



**SMALL BUSINESS
CORPORATION**
WHERE MSMEs GO TO GROW

9 November 2022

JUSTICE ALEX L. QUIROZ (ret.)
Chairman

ATTY. GIDEON D.V. MORTEL
Commissioner

GERALDINE MARIE BERBERABE-MARTINEZ
Commissioner

Governance Commission for GOCCs
3/F Citibank Center, 8741 Paseo De Roxas
Makati City



Subject : 3rd Quarter 2022 Performance Scorecard Accomplishment Report

Dear **Chairman Quiroz, Comm. Mortel and Comm. Berberabe-Martinez:**

This is to respectfully submit SB Corporation's (SBCorp) 3rd quarter Performance Accomplishment Report (please see attached matrix). We would like to note that the report is aligned with the Governance Commission for GOCCs (GCG)- approved 2022 Corporate Scorecard of the Small Business Corporation as transmitted in 04 July 2022.

We hope the Commission finds our submission in order.

Very truly yours,


ROBERT C. BASTILLO
President/CEO *rdg*


Small Business Corporation

Strategic Component Objective (SO) / Strategic Measure (SM)	Component				2022 Target	Accomplishment (3rd quarter 2022)	Variance compared with Yearend Target
	Formula	Weight	Rating System				
SO 1	Catalyze increased allocation and accelerated delivery of financing resources to MSME segments traditionally considered unfinanceable						
SM 1	Increase Total Financing Portfolio	Year-End Gross Amount of Portfolio	15%	(Actual/ Target) x Weight	P16.909 Billion	P10.31 Billion	P6.59 Billion
SM 2	Increase the number of Micro, Small, and Medium Enterprise (MSME) Borrowers	Number of Active MSME Borrowers (with Loan Release during the Year relative to Prior Year)	10%	(Actual/ Target) x Weight	Additional 68,754	43,635	25,119
SM 3	Number of Provinces Provided with Access to Financing	Number of Provinces with Loan Releases during the year	10%	All or nothing	85 Provinces	84 (Without loan release; Sulu)	1
Sub-total			35%				
SO 2	Sustain good governance and cost efficiency in the management of Stakeholders' investments, observing both financial and social returns						
SM 4	Improve Return on Equity	Adjusted profit (loss) after tax/ Average Equity	15%	All or nothing	At least positive ROE and Not lower than 2021 ROE	6.15% {NOI with P3 Subsidy but exclusive of Credit Cost/Average Equity (P937,072,328.00/15,227,310,191.84)}	6.15%
SM 5	Improve Past Due Rate						
SM 5a	Improve Past Due Rate COVID-19 Assistance to Restart Enterprises (CARES) Loan Portfolio	Value of Past Due CARES Accounts/ Total CARES Financing Portfolio	5%	1- ((Actual-Target/ Target) x Weight)	30%	32.56%	-2.56%
SM 5b	Aggregate of Other Loan Portfolio Outside CARES Program	Value of Past Due Accounts/ Total Financing Portfolio (net of CARES Portfolio)	5%	1- ((Actual-Target/ Target) x Weight)	16%	33.19%	-17.19%
SM 6	Efficient Utilization of Corporate Budget						
SM 6a	Obligations Budget Utilization Rate (BUR)	Total Obligations/ DBM-approved Corporate Operating Budget (both net of PS Cost)	5%	All or nothing	90%	33% (P108,180,986.67/P328,122,593.02)	-57%
SM 6b	Disbursement BUR	Total Disbursement / Obligations (both net of PS Cost)	2.5%	All or nothing	90%	91% (P98,676,740.84/P108,180,986.67)	1%
		Total Disbursement / DBM-approved Corporate Operating Budget (both net of PS Cost)	2.5%	All or nothing	90%	30% (P98,730,240.84/P328,122,593.02)	-60%
Sub-total			35%				
SO 3	Enhance the experience of our clients - throughout their transactions journey with us						
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% no change	90%	Terms of Reference of 3rd party provider finalized; procurement activity to be conducted in November 2022	-
SM 8	Improve Turn Around Time (TAT) in the Processing of Loan Applications	Number of Applications Processed within Applicable Turn Around Time / Total Number of Applications	5%	(Actual / Target) x Weight	100% of Applications Processed within Prescribed Turnaround Time	Compliance to ARTA requirements relative to updated citizen's charter e.g. updating and display of posters final submission to ARTA, among others currently ongoing and for completion in November 2022	-
Sub-total			10%				
SO 4	Create an organizational system that supports analytics-based strategies and impact assessment, agile innovation and information security.						

Small Business Corporation


Component						
Strategic Component Objective (SO) / Strategic Measure (SM)	Formula	Weight	Rating System	2022 Target	Accomplishment (3rd quarter 2022)	Variance compared with Yearend Target
SM 9 Automate Existing Systems and Processes	Actual Accomplishment	10%	(Actual / Target) x Weight	100% Attainment of 2022 Deliverables (based on DICT-Approved ISSP 2021-2023)	1. Completed the Account Generation System for BRS, BIA, CSA, and LRM. Ongoing development for FPA. 2. Current systems development for Account Monitoring System (Multi-year Project), development of Corporate Dashboard, Product Management System (Multi-year Project), and User Management System (Multi-year Project) are ongoing; target completion within 2022 4th quarter and 1st quarter 2023 .	
SM 10 Attain ISO 9001:2015 Certification	Actual Accomplishment	5%	(Actual / Target) x Weight	1) Maintain ISO 9001:2015 certification 2) New certification of fourth Regional Lending Group	Preparatory activities for conduct of external/3rd party certifying body audit completed; certifying body audit scheduled to be conducted in November 2022	
Sub-total		15.0%				
SO 5	Advance the competencies and corporate culture of SBCorp workforce on responsive finance and on accelerated platformification.					
SM 11 Improve Competency Baseline of the Organization	Competency Baseline in 2021 - Competency Baseline in 2020	5.0%	All or nothing	Improvement in the competency baseline of the organization	In-house Programs Conducted: 1. Survey on Corporate Culture; 2. Interventions on Corporate Culture; and 3. Training on RA 9184 and its Revised IRR and Updates Various external Training Programs provided to concerned SBCorp personnel.	
Sub-total		5%				
TOTAL		100.0%				

Prepared by:


WALLY DON G. CALDERON
Planning Department

Recommended by:


ARGENITO B. ACUPAN
Head, Planning and Policy Management Group


ROBERT C. BASTILLO
President and CEO