

Small Business Corporation

PES Form 2
Performance Scorecard 2020

		Component			2020			
Strategic Component Objective (SO) /		Formula	Weight	Rating System	Target	Accomplishment	Weighted Score	
SO 1		To Cause Prosperity among MSME Segments Traditionally Considered Unfinanceable, thereby Increasing Economic Diversity and Inclusion						
SOCIAL IMPACT	SM 1	Increase Total Financing Portfolio	Year-end Loan Portfolio (Gross Amount)	15%	(Actual/Target) x Weight If below ₱2.99 Billion = zero rating	P7.0 billion	P7.32 billion	15%
	SM 2	Increase Number of Micro and Small Enterprise Borrowers	Increase Number of Micro and Small Enterprise Borrowers	12.5%	(Actual/ Target) x Weight	40,000	52,311 ¹	12.5%
	SM 3	Spread Distribution of Financing Portfolios	Number of Small Island Economies (SIE) ² with at least ₱10 Million Financing Portfolio	10%	(Actual/ Target) x Weight	Four (4) Small Island Economies with at least ₱10 Million Financing Portfolio	4 Small Island Economies Sagada, Mt. Province P52,375,332; San Andres, Catanduanes P2,580,000; Siquijor, Siquijor P4,039,837 Cagwait, Surigao del Sur P1,154,334	10%
	SM 4	Percentage of Borrowers in Identified Business Segments with Increased Sales	Number of borrowers in SIEs with at least 10% Increase in Sales / Total Number of borrowers in SIEs	10%	(Actual/ Target) x Weight	25%	35.85%	10%
Sub-total				47.50%			47.50%	
SO 2		Good Governance and Cost Efficiency in the Management of Stakeholders' Investment Observing Both Financial and Social Returns						
FINANCE	SM 5	Improve Net Operating Income	Operating Income- Operating Expenses	15%	(Actual/ Target) x Weight	P23.16 million	P23.99 million	15%
	SM 6	Improve Past Due Rate	Value of Past Due Loan Accounts / Total Financing Portfolio	10%	1- ([Actual/ Target] x Weight) If greater than 22% = zero rating	16.40%	10.01%	10%
Sub-total				25%			25%	

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SO 3		Effectiveness and Efficiency of Delivery of Services to MSMEs Confirmed by Supported Enterprises and Partner Institutions						
CUSTOMERS	SM 7	Percentage of Satisfied Customers	Number of Stakeholders who gave a rating of at least Satisfactory/ Total Number of Respondents	5%	(Actual/ Target) x Weight If Less than 80% = 0%	90%	98%	5%
	Sub-total			5%				5%
SO 4		Create an Organizational System that Supports Agile Innovation and Roll-Out						
INTERNAL PROCESS	SM 8	Improve Percentage of Loan Applications Processed within Prescribed Turnaround Time ³	Number of Applications Processed within Applicable Turnaround Time / Total Number of Applications	5%	(Actual / Target) x Weight	100% of Applications Processed within the Prescribed Turnaround Time ²	64.85%	3.24%
	SM 9	Automate Existing Systems and Processes	Actual Accomplishment	7.5%	(Actual / Target) x Weight	100% attainment of 2020 deliverables relative to SBCorp's ISSP as submitted to DICT	80%	6%
	SM 10	Attain ISO 9001:2015 Certification	Actual Accomplishment	5%	Maintain ISO 9001:2015 Certification or ISO 9001:2015 Certification of at least One (1) Regional Lending Group = 2.50%; Maintain ISO 9001:2015 Certification and ISO 9001:2015 Certification of at least One (1) Regional Lending Group = 5%	Maintain ISO 9001:2015 Certification; ISO 9001:2015 Certification of at least One (1) regional Lending Group	Maintained ISO 9001:2015 Certification; obtained ISO 9001:2015 Certification for Northern Luzon Group	5%
Sub-total				17.5%				14.24%

Component				2020				
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SO 5								
Enhance the Competencies of SB Corp Workforce to Further Develop Existing and Come Up with New Financing Models for Neglected Segments								
LEARNING & GROWTH	SM 11	Percentage of Employees Meeting Required Competencies	Competency Baseline in 2020 – Competency Baseline in 2019 4	5%	Pro-rated	Improvement in the Competency Baseline of the Organization ³	1.07 Corporate Competency Rating (an increase of 0.07 from the 2019 baseline)	5%
	Sub-total			5%				5%
	TOTAL				100%			

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1/ Includes 1,486 repeat borrowers under the Bayanihan CARES; a recovery program for enterprises affected by COVID-19 pandemic

2/ Small Island Economies as part of the unserved or underserved MSMEs refer to communities that are isolated or marginalized from the national economy due to their remoteness from large/traditional markets and high economic vulnerability and natural distresses. Island economies may include those in remote areas and are classified as 3rd, 4th, or 5th class municipalities.

3/ The applicable time for the processing of loans should be consistent and in compliance with Republic Act No. 11032, otherwise known as the Ease of Doing Business and Efficient Government Service Delivery Act of 2018

4/ Improvement in the competency baseline of the organization shall pertain to the average percentage of required competencies met which can be computed using the following formula:

$$\frac{\sum_{a=1}^A \left[\frac{\text{Actual Competency Level}_a}{\text{Required Competency Level}_a} \right]}{B}$$

where: a = Competency required, A = Total number of competencies required of position, b = Personnel profiled, B = Total number of personnel profiled