QUEDAN AND RURAL CREDIT GUARANTEE CORPORATION QUARTERLY PERFORMANCE MONITORING FY 2016

Monitoring Report (Annex B)

						BASELINE	1ST QU	ARTER	2ND QUARTER		3RD QUARTER		4TH QUARTER		2016 REVISED FULL YEAR TARGET
	Ol	Objective/Measure Formula Weight Rating System - a/				2015	Target	Actual	Target	Actual	Target	Actual	Target	Actual	
	SO 1	To improve Fund Generation through vigorous Collection and Disposal of Acquired Assets and implementation of reinvigorated Guarantee Programs													
FINANCE	SM 1	No. of acquired assets sold	Absolute Number	35%	No. of properties disposed ÷ Targeted No. of properties for Disposal	61	14	6	15	16	15	12			
FIN	SM 2	Cash Collection	Absolute Number	35%	Actual cash collection ÷ Targeted Collections	₱145.78 Mn	₽ 54.82 Mn	₽ 47.89 Mn	₽ 61.39 Mn	₱30.16 Mn	₽ 44.07 Mn	₱31.38 Mn			
		SUB TOTAL WEIGHTS 70%													
	SO 2														
CUSTOMERS	SM 3	Amount of loans guaranteed	Absolute Amount	3%	Amount of loan guarantee ÷ Targeted Amount of loan guarantee	₽ 6.01 Mn − ^{1/}	₱132.90 Mn	₽ 0.52 Mn	₽ 132.90 Mn	₱0.35 Mn	₱132.90 Mn	₱0.22 Mn			
CUSTC	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	176 - ^{1/}	666	23	666	27	666	14			
	SM 5	No. of banks accredited	Absolute Number	4%	No. of Banks accredited ÷ Targeted no. of banks accredited	4 -3/	7	0	7	0	7	1			

						BASELINE	1ST QU	ARTER	2ND QUAR	TER	3RD QUARTER		4TH QUARTER		2016 REVISED FULL YEAR TARGET
	Ol	Objective/Measure Formula Weight Rating System -a/				2015	Target	Actual	Target	Actual	Target	Actual	Target	Actual	
	SO 3	To strengthen corpor	ate effective	eness thro	ugh:										
	[a]	Introduction of new Collection initiatives													
		No. of accounts	Absolute		Actual /										
	SM 6	restructured/ remediated	Rate	2.5%	Target x Weight	927 ^{-4/}	150	158	150	181	150	83 -5/			
1	[b]	Acceleration of Lease/Disposal of Acquired Assets													
INTERNAL PROCESS	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 -2/2	98%	n/a	100%	n/a	100%	n/a	100%			
	[c]	Intensive Marketing a	nd Promotic	on of Guar											
=	SM 8	No. of Banks visited/ Market Promotion	Absolute Number	3%	Actual / Target x Weight	22 -6/	35	2	30	4	35	3			
	SM 9	No. of technical briefings conducted SUB TOTAL WEIG	Absolute Number	3%	Actual / Target x Weight	8	17	2	15	0	17	4			

	COMPONENT						1ST QU	1ST QUARTER 2ND QUA			3RD QUA	RTER	4TH QUARTER		2016 REVISED FULL YEAR TARGET
	Ol	Objective/Measure Formula Weight Rating System -a/				2015	Target	Actual	Target	Actual	Target	Actual	Target	Actual	
	SO 4	To be able to reflect the	he accurate	Financial	Condition of the Corporat	tion through i	reconciliation of Ac	count Variances a	and Generation of tim	ely Financial	Reports				
_		Cleansing of Book Accou	nts :												
LEARNING & GROWTH/ORGANIZATION	SM 10	[a] Cash in Bank - P23.72M [b] Trade Receivables - P56.67M	Absolute Rate Absolute Rate	2%	Amount Reconciled (Cash in Bank) ÷ Amount for Reconciliation x Weight Amount Reconciled (Trade Receivable) ÷ Amount for Reconciliation	321% 63%	8.75%	11% 117%	8.75% 12.5%	61% 53%	8.75% 12.5%	323% 215%			
		[c] Loans Payable - P1.09B	Absolute Rate	2%	x Weight Total Amount reconciled/Total Ampount for Reconciliation	n/a	20%	47%	20%	61%	30%	66%			

