



**SUMMARY OF AGREEMENTS  
HOME GUARANTY CORPORATION  
2016**

<b>AGREEMENT</b>	<b>Remarks</b>
Charter Statement	
<b>Mission Statement</b>	
To mobilize resources for housing through a system of credit guarantees and incentives	
<b>Vision Statement</b>	
Improved private sector participation in addressing the Nation's housing needs through a viable system of credit guarantees	
<b>Core Values</b>	
<ul style="list-style-type: none"><li>• Integrity</li><li>• Accountability</li><li>• Commitment</li><li>• Innovation</li><li>• Excellence</li><li>• Synergy</li></ul>	

For GCG:

  
**MA. ANGELA E. IGNACIO**  
Commissioner

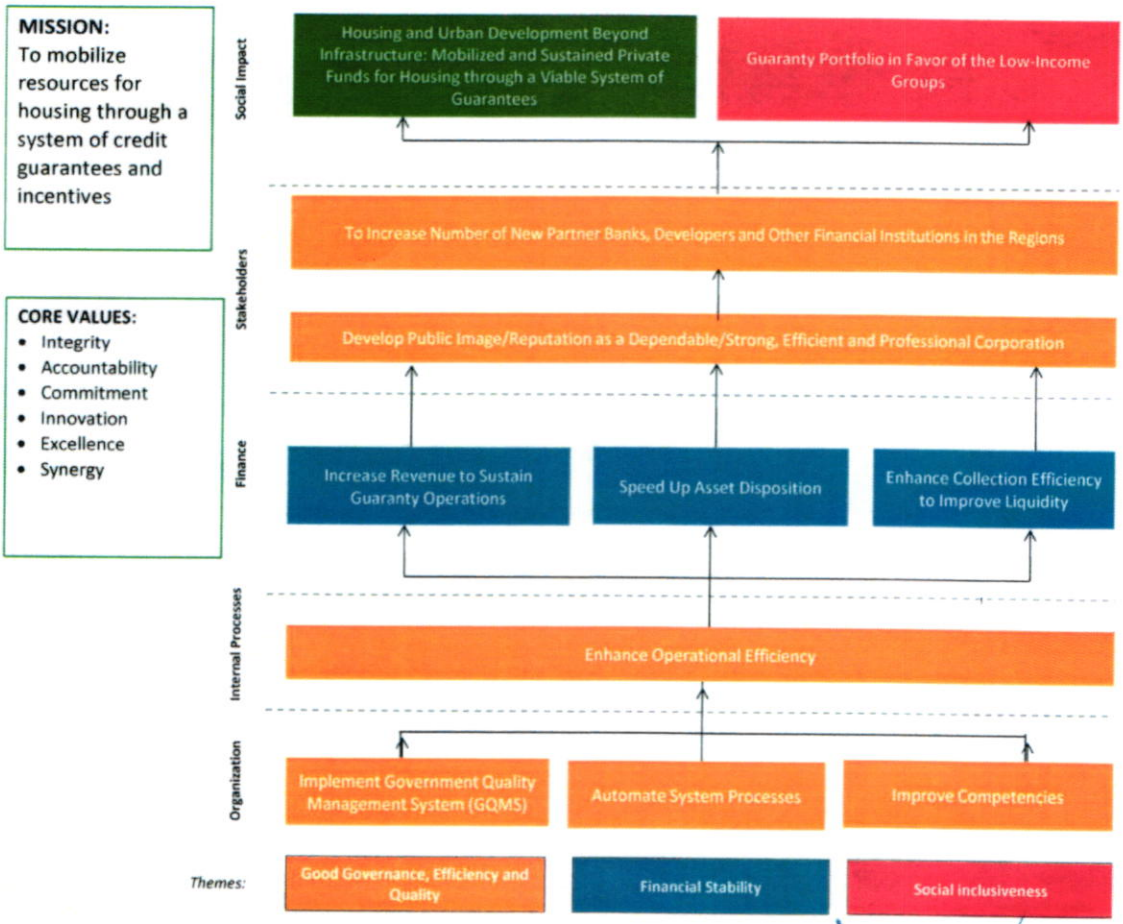
For HGC:

  
**MANUEL R. SANCHEZ**  
Vice-Chairman / President



# Home Guaranty Corporation

**VISION:** Improved private sector participation in addressing the Nation's housing needs through a viable system of credit guarantees



For GCG:

MA. ANGELA E. IGNACIO  
Commissioner

For HGC:

