QUEDAN AND RURAL CREDIT GUARANTEE CORPORATION
MONITORING REPORT OF PERFORMANCE TARGETS
As of September 30, 2015

Monitoring Report (Annex B)

COMPONENT						BASELINE	1ST QUARTER		2ND QUARTER		3RD QUARTER		2015 REVISED FULL YEAR TARGET	4TH QUARTER	
	Objective/Measure		Formula	Weight	Rating System	2014	Target	Actual	Target	Actual	Target	Actual		Target	Actual
FINANCE	**SO 1**	**To improve Fund Generation through vigorous Collection and Disposal of Acquired Assets and implementation of reinvigorated Guarantee Programs**													
	SM 1	No. of acquired assets sold	Absolute Number	35%	No. of properties disposed ÷ Targeted no. of Properties for Disposal	50	14	10	14	14	14	14		13	
	SM 2	Cash Collection	Absolute Number	35%	Actual cash collection ÷ Targeted Collections	₱175.00 Mn	₱62.50 Mn	₱40.40 Mn	₱62.50 Mn	₱31.67 Mn	₱62.50 Mn	₱38.11 Mn		₱62.50 Mn	
		SUB TOTAL WEIGHTS		**70%**											

	COMPONENT					BASELINE	1ST QUARTER		2ND QUARTER		3RD QUARTER		2015 REVISED FULL YEAR TARGET	4TH QUARTER	
	Objective/Measure		Formula	Weight	Rating System	2014	Target	Actual	Target	Actual	Target	Actual		Target	Actual
CUSTOMERS	**SO 2**	**To reinvigorate Credit Guarantee Services to the Agri-Fishery sector**													
	SM 3	Amount of loans guaranteed	Absolute Amount	3%	Amount of loan guarantee ÷ Targeted Amount of loan guarantee	₱4.11 Mn	₱366.23 Mn [1]	₱1.17 Mn	₱286.49 Mn [1]	₱1.40 Mn	₱216.05 Mn [1]	₱1.01 Mn [3]		₱195.20 Mn [1]	
	SM 4	No. of individuals with loans covered by guarantee	Absolute Number	3%	Actual no. of individuals with loan guarantee ÷ Targeted no. of individuals with loan guarantee	32	1,831 [1]	27	1,432 [1]	50	1,080 [1]	36 [3]		977 [1]	
	SM 5	No. of banks accredited	Absolute Number	4%	No. of Banks accredited ÷ Targeted no. of banks accredited	21	5	1	5	2	5	1		6	
		SUB TOTAL WEIGHTS		**10%**											

	COMPONENT					BASELINE	1ST QUARTER		2ND QUARTER		3RD QUARTER		2015 REVISED FULL YEAR TARGET	4TH QUARTER	
	Objective/Measure		Formula	Weight	Rating System	2014	Target	Actual	Target	Actual	Target	Actual		Target	Actual
INTERNAL PROCESS	SO 3	To strengthen corporate effectiveness through:													
	[a]	Introduction of new Collection initiatives													
	SM 6	No. of accounts restructured/ remediated	Absolute Rate	2.5%	Actual / Target x Weight	n/a	300	118	300	133	300	224		300	
	[b]	Acceleration of Lease/Disposal of Acquired Assets													
	SM 7	Acquired assets disposed within 2 months	Absolute Rate	2.5%	Percentage of acquired assets disposed within 2 months over total no. of acquired assets disposed	n/a	n/a	75%	n/a	100%	n/a	100%		95%	
	[c]	Intensive Marketing and Promotion of Guarantee Programs													
	SM 8	No. of Banks visited	Absolute Number	3%	Actual / Target x Weight	n/a	42	2	42	4	42	3		42	
	SM 9	No. of technical briefings conducted	Absolute Number	3%	Actual / Target x Weight	n/a	10	3	10	2	11	2		11	
		SUB TOTAL WEIGHTS		11%											

	COMPONENT					BASELINE	1ST QUARTER		2ND QUARTER		3RD QUARTER		2015 REVISED FULL YEAR TARGET	4TH QUARTER	
	Objective/Measure		Formula	Weight	Rating System	2014	Target	Actual	Target	Actual	Target	Actual		Target	Actual
LEARNING & GROWTH	**SO 4**	**To be able to reflect the accurate Financial Condition of the Corporation through reconciliation of Account Variances and Generation of timely Financial Reports**													
	SM 10	Cleansing of Book Accounts :													
		[a] Cash in Bank - P 13.425 Mn	Absolute Rate	3%	Amount Reconciled (Cash in Bank) ÷ Amount for Reconciliation x Weight	n/a	7.5%	-	7.5%	317% [2]	7.5%	315% [3]		7.5%	
		Equivalent Amount					*₱1.01 Mn*		*₱1.01 Mn*		*₱1.01 Mn*			*₱1.01 Mn*	
		[b] Trade Receivables - ₱119.838 Mn	Absolute Rate	3%	Amount Reconciled (Trade Receivable) ÷ Amount for Reconciliation x Weight	n/a	8.49%	108%	8.49%	64%	9.1%	- [4]		9.1%	
		Equivalent Amount					*₱8.80 Mn*		*₱8.80 Mn*		*₱8.80 Mn*			*₱8.80 Mn*	

COMPONENT						BASELINE	1ST QUARTER		2ND QUARTER		3RD QUARTER		2015 REVISED FULL YEAR TARGET	4TH QUARTER	
	Objective/Measure		Formula	Weight	Rating System	2014	Target	Actual	Target	Actual	Target	Actual		Target	Actual
LEARNING & GROWTH	SO 5	To maximize existing Personnel potential, capabilities and professionalize services through retooling and strict enforcement of Corporate Core Values													
	SM 11	No. of program related seminars / trainings conducted and attended (BMCIs, Acct. Mgt., Marketing	Absolute Number	1%	Actual / Target x Weight	n/a	1	0	0	0	1	0		1	
	SM 12	No. of personnel sent to attend participate in the training/ seminar (Retooling)	Absolute Number	1%	Actual / Target x Weight	n/a	10	15	10	6	11	2		11	
	SM 13	Compliance of Central Office employees (initially) to office rules and regulations	Absolute Rate	1%	No. of Central Office employees complying to office rules and regulations / Total no. of Central Office employees	90%	n/a	97%	n/a	97%	n/a	90%		97%	
		SUB TOTAL WEIGHTS		**9%**											
TOTAL OF WEIGHTS				**100%**											

[a/] But not to exceed the weight assignes per indicator

[1] Target based solely on existing fund, leveraged 4x

[2] As of May 30, 2015

[3] As of August 31, 2015

[4] Schedule of Trade Receivables is prepared quarterly (60 days after end of quarter)