



Office of the President of the Philippines
GOVERNANCE COMMISSION
FOR GOVERNMENT OWNED OR CONTROLLED CORPORATIONS
3/F, Citibank Center, 8741 Paseo De Roxas, Makati City, Philippines 1226



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19 JULY 2018

IAN A. BRIONES CES/CEO VI

First Senior Vice-President and Head, Strategy and Development Sector

PHILIPPINE EXPORT-IMPORT CREDIT AGENCY (PHILEXIM)

17th Floor Citibank Tower, Citibank Plaza Valero St., Makati City

ACKNOWLEDGEMENT RECEIPT

LETTER 19 JULY 2018

DATE:

RE: **LETTER FROM PHILEXIM TO GCG RE SUBMISSION OF THE
AGENCY'S PROPOSED PERFORMANCE SCORECARD AND
CORPORATE OPERATING BUDGET (COB) FOR CY 2018**

The said document was officially received by the Governance Commission on 19 July 2018 and has been forwarded to the responsible GCG Officer for appropriate action.

To follow-up for further action on the document, you may contact us through telephone numbers (02) 328-2030 or (02) 318-1000. Please cite the GCG Document Management System (DMS) Barcode Number: **0-1151-19-07-2018-013706**.

THIS RECEIPT IS COMPUTER GENERATED AND DOES NOT REQUIRE SIGNATURE.

Received by:

Signature over Printed Name

Date and Time





PhilEXIM

PHILIPPINE EXPORT-IMPORT CREDIT AGENCY

RC

CPCD/L-2018- 017
19 July 2018

MR. SAMUEL G. DAGPIN, JR.

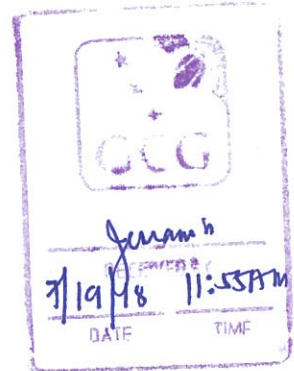
Chairman

Governance Commission for GOCCs

3/F Citibank Center

8741 Paseo de Roxas

Makati City, Philippines 1226



Dear Chairman **Dagpin**:

In compliance with GCG's request for submission of the Agency's Proposed Performance Scorecard and Corporate Operating Budget (COB) for CY 2018, please find attached documents for information and reference.

Kindly acknowledge receipt.

Thank you.

IAN A. BRIONES

First Senior Vice President

Head, Strategy and Development Sector

Mission: We are a sovereign guarantor extending primarily guarantee, export insurance and related services to business entities in order to develop the Nation's export industry and facilitate investment in strategic sectors of the economy.

Core Values:
 Integrity
 Professionalism
 Good Governance
 Innovation
 Teamwork

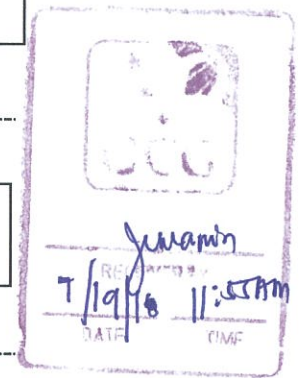
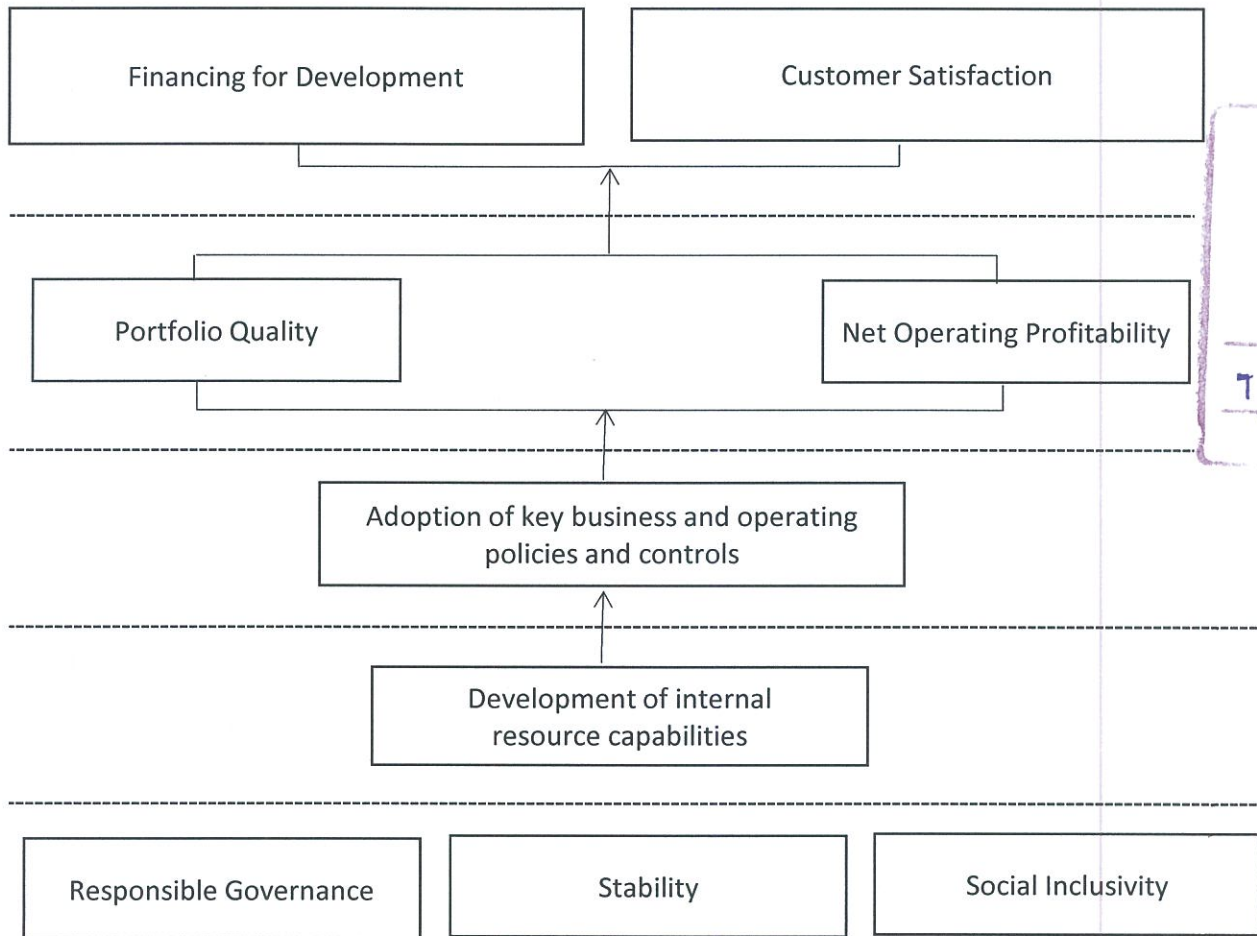
Themes:

