

## HOME GUARANTY CORPORATION

Description	Performance Measures				Rating System*	Data Provider if applicable	Baseline Data (if available)			Targets	
	Formula	Weight		2010			2011	2012	2013	2014	
		2013	2014								
<b>MFO 1 : Loan Guaranty Services</b>											
Quantity 1 : Total value of loans guaranteed	Value of outstanding guaranty for the year	7%	7%	(Actual/Target) x Weight		₱62,747.43 Million	₱78,338.93 Million	₱82,402.99 Million	₱86,523.14 Million	₱90,849.30 Million	
Quantity 2 : Total number of loans guaranteed	Number of loans covered by outstanding guaranty for the year	7%	7%	(Actual/Target) x Weight		77,248	86,047	82,665	86,798	91,138	
Timeliness 1 : Percentage of guaranty enrollment applications completed within 15 working days upon receipt of complete documentation	Number of guaranty enrollment applications completed within 15 working days upon receipt of complete documentation over Number of guaranty enrollment applications filed with complete documentation	7%	7%	(Actual/Target) x Weight		100%	100%	100%	100%	100%	

Performance Measures					Baseline Data (if available)			Targets		
Description	Formula	Weight		Rating System*	Data Provider if applicable	2010	2011	2012	2013	2014
		2013	2014							
Timeliness 2 : Percentage of approved guaranty calls paid within 30 calendar days upon receipt of complete documentation	Number of approved guaranty calls paid within 30 calendar days upon receipt of complete documentation over number of approved guaranty calls	7%	7%	(Actual/Target) x Weight		100%	100%	100%	100%	100%
Timeliness 3 : 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	5%	5%	(Actual/Target) x Weight		100%	100%	100%	100%	100%
Financial 1 : Total guaranty claims paid	Value of guaranty claims paid	5%	5%	[1 - (Actual - Target) / Target] x Weight		₱2.53 Million	-	₱ 0.40 Million	≤ ₱20 Million	≤ ₱25 Million
Financial 2 : Total premium payments received	Value of guaranty premiums received	7%	7%	(Actual/Target) x Weight		₱525.85 Million	₱632.99 Million	₱649.92 Million	₱692.19 Million	₱726.79 Million
<b>Subtotal of Weights:</b>		<b>45%</b>	<b>45%</b>							

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	Formula	Weight				2010	2011	2012	2013	2014
		2013	2014							
<b>MFO 2 : Abot-Kaya Pabahay Fund (AKPF) Support Services</b>										
Timeliness 1 : Percentage of AKPF guaranty enrollment applications completed within 15 working days upon receipt of complete documentation	Number of AKPF guaranty enrollment applications completed within 15 working days upon receipt of complete documentation over number of AKPF guaranty enrollment applications filed with complete documentation	7%	7%	(Actual/Target) x Weight		100%	100%	100%	100%	100%
Timeliness 2 : Percentage of approved AKPF guaranty calls paid within 30 calendar days upon receipt of complete documentation	Number of approved AKPF guaranty calls paid within 30 calendar days upon receipt of complete documentation over number of approved AKPF guaranty calls	7%	7%	(Actual/Target) x Weight		100%	100%	100%	100%	100%
Financial : Total AKPF guaranty claims paid	Value of AKPF guaranty claims paid	6%	6%	[1 – (Actual – Target) / Target] x Weight		₱1.91 Million	-	-	≤ ₱8.54 Million	≤ ₱8.88 Million
<b>Subtotal of Weights:</b>		<b>20%</b>	<b>20%</b>							

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	Formula	Weight		Rating System*		2010	2011	2012	2013	2014
		2013	2014							
<b>MFO 3 : Acquired Assets Management</b>										
Quality : Collection Efficiency	Value of actual collection over target collection for the year	6%	6%	(Actual/Target) x Weight		87.84%	87.81%	91.82%	85%	85%
Timeliness : Percentage of sales document executed within 30 days from receipt of payment	Number of sales document executed within 30 days from receipt of payment over number of sales document for processing	7%	7%	(Actual/Target) x Weight		100%	100%	100%	100%	100%
Financial 1 : Sales Value of assets sold	Sales value of acquired assets sold for the year	6%	6%	(Actual/Target) x Weight		₱224.66 Million	₱133.81 Million	₱1,508.59 Million	₱641.27 Million	₱4,219.24 Million
Financial 2 : Total collection of receivables	Value of total collections	6%	6%	(Actual/Target) x Weight		₱ 233.89 Million	₱ 255.08 Million	₱ 276.90 Million	₱ 276.86 Million	₱ 260.95 Million
<b>Subtotal of Weights:</b>		<b>25%</b>	<b>25%</b>							

Performance Measures					Baseline Data (if available)			Targets		
Description	Formula	Weight		Rating System*	Data Provider if applicable	2010	2011	2012	2013	2014
		2013	2014							
<b>General Administrative Services (GAS)</b>										
Quality 1 : Re-certification of compliance to ISO 9001:2008 standards	ISO certification re-issued every year after surveillance audit	5%	5%	(Actual/Target) x Weight		Not targeted	Not targeted	Not yet certified	ISO Certified (covers 3 core guaranty processes)	Re-certified
Quality 2 : Automation of system processes	Number of ISSP activities/phases completed as scheduled over number of activities in a year in approved ISSP	5%	5%	(Actual/Target) x Weight		N/A	OS (MS Dynamic AX) procured and installed	Completion of designs for 2007-2011 ISSP modules	Completion of variation orders in the 2007-2011 ISSP, 5 of 5 modules	2014-2018 ISSP formulated
<b>Subtotal of Weights:</b>		<b>10%</b>	<b>10%</b>							
<b>TOTAL OF WEIGHTS:</b>		<b>100%</b>	<b>100%</b>							

\*Provided that the result will not exceed the allotted weight.