

**AL -AMANAH ISLAMIC INVESTMENT BANK OF THE PHILIPPINES (AAIIBP)**  
**Validation Result of 2018 Performance Scorecard**

Component						AAIIBP Submission		GCG Validation		Supporting Documents	Remarks
Objective/ Measure	Formula	Wt.	Rating Scale	Target	Actual	Rating	Actual	Rating			
<b>SO 1</b>	<b>Maximize Utilization of Loanable Funds</b>										
SM 1	Grow Amount of Outstanding Loans Granted	Net amount of all loans and financing accounts	15%	(Actual / Target) x Weight 0% = If below ₱200 Million	₱385.32 Million	₱308.46 Million	12.01%	₱308.46 Million	12.01%	COA Audited Financial Statement BSP Published Balance Sheet	Acceptable.
<b>SO 2</b>	<b>Manage Cost and Expenses</b>										
SM 2	Minimize Net Loss	Total Revenues – Total Expenses	10%	10% = (₱51 Million) and below 5%: (₱ 52 Million) to (₱70 Million) 0%: (₱71 Million) and higher	₱ (51 Million)	₱(77.19) Million	0%	₱ (77.14) Million	0%	COA Audited Financial Statement	Target not met.
<b>SO 3</b>	<b>Grow Funding Base</b>										
SM 3	Increase Deposit Level	Sum of all Deposits from Private	15%	(Actual / Target) x Weight	₱542 Million	₱591.48 Million	15%	₱ 591.48 Million	15%	COA Audited Financial Statement	Acceptable.

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			and Government Sector		0% = If below ₱340 Million					Report generated from SavePlus System – Consolidated Balances per Quarter  BSP Published Balance Sheet		
SM 4	Manage Net Non-Performing Loans Ratio	(Non-performing Loans – Specific Loans Loss provision) / Total Loan Portfolio	10%	All or nothing	Less than or equal to 3%	3%	10%	0%	10%	AAIIBP Consolidated NPL ratio report  BSP Published Balance Sheet	Validated accomplishment is based on the supporting document submitted.	
		<b>Sub-Total</b>	<b>50%</b>				<b>37.01%</b>		<b>37.01%</b>			
<b>SO 4</b>	<b>Develop Islamic Products and Services</b>											
<b>CUSTOMERS</b>	SM 5	Increase Availment of Deposit Products (Islamic):	Total number of new accounts under PSP	5%	(Actual/Target) x Weight	90	313	5%	120 new accounts	5%	Report generated from SavePlus System –	Formula is <b>REVISED</b> from total number of accounts to total number of new

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	Pilgrimage Savings Plan (PSP)									Consolidated Balances per Quarter	<i>accounts under PSP to be reflective of the target. Reported actual pertains to the total accounts under PSP, of which 120 are new accounts in 2018.</i>
SM 6	Increase Availment of Financing Products (Islamic) -Murabahah -Al-Bai Bithaman Ajil -Al-Ijarah Muntahia Bittamleek	Total number of accounts under the Islamic Financing Program	5%	(Actual/Target) x Weight	20	93	5%	Accomplishment cannot be validated	0%	Summary of Loan Portfolio for Islamic and Conventional Loans	Submitted supporting documents show inconsistent figures and was irreconcilable.

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<b>SO 5</b>	<b>Attract New Accounts</b>										
SM 7	Increase Additional Number of Deposit Accounts (Conventional and Islamic) net of DSWD Accounts	Total number of new deposit accounts (Conventional and Islamic) less DSWD accounts	5%	(Actual/Target) x Weight	+378 (Total of 4,159)	5,018	5%	+1,384 (Total of 5,018 Non-DSWD account)	5%	Report generated from SavePlus System – Consolidated Balances per Quarter	Acceptable.
<b>SO 6</b>	<b>Ensure Customer Satisfaction</b>										
SM 8	Percentage of Satisfied Customers (in-house)	Number of respondents who rated AAIIBP service with at least Satisfactory and Very Satisfactory / Total Number of Respondents	10%	(Actual / Target) x Weight 0% = if below 80%	95%	98.88%	9.5%	Report not acceptable	0%	Customer Satisfaction Report per Branch  Accomplished questionnaire	Report was prepared by the Branch Review Unit of AAIIBP, which is not a third-party. This violates the condition/requirement of the GCG per letter dated 18 July 2018.  Respondent size is not in accordance with the requirement under the GCG Standard

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Objective/ Measure	Formula	Wt.	Rating Scale	Target	Actual	Rating	Actual	Rating			
											Methodology requiring a sample size of n=300 for GOCCs with operations that are concentrated in a specific area.
		<b>Sub-Total</b>	<b>25%</b>				<b>24.50%</b>		<b>10%</b>		
<b>SO 7</b>	<b>Increased Accessibility (ATM and other distribution channels)</b>										
SM 9	Increase Number of Branches with ATMs installed	Number of Branches with ATMs installed	5%	(Actual / Target) x Weight	2 (1 in Iligan and 1 in Cotabato Branches)	3	5%	3	5%	Photos, Delivery Reports, Notarized Certification from Branch Manager of the installed and fully operational ATMs	Acceptable.

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Objective/ Measure	Formula	Wt.	Rating Scale	Target	Actual	Rating	Actual	Rating			
<b>INTERNAL PROCESS</b>											
<b>SO 8</b>	<b>Implement Process Improvements (Improved TAT, Controls)</b>										
SM 10	Percent of Transactions Processed within Turnaround Time (TAT)	Number of loans transactions processed within prescribed period / Total number of loan applications with complete documentation	10%	10% = if 96% - 100% of applications processed within prescribed TAT  5% = If 93% to 95% of applications processed within prescribed TAT	96% of loan transactions are processed within the prescribed turn-around time (TAT)	100%	10%	Accomplishment cannot be validated	0%	Database of Turn-Around Time Report  IT-generated Turn-Around Time Report	Submitted supporting documents are inconsistent and insufficient to determine the accuracy of the report. Further, the reported TAT only pertains to the processing time of the Account Officer instead of the whole process which covers from the time of application until approval/disapproval of the application.
		<b>Sub-Total</b>	<b>15%</b>				<b>15%</b>		<b>5%</b>		

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<b>SO 9</b>	<b>Improve Competencies (Islamic Banking Operations)</b>										
SM 11	Increase Percentage of Employees Meeting Required Competencies	Number of employees meeting the desired level of competencies / Total number of employees	10%	(Actual / Target) x Weight	50%	100%	10%	64%	10%	Database of 2017 and 2018 Competency Assessment Results  6 samples of Competency Forms	Validated accomplishment is based on the submitted supporting documents.  An employee should meet all required competencies for the position to be considered as accomplishment.
		<b>Sub-Total</b>	<b>10%</b>				<b>10%</b>		<b>10%</b>		
		<b>TOTAL</b>	<b>100%</b>				<b>86.51%</b>		<b>62.01%</b>		