

CLARK DEVELOPMENT CORPORATION

Performance Measures					Baseline Data (if available)			Actual	Targets
Description	Formula	Weight 2014	Rating System*	Data Provider if applicable	2010	2011	2012	2013	2014
<b>MFO 1 : Asset Management Services</b>									
Quantity 1: Number of Direct Lease Agreements signed by CDC	Total number of hectares lease or number of projects signed	10%	Actual / Target x Weight		21 projects	28 projects	25 projects	18 projects	10 projects
Quantity 2: CDC-initiated Tourism Project	Number of projects	0%	Actual / Target x Weight					1	1
Quality 1: % of leases for manufacturing/commercial and logistics industry	Total areas leased by new manufacturing/commercial, logistics & services projects / total area leased by all signed projects for the year	10%	Actual / Target x Weight		-	-	50.84%	46%	60.00%
Quality 2: No. of participants in the CDC-tourism project	Total number of participants	5%	Actual / Target x Weight					11,000	3,000

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Performance Measures					Baseline Data (if available)			Actual	Targets
Description	Formula	Weight 2014	Rating System*	Data Provider if applicable	2010	2011	2012	2013	2014
Quantity 3: Total area of unproductive/ underdeveloped lands recovered from locators	Total area in hectares (has.)	10%	Actual / Target x Weight					282.86 has.	25 has.
Quantity 4: Net areas w/ informal settlers cleared	Filling of ejectment cases or possession of the area	5%	Actual / Target x Weight		8.5203 has.	32.73 has.	304 has.	.0895 has.	45 has.
Financial 1: Income from Operations (inc. interest income only)	Total amount in P Mn	15%	Actual / Target x Weight				₱185 M	₱314 M	₱355 M
Financial 2: EBITDA	Total amount in P Mn	10%	Actual / Target x Weight				₱342 M	₱487 M	₱538 M
<b>Subtotal of Weights:</b>		<b>65%</b>							
<b>MFO 2 : Business Enhancement Services</b>									
Quality 1: Reduction in processing time on the issuance of business permit									
Quality 1a: Marketing Department (MD)	Average reduction of business permits (Annex D)	3%	Actual / Target x Weight		-	-	29 days	50% reduction	60% reduction from 2012 actual

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Interim Performance Scorecard 2013-2014 (Annex A)

Performance Measures					Baseline Data (if available)			Actual	Targets
Description	Formula	Weight 2014	Rating System*	Data Provider if applicable	2010	2011	2012	2013	2014
Quality 1b: Building Utilities Regulatory Department (BURD)	Average reduction of business permits (Annex D)	3%	Actual / Target x Weight		-	-	4 days	40.18% reduction	55% reduction from 2012 actual
Quality 1c: Enterprise Regulations Department (ERD)	Average reduction of business permits (Annex D)	3%	Actual / Target x Weight		-	-	3 days	50% reduction	60% reduction from 2012 actual
Quality 1d: Health Services Office (HSO)	Average reduction of business permits (Annex D)	3%	Actual / Target x Weight		-	-	5 days	47% reduction	57% reduction from 2012 actual
Quality 1e: Environmental Management Department (EMD)	Average reduction of business permits (Annex D)	3%	Actual / Target x Weight		-	-	1 day	52.25% reduction	56% reduction from 2012 actual
Quality 2: Response time to emergency and security incidents from time of call	In Minutes (mins.)	10%	(1 - (Actual - Target) / Target) x Weight		> 10 mins.	10 mins.	10 mins.	5.79 minutes	10 mins.
<b>Subtotal of Weights:</b>		<b>25%</b>							

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Performance Measures					Baseline Data (if available)			Actual	Targets
Description	Formula	Weight 2014	Rating System*	Data Provider if applicable	2010	2011	2012	2013	2014
<b>General Administrative Services (GAS)</b>									
Quality: ISO Certification for all processes		10%	All or nothing		-	-	-	28 processes	Documentation following 9001: 2008 format, Training and Creation of QMS
<b>Subtotal of Weights:</b>		<b>10%</b>							
<b>TOTAL OF WEIGHTS:</b>		<b>100%</b>							

\*Actual rating not to exceed the allotted weight.

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