

## HOME DEVELOPMENT MUTUAL FUND

| Performance Measures            |   |  |        |  | Baseline Data    |                  |                   | Targets |
|---------------------------------|---|--|--------|--|------------------|------------------|-------------------|---------|
| Indicator                       | Description   | Formula  | Weight | Rating   | 2011             | 2012             | 2013              | 2014    |
| <b>MFO 1: Provident Savings</b> |   |  |        |  |                  |                  |                   |         |
| Quantity                        | Members' Savings (PhP Billion)  | Actual Year-End MS+MS Upgrade+MS from new members, to list:<br>a) Local members<br>b) OFW-New Hires deployment   | 7%     | Simple Average (i.e. Actual/Target), but shall not exceed 100% | 21.893           | 24.103           | 26.134            | 29.057  |
| Quality                         | Provident Benefit Claims (Percentage of qualified applicants for claims served) | Actual Number of Claimants with Approved Provident Benefit Claim Applications/Qualified Benefit Claim Applicants | 7%     | 100%: 7%<br><100% 0%   | 100%             | 100%             | 100%              | 100%    |
| Financial                       | Percentage of Dividend to Net Income  | Dividend Amount/Net Income   | 7%     | Simple Average (i.e. Actual/Target), but shall not exceed 100% | 71%<br>(8.491 B) | 70%<br>(9.276 B) | 70%<br>(10.106 B) | 70%     |
| Timeliness                      | Provident Benefit Claims Processing Time (computer time)                        |  | 4%     |  |                  |                  |                   |         |

| Performance Measures |   |  |        |   | Baseline Data |         |         | Targets |
|----------------------|---|--|--------|---|---------------|---------|---------|---------|
| Indicator            | Description   | Formula                                | Weight | Rating  | 2011          | 2012    | 2013    | 2014    |
|                      | 1. Regular Claims   |  |        |   |               |         |         |         |
|                      | a. All records are available within the receiving/processing branch | No. of WDs to process provident claims | 0.7%   | > 4 WD: 0%<br>>2-4 WD: 0.35%<br>≤ 2 WD: 0.7%  | 2.1 WDs       | 1.9 WDs | 2.9 WDs | 2 WDs   |
|                      | b. With records from other branch/es                                | No. of WDs to process provident claims | 0.8%   | > 10 WD: 0%<br>>6-10 WD: 0.4%<br>≤ 6 WD: 0.8% | 7.1 WDs       | 5.5 WDs | 5.9 WDs | 6 WDs   |
|                      | 2. Maturity Claims  |  |        |   |               |         |         |         |
|                      | a. All records are available within the receiving/processing branch | No. of WDs to process provident claims | 0.7%   | > 6 WD: 0%<br>>3-6 WD: 0.35%<br>≤ 3 WD: 0.7%  | 6.0 WDs       | 7.7 WDs | 9.1 WDs | 3 WDs   |
|                      | b. With records from other branch/es                                | No. of WDs to process provident claims | 0.8%   | > 10 WD: 0%<br>>6-10 WD: 0.4%<br>≤ 6 WD: 0.8% | 5.8 WDs       | 4.6 WDs | 7.1 WDs | 6 WDs   |

| Performance Measures        |  |  |            |  | Baseline Data |           |           | Targets   |
|-----------------------------|--|--|------------|--|---------------|-----------|-----------|-----------|
| Indicator                   | Description  | Formula  | Weight     | Rating   | 2011          | 2012      | 2013      | 2014      |
|                             | 3. Optional Withdrawal   | No. of WDs to process provident claims   | 1.0%       | > 10 WD: 0%<br>>6-10 WD: 0.5%<br>≤ 6 WD: 1.0%                  | 6.7 WDs       | 4.9 WDs   | 5.3 WDs   | 6 WDs     |
|                             |  | <b>Subtotal of weights</b>   | <b>25%</b> |  |               |           |           |           |
| <b>MFO 2: STL Availment</b> |  |  |            |  |               |           |           |           |
| Quantity 1                  | Multi-Purpose Loans (MPL) Availment (PhP billion)                              | Total Loan Amount Approved   | 4%         | Simple Average (i.e. Actual/Target), but shall not exceed 100% | 39.272        | 39.034    | 37.417    | 43.577    |
| Quantity 2                  | Multi-Purpose Loans (MPL) Availment (Borrowers)                                | Total Number of Borrowers with Approved Loan   | 4%         | Simple Average (i.e. Actual/Target), but shall not exceed 100% | 1,990,717     | 1,902,030 | 1,885,008 | 2,371,528 |
| Quality                     | Calamity Loan<br><br>(Percentage of qualified calamity loan applicants served) | Actual Number of Calamity Loan Borrowers with Approved Loan/Qualified Calamity Loan Applicants | 6%         | 100%: 6%<br><100%: 0%  | 100%          | 100%      | 100%      | 100%      |
| Timeliness                  | Multi-Purpose Loan Processing Time (computer time)                             |  | 2%         |  |               |           |           |           |

