

RENEGOTIATED INTERIM PERFORMANCE SCORECARD 2014

SMALL BUSINESS CORPORATION

Performance Measures					Baseline Data (if available)			Actual	Targets
Description	Formula	Weight 2014	Rating System	Data Provider if applicable	2010	2011	2012	2013	2014
<b>MFO 1 – FINANCING SERVICES</b>									
<b>Performance Indicator Set 1 : Financing Exposure</b>									
Financial 1 : Average earning loan portfolio balance	Monthly average	10%	(Actual/Target) x Weight		₱2,152 Million	₱3,204 Million	₱2,652 Million	₱2,735.34 Million	₱2,800 Million
Financial 2: Average guarantee contingent liability balance	Monthly average	5%	(Actual/Target) x Weight		₱72.5 Million	₱82.3 Million	₱92.6 Million	₱130.5 Million	₱180 Million
Financial 3: Amount of Venture Capital investment	Absolute amount	5%	(Actual/Target) x Weight		₱9.2 Million	₱11.9 Million	₱13.4 Million	₱14.42 Million	₱30 Million
Number of MSMEs Financed	Absolute number (Annual)	0%			25,900	40,467	37,711	38,122	43,858
<b>Performance Indicator Set 2 : Access to Finance (Additionality and Directionality of Financing Services)</b>									
Quality 1 : Partially secured loan ratio	Number of unsecured borrowers/ Total number of borrowers	10%	(Actual/Target) x Weight		65%	73%	66%	95%	97%
Quality 2 : Rural area focus	Ratio of rural to urban (SME National figure is 63:37)	10%	(Actual/Target) x Weight		53%	62%	71%	83%	85%
Quality 3 : Priority industry focus	Number of borrowers in priority industries/ Total number of borrowers	0%			N/A	N/A	N/A	88%	90%

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Quality 4: Sustainability rate of borrowers	Percent BRR 1 to 6/ Total number of risk-weighted borrowers (borrowers more than 1 year with SBC)	10%	(Actual/Target) x Weight		N/A	N/A	N/A	85%	86%
<b>Subtotal of Weights:</b>		<b>50%</b>							
<b>MFO 2 – CAPACITY BUILDING SERVICES</b>									
<b>Performance Indicator Set 1: Financial Institution (FI) Development</b>									
Quantity 1: Number of Risk-Based Lending Program (RBL) graduates	Cumulative number	10%	(Actual/Target) x Weight		10	14	20	23	35
Quality 1: Number of RBL Program graduates implementing BRR Credit Evaluation	Cumulative number	2.5%	(Actual/Target) x Weight		N/A	7	11	17	20
Quantity 2: Number of FI Officers with appreciation on RBL Principles	Absolute number (Annual)	1%	(Actual/Target) x Weight		N/A	N/A	N/A	129	200

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Quality 2: Number of FI borrowers implementing required improvement in business processes	Absolute number, Annual (Population is BRR 5 and 6 FI borrowers; implementation after 1 year)	4%	(Actual/Target) x Weight		N/A	N/A	N/A	39	35
<b>Performance Indicator Set 2: Micro, Small and Medium Enterprises (MSME) Development</b>									
Quantity 1: Number of Enterprise Enhancement Program (EEPro) candidates for graduation (at least 12 months in the Program)	Cumulative number	10%	(Actual/Target) x Weight		N/A	N/A	N/A	9	30
Quality 1: Number of EEPro graduates implementing their business plan and regularly preparing financial statements	Cumulative number	2.5%	(Actual/Target) x Weight		N/A	N/A	N/A	9	24
Quantity 2: Number of Entrepreneurs with appreciation of financial statements	Absolute number (Annual)	1%	(Actual/Target) x Weight		N/A	N/A	N/A	89	300

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Quality 2: Number of MSME borrowers implementing required improvement in business processes	Absolute number, Annual (Population is BRR 5 and 6 SME borrowers; implementation after 1 year; net of EEPro enrollees)	4%	(Actual/Target) x Weight		N/A	N/A	N/A	48	102
<b>Subtotal of Weights:</b>		<b>35%</b>							
<b>MFO 3 : Policy Advocacy</b>									
Quantity : Number of policy initiatives supporting implementation of critical provisions of RA 9501 relating to MSME Finance	Number of policy papers submitted to oversight bodies (For CY 2014, may renegotiate to include number of position papers submitted to oversight bodies)	5%	(Actual/Target) x Weight		N/A	N/A	N/A	4	5
<b>Subtotal of Weights:</b>		<b>5%</b>							
<b>General Administrative Services (GAS)</b>									
Quality 1: Transaction Cost to Revenue Ratio	(PS+MOOE)/ Gross Revenues	5%	All or nothing		61%	54%	54%	54.27%	Should not exceed 56.9%

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Quality 2: Processing Velocity	Number of Clients/Number of employees	5%	(Actual/Target) x Weight		2.4	2.8	3.7	5.5	7.2
<b>Subtotal of Weights:</b>		<b>10%</b>							
<b>TOTAL OF WEIGHTS:</b>		<b>100%</b>							

a/ But not to exceed the weight assigned per indicator