	со	MPONENT			BASELINE	1ST QU <i>i</i>	ARTER	2ND QUARTER		3RD QUARTER		4TH QUARTER		2016 REVISED FULL YEAR TARGET
Objective/Measure Formula			Weight	Rating System ^{_a/}	2015	Target	Actual	Target	Actual	Target	Actual	Target	Actual	
SO 5	To make the Downson to testing on this control of the control of t													
		Absolute Number	1%	Actual / Target x Weight	4	1	1	1	3	1	1			
	the training/ seminar	Absolute Number	1%	Actual / Target x Weight	68	10	1	10	4	10	3			
SM 13	Compliance of Central Office employees	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%	97%	98%			
T01		HTS	9.00%											
	SM 11 SM 12	No. of program related seminars/ trainings conducted and attended (BMCIs, Acct Mgt., Marketing No. of personnel sent to attend participate in the training/ seminar (Retooling) Compliance of Central Office employees (initially) to office rules and regulations	SO 5 To maximize existing Personnel p No. of program related seminars/ trainings conducted and attended (BMCIs, Acct Mgt., Marketing No. of personnel sent to attend Absolute participate in the training/ seminar (Retooling) Compliance of Central Office employees (initially) to office rules and regulations SUB TOTAL WEIGHTS	SO 5 To maximize existing Personnel potential, cap No. of program related seminars/ trainings conducted and attended (BMCIs, Acct Mgt., Marketing) No. of personnel sent to attend Absolute participate in the training/ seminar (Retooling) Compliance of Central Office employees (initally) to office rules and regulations SUB TOTAL WEIGHTS Weight Weight Weight Absolute 1% Number 1% Absolute 1% Rate 1%	So 5 To maximize existing Personnel potential, capabilities and professional	So 5 To maximize existing Personnel potential, capabilities and professionalize services to services to service and attended (BMCIs, Acct Mgt., Marketing No. of personnel sent to attend participate in the training/seminar (Retooling) No. of Central Office employees (initially) to office rules and regulations SUB TOTAL WEIGHTS Substitute Sub	No. of program related seminars/ trainings conducted and attended (BMCIs, Acct Mgt., Marketing	So 5 To maximize existing Personnel potential, capabilities and professionalize services through retooling and strict enforcements of the professional potential of the professional	So 5 To maximize existing Personnel potential, capabilities and professionalize services through retooling and strict enforcement of Corporate Core seminars I training's conducted and attended (BMCls, Acct Mgt., Marketing	SO 5 To maximize existing Personnel potential, capabilities and professionalize services through retooling and strict enforcement of Corporate Core Values No. of program related seminars/ trainings conducted and attended (BMCIs, Acct Mumber 1%	No. of program related seminars trainings conducted and standed (BMCIs, Acct to attend personnel sent to attend participate in the training' seminar (Retooling)	So To maximize existing Personnel potential, capabilities and professionalize services through retooling and strict enforcement of Corporate Core Values No. of program related seminars trainings conducted and attended (BMCIs, Acct Mgt., Marketing No. of Personnel potential), Capabilities and professionalize services through retooling and strict enforcement of Corporate Core Values No. of program related seminars trainings conducted and attended (BMCIs, Acct Mgt., Marketing No. of Personnel sent to attend	So So To maximize existing Personnel potential, capabilities and professionalize services through retooling and strict enforcement of Corporate Core Values So So To maximize existing Personnel potential, capabilities and professionalize services through retooling and strict enforcement of Corporate Core Values So So To maximize existing Personnel potential, capabilities and professionalize services through retooling and strict enforcement of Corporate Core Values So So To maximize existing Personnel potential, capabilities and professionalize services through retooling and strict enforcement of Corporate Core Values So So So To maximize existing Personnel potential, capabilities and professionalize services through retooling and strict enforcement of Corporate Core Values So So So So So So So S	So So To maximize existing Personnel potential, capabilities and professionalize services through retooling and strict enforcement of Corporate Corve Values

al But not to exceed the weight assignes per indicator

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

^{-2&}lt;sup>2</sup> Disposed through public bidding - reckoning date of the 2 months period is the date of approval by the Governing Board Disposal through negotiated sale - recknoning date is the date of approval by the authorized approving authorities

^{3/} Baseline for 2015 is 4 instead of 28, which is the actual accomplishment for 2015

^{-4/} Adjusted as of February 29, 2016

^{-5/} Preliminary Data, as of October 20, 2016

^{-6/}Adjusted as of April 22, 2016