



**HOME GUARANTY CORPORATION (HGC)  
2016 PERFORMANCE SCORECARD**

	Objective/Measure	Formula	Weight	Data Provider	Rating Scale	CY 2016 Target	CY 2016 Accomplishments	Rating
<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	Value of outstanding guaranty for the year	21%	HGC	(Actual/Target) * Weight	₱126,000.00 Million	₱149,167.29 Million	21.00%
<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)	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	6%	HGC	All or nothing	at least 70%	80.21%	6.00%
<b>SO 3</b>	<b>To Increase Number of New Partner Banks, Developers and Other Financial Institutions in the Regions</b>							
SM 3	Number of active partner banks, developers and other Fis in the regions	Actual number of active partner banks, developers and other FIs in the regions	5%	HGC	(Actual/ Target) * Weight	40	60	5.00%
SM 4	Percent of top 100 rural banks engaged in housing doing business with HGC	Number of Top 100 Rural Banks engaged in housing doing business with HGC divided by Top 100 Rural Banks engaged in housing	5%	HGC	(Actual/ Target) * Weight	30%	53%	5.00%



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<b>SO 4</b>	<b>Develop Public Image/ Reputation as a Dependable/ Strong, Efficient and Professional Corporation</b>							
SM 5	Satisfaction rating based on a survey conducted by a third party	Rating	5%	HGC	All or nothing	Achieved rating of 3/5 or "Satisfactory"	Achieved rating of (a) 3.65 or "Very Satisfied" on HGC's services in the disposition of retail assets and (b) 3.81/5 or "Very Satisfied" collection of amortization payments	5.00%
<b>SO 5</b>	<b>Increase Revenue to Sustain Guaranty Operations</b>							
SM 6	Net Operating Income	Total Revenues less Total Expenses	16%	HGC	(Actual/ Target) * Weight	₱911.70 Million	₱1,081.88 Million	16.00%
<b>SO 6</b>	<b>Speed up Asset Disposition</b>							
SM 7	Sales value of assets	Sales value of acquired assets sold for the year (Acquired assets to be accounted are assets with values ranging from ₱47M to ₱52M)	6%	HGC	(Actual/ Target) * Weight	₱960.27 Million	₱2,171.99 Million	6.00%
<b>SO 7</b>	<b>Enhance Collection Efficiency to Improve Liquidity</b>							
SM 8	Collection Efficiency	Value of actual collections during the year divided by Total Collectibles for the year	7%	HGC	(Actual/ Target) * Weight	90%	91.29%	7.00%
<b>SO 8</b>	<b>Enhance Operational Efficiency</b>							
SM 9	Percentage of guaranty enrollment applications completed within 15 working days upon receipt of complete required documentation	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	6%	HGC	(Actual/ Target) * Weight	100%	100%	6.00%



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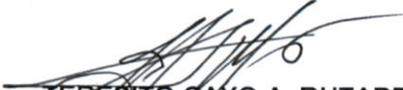
	Objective/Measure	Formula	Weight	Data Provider	Rating Scale	CY 2016 Target	CY 2016 Accomplishments	Rating
SM 10	Percentage of approved guaranty calls processed within 20 calendar days upon receipt of complete required documentation	Number of approved guaranty calls paid within 20 calendar days upon receipt of complete documentation over Total number of approved guaranty calls	6%	HGC	(Actual/ Target) * Weight	100%	100%	6.00%
SM 11	Percentage of sales document executed within 30 working days from receipt of reservation payment/ downpayment	Number of sales document executed within 30 days from receipt of payment divided by Total number of sales document with reservation payment/ downpayment	6%	HGC	(Actual/ Target) * Weight	100%	100%	6.00%
<b>SO 9</b>	<b>Implement Government Quality Management System (GQMS)</b>							
SM 12	ISO Certification of business processes	Certification	6%	HGC	All or nothing	ISO 9001:2015 certification of additional business processes	All processes ISO 9001:2015 certified; HGC ISMS ISO 27001:2013 certified by TUV Rheinland	6.00%
<b>SO 10</b>	<b>Automate System Processes</b>							
SM 13	Automation of system processes	% completion	2.5%	HGC	All or nothing	Completion of Information System Enhancement Project	AX System Enhancement Project will start in CY 2017	0.00%



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SO 11	<b>Improve Competencies</b>							
SM 14	Competency Framework	Baseline competency levels	2.5%	HGC	All or nothing	Establish baseline competency level	Baseline Competency Levels established	2.50%
	<b>TOTAL</b>		<b>100%</b>					<b>97.50%</b>

Certified Correct :

  
**TERESITO CAYO A. BUTARDO**  
Department Manager III  
Corporate Planning Department

2/28/17  
Date

  
**JIMMY B. SARONA**  
Vice-President

28 Feb. 2017  
Date

Management Services Group (MSG) concurrent  
Corporate Services Group (CSG)

Approved By:

  
**CORAZON G. CORPUZ**  
Officer-in-Charge &  
Executive Vice-President

2-28-17  
Date

Approved by the HGC Board of Directors under Board  
Resolution No. 08-2017 dated 28 February 2017.