

HOME GUARANTY CORPORATION

		Component					Baseline (if applicable)		Target
	Objective/Measure	Formula	Weight	Rating System	Data Provider	2013	2014	2015	
SOCIAL IMPACT	SO 1	Housing and Urban Development Beyond Infrastructure: Mobilized and Sustained Private Funds for Housing Through A Viable System of Guarantees							
	SM 1	Total value of loans guaranteed	Value of outstanding guaranty for the year	15%	(Actual/Target) * Weight		₱63,509.82 Million	₱87,297.3 Million	₱ 90,000 Million
	SO 2	Guaranty Portfolio in Favor of the Low-Income Groups							
	SM 2	Percentage of housing units covered by outstanding guaranty allocated for socialized and low-cost housing (excluding HDMF accounts)	Number of housing units covered by outstanding guaranty allocated for socialized and low cost housing (excluding HDMF accounts) divided by Total number of housing units covered by outstanding guaranty	6%	All or nothing		91.21% (excluding HDMF accounts)	88.48% (excluding HDMF accounts)	at least 70%
		Sub-total		21%					
STAKEHOLDERS	SO 3	To Increase Number of New Partner Banks, Developers and Other Financial Institutions in the Regions							
	SM 3	Number of active partner banks, developers and other FIs in the regions	Actual number of active partner banks, developers and other FIs in the regions	5%	(Actual/Target) * Weight		27 (out of 55)	27	30
	SM 4	Percent of top 100 Rural banks engaged in housing doing business with HGC	Number of Top 100 Rural banks engaged in housing doing business with HGC divided by Top 100 Rural banks engaged in housing	5%	(Actual/Target) * Weight		11%	15%	20%

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	SO 4	Develop Public Image/Reputation As A Dependable/Strong, Efficient and Professional Corporation							
	SM 5	Satisfaction rating based on a survey conducted by a third party	Rating	5%	All or nothing		N/A	N/A	Achieved rating of 3/5 or "Satisfactory"
	SO 5	Generate Feedback and Address Concerns of the Public							
	SM 6	Percentage of clients/public concern addressed within 15 working days upon receipt of query/concern	Number of clients/public concern addressed within 15 working days upon receipt of query/concern divided by Total number of clients/public concern received during the year	5%	(Actual/Target) * Weight		34.38%	97.92%	100%
		Sub-total		20%					
FINANCE	SO 6	Increase Revenue To Sustain Guaranty Operations							
	SM 7	Net income	Total Revenues less Total Expenses	10%	(Actual/Target) * Weight		(P361.17M)	P176.14 M	P237 Million
	SM 8	Total Financing fees (Insurance and guarantee) earned for the year	Absolute amount of Financing fees (Insurance and guarantee) earned during the year	6%	(Actual/Target) * Weight		P526.42 Million	P685.17	P720 Million
	SM 9	Percentage of bond interest serviced and bonds redeemed as scheduled (%)	Total interest paid and bond redeemed over total maturing obligation for bond interests and redemption	6%	(Actual/Target) * Weight		100%	100%	100%
	SO 7	Speed Up Asset Disposition							



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	SM 10	Sales value of assets	Sales value of acquired assets sold for the year (Acquired assets to be accounted are assets with values ranging from ₱47-₱52M)	6%	(Actual/Target) * Weight		₱227.63 Million (total sales value)	₱105.21 Million (total sales value)	₱490 Million
	SO 8	Enhance Collection Efficiency To Improve Liquidity							
	SM 11	Collection Efficiency	Value of actual collections during the year divided by Total Collectibles for the year	6%	(Actual/Target) * Weight		88%	88.87%	88%
		<i>Sub-total</i>		34%					
INTERNAL PROCESS	SO 9	Enhance Operational Efficiency							
	SM 12	Percentage of guaranty enrollment applications completed within 15 working days upon receipt of complete required documentation	Number of guaranty enrollment applications completed within 15 working days upon receipt of complete documentation over Total number of guaranty enrollment applications filed with complete documentation	5%	(Actual/Target) * Weight		100%	100%	100%
	SM 13	Percentage of approved guaranty calls processed within 30 calendar days upon receipt of complete required documentation	Number of approved guaranty calls paid within 30 calendar days upon receipt of complete documentation over Total number of approved guaranty calls	5%	(Actual/Target) * Weight		100%	100%	100%



		Component					Baseline (if applicable)		Target
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	SM 14	Percentage of sales document executed within 30 working days from receipt of reservation payment/downpayment	Number of sales document executed within 30 days from receipt of payment divided by Total number of sales document with reservation payment/ downpayment	5%	(Actual/Target) * Weight		87%	100%	100%
		Sub-total		15%					
LEARNING AND GROWTH	SO 10	Implement Government Quality Management System (GQMS)							
	SM 15	ISO Certification of business processes	Certification	5%	All or nothing		3 core business processes certified	certified	3 core business processes certified
	SO 11	Automate System Processes							
	SM 16	Automation of system processes	% completion	3%	(Actual/Target) * Weight		95% of system processes automated	draft formulated	All programmed automation and enhancement of system process per approved 2015-2017 ISSP conducted
	SO 12	Improve Competencies							
	SM 17	Competency Framework	Framework	3%	All or nothing		NA	NA	Developed Competency Framework
			Sub-total		10%				
		TOTAL		100%					