| Performance Measures |   |   |        |   | Baseline Data |         |         | Targets |
|----------------------|---|---|--------|---|---------------|---------|---------|---------|
| Indicator            | Description   | Formula                                   | Weight | Rating  | 2011          | 2012    | 2013    | 2014    |
|                      | 1. New Loans  |   |        |   |               |         |         |         |
|                      | a. All records are available within the receiving/processing branch | No. of WDs to process multi-purpose loans | 0.25%  | > 2 WD: 0%<br>>1-2 WD: 0.125%<br>≤ 1 WD: 0.25%  | 0.7 WDs       | 0.8 WDs | 0.9 WD  | 1 WD    |
|                      | b. With records from other branch/es                                | No. of WDs to process multi-purpose loans | 0.25%  | > 7 WD: 0%<br>>5-7 WD: 0.125%<br>≤ 5 WD: 0.25%  | 11 WDs        | 5.4 WDs | 3.1 WDS | 5 WDs   |
|                      | 2. Loan Renewals  |   |        |   |               |         |         |         |
|                      | a. All records are available within the receiving/processing branch | No. of WDs to process multi-purpose loans | 0.75%  | > 2 WD: 0%<br>> 1-2 WD: 0.375%<br>≤ 1 WD: 0.75% | 0.8 WDs       | 0.9 WDs | 1 WD    | 1 WD    |

| Performance Measures         |  |  |            |  | Baseline Data                           |   |  | Targets |
|------------------------------|--|--|------------|--|---|---|--|---------|
| Indicator                    | Description                                  | Formula  | Weight     | Rating   | 2011                                    | 2012                                    | 2013                                   | 2014    |
|                              | b. With records from other branch/es         | No. of WDs to process multi-purpose loans                                    | 0.75%      | > 4 WD: 0%<br>> 2-4 WD: 0.375%<br>≤ 2 WD: 0.75%                | 7 WDs                                   | 2.2 WDs                                 | 1.5 WDS                                | 2 WDs   |
| Financial                    | Collection Efficiency for Short-term Loans   | Actual Collection (PhPB)/Collectibles (PhPB)                                 | 4%         | Simple Average (i.e. Actual/Target), but shall not exceed 100% | 97% (Actual 48.563 Collectibles 49.915) | 97% (Actual 53.676 Collectibles 55.260) | 97%(Actual 49.147 Collectibles 53.273) | 100%    |
|                              |  | <b>Subtotal of weights</b>   | <b>20%</b> |  |   |   |  |         |
| <b>MFO 3: Home Financing</b> |  |  |            |  |   |   |  |         |
| Quantity 1                   | Retail Home Lending Availment (Php Billion)  | Total Amount of Loans Taken-out + Amount of Loans Pending for Take-out       | 13%        | Simple Average (i.e. Actual/Target), but shall not exceed 100% | 38.269                                  | 42.792                                  | 46.581                                 | 49.712  |
| Quantity 2                   | Retail Home Lending Availment (No. of Units) | Total Housing Units Taken-out + Number of Housing Units Pending for Take-out | 13%        | Simple Average (i.e. Actual/Target), but shall not exceed 100% | 55,631                                  | 60,883                                  | 63148                                  | 73,905  |
| Timeliness                   | Home Lending Processing Time                 |  | 10%        |  |   |   |  |         |

