

PHILIPPINE EXPORT-IMPORT CREDIT AGENCY (PHILEXIM)
Interim Performance Scorecard

Indicator	Weight	Targets	Accomplishment		CGO-A Validation		Supporting Documents	Remarks
	2013	2013	Actual	Rating	Score	Rating		
MFO 1 – Credit Financing Services								
Performance Indicator Set 1 : Resource Allocation Strategy								
Financial 1 : Value of Risk Weighted Assets	25%	₱15,000 Million	₱15,600 Million	25.0%	₱15,565 Million	25.0%	Summary of Portfolio and Developmental Contribution certified by Head of Corporate Planning and Communications Department and PHILEXIM Officer-in-Charge; Unaudited Financial Statements for CY 2013	Risk Weighted Assets account for the value of (1) Outstanding Guaranty Liability and (2) Loans Receivable of PHILEXIM both of which were given 100% risk weights. For the year ended 2013, PHILEXIM Outstanding Guarantees totaled ₱14.34 Billion, while Loan Receivables totaled ₱1.23 Billion. PHILEXIM was allowed by the BSP's Monetary Board (MB) a Capital Adequacy Ratio (CAR) of not less than 7% effective 31 December 2012 (COA, 2010) compared with the 10% minimum CAR for quasi-bank. Qualifying capital as of end 2013 was only ₱652 Million or a CAR of 4.2%, suggesting that PHILEXIM operated below BSP requirement.

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Performance Indicator Set 2 : Development Contribution Efforts to the Government								
Quantity 1 : Number of firms assisted thru PHILEXIM credit financing programs	10%	66 firms	55 firms	8.3%	55	8.3%	Summary of Portfolio and Developmental Contribution certified by Head of Corporate Planning and Communications Department and PHILEXIM Officer-in-Charge; Clients' submission of reports for PHILEXIM monitoring such as Firms assisted, Jobs generated through PHILEXIM Credit Services	Firms assisted in 2013 totaled 55 presented as follows: Industry* - 34, Services* - 14 and Agriculture* - 7. *Industry include: Manufacturing, Infrastructure, Energy, Utilities, Transportation, Mining *Services include: Information Technology, Logistics, Telecommunication, Export Services (Manpower), Tourism. *Agriculture include Agri-business, Agri-modernization
Quantity 2 : Number of jobs created thru PHILEXIM credit financing programs	10%	15,790 jobs	18,470 jobs	10.0%	18,470 jobs	10.0%	Summary of Portfolio and Developmental Contribution certified by Head of Corporate Planning and Communications Department and PHILEXIM Officer-in-Charge; Clients' submission of reports for PHILEXIM monitoring such as Firms assisted, Jobs generated through	Actual accomplishment exceeded the 2013 target and is close to the 2014 target of 18,950 jobs. The numbers are sourced from clients' reports/submissions. The reported number of jobs generated may refer to the applicant company's level of employment, not always the number of jobs generated by the guaranteed loan.

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							PHILEXIM Credit Services	
Financial 1 : \$ Value of export currency receipts	10%	\$393 Million	\$415 Million	10.0%	\$415.40 Million	10.0%	Summary of Portfolio and Developmental Contribution certified by Head of Corporate Planning and Communications Department and PHILEXIM Officer-in-Charge; Clients' submission of reports for PHILEXIM monitoring such as Firms assisted, Jobs generated through PHILEXIM Credit Services	Actual results were sourced from clients' reports/submissions to PHILEXIM for the latter's monitoring purposes. As with jobs generated, the export values are not verified by PHILEXIM.
Financial 2 : Net Income	25%	₱154 Million	₱154 Million	25.0%	₱153.65 Million	24.9%	Unaudited CY 2013 Income Statement (as submitted to COA)	CY 2013 Net Income included non-recurring revenue - Gain on Sale of Building amounting to ₱47 Million. Acceptable.
Timeliness 1 : Percentage of guarantee enrollment and loan applications processed within turnaround time (TAT) upon receipt of complete	10%	100%	100%	10.0%	40% (6 out of 15)	4.0%	Tracking System of Accounts - CY 2013 (Credit Evaluation) prepared by PHILEXIM's Credit Investigation Officer; reviewed by Department Head of	PHILEXIM initially submitted turnaround time for the Credit Evaluation phase only and reported reducing the TAT from 22 working days to 15-17 working days. To measure TAT as defined

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documentation							Credit Operations Group and Noted by the PHILEXIM Officer in-charge; Summary of accounts confirmed and approved by PHILEXIM Board and Credit Committee in CY 2013 incorporating details on Date of Application, Date of Start of Credit Investigation and Date of Board Approval signed by Head of Corporate Planning and Communications Department.	in the indicator, a total of fifteen (15) transactions were identified (from Board Resolutions and Credit Committee Resolutions) as guarantee and credit applications approved in CY2013. Out of the 15 transactions, 6 were processed within the turnaround time of 38 days for guaranty applications and 45 days for credit (or a 40% accomplishment rate). It is recommended that PHILEXIM put in place a system to track and monitor TAT for guarantee and loan applications.
Subtotal	90%			88.3%		82.2%		
General Administrative Services								
Quality 1 : Number of resolutions by the Board on Credit and Risk Policies	5%	15	17 (5 Risk Management Policies; 12 Approvals of Large Projects; 23 Credit Committee Approvals of SME	5.0%	5 resolutions for credit policies and 12 resolutions for approvals of large accounts	5.0%	Summary of Risk Management Policies & Approved Accounts for C.Y. 2013 certified correct by: PHILEXIM EVP on Risk Management Group Head and PHILEXIM Officer-in-Charge	The indicator includes resolutions on Credit and Risk Policies (of which there were 5) but also Board Resolutions approving large accounts. Credit and Risk Policies include: (1) Use of the Debt Service Coverage Ratio; (2) Revised Borrowers Credit Folder; (3) Insurance Cover for Collaterals; (4) Client

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			account)					<p>Information Sheet and (5) Applications made through Consultant, Middlemen.</p> <p>Board Approvals of large accounts are already included under MFO 1 Quantity 1 – No. of Firms Assisted through PHILEXIM Credit and Financing Programs. Hence it is recommended that Board Approvals be removed from this indicator.</p>
Quality 2 : Automation of system processes	5%	Set-up of Mini Program for Report Generation of TFLS-FIS in December 2013	Set-up of Mini Program for Report Generation of TFLS-FIS in December 2013	5.0%	Set-up of Mini Program for Report Generation of TFLS-FIS in December 2013	5.0%	Completed Set-up of Mini Program for Trade Finance and Loan System - Financial Information System (TFLS - FIS) certified correct by PHILEXIM VP for Information Technology	<p>The program includes: (1) Report on Accrual of Interest Income; (2) Report on Amortization of Unearned Income; (3) Report on Outstanding Balances; (4) Report on Portfolio Guarantees and Loans Receivable; (5) Report on Extracted Earnings and (6) Schedule of Withholding Taxes.</p> <p>Acceptable.</p>
Subtotal	10%			10.0%		10.0%		
Total Weight	100%			98.3%		92.2%		

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