

**PHILIPPINE INTERNATIONAL TRADING CORPORATION**

	Component				Annual Target	3 <sup>rd</sup> Quarter		
	Strategic Objective (SO)/ Strategic Measure(SM)	Formula	Weight	Rating System		Target	Actual	
					<b>SO 1</b>	<b>Efficient Supply Chain for Foreign and Domestic Requirements</b>		
<b>SOCIAL IMPACT</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	95%	92%	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	23	24
	<b>Sub-total</b>			<b>15%</b>				

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

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<b>FINANCIAL</b>	<b>SO 2</b>	<b>Improve Financial Performance on Core Business Operations</b>						
	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	₱39.414 Million	₱3.346 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	₱1.687 Billion	₱1.351 Billion
	SM 5	Gross Revenue from Countertrade	Absolute Number	5%	(Actual/Target) x Weight If less than ₱415 Million = 0%	₱1.258 Billion	₱869.682 Million	₱318.307 Million
	SM 6	Gross Revenue from Procurement	Absolute Number	10%	(Actual/Target) x Weight If less than ₱2 Billion = 0%	₱4.641 Billion	₱2.835 Billion	₱4.958 Billion
	<b>SO 3</b>	<b>Attain Financial Sustainability</b>						
	SM 7	Net Operating Income	Operating Income – Operating Expenses	30%	(Actual/Target) x Weight If less than ₱126.64 Million = 0%	₱346.102 Million	₱250.902 Million	₱654.208 Million
	<b>Sub-total</b>			<b>55%</b>				

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	<b>CUSTOMERS</b>	<b>SO 4</b>	<b>Customer Satisfaction</b>					
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%	-	-
<b>Sub-total</b>				<b>10%</b>				
<b>SO 5</b>		<b>Establish PITC as an Export Trading Hub</b>						
<b>INTERNAL PROCESS</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%	16% (72 successful contracts / 450 suppliers)	9.778% (44 successful contracts/450 suppliers)	1.333% (6 successful contracts / 450 suppliers)
	<b>Sub-total</b>							
	<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	2	3
	SM 11	Number of New Countertrade Agreements signed with Suppliers	Absolute Number	5%	(Actual/Target) x Weight	7	3	13
	<b>SO 7</b>	<b>Sustain ISO-QMS Certified Status</b>						
	SM 12	ISO 9001:2015 Certification Sustained	Actual Accomplishment	5%	All or Nothing	Maintain ISO 9001:2015 Certification	-	ISO 9001:2015 Certification
<b>Sub-total</b>			<b>25%</b>					

	Component				Annual Target	3 <sup>rd</sup> Quarter		
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	<b>LEARNING AND GROWTH</b>	<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	Address identified competency gaps of 30 employees	-	-
<b>Sub-total</b>				<b>5%</b>				
<b>TOTAL</b>				<b>100%</b>				