

2016 SCORECARD (UPDATED RESULTS AND REMARKS)

Perspective	COMPONENTS										Remarks	
	Objective / Measure	Weight (Philexim Proposal)	Weight (GGC Proposal)	Description	Rating Scale	Baseline		2016		Score		
						2015	2016	Target	Actual			
SO 1	Sustain Financing of Priority/Strategic Enterprises											
	SM 1	Volume of Guarantee	15.0%	15.0%	Outstanding Amount of Credit Portfolio under Guarantee Program	Actual/Target x Weight	Target	Actual	Target	Actual	%	Effect of the need to adhere with BSP regulation on capital adequacy ratio. As of December 31, 2016, CAR is 3.6 % vs. the required 7% by the BSP. Limited liquidity to cater to loan releases. There is also the Board's direction to wind down direct lending program
							₱26,000 Mn	₱7,123 Mn	₱15,000 Mn	₱99,045.51	9	
	SM 2	Volume of Direct Lending Program	10.0%	10.0%	Outstanding Amount of Credit Portfolio under Direct Lending Program	Actual/Target x Weight	Target	Actual	Target	Actual	%	
							₱2,000 Mn	₱659 Mn	₱170 Mn	₱9635.87	10	
		TOTAL VOLUME OF GUARANTEE AND DIRECT LENDING					₱28,000 Mn	₱7,782 Mn	₱15,170 Mn	₱9,681 Mn		
				Total % of financing covering Luzon, Visayas and Mindanao (except NCR)	Actual/Target x Weight	84%	76%	61%	24%	4		
	SM 3	Access to Financing	10.0%	5.0%								Lower target due to lower business volume without traction. See above remarks re. volume of guarantee strategic measure.
	SM 4	Number of Capacity-Building Forums or Briefings Conducted	5.0%	5.0%	Absolute Number	Actual/Target x Weight	3	7	6	15	5	
	SM 5	Number of Institutions Tapped for Financing	5.0%	5.0%	Partner Entities, e.g. FIs, Coops, Assns, etc. in support to financing program to SME/Large accounts (new accounts, renewal, increase in line)	Actual/Target x Weight	10	11	10	3	2	See remarks re. volume of guarantee strategic measure.
	SM 6	Number of Financing Beneficiaries	10.0%	5.0%	Partner Entities, e.g. FIs, Coops, Assns, etc. in support to financing program to SME/Large accounts (new accounts, renewal, increase in line)	Actual/Target x Weight	n/a	141	75	1,669	10	Includes individual beneficiaries of the direct beneficiaries of the financing programs of PHILEXIM.

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Perspective	COMPONENTS						Baseline		Score	Remarks	
	Objective / Measure	Weight (Philexim Proposal)	Weight (GCG Proposal)	Description	Rating Scale	2015		2016			
						Target	Actual	Target			Actual
	SO 7 Focused Development of Internal Resource Capabilities										
	SM 10 Implementation of Quality Management System	3.0%	8.0%	See attached timeline	All or Nothing	Establish QMS	Establish QMS	ISO Certification	Completed ISO aligned QMS	3	Certification process will proceed following GCG-approved re-organization plan of PHILEXIM. However, even with the foregoing statement, Government Quality Management Committee issued its M.C. No. 2016-01 which provides that those with established ISO-aligned QMS policy, process and documents are deemed compliant for PBB purposes. PHILEXIM was validated by QCMC as compliant on the above on February 23, 2017.
	SM 11 Improvement in the average competency level	7.0%	7.0%	Absolute Number	Actual/Target x Weight	50	61	Establish baseline for Competency Level	n/a	7	It is to be noted that PHILEXIM already has an existing Competency Framework established in 2013 together with a third-party consultant. Management requests that this be continuously adopted and considered for purposes of having attained the relevant strategic measure.
	SO 8 Strengthen Institutional Brand as a self-sufficient, profitable, socially-responsive, and reliable agency of the government.										
	SM 12 Establish a Brand Strategy / Roadmap	5.0%	5.0%	Institutional Positioning and better Awareness of the Agency	All or Nothing	Implement a Brand Strategy/ Roadmap	Internal branding being undertaken by the Agency	Implement a Brand Strategy/ Roadmap	Developing the TOR for 3rd party consultant	0.00	The engagement with a third-party consultant was deferred pending the approval of a new organization to be approved by the GCG based on its M.C. No. 2015-04. Further refinements had to be undertaken and considered on the proposed reorganization, hence, the branding could not be implemented yet. It is to be noted however that Management has implemented an initial branding program beginning 2014 with the launch of a new corporate logo, and that beginning 2014 up to present, the logo has been in use in all promotional paraphernalia and business presentations of the Corporation. Management requests that this inputs be considered in the scoring for this strategic measure.
		100%	100%							54.48%	


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