## NATIONAL ELECTRIFICATION ADMINISTRATION (NEA) Performance Scorecard

|             | Component   |  |                                  |               | Target          | Submi           | ssion  | GCG Val         | idation | Supporting   | Remarks   |
|-------------|-------------|--|----------------------------------|---------------|-----------------|-----------------|--------|-----------------|---------|--|---|
|             | C           | bjective/Measure   | Formula                          | Weight        | 2015            | Actual          | Rating | Score           | Rating  | Documents  | , ,   |
|             | <b>SO</b> 1 | Ensured that the ECs Pr                                    | ovide Accessible, Quality and Re | liable Servic | e to the Con    | sumers          |        |                 |         |  |   |
| STAKEHOLDER | SM 1        | Number of completed and energized sitio projects           | Actual over target               | 30.00%        | 7,092           | 10,361          | 30.00% | 10,361          | 30.00%  | Summary of SEP<br>Projects<br>Completed and<br>Energized (as of<br>31 December<br>2015)  | NEA exceeded its target by 3,269 sitios or 46.09%. Per NEA, completion of SEP was accelerated using available funds for other specific projects in 2015. The completed and energized sitios are distributed as follows:    Completed and Energized Sitios |
|             | SM 2        | Percentage of ECs<br>adopting balanced<br>scorecard system | Actual over target               | 5.00%         | 10%<br>(12 ECs) | 10%<br>(12 ECs) | 5.00%  | 10%<br>(12 ECs) | 5.00%   | Copy of     Balanced     Scorecards of     the 12 ECs     Board     Resolutions from     the 12 ECs     confirming     adoption of the     balanced     scorecard     system | The following are the ECs adopting the Balanced Scorecard system, viz:  Laneco Siarelco Dielco Dasureco Surseco I Omeco Akelco Aselco Quezelco II Batelec I Ormeco Moresco I  |

|             | Component |  |  |             | Target | Submis     | ssion  | GCG Va | idation | Supporting  | Remarks  |
|-------------|-----------|--|--|-------------|--------|------------|--------|--------|---------|---|--|
|             | 0         | bjective/Measure   | Formula  | Weight      | 2015   | Actual     | Rating | Score  | Rating  | Documents   | Nomano   |
|             | SO 2      | Generated Peak Perform   | nance among ECs to Ensure Comp   | etitiveness |        |            |        |        |         |   |  |
| JLDER       | SM 3      | Percentage of<br>milestones completed<br>by NEA leading to the<br>restructuring of<br>identified ailing ECs<br>through PSP | Actual over target  a. Meeting with EC Board, Management and Employees (35%)  b. Discussion with stakeholders such as LGUs, business groups, civic organizations, and religious sector among others (35%)  c. Secure concurrence to undertake PSP (30%)  | 2.00%       | 100%   | 100%       | 2.00%  | 100%   | 2.00%   | Minutes of the Board Meetings/ Resolutions: Casureco III 28 Mar 2015 (Res. No. 16) 20 Jun 2015 (Res. No. 45) Zamcelco 10 Ct 2015 (Res. No. 136) Attendance Sheet for Meeting with Zamcelco Officals, re: PSP held on 4 Mar 2015 | Validated with supporting documents.   |
| STAKEHOLDER | SM 4      | Number of ailing ECs<br>restructured through<br>PSP  | Pass or fail<br>(4% or nothing)  | 4.00%       | 1      | In Process | 0.00%  | -      | 0.00%   | -   | Restructuring of CASURECO III did not push through in 2015. The term of reference is yet to be finalized.  |
|             | SM 5      | Sustainability of restructuring through PSP  | Pass or fail  Semestral monitoring of compliance with agreement:  1. ALECO Payment of concession fee consisting of: a. Quarterly payment of P2.1M to residual ALECO b. Monthly payment of 50% of net cash flows for existing liabilities  2. PELCO II a. System loss should be lower than 13.10%  Collection efficiency should be higher than 90.53% | 1.50%       | 100%   | 100%       | 1.50%  | 50%    | 0.75%   | Report on ALECO's Remittance of Concession Fee as of 08 April 2016 Report on PELCO II's performance accomplishments for the year 2015 Conducted ocular inspection at PELCO II   | In accordance with the concession agreement, quarterly payments of \$\mathbb{P}2.1\$ Million were made by ALECO. However, monthly payment of 50% of net cash flow for existing liabilities was yet impracticable due to negative cash flow in 2015. Hence, NEA failed to achieve said target for ALECO.  PELCO II's performance in 2015 are as follows:    System Loss |

