

SMALL BUSINESS CORPORATION (SBCORP)

	Component				Baseline Data		Target		
	Objective/Measure	Formula	Weight	Rating System	2021	2022	2023	2024	
SOCIAL IMPACT	SO 1	Growth and Graduation/Transformation of MSMEs							
	SM 1	Increase Total Financing Portfolio	Year-End Gross Amount of Portfolio	15%	(Actual / Target) x Weight	₱ 11.30 Billion	₱ 12.32 Billion	₱ 15.56 Billion	₱16.78 Billion
	SM 2	Increase the number of Micro, Small, and Medium Enterprise (MSME) Borrowers	Number of Active MSME Borrowers (with Loan Release during the Year relative to Prior Year)	10%		64,922	64,618	51,327	Additional 59,650
	SM 3	Number of Provinces Provided with Access to Financing	Number of Provinces with Loan Releases during the year	15%		85 Provinces	85 Provinces	85 Provinces	85 Provinces ¹
		Sub-total			40%				

¹ Based on SBCORP's Groupings

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	Component				Baseline Data		Target		
	Objective/Measure	Formula	Weight	Rating System	2021	2022	2023	2024	
FINANCE	SO 2	Good governance and cost-efficiency in the management of stakeholders' investments, attaining sustainable and exponential growth of financial returns							
	SM 4a	Increase Net Operating Income	Operating Revenue - Operating Expenses	2.5%	(Actual / Target) x Weight	₱ 33.11 Million	N/A	₱ 12.13 Million	₱ 261.29 Million (before credit cost)
	SM 4b	Improve Return on Equity	Adjusted profit (loss) after tax/Average Equity	2.5%	{1-[(Actual - Target)/Target]} x Weight	N/A	1.24%	-1.44%	7%
	SM 5	Improve Past Due Rate	Per BSP Definition	5%	{1-[(Actual - Target)/Target]} x Weight	15.21%	CARES – 37.96% Outside CARES – 24.11%	30%	30%
	SM 6	Efficient Utilization of Corporate Budget							
	SM 6a	Obligations Budget Utilization Rate (BUR)	Total Obligations/DBM-approved Corporate Operating Budget (both net of PS Cost)	5%	Actual/Target) x Weight	N/A	77.34%	90%	90%

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CUSTOMERS	Component				Baseline Data		Target	
	Objective/Measure	Formula	Weight	Rating System	2021	2022	2023	2024
	SM 6b	Disbursement BUR	Total Disbursement / Total Obligations (both net of PS cost)	2.5%	Actual/Target) x Weight	N/A	99.98%	90%
		Total Disbursement / /DBM-approved Corporate Operating Budget for subsidy (both net of PS Cost)	2.5%	Actual/Target) x Weight	N/A	77.32%	90%	90%
	Sub-total		20%					
SO 3	Excellent customer experience of our clients throughout their transactions journey with us (our direct borrowers, our conduits, and our other partners)							
SM 7	Percentage of Satisfied Customers	Number of Stakeholders Who Gave a Rating of at Least Satisfactory / Total Number of Respondents	10%	(Actual/Target) x Weight 0% = less than 80%	99%	94%	90%	90%

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INTERNAL PROCESS	Component				Baseline Data		Target	
	Objective/Measure	Formula	Weight	Rating System	2021	2022	2023	2024
	SM 8	Improve Turn Around Time (TAT) in the Processing of Loan Applications	Number of Applications Processed within Applicable Turn Around Time / Total Number of Applications	5%	(Actual / Target) x Weight	53.18%	89.32%	100% of Applications Processed within Prescribed Turnaround Time
	Sub-total		15%					
SO 4	Technology-driven organizational systems that support analytics-based Decision-making, innovation, and information security							
SM 9	Automate Existing Systems and Processes	Actual Accomplishment	10%	(Actual / Target) x Weight	5 out of 7 deliverables in the 2021 ISSP was accomplished	71.93% of ISSP projects completed and substantiated with documents	100% Attainment of 2023 Deliverables (based on DICT-approved ISSP 2022-2024)	100% Implementation of 2024 Deliverables (based on DICT-Approved ISSP 2022-2024)
SM 10	Attain ISO 9001:2015 Certification	Actual Accomplishment	10%	(Actual / Target) x Weight	ISO 9001:2015 Certification for HO and NLG was maintained; ISO 9001:2015 Certification for MG was secured	ISO 9001:2015 Certification for HO and NLG and MG was maintained; ISO 9001:2015 Certification for Visayas Group was secured	Maintain ISO 9001:2015 certification for the entire organization	Maintain ISO 9001:2015 certification for the entire organization
	Subtotal		20%					

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	Component				Baseline Data		Target		
	Objective/Measure	Formula	Weight	Rating System	2021	2022	2023	2024	
LEARNING AND GROWTH	SO 5	Established competencies and corporate culture of SBCorp workforce as growth drivers for MSMEs							
	SM 11	Improve Competency Baseline of the Organization	Competency Baseline in 2024 - Competency Baseline in 2023	5%	All or Nothing	0.124 Improvement in the Competency Baseline of the Organization	0.0144 Improvement in the Competency Baseline of the Organization	Improvement in the competency baseline of the organization	Improvement on the competency baseline of the organization
		Sub-total		5%					
		TOTAL		100%					

For GCG:


ATTY. MARIUS P. CORPUS
 Chairperson

For SBCORP:


ROBERT C. BASTILLO
 President and CEO