

COMPONENT					BASELINE	1ST QUARTER		2ND QUARTER		3RD QUARTER		4TH QUARTER		2016 REVISED FULL YEAR TARGET
Objective/Measure	Formula	Weight	Rating System	2015	Target	Actual	Target	Actual	Target	Actual	Target	Actual		
INTERNAL PROCESS	SO 3	To strengthen corporate effectiveness through:												
	[a]	Introduction of new Collection initiatives												
	SM b	No. of accounts restructured/ remediated	Absolute Rate	2.5%	Actual / Target x weight	927	150	102	150	189				
	[b]	Acceleration of Lease/Disposal of Acquired Assets												
	SM 7	Percentage of sold 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 ^{2/}	98%	n/a	100%	n/a	100%				
	[c]	Intensive Marketing and Promotion of Guarantee Programs												
	SM 8	No. of Banks visited/ Market Promotion	Absolute Number	3%	Actual / Target x Weight	22	35	2	30	4				
	SM 9	No. of technical briefings conducted	Absolute Number	3%	Actual / Target x Weight	8	17	2	15	0				
	SUB TOTAL WEIGHTS		11%											
LEARNING & GROWTH/ORGANIZATION	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												
		Cleansing of Book Accounts :												
	SM 10	[a] Cash in Bank - P23.72M	Absolute Rate	2%	Amount Reconciled (Cash in Bank) + Amount for Reconciliation x Weight	321%	8.75%	11%	8.75%	61%				
		[b] Trade Receivables - P56.67M	Absolute Rate	2%	Amount Reconciled (Trade Receivable) + Amount for Reconciliation x Weight	63%	12.5%	117%	12.5%	3/				
	[c] Loans Payable - P1.09B	Absolute Rate	2%	Total Amount reconciled/Total Amount for Reconciliation	n/a	20%	47%	20%						

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	Objective/Measure	Formula	Weight	Rating System ^{a/}	2015	Target	Actual	Target	Actual	Target	Actual	Target	Actual		
LEARNING & GROWTH/ORGANIZATION	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	4	1	1	1	3					
	SM 12	No. of personnel sent to attend participate in the training/ seminar (Retooling)	Absolute Number	1%	Actual / Target x Weight	68	10	1	10	4					
	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	96%	97%	97%	97%	98%					
	SUB TOTAL WEIGHTS			9.00%											
TOTAL OF WEIGHTS			100%												

^{a/} But not to exceed the weight assigns per indicator

^{1/} Adjusted as of February 29, 2016 (2 Borrowers with P20,000.00 guarantee loan releases recorded December 2015, were cancelled)

^{2/} Disposed through public bidding - reckoning date of the 2 months period is the date of approval by the Governing Board
Disposal through negotiated sale - reckoning date is the date of approval by the authorized approving authorities

^{3/} Schedule of Trade Receivables prepared quarterly (90 days after end of every quarter)