MANUEL R. SANCHEZ  
Vice-Chairman / President

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PAN AGREEMENT							
Component						Remarks	
		Weight	Rating Scale	Formula	Full Year 2016 Target		
<b>SOCIAL IMPACT</b>	<b>SO 1</b>	<b>Housing and Urban Development Beyond Infrastructure: Mobilized and Sustained Private Funds for Housing Through A Viable System of Guarantees</b>					
	SM 1	Total value of loans guaranteed	21%	(Actual/Target) * Weight	Value of outstanding guaranty for the year	5% growth on end-2015 outstanding guaranty	
	<b>SO 2</b>	<b>Guaranty Portfolio in Favor of the Low-Income Groups</b>					
	SM 2	Percentage of housing units covered by outstanding guaranty allocated for socialized and low-cost housing (excluding HDMF accounts)	6%	All or nothing	Number of housing units covered by outstanding guaranty allocated for socialized and low cost housing (excluding HDMF accounts) divided by Total number of housing units covered by outstanding guaranty	at least 70%	




		PAN AGREEMENT					Remarks
		Component					
		Weight	Rating Scale	Formula	Full Year 2016 Target		
STAKEHOLDERS	SO 3	To Increase Number of New Partner Banks, Developers and Other Financial Institutions in the Regions					
	SM 3	Number of active partner banks, developers and other FIs in the regions	5%	(Actual/Target) * Weight		40	
	SM 4	Percent of top 100 rural banks engaged in housing doing business with HGC	5%	(Actual/Target) * Weight	Number of Top 100 Rural banks engaged in housing doing business with HGC divided by Top 100 Rural banks engaged in housing	30%	
	SO 4	Develop Public Image/Reputation As A Dependable/Strong, Efficient and Professional Corporation					
	SM 5	Satisfaction rating based on a survey conducted by a third party	5%	All or nothing	Rating	Achieved rating of 3/5 or "Satisfactory"	
FINANCE	SO 5	Increase Revenue To Sustain Guaranty Operations					
	SM 6	Net Operating Income	16%	(Actual/Target) * Weight	Operating Revenues less Operating Expenses	Subject to TWG	
	SO 6	Speed Up Asset Disposition					
	SM 7	Sales value of assets	6%	(Actual/Target) * Weight	Sales value of acquired assets sold for the year (Acquired assets to be accounted are assets with values ranging from P47-P52 Million)	₱960.27 Million	
	SO 7	Enhance Collection Efficiency To Improve Liquidity					
	SM 8	Collection Efficiency	7%	(Actual/Target) * Weight	Value of actual collections during the year divided by Total Collectibles for the year	90%	

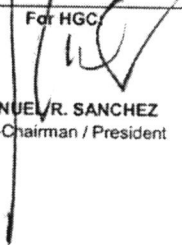
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		PAN AGREEMENT				Remarks
		Component				
		Weight	Rating Scale	Formula	Full Year 2016 Target	
INTERNAL PROCESS	SO 8	Enhance Operational Efficiency				
	SM 9	Percentage of guaranty enrollment applications completed within 15 working days upon receipt of complete required documentation	6%	(Actual/Target) * Weight	Number of guaranty enrollment applications completed within 15 working days upon receipt of complete documentation over Total number of guaranty enrollment applications filed with complete documentation	100%
	SM 10	Percentage of approved guaranty calls processed within 20 calendar days upon receipt of complete required documentation	6%	(Actual/Target) * Weight	Number of approved guaranty calls paid within 20 calendar days upon receipt of complete documentation over Total number of approved guaranty calls	Subject to TWG
	SM 11	Percentage of sales document executed within 30 working days from receipt of reservation payment/downpayment	6%	(Actual/Target) * Weight	Number of sales document executed within 30 days from receipt of payment divided by Total number of sales document with reservation payment/downpayment	100%
ORGANIZATION	SO 10	Implement Government Quality Management System (GQMS)				
	SM 12	ISO Certification of business processes	6%	All or nothing	Certification	ISO 9001:2015 Certification of additional business processes
	SO 11	Automate System Processes				
	SM 13	Automation of system processes	2.5%	All or nothing	% completion	Completion of Information System Enhancement Project
	SO 12	Improve Competencies				
	SM 14	Competency Framework	2.5%	All or nothing	Baseline competency levels	Establish baseline competency levels
		<b>Total Weight</b>	<b>100%</b>			

For GGC:

  
 M.A. ANGELA E. IGNACIO  
 Commissioner

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 Vice-Chairman / President