

NATIONAL DEVELOPMENT COMPANY

Performance Measures					Baseline Data (if available)			Targets		
Description	Formula	Weight		Rating System	Data Provider (if applicable)	2010	2011	2012	2013	2014
		2013	2014							
MFO 1 : Project Development										
Quantity 1: No. of projects evaluated and endorsed to the ManCom with Board approval	Absolute Number	0%	0%	N/A		2	3	3	3	6
Quality 1: % of JV partners / proponents who rated NDC good or better as a partner	No. of JV partners who rated NDC good or better as a partner / total no. of JV partners	2%	2%	Actual/Target x Weight (but not to exceed assigned weight)	DAP	No data available	100%	100%	100%	100%
Financial 1: Value of projects evaluated and endorsed to the ManCom for Board approval	Absolute Amount	12%	12%	Actual/Target x Weight (but not to exceed assigned weight)		N/A	N/A	P100 Million (NDC's share in the investment)	P700 Million	P1 Billion

Performance Scorecard 2013-2014 (Annex A)

Performance Measures					Baseline Data (if available)			Targets		
Description	Formula	Weight		Rating System	Data Provider (if applicable)	2010	2011	2012	2013	2014
		2013	2014							
Timeliness 1: Average TAT for Projects Group to evaluate project proposals with complete documents	Average no. of days Projects Group to evaluate project proposals with complete documentation for submission to ManCom	9%	9%	Weight - (((Actual/Target)/ Target) x Weight) (but not to exceed assigned weight)		N/A	N/A	N/A	2 months	2 months
Timeliness 2: Average TAT for JV or partnership agreements to be signed after Board approval	Average no. months for JV or partnership agreements to be signed after Board approval.	2%	2%	Weight - (((Actual/Target)/ Target) x Weight) (but not to exceed assigned weight)		N/A	N/A	N/A	3 months	2 months
Subtotal of Weights:		25%	25%							

Performance Scorecard 2013-2014 (Annex A)

Performance Measures					Baseline Data (if available)			Targets		
Description	Formula	Weight		Rating System	Data Provider (if applicable)	2010	2011	2012	2013	2014
		2013	2014							
MFO 2 : Investing and Financing										
Quantity 1: No. of projects funded	Absolute number	0%	0%	N/A		0	1	2	3	5
Quality 1: Percentage of proponents who found accessibility of NDC funds as good or better	No. of proponents who rated NDC as good or better / total no. of proponents	8%	8%	Actual/Target x Weight (but not to exceed assigned weight)		No data available	100%	100%	100%	100%
Financial 1: Funds released for investment/financing activities	Absolute amount	9%	9%	Actual/Target x Weight (but not to exceed assigned weight)		-	P207.5 Million	P10.4 Million	P21.7 Million	P213.80 Million
Timeliness 1: Percentage of funding for investment and financing activities released not more than 2 weeks after completion of documentation	Actual amount of funding released / total amount of target investment	8%	8%	Actual/Target x Weight (but not to exceed assigned weight)		N/A	N/A	100%	100%	100%
Subtotal of Weights:		25%	25%							

Performance Scorecard 2013-2014 (Annex A)

Performance Measures					Baseline Data <i>(if available)</i>			Targets		
Description	Formula	Weight		Rating System	Data Provider <i>(if applicable)</i>	2010	2011	2012	2013	2014
		2013	2014							
MFO 3 : Portfolio Management										
Financial 1: Return on Investment	Amount of returns / total investment infused net of allowance for impairment and excluding companies for dissolution and pre-operating companies	10%	10%	Actual/Target x Weight (but not to exceed assigned weight)		N/A	N/A	N/A	21.7% (based total investments)	21.8% (based total investments)
Financial 2: Amount of dividends received	Actual amount of dividends received net of liquidating dividends	10%	10%	Actual/Target x Weight (but not to exceed assigned weight)		P80.7M	P242.22M	P183.7M	P140.1 Million	P139.7 Million
Financial 3: Return of equity/ proceeds from divestment of shares	Actual amount of dividends received net of liquidating dividends	0%	5%	Actual/Target x Weight (but not to exceed assigned weight)		P1.26M	P5.6M	P0.26M	0	P122.5 Million
Subtotal of Weights:		20%	25%							

Performance Scorecard 2013-2014 (Annex A)

Performance Measures					Baseline Data (if available)			Targets		
Description	Formula	Weight		Rating System	Data Provider (if applicable)	2010	2011	2012	2013	2014
		2013	2014							
MFO 4 : Fund Generation										
Quantity 1: No. of properties sold	Absolute number	0%	0%			2	1	-	2	4
Financial 1: Sales proceeds from sale of properties	Actual amount of sales proceeds	5%	5%	Actual/Target x Weight (but not to exceed assigned weight)		P192 Million	P163.26 Million	-	P53.2 Million	P147.74 Million
Quantity 3: No. of properties leased	Absolute number	0%	0%			26	30	31	37	39
Financial 2: Lease income	Actual amount of lease income	10%	5%	Actual/Target x Weight (but not to exceed assigned weight)		P114.74 Million	P116.96 Million	P97.20 Million	P107.2 Million	P143.84 Million
Financial 3: Amount of collected receivables	Actual amount of receivables collected	0%	0%			P149.6 Million	P147.3 Million	P188.4 Million	P108.4 Million	P140.4 Million
Quality 1: Collection Efficiency	Actual collection of receivables / target receivables	5%	5%	Actual/Target x Weight (but not to exceed assigned weight)		100%	100%	81%	85%	90%
Subtotal of Weights:		20%	15%							

Performance Scorecard 2013-2014 (Annex A)

Performance Measures					Baseline Data <i>(if available)</i>			Targets		
Description	Formula	Weight		Rating System	Data Provider <i>(if applicable)</i>	2010	2011	2012	2013	2014
		2013	2014							
GAS - Organizational Effectiveness and Sustainability										
ISO Certification (4 processes: projects, fund generation, fund management and asset management. Last ISO Certification is on 2011)	Actual accomplishment	4%	4%	All or Nothing		N/A	100% Certified	100% Recertified	100% Recertified	100% Certified
PGS Certification	Actual accomplishment	3%	3%	All or Nothing		N/A	N/A	N/A	Initiation stage	Compliance stage
IT Road map and implementation	Actual accomplishment	3%	3%	All or Nothing		N/A	N/A	N/A	1 IT roadmap	100%
Subtotal of Weights:		10%	10%							
TOTAL OF WEIGHTS:		100%	100%							