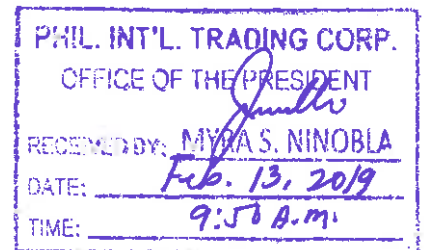




04 February 2019

**MR. RAMON M. LOPEZ**  
*DTI Secretary and Chairperson*  
**MR. DAVE M. ALMARINEZ**  
*President and CEO (PCEO)*

**PHILIPPINE INTERNATIONAL TRADING CORPORATION (PITC)**  
 NDC Bldg., 116 Tordesillas Street, Salcedo Village  
 Makati City



**RE : TRANSMITTAL OF 2019 PERFORMANCE SCORECARD**

Dear Secretary and Chairperson Lopez and PCEO Almarinez,

This is to formally transmit the 2019 Charter Statement and Strategy Map (**Annex A**) and 2019 Performance Scorecard (**Annex B**) of PITC. The same is to be posted in PITC's website, in accordance with Section 43 of GCG Memorandum Circular No. 2012-07<sup>1</sup>.

The PITC proposed Charter Statement, Strategy Map and Performance Scorecard submitted through its letter dated 28 September 2018<sup>2</sup> were **MODIFIED** based on the discussions made during the Technical Panel Meeting (TPM) held on 08 November 2018 and evaluation of revised documents submitted through its letter dated 07 December 2018<sup>3</sup>.

We take this opportunity to **REMIND** PITC that Item 5 of GCG Memorandum Circular No. 2017-02<sup>4</sup> 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.

**FOR YOUR COMPLIANCE.**

Very truly yours,

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

**MICHAEL P. CLORIBEL**  
*Commissioner*

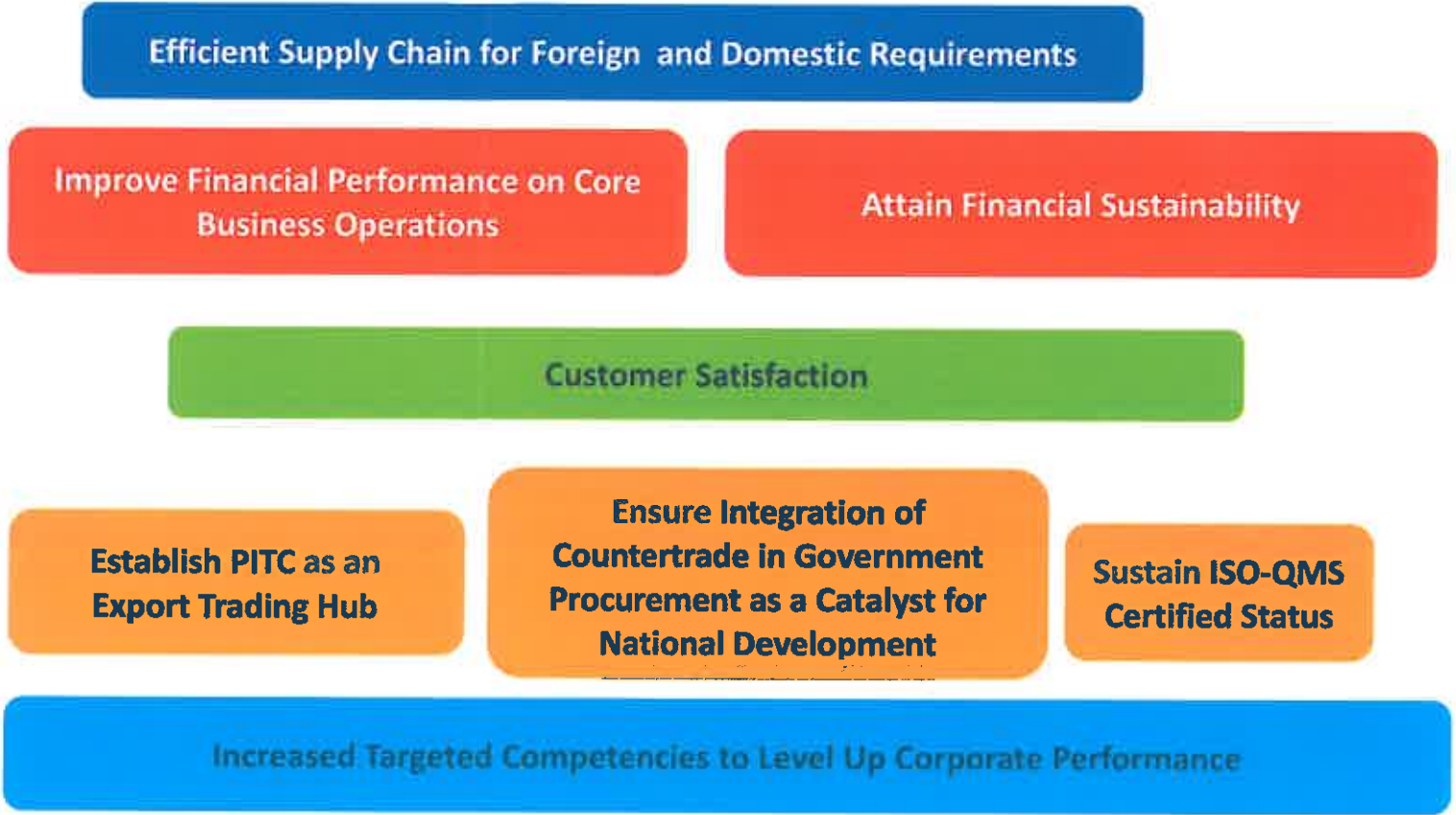
**MARITES C. DORAL**  
*Commissioner*

<sup>1</sup> Code of Corporate Governance for GOCCs dated 28 November 2012.  
<sup>2</sup> Officially received by the Governance Commission on 08 October 2018.  
<sup>3</sup> Officially received by the Governance Commission on 07 December 2018.  
<sup>4</sup> INTERIM PES FOR THE GOCC SECTOR, dated 30 June 2017.



