

CY 2017 PERFORMANCE SCORECARD (ANNEX B)

AL-AMANAH ISLAMIC INVESTMENT BANK OF THE PHILIPPINES

| COMPONENTS | | | | | BASELINE DATA | | | Target | | |
|---------------------|---|--------------------------------|--|------|---|-----------------|----------------|----------------|----------------|--------------|
| Objective / Measure | Formula | Weight | Rating System | 2013 | 2014 | 2015 | 2016 | 2017 | | |
| FINANCIAL | SO 1 Maximize Utilization of Loanable Funds | | | | | | | | | |
| | SM 1 | Amount of Outstanding Loans | Absolute Amount | 20% | 20%: Above P326 Million 15%: P256 Million to P326 Million 10%: P185 Million to P255 Million 0%: Below P185 Million | P215.69 Million | P188.5 Million | P191.7 Million | P240 Million | P326 Million |
| | SO 2 Manage Cost and Expenses | | | | | | | | | |
| | SM 2 | Amount of Net Interest Revenue | Interest Revenue less Interest Expense | 10% | 10%: Above P28 Million 7%: P24 Million to P28 Million 5%: P20 Million to P23 Million 0%: Below P20 Million | P16.39 Million | P18.26 Million | P23.99 Million | P17.85 Million | P28 Million |

| COMPONENTS | | | | | BASELINE DATA | | | Target | | |
|---|---------------|--|-----------------|--|----------------------------|-----------------|-----------------|--------------|--------------|----|
| Objective / Measure | Formula | Weight | Rating System | 2013 | 2014 | 2015 | 2016 | 2017 | | |
| SO 3 Grow Funding Base | | | | | | | | | | |
| SM 3 | Deposit Level | Absolute Amount | 20% | 20%: Above ₱405 Million 15%: ₱321.00 Million to ₱405 Million 10%: ₱240 Million to ₱320 Million 0%: Below ₱240 Million | ₱244.47 Million | ₱294.07 Million | ₱402.29 Million | ₱300 Million | ₱405 Million | |
| | | Sub-total | 50% | | | | | | | |
| SO 4 Develop Islamic Products and Services | | | | | | | | | | |
| CUSTOMERS | SM 4 | Increase in the Number of Accounts for the New Products: | | | | | | | | |
| | | Deposit Products (Islamic) | Absolute Number | 5.0% | (Actual / Target) x Weight | N/A | N/A | 71 | 70 | 80 |
| | | Financing Products (Islamic) | Absolute Number | 5.0% | (Actual / Target) x Weight | N/A | N/A | 6 | 10 | 15 |
| SO 5 Attract New Accounts | | | | | | | | | | |

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|------------------|---------------------|---|---|---------------|---|--------|---------|--------|---|--|
| | Objective / Measure | Formula | Weight | Rating System | 2013 | 2014 | 2015 | 2016 | 2017 | |
| | SM 5 | Additional number of Deposit Accounts (Conventional and Islamic) net of DSWD Accounts | Absolute Number | 10% | (Actual / Target) x Weight | N/A | -66 | 124 | 10% increase from the number of existing accounts beginning | 344 |
| | 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% | 10%: 96% to 100% 5%: 91% to 95% 0%: 90% and below | 94.54% | 93.79% | 90.00% | 90.00% | 96% of total number of respondents gave a rating of at least Very Satisfactory |
| | | | Sub-total | 30% | | | | | | |
| | SO 7 | Implement Process Improvements | | | | | | | | |
| INTERNAL PROCESS | SM 7 | Percent of Loan Transactions Processed within Turnaround time (TAT) | Number of loan transactions processed within TAT / Total number of transactions processed | 10% | 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 | 92.86% | 100.00% | 93.75% | 90% (55 Banking Days) | 95% of loan transactions are processed within the prescribed turn-around time ¹ |

¹ For Offering Ticket (OT) 1:1 Loan – within 5 banking days; For loans requiring EXECOM approval – within 47 banking days; For loans requiring Board approval – within 55 banking days

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|----------------------------|------------------|---|--|------|----------------|------|------|---|---|---|
| Objective / Measure | Formula | Weight | Rating System | 2013 | 2014 | 2015 | 2016 | 2017 | | |
| | | | within prescribed TAT for all types of loans | | | | | | | |
| | Sub-total | 10% | | | | | | | | |
| 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 / Number of Employees with a rating of poor or needs improvement in the 2016 results | 5% | All or Nothing | N/A | N/A | Competency Catalogue, Competency Framework, Competency Tables | Establish baseline for competency model | 100% of employees with a rating of Poor and Needs Improvement for Core competencies should be able to Meet the Standard |
| | SM 9 | Improve Quality Management System | Actual Accomplishment | 5% | All or Nothing | N/A | N/A | N/A | N/A | Certificate of readiness for ISO 9001:2015 |
| | | Sub-total | 10% | | | | | | | |
| | TOTAL | 100% | | | | | | | | |