub-total			10%				
	TOTAL			100%				

³ Technical Knowledge; Knowledge Management on Government Procurement Law and Processes; Marketing Principles and Strategies; Global or Business Acumen; and Problem Analysis and Decision Making