**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**

PHILIPPINE INTERNATIONAL TRADING CORPORATION (PITC)

	Objective/Measure	Component			Baseline Data			Target	
		Formula	Weight	Rating System	2016	2017	2018	2019	
SOCIAL IMPACT	<b>SO 1 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	100%	100%	95%	95%
	SM 2	Increase in Number of SME Export Producers with General Service Agreements to utilize the Customs Bonded Warehousing Facilities	Absolute Number	5%	(Actual/ Target) x Weight	13	22	25	25
		<b>Sub-total</b>		<b>15%</b>					
FINANCIAL	<b>SO 2 Improve Financial Performance on Core Business Operations</b>								
	SM 3	Gross Revenue from Exports and Imports Activities	Absolute Amount international trading business facilitated	5%	(Actual / Target) x Weight If less than ₱52 Million = 0%	₱47.80 Million	₱51.93 Million	₱141.47 Million	₱141.47 Million
	SM 4	Gross Revenue from Customs Bonded Warehouse	Absolute Amount Customs Bonded Warehouse facilitated	5%	(Actual / Target) x Weight If less than ₱1 Billion = 0%	₱1.326 Billion	Cannot be validated	₱1.828 Billion	₱2.251 Billion

<sup>1</sup> Priority Sectors: (a) Food and Agri-based Commodities; (b) Crafts, Gifts and Houseware; (c) Wearables; (d) Industrial/Construction Materials; and (e) Furnishings.

	Objective/Measure	Component	Weight	Rating System	Baseline Data		Target		
		Formula			2016	2017	2018	2019	
	SM 5	Gross Revenue from Countertrade	Absolute Amount Countertrade facilitated	5%	(Actual / Target) x Weight If less than ₱415 Million = 0%	₱398.93 Million	₱1.049.01 Billion	₱772.977 Million	₱1.258 Billion
	SM 6	Gross Revenue from Procurement	Absolute Amount of Procurement facilitated	10%	(Actual / Target) x Weight If less than ₱2 Billion = 0%	₱1.346 Billion	Cannot be validated	₱3.999 Billion	₱4.641 Billion
	SO 3	<b>Attain Financial Sustainability</b>							
	SM 7	Net Operating Income	Operating Income – Operating Expense	30%	(Actual/Target) x Weight If less than ₱126.64 Million = 0%	₱75.128 Million	₱126.64 Million	₱75.427 Million	₱346.102 Million
		<b>Sub-total</b>		<b>55%</b>					
<b>CUSTOMERS</b>	SO 4	<b>Customer Satisfaction</b>							
	SM 8	Percentage of Satisfied Customers	Number of Stakeholders who gave a Rating of at least Satisfactory / Total Number of Respondent	5%	(Actual / Target) x Weight If below 80% = 0%	Very Satisfactory	58.67%	90%	90%
		<b>Sub-total</b>		<b>5%</b>					

	Objective/Measure	Component		Baseline Data			Target		
		Formula	Weight	Rating System	2016	2017	2018	2019	
INTERNAL PROCESS	<b>SO 5</b>	<b>Establish PITC as an Export Trading Hub</b>							
	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%	11% (49 successful contracts / 451 suppliers)	14.63% (66 successful contracts / 451 suppliers)	13% (59 successful contracts / 451 suppliers)	16% (72 successful suppliers / 450 suppliers)
	<b>SO 6</b>	<b>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	3	3	3	3
	SM 11	Number of New Countertrade Agreements signed with Suppliers	Absolute Number	5%	(Actual/Target) x Weight	7	5	7	7
	<b>SO 7</b>	<b>Sustain ISO-QMS Certified Status</b>							
	SM 12	ISO 9001:2015 Certification Sustained	Actual Accomplishment	5%	All or Nothing	ISO 9001:2008 Re-certified	ISO 9001:2008 Recertification	ISO 9001:2015 Certification	Maintain ISO 9001:2015 Certification
	<b>Sub-total</b>		<b>20%</b>						
LEARNING & GROWTH	<b>SO 8</b>	<b>Increased Targeted Competencies to Level Up Corporate Performance</b>							
	SM 13	Percentage of Employees Meeting Required Competencies	Number of Employees Meeting Required Competencies / Total Number of Employees	5%	(Actual / Target) x Weight	No Data	Gaps not addressed	50%	Address identified competency gaps of 30 employees targeted for 2019 <sup>2</sup>
		<b>Sub-total</b>		<b>5%</b>					
	<b>TOTAL</b>		<b>100%</b>						

<sup>2</sup> Please see attached Appendix 1.