Stakeholders

Finance

Internal Process

Organization



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2018 SCORECARD (Proposed)

Perspective	COMPONENTS					
	Objective / Measure		Rating Scale	Weight (GCG Proposal)	2018 Target	Remarks
STAKEHOLDERS	SO 1	Financing for Development				
	SM 1	Guarantee Financing to Strategic Sectors	Guarantee Issuances based on approvals by Crecom or Board	Actual ÷ 15,000M (Target) x Weight 35.0% 17.5% 11.7%	₱15,000 Mn ₱7,500 Mn ₱5,000 Mn	The proposed volume target of P15-B for CY 2018-2019 is in line with the growth of the business envisioned by the new PCEO.
	SO 2	Customer Satisfaction				
	SM 2	Customer Satisfaction Feedback	Absolute rate (satisfactory rating)	All or nothing 5.0%	Satisfactory Rating	
		Sub-Total		40%		
FINANCE	SO 3	Portfolio Quality				
	SM 3	Guarantee Claims Ratio	Claims paid during the year to Outstanding Guarantees end of reference year	2.7% and below = 15% score 2.71%--3% = 10% score above 3%=5%	15% 2.7%	
	SO 4	Net Operating Income				
	SM 4	Net Operating Income	Total Income - Operating Expenses = Net Operating Income	Break-even = 15% Net Operating Loss = 0%	15.0% Break-even	The break-even is before separation/early retirement pay, interest & financial charges, and provision for doubtful account
		Sub-Total		30%		



GUAMIN
 7/19/18 11:53 AM
 DATE TIME

[Signature]

2018 SCORECARD (Proposed)

Perspective	COMPONENTS							Remarks
	Objective / Measure		Rating Scale	Weight (GCG Proposal)	2018 Target			
	SO 5	Continued Adoption of Key Business and Operating Policies and Controls						
Internal Process	SM 5	Enhanced Risk Management Process	Actual Accomplishment	All or Nothing	10.0%	Updated Enterprise Risk Registry		
	SM 6	ISO 9001:2015 certification of at least one (1) process or adoption of PQA Framework	Actual Accomplishment	All or Nothing	10.0%	Engagement of third-party consultant for ISO 2015 pre-certification guidance/readiness or DTI-CB for the PQA framework	The certification process will be realized after the transition period resulting from the implementation of the merger of guarantee agencies, functions and programs	
		Sub-Total			20%			
	SO 6	Focused Development of Internal Resource Capabilities						
Learning & Growth	SM 7	Improvement in the average competency level	Actual Accomplishment	Actual ÷ Target x Weight	10.0%	Engagement of CSC for the competency framework study		
		Sub-Total			10%			
		TOTAL			100%			


IAN A. BRIONES

Head, Strategy & Development
Sector


MARILOU A. MEDINA

Head, Finance Sector


EMMANUEL G. HERBOSA

President and CEO