|             | Component |  | nponent   |                | Target       | Submi  | ssion  | GCG Val | lidation | Supporting   | Remark  | · · · · · · · · · · · · · · · · · · · |
|-------------|-----------|--|---|----------------|--------------|--------|--------|---------|----------|--|---|---------------------------------------|
|             | C         | Objective/Measure  | Formula   | Weight         | 2015         | Actual | Rating | Score   | Rating   | Documents  | Keman   | .3                                    |
| STAKEHOLDER | SM 6      | Average satisfaction rating based on a survey conducted by a third party | Actual over target  | 2.00%          | 85%          | 85%    | 2.00%  | 85%     | 2.00%    | Survey report<br>entitled: "Project<br>Power Electric<br>Cooperatives<br>Satisfaction<br>Survey" prepared<br>by Strategic<br>Consumer &<br>Media Incites, Inc.<br>for NEA on<br>November 27,<br>2015 | Validated with supportir  | g documents                           |
|             |           |  | Sub-total   | 46.00%         |              |        | 42.00% |         | 41.25%   |  |   |                                       |
|             | SO 3      | Sustained the Organizat  | tion's Viability and Ensured Accou  | intability and | d Transparei | тсу    |        |         |          |  |   |                                       |
| FINANCE     | SM 7      | Amount of loans<br>facilitated (Php Billion)<br>(Net of calamity loans)  | Below Php 1B is 0%. For the amount ≥ Php 1B, 10% is proportionally distributed, i.e.  Actual amount of regular loans facilitated ≥ PHP 1B  (Target amount – Php 0.999B) ÷ 10% | 10.00%         | 1.700        | 1.711  | 10.00% | 1.711   | 10.00%   | Summary of Peso Releases for the Year 2015 as of 31 December 2015  Schedule of loan released (STCF, Stand- by credit, CapEx)   | NEA slightly exceeded 0.65% through provise assistances to its EC      TYPE OF LOAN      Short-Term Credit Facility (STCF) average     Stand-by Credit average     Capital Expenditure (Capital Projects, Modular Generator Set, Working Capital)      TOTAL  of: | sion of financial                     |

|                  | Component |   |  |            | Target  | Target Submis                 |        | GCG Val                       | idation | Supporting  |   |  |
|------------------|-----------|---|--|------------|---|-------------------------------|--------|-------------------------------|---------|---|---|--|
|                  | c         | Objective/Measure   | Formula  | Weight     | 2015  | Actual                        | Rating | Score                         | Rating  | Documents   | Remarks   |  |
| FINANCE          | SM 8      | Maintain high collection efficiency   | Pass or Fail<br>(4% or nothing)                | 4.00%      | 99%   | 100.20%                       | 4.00%  | 100.20%                       | 4.00%   | Report on     "Status of EC Loan Repayments"     (as of 31 December 2015)      Schedule of Loan Payments     (per EC)   | NEA's collection efficiency continuous to improve from 99.72% in 2014 to 100.20% in 2015.  TYPE OF LOAN AMOUNT Total Amortization Due Total Payments 16.86 B % of Coll. Efficiency 100.20%  Collection efficiency exceeded 100% because advances made by ECs were included in the collection of receivables.  |  |
|                  |           |   | Sub-total                                      | 14.00%     |   |                               | 14.00% |                               | 14.00%  |   |   |  |
|                  | SO 4      | To Continue Upgrading   | of Organizational Infrastructure a             | nd Enhance | Operational   | Efficiency                    |        |                               |         |   |   |  |
| PROCESS          | SM 9      | Implementation of ISO 9001:2008   | Percentage completion on identified milestones | 5.00%      | ISO<br>9001:2008<br>Certified                         | ISO<br>9001:2008<br>Certified | 5.00%  | ISO<br>9001:2008<br>Certified | 5.00%   | ISO 9001:2008     Certification   | NEA was ISO certified by TUV<br>Rheinland on 10 February 2015.  |  |
| INTERNAL PROCESS | SM 10     | Percentage of sitio<br>electrification projects<br>funded that are fully<br>compliant with NEA<br>standards and<br>specifications | Actual over target                             | 10.00%     | 75% of<br>projects<br>done as of<br>end Sept.<br>2015 | 78.00%                        | 10.00% | 78.30%                        | 10.00%  | Summary of<br>SEP with<br>Certificate of<br>Final Inspection<br>and Acceptance<br>(CFIA) as of 31<br>December 2015     Certificates of<br>Final Inspection<br>and<br>Acceptance of<br>sampled ECs | NEA exceeded its target by 214 sitios or 4.39%. Breakdown is as follows:           Comp. & Energized (as of 9/30)         With Accomplish ed           LUZON         2,171         1,535         70.70%           VISAYAS         2,157         1,740         80.67%           MINDANAO         2,170         1,813         83.55%           TOTAL         6,498         5,088         78.30% |  |

