

AL-AMANAH ISLAMIC INVESTMENT BANK OF THE PHILIPPINES
2015 Performance Scorecard

		Component			Target	Accomplishment		GCG Validation		Supporting Data	Remarks
		Objective/Measure	Weight	Rating Scale	2015	Actual	Rating	Actual	Rating		
FINANCIAL	SO 1	Maximize Utilization of Loanable Funds									
	SM 1	Amount of Outstanding Loans	20%	Actual outstanding loans / Target amount of outstanding loans x Weight	P210.00 Million	P191.69 Mn	18.26%	P191.69 Mn	18.26%	<ul style="list-style-type: none"> Schedule of Loans Receivable and Islamic Financing certified by the Head of Accounting 2015 unaudited financial statements 	<ul style="list-style-type: none"> The bank did not achieve its target by P18.31 Mn but managed to increase the loans by 2% from the previous year's end-balance. 84% of the loans supported the following industries: <ul style="list-style-type: none"> Agriculture, Forestry and Fishing – 12% of total Water Supply, Sewerage, Waste Management and Remediation Activities – 45% of total Public Administration and Defense; Compulsory Social Security – 27% of total 71% of the loans are with the government.
	SO 2	Manage Cost and Expenses									

Component		Target		Accomplishment		GCG Validation		Supporting Data	Remarks
Objective/Measure	Weight	Rating Scale	2015	Actual	Rating	Actual	Rating		
SM 2	Amount of Net Interest Revenue	10%	Actual net interest revenue / Target amount of net interest revenue x Weight P17.51 Million	P23.99 Mn	10.00%	P23.99 Mn	10.00%	<ul style="list-style-type: none"> Schedule of Net Interest Revenue certified by the Head of Accounting 2015 unaudited financial statements 	<ul style="list-style-type: none"> Not only that actual Net Interest Revenue (NIR) exceeded the target but also exceeded last year's NIR by P5.74 Mn (a 31% growth). This is due to increased income from financing. Despite the improved earnings, AAIIBP is still in the red.
SO 3	Grow Funding Base								
SM 3	Deposit Level	20%	Actual outstanding deposits / Target amount of outstanding deposits x Weight P330.00 Million	P402.29 Million	20.00%	P402.29 Million	20.00%	<ul style="list-style-type: none"> Schedule of Net Interest Revenue certified by the Head of Accounting 2015 unaudited financial statements 	<ul style="list-style-type: none"> Deposits peaked from the previous 3 years level, which is below P300.00 Mn. End-2015 deposit balance has a 37% increase from last year's balance of P294.07 Mn. Increase in deposits is due to increase in both private sector deposits (13%) and government deposits (71%). Government and private deposits ratio is 51:49.
Sub-total of Weights		50%			48.26%		48.26%		

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CUSTOMERS	SO 4	Develop Islamic Products and Services									
	SM 4	Increase in the number of accounts for the new products									
	4a	Deposit products (Islamic)	2.5%	Actual no. of accounts / Target no. of accounts x Weight	50	71	2.50%	71	2.50%	System generated report indicating the total number of accounts and the total of their balances	The new accounts availed of the deposit product Pilgrimage Savings Plan, which does not earn pre-determined rate of interest for customers.
	4b	Financing products (Islamic)	2.5%		5	6	2.50%	6	2.50%	List of loan accounts signed by responsible officer	There are 6 new accounts approved in 2015 processed within a TAT of 40 days to 90 days.
	SO 5	Attract New Accounts									
	SM 5	Number of deposit accounts (Conventional and Islamic)	10%	Actual no. of accounts / Target no. of accounts x Weight	10% increase from the no. of existing accounts beginning (net of DSWD accounts)	10% increase from the no. of existing accounts beginning (net of DSWD accounts)	9.44%	10% increase from the no. of existing accounts beginning (net of DSWD accounts)	9.44%	System generated report indicating the total number of accounts and the total of their balances	Adopt.
		<i>No. of DSWD Accounts</i>			n/a	1,878		1,878			
		<i>No. of Accounts net of DSWD Accounts</i>			3,538	3,340		3,340			
	SO 6	Customer Satisfaction									
	SM 6	Satisfactory Customer Rating	10%	if $\geq 90\%$ = 10% score if $<90\%$ but ≥ 80 = 5% score	90.00%	Out of 8,682 respondents, 8,280 gave satisfactory	10.00%	Out of 8,682 respondents, 8,280 gave satisfactory	10.00%	Tally of survey results from all banking units	• AAIIBP used the same in-house survey system they have been using in the past years.

Component		Target		Accomplishment		GCG Validation		Supporting Data	Remarks		
		Objective/Measure	Weight	Rating Scale	2015	Actual	Rating			Actual	Rating
				if <80%= 0% score		customer rating (95.73%)		customer rating (95.73%)		<ul style="list-style-type: none"> AAIIBP follows a rating scale of 1-5 with the following adjectival equivalency: 1 – extremely satisfied 2 – satisfied 3 – somewhat satisfied 4 – not satisfied 5 – extremely dissatisfied <p>A rating of 1 and 2 are considered satisfactory customer rating.</p>	
		Sub-total of Weights		25%			24.44%		24.44%		
INTERNAL PROCESS	SO 7	Implement Process Improvements (Improved TAT, Controls)									
	SM 7	Percent of transactions processed within TAT (60 banking days) (TAT reduced from 120 banking days to 60 banking days in 2015)	10%	No. of transactions processed within TAT / Total no. of transactions processed x Weight	90.00%	15/16 or 93.75%	9.38%	93.75%	9.38%	List of TAT of all loan transactions processed in 2015	<ul style="list-style-type: none"> 16 loan transactions were processed in 2015 and the average processing time is 27.13 banking days.
			Sub-total of Weights		10%			9.38%		9.38%	

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LEARNING & GROWTH	SO 8	Acquire Technical Expertise and Improve Competencies									
	SM 8	Improve Competency of Employees	15%	All or nothing	Competency Catalogue, Competency Framework, Competency Tables	Competency Catalogue, Competency Framework, Competency Tables	15.00%	Competency Catalogue, Competency Framework, Competency Tables	15.00%	Copy of the Board-approved Competency Catalogue, Competency Framework, Competency Tables	AAIIBP submitted to GCG its Board-approved, Copy of the Board-approved Competency Catalogue, Competency Framework, and Competency Tables on 9 February 2016.
	Sub-total of Weights			15%			15.00%		15.00%		
	TOTAL OF WEIGHTS			100%			95.46%		97.08%		

The difference in the total weight score is due to the wrong addition of AAIIBP of individual score. There is no score adjustment.