

AL-AMANAH ISLAMIC INVESTMENT BANK OF THE PHILIPPINES

Performance Measures					Baseline Data (if available)			Targets		
Description	Formula	Weight		Rating System	Data Provider if applicable	2010	2011	2012	2013	2014
		2013	2014							
<b>MFO 1 : Deposit Products and Services</b>										
<b>Financial:</b> Increase in Deposit	End less Beginning Balance	20%	20%	Actual/Target x Weight		P549.62 Million	P237.25 Million	P223.91 Million	P260.0 Million	P300.0 Million
<b>Quantity:</b> Availability of Islamic and Financing Products	No. of new Islamic products approved by the Board.  <i>A new product is one that is not yet in the list of products offered by the Bank but maybe a variation of a general product line.</i>	5%	5%	Actual/Target x Weight		0	0	1	4	2
<b>Timeliness:</b> Percentage of deposit transactions completed within TAT	No. of transactions completed within TAT over total deposit transactions	3%	3%	Actual/Target x Weight		20-25 minutes	20-25 minutes	15-20 minutes	Not less than 90%	Not less than 90%



Performance Measures					Baseline Data (if available)			Targets		
Description	Formula	Weight		Rating System	Data Provider if applicable	2010	2011	2012	2013	2014
		2013	2014							
<b>Quality:</b> Customer Satisfaction Rating	No. of satisfactory customer rating over total population surveyed	2%	2%	Actual/Target (i.e. 90%) x Weight		n/a	n/a	n/a	Not less than 90% Satisfactory	Not less than 90% Satisfactory
<b>Subtotal of Weights:</b>		<b>30%</b>	<b>30%</b>							
<b>MFO 2 : Investment and Financial Services</b>										
<b>Financial 1:</b> Increase in Investment/Financing (Loan) Portfolio	Ending balance less beginning balance	20%	20%	Actual/Target x Weight		P52.97 Million	P152.94 Million	P127.22 Million	P231.0 Million	P270.0 Million
<b>Financial 2:</b> Gross Income	Absolute Amount	20%	20%	Actual/Target x Weight		P30.88 Million	P33.73 Million	P44.9 Million	P26.8 Million	P31.35 Million
<b>Timeliness:</b> Percentage of investment and financing transactions completed within TAT	No. of transactions processed within TAT over total transactions processed	5%	5%	Actual/Target (i.e. 90%) x Weight		n/a	n/a	More than 120 days	Not less than 90% of transactions processed within 120 banking days.	Not less than 90% of transactions processed within 120 banking days.

Performance Measures					Baseline Data (if available)			Targets		
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		2013	2014							
<b>Quality:</b> Improved quality of loans	Percentage of NPL/PD over Total Portfolio	5%	5%	Applicable score x Weight  Within 5% - 100% 5.01 to 10%- 90% 10.01 to 15%- 80% 15.01 to 20%-70% Over 20% - 60%		P1.23 Million	P1.23 Million	P0.24 Million	Not more than 5% of total portfolio	Not more than 5% of total portfolio
<b>Subtotal of Weights:</b>		<b>50%</b>	<b>50%</b>							
<b>Organizational Effectiveness and Financial Sustainability (i.e. General Administrative Services)</b>										
<b>Quality:</b> Budget Utilization Rate	Actual Expenses Incurred/Total Budget on Expenses	10%	10%	Actual/Target (i.e. 100%) x Weight		83%	81%	62%	Not more than 100%	Not more than 10%
<b>Quality:</b> Substantial compliance with the reportorial requirements of COA and BSP	No. of Major Exceptions	5%	5%	Applicable score x Weight  Zero Major exception- 100% 1 to 3 ME – 90% 4 to 6 ME – 80% 7 to 10 ME- 70% Over 10 ME- 60%		0 Major Exception	0 Major Exception	0 Major Exception	0 Major Exception	0 Major Exception
<b>Quality:</b> Percentage of internal and external	No. of internal and external	5%	5%	Actual/Target (i.e. 90%) x Weight		n/a	n/a	n/a	Not less than 90%	Not less than 90%

Performance Measures					Baseline Data (if available)			Targets		
Description	Formula	Weight		Rating System	Data Provider if applicable	2010	2011	2012	2013	2014
		2013	2014							
communications/requests responded within 15 days	communications responded within 15 days over the total no. of internal and external requests received									
<b>Subtotal of Weights:</b>		<b>20%</b>	<b>20%</b>							
<b>TOTAL OF WEIGHTS:</b>		<b>100%</b>	<b>100%</b>							

\* Rating of an indicator should not exceed its corresponding weight.