

**AL-AMANAH ISLAMIC INVESTMENT BANK OF THE PHILIPPINES
VALIDATED 2017 PERFORMANCE SCORECARD**

	Component				AAIIBP Submission		GCG Validation		Supporting Documents	GCG Remarks		
	Objective/ Measure	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual			Rating	
FINANCIAL	SO 1	Maximize Utilization of Loanable Funds										
	SM 1	Amount of Outstanding Loans Granted	Absolute Amount	20.00%	20%: Above ₱326 Million 15%: ₱256 Million to ₱326 Million 10%: ₱185 Million to ₱255 Million 0%: Below ₱185 Million	₱326 Million	₱211.64 Million	10.00%	₱211.74 Million	10.00%	Loan Balances per type of Loan 2017 COA Audited Financial Statement	Actual accomplishment was based on the 2017 COA Audited Report.
	SO 2	Manage Cost and Expenses										
	SM 2	Amount of Net Interest Revenue	Interest Revenue less Interest Expense	10.00%	10%: Above ₱28 Million 7%: ₱24 Million to ₱28 Million 5%: ₱20 Million to ₱23 Million	₱28 Million	₱23.358 Million	5.00%	₱23.358 Million	5.00%	Computation of the Net Interest Revenue; 2017 COA Audited Financial Statement.	Acceptable.

		Component				AAIIBP Submission		GCG Validation		Supporting Documents	GCG Remarks	
Objective/ Measure	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual	Rating				
			0%: Below P20 Million									
SO 3	Grow Funding Base											
SM 3	Deposit Level	Absolute Amount	20.00%	20%: Above P405 Million 15%: P321 Million to P405 Million 10%: P240 Million to P320 Million 0%: Below P240 Million	P405 Million		P463.486 Million	20.00%	P463.486 Million	20.00%	Consolidated Balances per Quarter for CY 2017 COA Audited Financial Statement	Acceptable. AAIIBP exceeded the target.
		Sub-Total	50.00%					35.00%		35.00%		
SO 4	Develop Islamic Products and Services											
CUSTOMERS	SM 4	Increase in the Number of Accounts for the New Products	Absolute Number	5.00%	(Actual/ Target) x Weight	80	43	2.70%	Cannot be validated	0.00%	Report generated from SavePlus System – Consolidated Balances per Quarter	Internally generated report is insufficient to determine the accuracy and validity of the reported accomplishment.
		a. Deposit Products (Islamic)										
		b. Financing Products (Islamic)	Absolute Number	5.00%	(Actual/ Target) x Weight	15	8	2.70%	Cannot be validated	0.00%	No supporting documents	No supporting document submitted

Objective/ Measure	Component		AAIIBP Submission		GCG Validation		Supporting Documents	GCG Remarks			
	Formula	Weight	Rating Scale	Target	Actual	Rating			Actual	Rating	
SO 5	Attract New Accounts										
SM 5	Additional Number of Deposit Accounts (Conventional and Islamic) net of DSWD Accounts	Absolute Number	10.00%	(Actual/Target) x Weight	344	5204	9.30%	Cannot be validated	0.00%	Report generated from SavePlus System – Consolidated Balances per Quarter	Internally generated report is insufficient to determine the accuracy and validity of the reported accomplishment.
SO 6	Customer Satisfaction										
SM 6	Customer Satisfaction Rating	Number of respondents who rated AAIIBP service with at least VS / Total Number of Respondents	10.00%	10%: 96% to 100% 5%: 91% to 95% 0%: 90% and below	96% of total number of respondents gave a rating of at least Very Satisfactory	98.88	10.00%	Cannot be validated	0.00%	Tally Sheet of the Customer Satisfaction Survey	Aside from the submission of internally generated report, it is noted that the document presented is an unsigned report. Submitted document is insufficient to determine the accuracy and validity of the reported accomplishment.
		<i>Sub-Total</i>	<i>30.00%</i>				<i>24.70%</i>		<i>0.00%</i>		

1

	Objective/ Measure	Component			AAIIBP Submission		GCG Validation		Supporting Documents	GCG Remarks	
		Formula	Weight	Rating Scale	Target	Actual	Rating	Actual			Rating
INTERNAL PROCESS	SO 7	Implement Process Improvements									
	SM 7	Percent of Loan Transactions Processed within Turnaround Time (TAT)	Number of Loans Transactions processed within TAT / Total Number of Transactions Processed	10.00%	10% weight if 100% prescribed TAT for all types of loans 5% weight if 95% processed within prescribed TAT for all types of loans 0% weight if below 93% are processed within prescribed TAT for all types of loans	95% of loan transactions are processed within the prescribed turn-around time (TAT)	100	10.00%	Cannot be validated	0.00%	Turn-Around Time Report

1-

		Component				AAIIBP Submission		GCG Validation		Supporting Documents	GCG Remarks	
Objective/ Measure	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual	Rating				
		<i>Sub-Total</i>	10.00%			10.00%		0.00%				
LEARNING AND GROWTH	SO 8	Acquire Technical Expertise and Improve Competencies										
	SM 8	Improve Competency of Employees	Number of Employees that met the required standards for core competencies / Employees with a rating of poor or needs improvement in the 2016 results	5.00%	All or Nothing	100% of employees with a rating of Poor and Needs Improvement for Core Competencies should be able to Meet the Standard	Complied	5.00%	Cannot be validated	0.00%	Result of Competency Assessment for the Core Competencies	Comparative table of employee assessment in 2016 and 2017 is insufficient. GCG was not able to determine if an assessment was conducted since AAIIBP was not able to submit the assessment forms of the employees.
	SM 9	Improve Quality Management System	Actual Accomplishment	5.00%	All or Nothing	Certification of readiness for ISO 9001: 2015	-	0.00%	No accomplishment	0.00%	No supporting documents	No accomplishment reported and no supporting documents submitted.
			<i>Sub-Total</i>	10.00%			5.00%		0.00%			
		TOTAL	100.00%			74.70%		35.00%				

A-