

SMALL BUSINESS CORPORATION (SBC)

	Objective/Measure	Component			Baseline Data			Target	
		Formula	Weight	Rating System	2015	2016	2017	2018	
SOCIAL IMPACT	SO 1	Improve the Access to Finance of Unserved MSMEs							
	SM 1	Increase Total Financing Portfolio	Year-End Loan Portfolio (Gross Amount)	10%	₱4.60 Billion and Above = 15% ₱3.90 Billion to ₱4.50 Billion = 10% ₱3.30 Billion to ₱3.80 Billion = 5% Less Than ₱3.30 Billion = 0%	₱2.60 Billion	₱2.55 Billion	₱3.90 Billion	₱4.6 Billion
	SM 2	Increase Number of Micro and Small Enterprise Borrowers	Absolute Number of New Borrowers	10%	(Actual / Target) x Weight	N/A	N/A	N/A	40,000
	SM 3	Spread Distribution of Financing Portfolios Nationwide	Absolute Number (Number of Provinces with Loan Portfolio of ₱20 Million)	5%	(Actual / Target) x Weight Less Than 69 Provinces with Loan Portfolio of ₱20 Million = 0%	N/A	N/A	N/A	75 Provinces with Minimum Loan Portfolio of ₱20 Million Per Province
	Sub-total				25%				
FINANCE	SO 2	Guarantee Profitability and Sustainability							
	SM 4	Improve Net Operating Income	Operating Income - Operating Expenses	10%	(Actual / Target) x Weight Lower Than ₱13 Million = 0%	-₱96.55 Million	₱5.27 Million	N/A	₱19.20 Million
	SM 5	Improve Return on Assets	(Net Income / Total Assets) x 100	10%	(Actual / Target) x Weight	-0.42%	-0.02%	N/A	0.43%
	SM 6	Improve Collection Effectiveness Index	[(Beginning Receivables + Monthly Income - Ending Total Receivables) /	10%	(Actual / Target) x Weight	N/A	N/A	N/A	Break-even

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		Formula	Weight	Rating System	2015	2016	2017	2018	
		(Beginning Receivables + Monthly Income - Ending Current Receivables) x 100							
	SM 7 Improve Past Due Rate	Value of Past Due Loan Accounts / Total Financing Portfolio	10%	1 - (Actual / Target) x Weight	N/A	N/A	N/A	20%	
	Sub-total		40%						
STAKEHOLDERS	SO 3	Ensure Customer Satisfaction							
	SM 8	Percentage of Satisfied Customers	Number of Stakeholders who gave a Rating of at least Satisfactory / Total Number of Respondent	5%	(Actual / Target) x Weight If Less Than 80% = 0%	N/A	N/A	90%	90%
		Sub-total		5%					
INTERNAL PROCESS	SO 4	Improve Service Delivery							
	SM 9	Increase Number of Local Conduits Per Province	Absolute Number (Number of Provinces with At Least 3 Local Conduits)	5%	(Actual / Target) x Weight If Less Than 65 Provinces with At Least 3 Local Conduits = 0%	N/A	N/A	N/A	75 Provinces with At Least 3 Local Conduits
	SM 10	Improve Percentage of Loans Processed Within Prescribed Turnaround Time*	Number of Loans Applications Processed within Turnaround Time / Total Number of Applications	5%	(Actual / Target) x Weight	N/A	N/A	N/A	100% of Applications Processed within Prescribed Turnaround Time

* The processing time for loans processing is 30 days except for the processing time for loans under the P3 Program which is only one day.

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	Objective/Measure	Component		Weight	Rating System	Baseline Data		Target	
		Formula				2015	2016	2017	2018
	SM 11	Increase Number of Capacity Building Participants	Absolute Number (Cumulative Count)	5%	(Actual / Target) x Weight Less Than 350 = 0%	140	223	300	400
	SM 12	Attain ISO 9001:2015 Certification	Actual Accomplishment	5%	All or Nothing	ISO 9001:2008 Certified	Surveillance Audit Passed	Maintain ISO 9001:2008 Certification and Readiness for ISO 9001:2015 Certification	ISO 9001:2015 Certification
		Sub-total		20%					
LEARNING & GROWTH	SO 5	Enhance the Competencies of the SBC Workforce							
	SM 13	Percentage of Employees Meeting Required Competencies	Actual Accomplishment	5%	All or Nothing	N/A	Baseline Completed	50% of the Competency Areas with the Highest Gap Addressed	Competency Assessment of 100% of Employees conducted by a Third-Party Re-Establish Competency Baseline of the Organization
	SO 6	Provide Automated Systems and Procedures							
	SM 14	Automate Existing Systems and Processes	Actual Accomplishment	5%	All or Nothing	N/A	N/A	N/A	Submission of ISSP to DICT for Approval
			Sub-total		10%				
		TOTAL		100%					

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