

NATIONAL HOME MORTGAGE FINANCE CORPORATION

Component						Baseline (if applicable)		Target	
	Objective/Measure	Formula	Weight	Rating System	Data Provider	2013	2014	2015	
SOCIAL IMPACT	<b>SO 1</b>	<b>Contributing to the Reduction of the Housing Backlog by Sustaining the Liquidity of the Housing Sector Through the Strengthening of the Secondary Mortgage Market</b>							
	SM 1	Value of funds provided to originators to be recycled to housing thru securitization	Absolute value of funds provided to originators to be recycled to housing thru securitization	20%	(Actual/Target) x weight (but not to exceed assigned weight)		N/A	N/A	₱ 1.00 Billion
		<b>Sub-total</b>		<b>20%</b>					
FINANCE	<b>SO 2</b>	<b>Maintenance of the Profitability of NHMFC Operations</b>							
	SM 2	EBITDA Margin	Earnings before Interest, Taxes, Depreciation and Amortization (EBITDA) / Total Revenues (excluding subsidy)	10%	(Actual/Target) x weight (but not to exceed assigned weight)		37%	33%	30%
	<b>SO 3</b>	<b>Improvement of Collection to Meet the Obligations of the Corporation</b>							
	SM 3	Collection Efficiency	Total actual collections during the year/ Total Collectibles due for the year	10%	(Actual/Target) x weight (but not to exceed assigned weight)		91%	91.29%	92%
	<b>SO 4</b>	<b>Disposition of Acquired Assets/Non Performing Loans</b>							
	SM 4	Decrease on acquired assets / non-performing loans	Value of reduction in NPLs	10%	(Actual/Target) x weight (but not to exceed assigned weight)		₱ 615 Million	₱ 702 Million	₱ 770 Million
	<b>Sub-total</b>		<b>30%</b>						

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CUSTOMER / STAKEHOLDERS	<b>SO 5</b>	<b>Provide Originators with Innovative and Competitive Products and Services</b>							
	SM 5	Satisfaction rating from the borrowers/buyers	Rating	8%	All or nothing		N/A	N/A	Satisfactory
	SM 6	Number of new products rolled-out and fully subscribed or new services meeting target income	Absolute number	4%	All or nothing		N/A	N/A	at least 2
	SM 7	Number of new, creative and innovative products/services/projects/ programs acted upon by the Board	Absolute number	4%	All or nothing		1) CTS Backed Securities (securitization of 8990) 2) CMP Bond	1) e payment for Juan and Juana 2) Geographical Mapping System and 3) Forms Standardization	at least 2
	<b>SO 6</b>	<b>Expand Investment Opportunities for Juan and Juana</b>							
	SM 8	Percentage of subscription to target investors	Percentage of subscription to target investors	4%	(Actual/Target)x weight (but not to exceed assigned weight)		N/A	70% of issue	70%
		<b>Sub-total</b>		<b>20%</b>					
INTERNAL PROCESS	<b>SO 7</b>	<b>Streamline Policies and Procedures for Core Processes</b>							
	SM 9	Average turnaround time for provision of housing finance from receipt of complete documents	Sum of days to process applications with complete documents/Total number of applications with complete documents	10%	[1-(Actual-Target/Target)] x Weight		N/A	N/A	30 working days

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		<b>Sub-total</b>	<b>10%</b>						
<b>LEARNING AND GROWTH</b>	<b>SO 8</b>	<b>Quality Public Service of NHMFC Employees by Enhancing Their Competencies</b>							
	SM 10	Competency Framework	Competency Framework drafted and approved by the Board	5%	(Actual/Target)x weight (but not to exceed assigned weight)		N/A	N/A	Establish Competency Framework
	<b>SO 9</b>	<b>Develop an ISO 9001:2008 Quality Management System</b>							
	SM 11	ISO Certification for all processes	Absolute	10%	All or nothing		ISO Certification (Foreclosure and Custodianship)	ISO Re-certification (Foreclosure and Custodianship)	Completed documenting the QMS (all processes)
	<b>SO 10</b>	<b>An Effective and Efficient IT-supported Systems and Procedures</b>							
	SM 12	% completion of the ISSP	% Completion of the ISSP	5%	(Actual/Target)x weight (but not to exceed assigned weight)		N/A	N/A	60%
			<b>Sub-total</b>	<b>20%</b>					
		<b>TOTAL</b>	<b>100%</b>						