

PHILIPPINE SUGAR CORPORATION

Performance Measures					Baseline Data		Actual	Targets	
Description	Formula	Weight		Rating System a/	Data Provider	2011	2012	2013	2014
		2013	2014						
MFO : Credit Assistance Services									
PI Set 1: Credit Financing Assistance to Sugar Mills, Refineries and Related Facilities									
Quantity: Number of loans approved/granted to sugar mills	Absolute number	5%	5%	Actual / Target	Board of Directors and Management	1	2	3	2
Timeliness: Percentage of loan applications processed /released within 20 working days	No. of loans applications processed within 20 working days over Total Loan applications processed	15%	15%	Actual / Target	Admin, Accounting, Budget	100%	100%	33%	100%
Financial 1: Percentage of performing loans collected	No of performing loans collected over Total performing loans	15%	15%	Actual / Target	Accounting	140.87%	100%	100%	100%
PI Set 2: Credit Financing Assistance to Associations, Federations, Cooperatives of Sugar Planters Including Co-products and By-products of Sugar									
Quantity: Number of loans approved/granted to associations, federation, cooperatives	Absolute number	5%		Actual / Target	Board of Directors and Management	1	2	3	4
Timeliness: Percentage of loan applications processed /released within 20 working days	No. of loans applications processed within 20 working days over Total Loan applications processed	15%		Actual / Target	Admin, Accounting, Budget	100%	100%	100%	100%
Financial 1: Amount of loans in arrears collected	Absolute amount	15%		Actual / Target	Accounting	5.987M	4.492M	8.511M	11.000M b/



RENEGOTIATED INTERIM PERFORMANCE SCORECARD 2014

Performance Measures					Baseline Data		Actual		Targets
Description	Formula	Weight		Rating System a/	Data Provider	2011	2012	2013	2014
		2013	2014						
Financial 2: Percentage of performing loans collected	No. of performing loans collected over Total performing loans	15%		Actual / Target	Accounting	45.63	87.71%	75.66%	78.63%
Subtotal of Weights:		85%							
Organization-wide Financial Indicator									
Financial: Dividend Remittance (in Million pesos)	Absolute amount	15%	15%	Actual / Target	Accounting, Budget	16.847	12.262	11.67	8.95 c/
TOTAL OF WEIGHTS:		100%	100%						

a/ Shall not exceed the assigned weight per indicator

b/ $\geq 11M = 100\%$

11M to 10M = actual/target

<10M = 0%

c/ Reduction in target was based on lowered interest rates for CY 2014.

John