



PHILIPPINE INTERNATIONAL TRADING CORPORATION

| | Component | Objective/Measure | Formula | Weight | Rating System ^{a/} | Data Provider | Baseline Data (if applicable) | | | Target |
|---------------|-------------|---|--|------------|-----------------------------|---------------|----------------------------------|------------------------------------|------------------------------------|----------------------------------|
| | | | | | | | 2012 | 2013 | 2014 | 2015 |
| SOCIAL IMPACT | SO 1 | Efficient Supply Chain for Foreign and Domestic Requirements | | | | | | | | |
| | SM 1 | Improved participation of accredited suppliers | Absolute Number | 0% | | | 140 | 310 | 400 | 440 |
| | SM 2 | Proportion of Successful Contracts to the Value of the Contract | Number of successful contracts/ Number of accredited suppliers | 12% | Actual/ Target x Weight | | 20% (28 successful contracts) | 7.42% (23 successful contracts) | 6.25% (25 successful contracts) | 10% (44 successful contracts) |
| | | Sub-total | | 12% | | | | | | |
| FINANCIAL | SO 2 | Grow Gross Income | | | | | | | | |
| | SM 3 | Amount of Sales, Service Income and Commission Income | Absolute Amount | 10% | Actual/ Target x Weight | | ₱51.656 Million | ₱57.393 Million | ₱61.802 Million | ₱81.426 Million |
| | SM 4 | International Trade Revenue | Absolute Amount | 0% | | | ₱765 Million | ₱934 Million | ₱1,128 Million | ₱1,811 Million |
| | SM 5 | Percentage of International Trade Revenue to the Total Revenue | International Trade Revenue/ Total Revenue x 100% | 10% | Actual/ Target x Weight | | 39% | 42% | 34% | 45% |
| | SO 3 | Attain Positive Net Operating Income | | | | | | | | |
| | SM 6 | Increase EBITDA (Operating Profit) | Absolute Amount | 10% | Actual/ Target x Weight | | (₱38.331 Million) | (₱33.018 Million) | (₱26.419 Million) | (₱17.118 Million) |





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| | | | | | | | 2012 | 2013 | 2014 | 2015 |
| | | Sub-total | | 30% | | | | | | |
| STAKEHOLDER | SO 4 Become the "Go-to" Trading Agency | | | | | | | | | |
| | SM 7 | Number of Agreements or Contracts signed with suppliers and buyers (trading) | Absolute Number | 10% | Actual/ Target x Weight | | 58 | 57 | 68 | 84 |
| | SM 8 | Over-all satisfaction rating (Third Party) | Adjectival Rating | 10% | Actual/ Target x Weight | | n/a | n/a | Very Satisfactory | Satisfactory rating |
| | | Sub-total | | 20% | | | | | | |
| INTERNAL PROCESS | SO 5 Offer an Array of Innovative and Non-Traditional Approaches and Customized Services for Its Extensive Network of Clients | | | | | | | | | |
| | SM 9 | Number of dealerships or local representations for new technologies or component materials | Absolute Number | 5% | Actual/ Target x Weight | | 1 | 1 | 3 | 4 |
| | SM 10 | Number of export producers utilizing Customs-Bonded Warehouse Services | Absolute Number | 5% | Actual/ Target x Weight | | 17 | 14 | 17 | 20 |
| | SM 11 | Number of Countertrade Agreement signed with suppliers | Absolute Number | 5% | Actual/ Target x Weight | | 1 | 4 | 5 | 6 |
| | SO 6 Check Compliance of Supplier with PH Government and International Regulatory Bodies (Vetting) | | | | | | | | | |
| | SM 12 | Number of export suppliers vetted and certified | Absolute Number | 5% | Actual/ Target x Weight | | 140 | 310 | 400 | 440 |
| | SO 7 Resolve Contract Implementation Issues (Project Implementation) | | | | | | | | | |

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- Handwritten initials: "P.C.", "J.P.", "M.P.", "J.P.", "M.P."
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- Handwritten signature: "M.P." (written vertically)

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|-------------------|-------------------|--|--|-----------------------------|-------------------------|-------------------------------|---|---|---------------------|--|
| | Objective/Measure | Formula | Weight | Rating System ^{a/} | Data Provider | 2012 | 2013 | 2014 | 2015 | |
| | SM 13 | Percentage of Requests Responded on Exports | Total number of responses made (email or letter)/ Total number of issues/ concerns raised/received | 5% | Actual/ Target x Weight | | n/a | 85% | 85% | 85% |
| | | Sub-total | | 25% | | | | | | |
| LEARNING & GROWTH | SO 8 | Increase the Competencies of the Business and Support Units | | | | | | | | |
| | SM 14 | Achieve group performance targets | Actual/ Target x 100% | 5% | Actual/Target x Weight | | 76% | 92.87% | 90% | 95% |
| | SO 9 | Automate Key Business Processes | | | | | | | | |
| | SM 15 | ICT-based systems automated | | 3% | Actual/Target x Weight | | Accounting & Treasury Monitoring System Enhanced Bid Documents Scheduling System | Enhanced Accounting & Treasury Monitoring System; Bid Documents Issuance and Procurement Suppliers Tracking System | IT Ticketing System | Procurement Monitoring System Suppliers Database Property Management Systems |

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|-----------|--|---------|-------------|-----------------------------|---------------|-------------------------------|------|--|-------------------|
| | Objective/Measure | Formula | Weight | Rating System ^{a/} | Data Provider | 2012 | 2013 | 2014 | 2015 |
| SO 10 | Acquire and Sustain ISO Certification of QMS | | | | | | | | |
| SM 16 | ISO 9001:2008 QMS acquired and sustained | | 5% | Actual/Target x Weight | | n/a | n/a | Prepared QMS Manual and Manual of Procedures | ISO Certification |
| | Sub-total | | 13% | | | | | | |
| | TOTAL | | 100% | | | | | | |

a/ But not to exceed the weight assigned per indicator

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2015 STRATEGY MAP

By 2020, PITC shall be a global state trading and marketing enterprise in support of the development of domestic industries

Financial Viability

Regional presence in ASEAN Community

Developing targeted industries

Efficient supply chain for foreign and domestic requirements

Grow gross income

Attain positive operating income

Become the "go-to" trading agency

Customer Satisfaction

Offer an array of innovative and non-traditional approaches and customized services for its extensive network of clients (Marketing & Promotions)

Check compliance of suppliers with PH gov't and int'l regulatory bodies (Vetting)

Resolve contract implementation issues (Execution)

Establish mutually beneficial relationship with clients (Contracting)

Increase the competencies of the business and support units

Automate key business processes

Acquire and sustain ISO Certification of QMS



CORE PURPOSE

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 & supply stabilization of goods and services
- creates strategic alliances that promote the growth and sustainability of businesses and enterprises

VISION

SOCIAL IMPACT

FINANCIAL

CUSTOMERS

INTERNAL PROCESSES

LEARNING & GROWTH

CORE VALUES

Professionalism • Integrity • Teamwork • Creativity • Service Orientation