

**SMALL BUSINESS CORPORATION
2016 PERFORMANCE SCORECARD**

Strategic Measure/ Objective	Performance Measure		2015 Baseline	2016 Target	
	Description	Weight			
SOCIAL IMPACT PERSPECTIVE					
Objective 1 - Improved access to finance by unserved MSMEs	1 Partially-secured financing ratio - not more than 50% secured	Increasing	5.0%	85%	83%
	2 Enterprise Rehabilitation Financing (ERF) for MSMEs damaged by calamity	Increasing	5.0%	556.14	650.00
<i>Sub-total - Objective 1</i>			10.0%		
Objective 2 - Mainstreamed MSME- finance thru the banking sector	3 MSME loan portfolios of banks supported by SBCorp credit guarantee*	Increasing	5.0%	218.90	600.00
<i>Sub-total - Objective 2</i>			5.0%		
Objective 3 - MSME Finance friendly policy architecture established	4 Policy endorsements	One-time	2.5%	COC resolution on Magna Carta	Filing of bill in Congress to strengthen the mSME Magna Carta
		One-time	2.5%	Signed resolution by stakeholders adopting the industry roadmap for mSME Finance	Signed resolution among supply- side stakeholders (may include BSP) on the credit guarantee component of the mSME Finance Roadmap
<i>Sub-total - Objective 3</i>			5.0%		
Objective 4- Growth of MSMEs leading to employment generation	5 First time borrowers ratio	Increasing	5.0%	23%	40%
<i>Sub-total - Objective 4</i>			5.0%		
Total - Social Impact Perspective			25.0%		
<i>Note: The baseline figures for 2015 are based on the renegotiated targets between SBCorp and</i>					
FINANCIAL PERSPECTIVE					
Objective 5 - Increased earning financing portfolio	6 Earning loan portfolio plus total ERF and equity financing portfolios *	Increasing	5.0%	2,633.38	3,640.00
<i>Sub-total - Objective 5</i>			5.0%		
Objective 6- Sustained operating income	7 Operational self-sufficiency ratio*	Increasing	10.0%	85%	84%
<i>Sub-total - Objective 6</i>			10.0%		
Total - Financial Perspective			15.0%		
CUSTOMER/STAKEHOLDER PERSPECTIVE					
Objective 7 - Customer satisfaction leading to increased	8 Customer satisfaction survey	Improving	5.0%	Satisfactory rating	Satisfactory rating

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	Description		Weight		
Leading to increased direct client base	9 No. of active direct MSME clients financed*	Increasing	10.0%	1,874	2,937
	10 No. of paying capacity building enrollees*	Increasing	10.0%	140	258
<i>Sub-total - Objective 7</i>			25.0%		
Objective 8- Stakeholder satisfaction leading to leveraged intervention	11 No. of active FIs under guarantee program	Increasing	5.0%	7	15
<i>Sub-total - Objective 8</i>			5.0%		
Total - Customer/Stakeholder Perspective			30.0%		
<i>1/ The GCG-approved target is just 1,560, but SBCorp is projected to end at 2,000 count.</i>					
INTERNAL PROCESS PERSPECTIVE					
Objective 9 - Improved service delivery by increasing processing velocity	12 Processing velocity*	Increasing	10.0%	12.2	14.3
<i>Sub-total - Objective 9</i>			10.0%		
Objective 10- Improved resource management thru risk management	13 Sustainability rate of MSME borrowers	Increasing	5.0%	95%	89%
<i>Sub-total - Objective 10</i>			5.0%		
Total - Internal Process Perspective			15.0%		
<i>1/ Count limited to incremental graduates under EEPro and RBL capacity building.</i>					
LEARNING AND GROWTH PERSPECTIVE					
Objective 11 - Aligned organization and competencies to support risk-based MSME financing	14 Competency level	Improving	5.0%	Competency framework approved by Board	Establish baseline
<i>Sub-total - Objective 11</i>			5.0%		
Objective 12- Established quality management system	15 ISO certification	All or nothing	5.0%	ISO certification granted	Surveillance audit passed
	16 BRR review	All or nothing	5.0%	N/A	Improved BRR instrument as approved by the Board
<i>Sub-total - Objective 12</i>			10.0%		
Total - Learning and Growth Perspective			15.0%		
TOTAL WEIGHTED SCORE			100.0%		

* Performance Measures subject of re-negotiation with GCG

Add: 1 "all or nothing/one-time" p Weighted Score (assuming all wil

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projects
(to be attained in 2016)