|                 |                           | Component  |   |        | Target |        | Submission   |        | lidation  | Supporting  | Remarks   |  |
|-----------------|---------------------------|--|---|--------|--------|--------|--------------|--------|-----------|---|---|--|
|                 | Objective/Measure Formula |  | Weight  | 2015   | Actual | Rating | Rating Score |        | Documents | Nemarks   |   |  |
| PROCESS         | SM 11                     | Percentage of sitios<br>completed and<br>energized within 120<br>calendar days from<br>release of funds to ECs | Below 75% is zero. For ≥ 75%, 10% is proportionally distributed, Actual percentage of sitios completed and energized within120 days from release of funds to ECs ≥ 75%  (Target rate - 74%) ÷ x 100 | 10.00% | 80%    | 80%    | 10.00%       | 80.08% | 10.00%    | Summary of<br>SEP Completed/<br>Energized within<br>120 days  | Total Accomplished Win 120 days                                 |  |
| NTERNAL PROCESS | SM 12                     | Average number of days to release loans  | Pass or fail<br>(4% or nothing)   | 4.00%  | 10     | 7.89   | 4.00%        | 7.89   | 4.00%     | Report on "Average Number of Working Days for Loan Facilitated – Regular" (as of December 2015) Report on Monthly Rural Electrification Financing for CY 2015 | No. of   No. Of   Transact   Working   Days   Days per   Trans. |  |

|                     | Component         |  |                                   |                | Target                                    | Submi                        | ssion  | GCG Val                                 | idation        | Supporting   | Remarks  |  |
|---------------------|-------------------|--|-----------------------------------|----------------|---|------------------------------|--------|---|----------------|--|--|--|
|                     | Objective/Measure |  | Formula                           | Weight         | 2015                                      | Actual                       | Rating | Score                                   | Rating         | Documents  | Remarks  |  |
| NTERNAL PROCESS     | SM 13             | Average number of days to release calamity loans (natural and armed conflict)                    | Pass or fail<br>(2% or nothing)   | 2.00%          | 5   | 4.59                         | 2.00%  | 4.59                                    | 2.00%          | Report on     "Average     Number of     Working Days     for Loan     Facilitated –     Calamity" (as of     31 December     2015)      Report on     Monthly Rural     Electrification     Financing for     CY 2015 | No. of   |  |
|                     | SM 14             | NEA restructuring / reorganization   | Pass or fail<br>(3% or nothing)   | 3.00%          | Submis-<br>sion to<br>GCG of<br>Org. Plan | Submitted<br>30 June<br>2015 | 3.00%  | Plan<br>submitted<br>on 30<br>June 2015 | 3.00%          | Proposed     Restructuring     Plan  | NEA submitted Proposed Restructuring<br>Plan to GCG on 30 June 2015. |  |
|                     |                   |  | Sub-total                         | 34.00%         |   |                              | 34.00% |   | 34.00%         |  |  |  |
|                     | SO 5              | Enhanced Human Resou   | urces, Knowledge, Skills and Beha | avioral Com    | petencies                                 |                              |        |   |                |  | _  |  |
| LEARNING AND GROWTH | SM 15             | Number of officials and employees graduated from certification/competency programs a. NEA b. ECs | Actual over target                | 3.00%<br>3.00% | 500<br>2,000                              | 631<br>3,941                 | 3.00%  | 631<br>3,941                            | 3.00%<br>3.00% | NEA Office for<br>Corporate and<br>Electric<br>Cooperatives<br>Training 2015<br>Year-end<br>Departmental<br>Accomplishment<br>Report      NEA OCECT<br>2015 Quarterly      Reports                                     | Validated with internal documents.                                   |  |
|                     |                   |  | Sub-total                         | 6.00%          |   |                              | 6.00%  |   | 6.00%          |  |  |  |
|                     |                   |  | TOTAL                             | 100.00%        |   |                              | 96.00% |   | 95.25%         |  |  |  |