

PHILIPPINE INTERNATIONAL TRADING CORPORATION (PITC)
Validation Result of 2018 Performance Scorecard

	Objective/Measure	Component			PITC Submission		GCG Validation		Supporting Documents	GCG Remarks		
		Formula	Weight	Rating Scale	Target	Actual	Rating	Actual			Rating	
SOCIAL IMPACT	SO 1 Efficient Supply Chain for Foreign and Domestic Requirements											
	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%	100%	10%	100%	10%	PITC's Computation of Actual Gross Revenue of Exports and Imports; Purchase Orders; Packing List; Shipping Documents; Sales Invoices; Order Confirmations ; Debit Notes; Turnover Report	Acceptable.
	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	4.4%	22	4.4%	General Service Agreements	Reported accomplishment is acceptable. Target not met.
	Sub-total			15%				14.4%		14.4%		

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

Objective/Measure	Component		Rating Scale	Target	PITC Submission		GCG Validation		Supporting Documents	GCG Remarks	
	Formula	Weight			Actual	Rating	Actual	Rating			
SO 2 Improve Financial Performance on Core Business Operations											
SM 3	Gross Revenue from Exports and Imports Activities	Absolute Number	5%	(Actual/Target) x Weight 0% = If less than P48 Million	₱141.470 Million	₱51.665 Million	1.8%	₱51.665 Million	1.83%	Turnover Report; Sales Invoices; Order Confirmations; Debit Notes; BSP Reference Rate for Peso Conversion.	Reported accomplishment is acceptable. Target not met.
SM 4	Gross Revenue from Customs Bonded Warehouse	Absolute Number	5%	(Actual/Target) x Weight 0% = If less than P1 Billion	₱1.898 Billion	₱2.244 Billion	5%	₱2.244 Billion	5%	Turnover Report; Sales Invoices; Debit Notes; Bill of Lading; Commercial Invoice; Receiving Report; Withdrawal Report.	Acceptable. PITC exceeded the target by 18%.
SM 5	Gross Revenue from Countertrade	Absolute Number	5%	(Actual/Target) x Weight 0% = If less than ₱400 Million	₱772.977 Million	₱337.823 Million	0%	₱337.823 Million	0%	Turnover Report; Debit Notes; Final Certificates of Discharge; General Countertrade and Offset Agreement.	Reported accomplishment is acceptable. However, PITC failed to achieve the minimum acceptable accomplishment.
SM 6	Gross Revenue from Procurement	Absolute Number	10%	(Actual/Target) x Weight 0% = If less than P1 Billion	₱3.999 Billion	₱5.151 Billion	10%	₱5.151 Billion	10%	Turnover Report; Debit Note; Notice of Award; Agency Outsourcing Request Contract for the Supply and Delivery	Acceptable. PITC exceeded the target by 29%.

FINANCIAL

Objective/Measure	Component				PITC Submission		GCG Validation		Supporting Documents	GCG Remarks		
	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual	Rating				
SO 3 Attain Financial Sustainability												
SM 7	Net Operating Income	Operating Income – Operating Expenses	20%	(Actual/Target) x Weight 0% = If less than ₱48.736 Million	₱75.427 Million	₱587.381 Million	20%	₱562.61 Million	20%	Financial Statement as audited by COA	PITC exceeded the target. The difference in the reported and the validated accomplishment is due to the exclusion of Gains, Other Non-Operating Income, Non-Cash Expenses and Income Tax Expense from the computation of the Net Operating Income and the use of COA Audit Report as basis.	
Sub-total			45%				36.8%		36.83%			
SO 4 Customer Satisfaction												
CUSTOMERS	SM 8	Percentage of Satisfied Customers	Number of Respondents who gave at least Satisfactory Rating / Total Number of Respondents	10%	(Actual / Target) x Weight 0% = If less than 80%	90%	95%	10%	96%	10%	Copy of Customer Satisfaction Survey Report as submitted by People Dynamics, Inc.; Data Collection Process Report as submitted by People Dynamics, Inc.;	Acceptable. PITC exceeded the target. PITC reported that 95% of its clients rated their services as satisfactory, however, the final report showed 96%: 58% of the respondents rated Very Satisfied and 38% rated Satisfied.

Validation Result of 2018 Performance Scorecard (Annex A)

Objective/Measure	Component			PITC Submission		GCG Validation		Supporting Documents	GCG Remarks		
	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual			Rating	
									Sample of Accomplished Survey Forms.		
	Sub-total	10%				10%		10%			
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 0% = if less than 11%	13% (59 successful contracts/450 suppliers)	14.286% (65 successful contracts/455 suppliers)	5%	14.29% (65 successful contracts/455 suppliers)	5%	PITC Registry of Export Suppliers; Turnover Report; Sales Invoices; Order Confirmations; Debit Notes.	Acceptable. PITC exceeded the target.
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	3	5%	3	5%	Copies of General Countertrade and Offset Agreement	Acceptable.
SM 11	Number of New Countertrade Agreements signed with Suppliers	Absolute Number	5%	(Actual / Target) x Weight	7	16	5%	16	5%	Copies of General Countertrade and Offset Agreement	Acceptable. PITC exceeded the target.
SO 7 Sustain ISO-QMS Certified Status											
SM 12	ISO 9001:2015 Aligned QMS Established	Actual Accomplishment	10%	All or Nothing	ISO 9001:2015 Certification	-	0%	No reported accomplishment	0%	-	PITC was not able to obtain an ISO 9001:2015 Certificate in 2018.
	Sub-total	25%					15%		15%		

Objective/Measure	Component		Rating Scale	Target	PITC Submission		GCG Validation		Supporting Documents	GCG Remarks	
	Formula	Weight			Actual	Rating	Actual	Rating			
SO 8 Increase Targeted Competencies to Level Up Corporate Performance											
SM 13	Percentage of Employees Meeting Required Competencies	No. of employees meeting required competencies / Total number of employees	5%	(Actual / Target) x Weight	50%	-	0%	No reported accomplishment	0%	List of Training Provided to Employees	Documents submitted do not show measurement of competency. Per PITC representation, it is still in the process of finalizing the re-assessment report.
Sub-total			5%				0%		0%		
TOTAL			100%				76.2%		76.23%		