| Performance Measures |  |  |        |   | Baseline Data |          |          | Targets |
|----------------------|--|--|--------|---|---------------|----------|----------|---------|
| Indicator            | Description                                      | Formula  | Weight | Rating                                      | 2011          | 2012     | 2013     | 2014    |
|                      | 1. Window 1: Developer-assisted Prime Accounts   | No. of WDs to process Retail Home Lending Applications                       | 2%     | > 11 WD: 0%<br>>9-11 WD: 1%<br>≤ 9 WD: 2%   | 10.3 WDs      | 8.0 WDs  | 8.3 WDs  | 9 WDs   |
|                      | 2. Window 2: Developer-assisted Regular Accounts |  |        |   |               |          |          |         |
|                      | a. Loan Approval                                 | No. of WDs to process Retail Home Lending Applications                       | 2%     | > 17 WD: 0%<br>>14-17 WD: 1%<br>≤ 14 WD: 2% | 25.1 WDs      | 14.7 WDs | 12.8 WDs | 14 WDs  |
|                      | b. Loan Takeout                                  | No. of WDs to process loan disbursements of Retail Home Lending Applications | 2%     | > 6 WD: 0%<br>>3-6 WD: 1%<br>≤ 3 WD: 2%     | 2.2 WDs       | 2.2 WDs  | 1.9 WDs  | 3 WDs   |
|                      | 3. Window 3: Retail                              |  |        |   |               |          |          |         |

| Performance Measures                   |  |  |            |  | Baseline Data                           |  |   | Targets |
|--|--|--|------------|--|---|--|---|---------|
| Indicator                              | Description                              | Formula  | Weight     | Rating   | 2011                                    | 2012                                     | 2013  | 2014    |
|  | a. Loan Approval                         | No. of WDs to process Retail Home Lending Applications                       | 2%         | > 20 WD: 0%<br>>17-20 WD: 1%<br>≤ 17 WD: 2%                      | 23.1 WDs                                | 17.8 WDs                                 | 15.5 WDs                                    | 17 WDs  |
|  | b. Loan Takeout                          | No. of WDs to process loan disbursements of Retail Home Lending Applications | 2%         | > 6 WD: 0%<br>>3-6 WD: 1%<br>≤ 3 WD: 2%                          | 2.3 WDs                                 | 2.7 WDs                                  | 2.1 WDs                                     | 3 WDs   |
| Financial                              | Collection Efficiency for Housing Loan** | Actual Collection (PhPB)/ Collectibles (PhPB)                                | 9%         | Simple average (i.e. Actual / Target), but shall not exceed 100% | 95% (Actual 27.081 Collectibles 28.435) | 100% (Actual 28.785 Collectibles 28.916) | 103% (Actual: 30.720 / Collectibles 29.909) | 100%    |
|  |  | <b>Subtotal of weights</b>   | <b>45%</b> |  |   |  |   |         |
| <b>GASS: Admin and Expense Loading</b> |  |  |            |  |   |  |   |         |
| Financial 1                            | Capital Adequacy Ratio                   | Retained Earnings/Risk Weighted Assets                                       | 2%         | Simple average (i.e. Actual / Target), but shall not exceed 100% | 17.57%                                  | 18.23%                                   | 20.28%                                      | 24.43%  |

| Performance Measures |                                |  |             |  | Baseline Data |       |       | Targets |
|----------------------|--------------------------------|--|-------------|--|---------------|-------|-------|---------|
| Indicator            | Description                    | Formula                                  | Weight      | Rating                                     | 2011          | 2012  | 2013  | 2014    |
| Financial 2          | Fund Administration Cost of 2% | Fund Administration Cost/Net Fund Assets | 8%          | > 2%: 0%<br>>1.87% - 2%: 4%<br>≤ 1.87%: 8% | 1.24%         | 1.37% | 1.39% | 1.80%   |
|                      |                                | <b>Subtotal of weights</b>               | <b>10%</b>  |  |               |       |       |         |
|                      |                                | <b>TOTAL</b>                             | <b>100%</b> |  |               |       |       |         |

\*\*Collectibles for 2011 are based on 91% PL Ratio and Collections from Existing portfolio is from accounts up to 1 year. Accounts over 1 year in arrears are assumed to be endorsed for foreclosure and cancellation. Collectibles for 2012 are based on 91% PL Ratio for existing portfolio and 95% for new take-outs. Portfolio for endorsements for Foreclosure and cancellation are as follows: at nist 50% and accounts over 2 yrs. In arrears and up. Collectibles from MCR/SCR for 2013 are based on 79% PL Ratio for accounts take-out and 95% for accounts taken-out in 2011 to 2013. Accts. Over 2 years in arrears will be endorsed for foreclosure and cancellation. Updated accounts with collections through outsourcing, will be endorsed for foreclosure and cancellation. Collectibles from GHL for 2014 are based on 98% for accounts taken-out in 2011 to 2013.