

**PHILIPPINE EXPORT-IMPORT CREDIT AGENCY**  
**Status of Implementation of Major Programs/Projects (2014)**

PhilEXIM shifted its strategic priorities and revised its business plan following the direction of Finance Secretary and Board Chairman Cesar V. Purisima. The DOF Secretary emphasized the National Governments thrusts – support industries such as SMEs tourism, infrastructure, agriculture and manufacturing.

Aligned towards the pursuit of government on social-economic development, PhilEXIM redefined its business direction guided by a Strategic Framework under the new leadership which came in during the later part of 2014, namely:

1. Stabilize the business with sufficient capacity;
2. Create a responsive and sustainable organization;
3. Achieve socio-economic relevance.

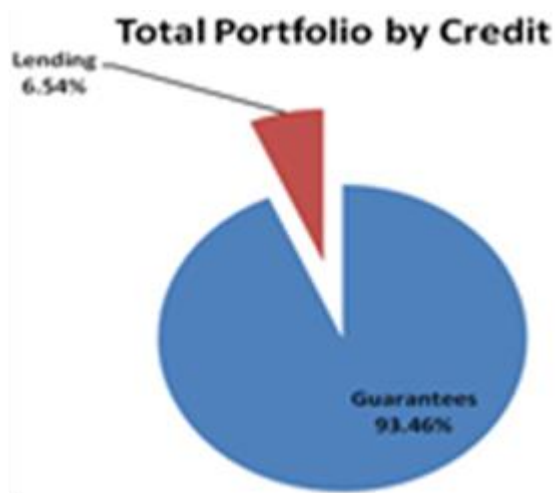
The overall focus of PhilEXIM is to continue being relevant, self-sufficient, profitable, socially-responsive and professionally-run Agency, strongly supportive of key economic development priorities of the Government. Hence, to enable the Agency to implement the aforesaid Framework as envisioned by the current leadership, major strategic initiatives shall form the core of both revenue and support units. These are the following:

1. Strengthen core business of sovereign guarantees in strategic industries (within SME and Large), while extending direct lending on meritorious cases;
2. Comprehensive approach to the development and growth of SMEs mainly thru capability building, social inputs to growth and development;
3. Pro-active evaluation, monitoring and management of guarantee portfolio;
4. Focused development of internal resource capabilities;
5. Continued adoption of key business and operating policies and controls;
6. Sustain good corporate governance for balanced and efficient organization;
7. Proactive management of efforts on addressing non-earning assets.

**Results as of December 31, 2014**

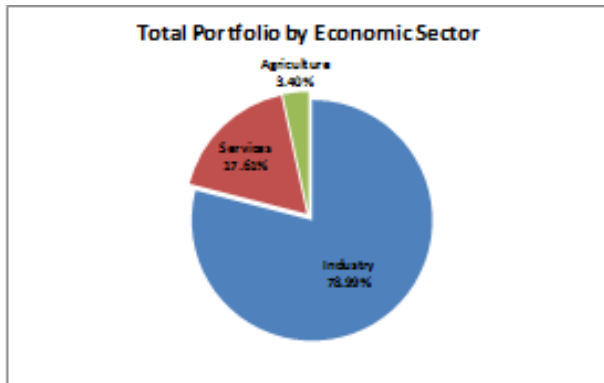
PhilEXIM ended the year on a positive financial note, generating total revenues of P485 Million and net income before tax (NIBIT) of P64.34 Million. EBITDA registered at P168 Million.

Credit portfolio totaled P14 Billion as of December 31, 2014 distributed to the following economic sectors:



Facility	Portfolio (In Php Millions)	Contribution to Portfolio (%)
Guarantees	13,148.47	93.46
Lending	919.45	6.54
<b>TOTAL</b>	<b>14,067.92</b>	<b>100.00</b>

- By Economic Sector

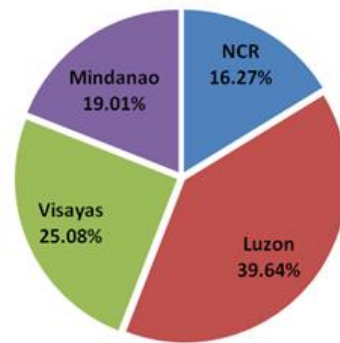


Economic Sector	Portfolio (In Php Millions)	Contribution to Portfolio (%)
Industry	11,112.8	79.0
Services	2,477.4	17.6
Agriculture	477.7	3.4
<b>TOTAL</b>	<b>14,067.9</b>	<b>100.0</b>

- By Regional Distribution

Regional Distribution	Portfolio (In Php Millions)	Contribution to Portfolio (%)
NCR	2,289.14	16.27
Luzon	5,576.18	39.64
Visayas	3,527.80	25.08
Mindanao	2,674.80	19.01
<b>TOTAL</b>	<b>14,067.92</b>	<b>100.00</b>

Total Portfolio by Regional Distribution



## Highlights of Qualitative Accomplishments (CY 2014)

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### A. RISK MANAGEMENT

- Amended Policy on Management Action Triggers (MAT)
- Complied with GCG Memorandum Circular No. 2012-07 “Code of Corporate Governance for GOCCs” with the Good Governance Conditions under the GCG Memorandum Circular Nos. 2013-05 (“RE-issued :2013 Interim Performance-Based Bonus”) and 2013-06 (“Re-issued: Interim Performance-Based Incentives”)

### B. ORGANIZATIONAL CAPABILITY

- A new business plan was formulated by Management and approved by the Board in 2014 which will pursue the strategic framework in 2015 and in the next three years, anchored on initiatives that will achieve for the Agency a sustainable business, responsive and capable organization and socio-economic impact and relevance. The Agency underwent its strategic planning session and roadmap preparation.
- Following the Strategic Framework enunciated by the new leadership that came in during the later part of 2014, with the end in view of strengthening both capability and capacity, organizational responsiveness was hastened by strengthening the distribution of the revenue-support count in favor of the production side. By the end of the year, the Agency attained a 50:50 ratio of revenue and support.
- Developed and implemented the Agency’s Competency-based Training & Development Plan with the following elements: Core, Leadership and Functional Competencies. It has a Competency Framework Guide which seeks to provide clarity on the competencies and skills required in the employee’s individual role at each career level.
- Crafted the PhilEXIM Training Roadmap, where 95% of employees underwent training based on the Training Roadmap.

### C. TECHNOLOGY INNOVATIONS

- Automation of HRD’s core and administrative processes and procedures, with the objective of continuous improvement on the effectiveness, efficiency and productivity of HRD personnel. This is thru the procurement of a provider (ACLT Computing, Inc.), which will provide the HRIS upgrade and maintenance of payroll and, time and attendance.
- Initiation of the central liability system which will strengthen automated documentation of reports necessary for report generation and analysis