

**PHILIPPINE SUGAR CORPORATION (PHILSUCOR)
2017 Performance Scorecard**

	Component			Target	Submission		GCG Validation		Supporting Documents	Remarks	
	Objective/Measure	Formula	Wt.	2017	Actual	Rating	Actual	Rating			
FINANCE	SO 1	Maximize Use of Financial Resources									
	SM 1	Net Income (Before Tax)	Revenue - Expenses	5%	₱6 M	₱24.244 M	5%	₱24.57 M	5%	<ul style="list-style-type: none"> • PHILSUCOR COA-Audited FS 2017 • Trial Balance 2017 	PHILSUCOR's submitted figure is different from the GCG-validated figure as the former is based on unaudited FS while the latter is derived from COA-audited FS.
	SM 2	Credit Financing Utilization Rate	(Total Amount Released / Credit Financing Budget) x 100	40%	100%	41.62%	16.65%	41.62%	16.65%	<ul style="list-style-type: none"> • Schedule of Credit Financing Assistance • Secretary's Certificate indicating the Board Resolution Approving the Loan Application • Continuing Surety Agreement 	Out of the ₱500 Million allotted budget for credit financing assistance, only ₱208,088,180 was utilized and extended to nineteen (19) individual farmers.
	SM 3	Arrears Collected (Past Due Accounts)	Cumulative Actual Amount Collected vs. Total Amount Receivables	5%	55.53% (65.50M / 117.95M)	36.17%	3.26%	46.71% (55.09M / 117.95M)	4.21%	<ul style="list-style-type: none"> • Arrears Collection Schedule 2017 	The total arrears collected by PHILSUCOR in 2017 amounted to ₱7.59 Million, which is below the target collection of ₱18 Million for the year, or a cumulative target of ₱65.50 Million.
	Sub-total			50%			25%	25.86%			

	Component			Target	Submission		GCG Validation		Supporting Documents	Remarks	
	Objective/Measure	Formula	Wt.	2017	Actual	Rating	Actual	Rating			
CUSTOMER / STAKEHOLDERS	SO 2	Expand and Diversify Credit Assistance to Sugarcane Planters' Cooperative/Federations/Associations, Sugar Mills/Refineries and Block Farms									
	SM 4	Number of Beneficiaries assisted:									
		a. Block farms / Individuals / Unaffiliated	No. of Entities with Approved Loans	5%	5	5	5%	5	5%	• Promissory Notes	
	b. Cooperatives / Federations / Associations, Sugar Mills / Refineries	No. of Entities with Approved Loans	5%	10	15	5%	14	5%	• Promissory Notes	Nefrospa Multi-Purpose Cooperative had 2 loan applications and was counted twice.	
	Sub-total		10%			10%		10%			
INTERNAL PROCESS	SO3	Improve Delivery of Service									
	SM 5	Percentage of Loans granted within 20 days	Loans processed within 20 working days/ Total No. of Loans Granted	15%	100%	100%	15%	100%	15%	• Schedule on Loan Grant 2017 • Board Resolution on Grant of Loans • Loan applications	The reckoning period is the date of the latest submission of requirement and stops on the date of issuance of the approval letter to the applicant.
	SM 6	Customer Satisfaction Rating	Overall Rating	10%	Very Satisfactory	Very Satisfactory	10%	Very Satisfactory	10%	• Third Party Survey Report • Transmittal Letter	
		Sub-total		25%			25%		25%		
LEARNING AND GROWTH	SO4	Establish Organizational Effectiveness through Personnel Competency and Quality Management System									
	SM 7	ISO 9001:2015 Certification	Milestone	10%	ISO Certified	Complete Internal Audit and Management Review	0%	Complete Internal Audit and Management Review	0%	• ISO Internal Quality Audit from Consultant	

Component		Target	Submission		GCG Validation		Supporting Documents	Remarks			
			2017	Actual	Rating	Actual			Rating		
LEARNING AND GROWTH	Objective/Measure	Formula	Wt.	2017	Actual	Rating	Actual	Rating	Supporting Documents	Remarks	
	SM 8	Percentage of Personnel Meeting Required Competencies	Competencies Acquired/ Required Competencies	5%	80%	85%	5%	0%	0%	• Summary of Competency-based Training Needs Assessment	Out of six (6) filled plantilla positions, none achieved the required competencies of their positions.
	Sub-total			15%			5%		0%		
TOTAL			100%			65%		60.86%			