

AL-AMANAH ISLAMIC INVESTMENT BANK OF THE PHILIPPINES

| Performance Measures | | | | | Baseline Data (if available) | | | Actual | Targets | |
|--|---|--------|------|--------------------------|---------------------------------|-----------------|-----------------|-----------------|-----------------|--------------------------------|
| Description | Formula | Weight | | Rating System | Data Provider if applicable | 2010 | 2011 | 2012 | 2013 | 2014 |
| | | 2013 | 2014 | | | | | | | |
| MFO 1: Deposit Products and Services | | | | | | | | | | |
| Financial: Increase in Deposit | Ending balance less beginning balance | 20% | 20% | Actual / Target x Weight | | ₱549.62 Million | ₱237.25 Million | ₱223.91 Million | ₱244.47 Million | ₱300.0 Million |
| Quantity: Availability of Islamic and Financing Products | No. of new Islamic products approved by the Board. <i>A new product is one that is not yet in the list of products offered by the Bank but may be a variation of a general product line.</i> | 5% | 5% | Actual / Target x Weight | | 0 | 0 | 1 | 4 | 1 (BBA) |
| Timeliness: Percentage of deposit transactions completed within TAT | No. of transactions completed within TAT over total deposit transactions | 3% | 5% | Actual / Target x Weight | | 20-25 minutes | 20-25 minutes | 15-20 minutes | 98.54% | Not less than 90% |
| Quality: Customer Satisfaction Rating | No. of satisfactory customer rating over total population surveyed | 2% | 5% | Actual / Target x Weight | | N/A | N/A | N/A | N/A | Not less than 90% satisfactory |
| Subtotal of Weights | | 30% | 35% | | | | | | | |

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RENEGOTIATED INTERIM PERFORMANCE SCORECARD 2014

| Performance Measures | | | | | Baseline Data (if available) | | | Actual | Targets | |
|--|--|--------|------|--|---------------------------------|-------------------|-------------------|--------------------|---|---|
| Description | Formula | Weight | | Rating System | Data Provider if applicable | 2010 | 2011 | 2012 | 2013 | 2014 |
| | | 2013 | 2014 | | | | | | | |
| MFO 2 : Loan and Investment Products and Services | | | | | | | | | | |
| Financial 1: Increase in Investment / Financing (Loan) Portfolio | Ending balance less beginning balance | 20% | 20% | Actual / Target x Weight | | ₱52.97 Million | ₱152.94 Million | ₱127.22 Million | ₱215.69 Million | ₱232.9 Million |
| Financial 2: Gross Income | Absolute Amount | 20% | 20% | Actual / Target x Weight | | ₱30.88 Million | ₱33.73 Million | ₱44.9 Million | ₱26.75 Million | ₱31.35 Million |
| Timeliness: Percentage of investment and financing transactions completed within TAT | No. of transactions processed within TAT over total transactions processed | 5% | 5% | Actual / Target x Weight | | N/A | N/A | More than 120 days | 92.86% | Not less than 90% of transactions processed within 120 banking days |
| Quality: Improved Quality of Loans | Percentage of NPL/PD over Total Portfolio | 5% | 5% | Applicable score x Weight Within 5% - 100% 5.01 to 10% - 90% 10.01 to 15% - 80% 15.01 to 20% - 70% Over 20% - 60% | | ₱1.23 Million | ₱1.23 Million | ₱0.24 Million | 0.53% | Not more than 5% of total portfolio |
| Sub-total | | 50% | 50% | | | | | | | |
| Organizational Effectiveness and Financial Viability (i.e. General Administrative Services) | | | | | | | | | | |
| Quality: Budget Utilization Rate | Actual Expenses Incurred / Total Budget on Expenses | 10% | 10% | Actual / Target x Weight | | 83% | 81% | 62% | 69.13% | Not more than 100% |
| Quality: Substantial Compliance with reportorial requirements of COA and BSP ^{b/} | No. of Major Exceptions | 5% | N/A | Applicable Score x Weight Zero ME - 100% 1 to 3 ME - 90% 4 to 6 ME - 80% 7 to 10 ME - 70% Over 10 ME - 60% | | 0 Major Exception | 0 Major Exception | 0 Major Exception | 0 Major Exception on COA BSP report not provided during evaluation | N/A |

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RENEGOTIATED INTERIM PERFORMANCE SCORECARD 2014

| Performance Measures | | | | | Baseline Data (if available) | | | Actual | Targets | |
|--|--|--------|------|--------------------------|---------------------------------|------|------|--------|-------------------------|-------------------|
| Description | Formula | Weight | | Rating System | Data Provider if applicable | 2010 | 2011 | 2012 | 2013 | 2014 |
| | | 2013 | 2014 | | | | | | | |
| Quality: Percentage of internal and external communications / requests responded within 15 days | No. of internal and external communication requests responded within 15 days over total no. of internal and external requests received | 5% | 5% | Actual / Target x Weight | | N/A | N/A | N/A | Inconsistent submission | Not less than 90% |
| Sub-total | | 20% | 15% | | | | | | | |
| TOTAL | | 100% | 100% | | | | | | | |

a/ But not to exceed the weight assigned per indicator
 b/ Measure deleted in 2014.

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