

SMALL BUSINESS CORPORATION

Performance Measures					Baseline Data (if available)			Targets		
Description	Formula	Weight		Rating System*	Data Provider if applicable	2010	2011	2012	2013	2014
		2013	2014							
MFO 1 : Financing Services										
Performance Indicator Set 1: Financing Exposure										
Financial 1: Average earning loan portfolio balance	Monthly average	10%	10%	(Actual/Target) x Weight		₱2,152 Million	₱3,204 Million	₱2,652 Million	₱2,950 Million	₱3,400 Million
Financial 2: Average guarantee contingent liability balance	Monthly average	5%	5%	(Actual/Target) x Weight		₱72.5 Million	₱82.3 Million	₱92.6 Million	₱120 Million	₱180 Million
Financial 3: Amount of Venture Capital investment	Absolute amount	5%	5%	(Actual/Target) x Weight		₱9.2 Million	₱11.9 Million	₱13.4 Million	₱20 Million	₱30 Million
Number of MSMEs Financed	Absolute number (Annual)	0%	0%			25,900	40,467	37,711	39,669	43,858
Performance Indicator Set 2: Access to Finance (Additionality and Directionality of Financing Services)										
Quality 1: Partially secured loan ratio	Number of unsecured borrowers/ Total number of borrowers	10%	10%	(Actual/Target) x Weight		65%	73%	66%	70%	73%

Performance Measures					Baseline Data (if available)			Targets		
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		2013	2014							
Quality 2: Rural area focus	Ratio of rural to urban (SME National figure is 63:37)	10%	10%	(Actual/Target) x Weight		53.40%	62.40%	70.60%	73%	78%
Quality 3: Priority Industry Focus	Number of borrowers in priority industries/ Total number of borrowers	0%	0%			N/A	N/A	N/A	20%	30%
Quality 4: Sustainability rate of borrowers	Percent BRR 1 to 6/ Total number of risk-weighted borrowers (borrowers more than 1 year with SBC)	10%	10%	(Actual/Target) x Weight		N/A	N/A	N/A	85%	86%
Subtotal of Weights:		50%	50%							
MFO 2 : Capacity Building Services										
Performance Indicator Set 1: Financial Institution (FI) Development										
Quantity 1: Number of Risk-Based Lending Program (RBL) graduates	Cumulative number	10%	10%	(Actual/Target) x Weight		10	14	20	25	35
Quality 1: Number of RBL Program graduates implementing BRR Credit Evaluation	Cumulative number	2.5%	2.5%	(Actual/Target) x Weight		N/A	7	11	18	20

Performance Measures					Baseline Data (if available)			Targets		
Description	Formula	Weight		Rating System*	Data Provider if applicable	2010	2011	2012	2013	2014
		2013	2014							
Quantity 2: Number of FI Officers with appreciation on RBL Principles	Absolute number (Annual)	1%	1%	(Actual/Target) x Weight		N/A	N/A	N/A	100	200
Quality 2: Number of FI borrowers implementing required improvement in business processes	Absolute number, Annual (Population is BRR 5 and 6 FI borrowers which comprise an estimated 40% of active FIs; implementation after 1 year; 20% fall-out)	4%	4%	(Actual/Target) x Weight		N/A	N/A	N/A	34	35
Performance Indicator Set 2: Micro, Small and Medium Enterprises (MSME) Development										
Quantity 1: Number of Enterprise Enhancement Program (EEPro) candidates for graduation (at least 12 months in the Program)	Cumulative number	10%	10%	(Actual/Target) x Weight		N/A	N/A	N/A	10	30
Quality 1: Number of EEPro graduates implementing their business plan and regularly preparing financial statements	Cumulative number	2.5%	2.5%	(Actual/Target) x Weight		N/A	N/A	N/A	8	24

Performance Measures					Baseline Data (if available)			Targets		
Description	Formula	Weight		Rating System*	Data Provider if applicable	2010	2011	2012	2013	2014
		2013	2014							
Quantity 2: Number of Entrepreneurs with appreciation of financial statements	Absolute number (Annual)	1%	1%	(Actual/Target) x Weight		N/A	N/A	N/A	50	300
Quality 2: Number of MSME borrowers implementing required improvement in business processes	Absolute number, Annual (Population is BRR 5 and 6 SME borrowers which comprise an estimated 20% of total; implementation after 1 year; 20% fall-out; net of EEPro enrollees)	4%	4%	(Actual/Target) x Weight		N/A	N/A	N/A	66	102
Subtotal of Weights:		35%	35%							

Performance Measures					Baseline Data (if available)			Targets		
Description	Formula	Weight		Rating System*	Data Provider if applicable	2010	2011	2012	2013	2014
		2013	2014							
MFO 3 : Policy Advocacy										
Quantity 1: Number of policy initiatives supporting implementation of critical provisions of RA 9501 relating to MSME Finance	Number of policy papers submitted to oversight bodies (For CY 2014, may renegotiate to include number of position papers submitted to oversight bodies)	5%	5%	(Actual/Target) x Weight		N/A	N/A	N/A	5 (1 Penalty rate vis-à-vis lending provision, 1 Validation of compliance to mandatory lending, 1 Movable collaterals registry, 1 Developmental nature of BSP supervision on SBC, 1 Increase in capitalization of SBC)	10 (2 Penalty rate vis-à-vis lending provision, 2 Validation of compliance to mandatory lending, 2 Movable collaterals registry, 2 Developmental nature of BSP supervision on SBC, 2 Increase in capitalization of SBC)
Subtotal of Weights:		5%	5%							

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General Administrative Services (GAS)										
Indicator 1: Transaction Cost to Revenue Ratio	$(PS+MOOE) / \text{Gross Revenues}$	5%	5%	$[1 - (\text{Actual} - \text{Target}) / \text{Target}] \times \text{Weight}$		60.70%	54%	53.60%	Should not exceed 55.3%	Should not exceed 56.9%
Indicator 2: Processing Velocity	Number of Clients/Number of employees	5%	5%	$(\text{Actual}/\text{Target}) \times \text{Weight}$		2.40	2.80	3.70	5.40	7.20
Subtotal of Weights:		10%	10%							
TOTAL OF WEIGHTS:		100%	100%							

*Provided that the result will not exceed the allotted weight.