

PHILIPPINE EXPORT-IMPORT CREDIT AGENCY

2015 Performance Scorecard

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Component				PHILEXIM Submission			CGO-A Evaluation		
Objective/Measure		Weight	Rating Scale	Targets	Actual	Weight	Accomplishment	Weight	Remarks
STAKEHOLDERS	SO 1	Expand Support for Strategic SMEs							
	SM 1	Amount of Guarantee-SMEs	10%	Actual / Target x Weight	₱2,500 Mn	₱0 Mn	0%		
	SM 2	Amount of Direct Lending Program-SMEs	7.5%	Actual / Target x Weight	₱1,500 Mn	₱252 Mn	1%		
	SM 3	Number of Capacity-Building Forums or Briefings Conducted	5%	Actual / Target x Weight	3	7	5%		
	SM 4	Number of Institutions Tapped for Financing	5%	Actual / Target x Weight	10	11	5%		
	SM 5	Accounts Generated Outside of NCR	10%	Actual / Target x Weight	84%	76%	9%		
	Share of SME Financing (%) to Total Credit Portfolio		0%		14.28%	3.20%	0%		
	SO 2	Sustain Financing of Priority Large Enterprises							

FINANCIAL	SM 6	Amount of Guarantee-Large	20%	Actual / Target x Weight	₱23,500 Mn	₱7,123 Mn	6%			
	SM 7	Amount of Direct Lending Program - Large	2.5%	Actual / Target x Weight	₱500 Mn	₱407 Mn	2%			
	Total Volume of Guarantee and Direct Lending Portfolio (Large and SME)				₱28,000 Mn	₱7,782 Mn	0%			
	SO 3	Customer Satisfaction								
	SM 8	Customer Satisfaction Rating	5%	All or Nothing	Satisfactory Rating	No accomplishment	0%			Per Management, procurement of third-party customer satisfaction survey could not proceed without Malacanang approval of increase in capital stock.
		Sub-Total	65.0%				28.00%		0%	
FINANCIAL	SO 4	Portfolio Quality								
	SM 9	NPL Ratio (Net) Loans (Large Entities and SMEs)	5%	Below 9%=5% score 9.01%=15% 2.5% score Above 15%=0% score	9%	81.69%	0%			

	SM 10	Guarantee Claims Ratio (Large Entities and SMEs)	5%	0%-0.5%=5% 0.51%-1%=3.5% 1.01%-2%=2% Above 2%=0%	0.50%	0.50%	5%		
	SO 5	Maintain Profitability							
	SM 11	EBITDA Margin (Core Income)	5%	64-71%=5% 50-63.99%=2.5% Below 50%=0% score	37.8%	19.54%	0%		
	Sub-Total		15%				5%		0%
INTERNAL PROCESS	SO 6	Proactive Evaluation, Monitoring and Management of the Guarantee Portfolio							
	SM 12	Percent of Accounts Submitted to the Approving Authorities (45 WD for Guarantee, 38 WD for Lending)	5%	80%-100%=5% score 70%-79%=2.5% score Below 70%=0% score	Satisfactory Rating	As of the ending period, 5 accounts were processed and approved but exceeded TAT standard	0%		Credit committee/Board as applicable. From receipt of complete submission of documents to board decision.
	SO 7	Continued Adoption of Key Business and Operating Policies and Controls							

	SM 13	Operationalization of the Central Liability System	2.5%	All or Nothing	Full implementation	Full implementation (Phase 1)	2.5%			Phase I development completed, accounts encoding in process
	SM 14	Implementation of the Quality Management System	2.5%	All or Nothing	Establish QMS	Establish QMS	2.5%			ISO Certification in 2016.
		Sub-total	10%				5%		0%	
ORGANIZATION	SO 8	Focused Development of Internal Resource Capabilities								
	SM 15	Number of Trainings Given to Employees	5%	Absolute Number	50	61	5%			List of trainings relative to the Competency Framework to be submitted
	SO 9	Strengthen Institutional Brand as a Self-Sufficient, Profitable, Socially-Responsive and Reliable Agency of Government								
	SM 14	Establish a Brand Strategy/Roadmap	5%	All or Nothing	Implement a Brand Strategy/Roadmap	Implement a Brand Strategy/Roadmap (Phase 1)	3%			
		Sub-Total	10%				8%		0%	
		Total	100%				46%		0%	