

27 April 2023

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: First Quarter 2023 Performance Scorecard Accomplishment Report

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


This is to respectfully submit SB Corporation's (SB Corporation) First Quarter 2023 Performance Scorecard Accomplishment Report (please see attached matrix). We would like to note that the report is aligned with the Governance Commission for GOCCs (GCG)-approved 2023 Corporate Performance Scorecard of SB Corporation as provided by the Commission on 21 March 2023.

We hope the Commission finds our submission in order.

Very truly yours,


ROBERT C. BASTILLO
President/CEO

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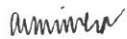
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	Component							
	Strategic Component Objective (SO) / Strategic Measure (SM)	Formula	Weight	Rating System	2023 Target	Accomplishment (Q1 2023)	Variance Compared with Yearend Target	
SOCIAL IMPACT	SO 1	Growth and Graduation/Transformation of MSMEs						
	SM 1	Increase Total Financing Portfolio	Year-End Gross Amount of Portfolio	15%	(Actual/ Target) x Weight	P15.56 Billion	P13.53 Billion	-P2.03 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 51,327	Additional 10,252	-41,075
	SM 3	Number of Provinces Provided with Access to Financing	Number of Provinces with Loan Releases during the year	15%	(Actual/ Target) x Weight	85 Provinces	82 Provinces (Provinces without releases: Basilan, Sulu, Tawi-Tawi)	-3
	Sub-total			40%				
FINANCE	SO 2	Good governance and cost-efficiency in the management of stakeholders' investments, attaining sustainable and exponential growth of financial returns						
	SM 4a	Increase Net Operating Income	Operating Revenue - Operating Expenses	2.5%	(Actual/ Target) x Weight	P12.13 Million	-P13.05 Million (NOI before credit cost)	-Php25.18 Million
	SM 4b	Improve Return on Equity	Adjusted profit (loss) after tax/Average Equity	2.5%	{1-[(Actual - Target)/Target]} x Weight	(1.44%)	TBD Books as of March 2023 is not yet closed	N/A
	SM 5	Improve Past Due Rate	Per BSP Definition	5%	{1- [(Actual-Target)/ Target]} x Weight	30%	TBD (Application of payment)	-35.63%
	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%	(Actual/ Target) x Weight	90%	11% (based on Board-approved COB - net of PS cost, P3 subsidy and loan releases)	-79%
	SM 6b	Disbursement BUR	Total Disbursement / Total Obligations (both net of PS cost)	2.5%	(Actual/ Target) x Weight	90%	100% (pertains to P3 Subsidy per 2023 GAA inclusive of unobligated/unutilized subsidy in 2022 amounting to Php33.6M)	10%
	Total Disbursement / /DBM-approved Corporate Operating Budget for subsidy (both net of PS Cost)		2.5%	(Actual/ Target) x Weight	90%	11% (pertains to P3 Subsidy per 2023 GAA inclusive of unobligated/unutilized subsidy in 2022 amounting to Php33.6M)	-79%	
	Sub-total			20%				
CUSTOMERS	SO 3	Excellent customer experience of our clients throughout their transactions journey with us (our direct borrowers, our conduits and our other partners)						
	SM 7	Percentage of Satisfied Customers	Number of Stakeholders Who Gave a Rating of at Least Satisfactory / Total Number of Respondents	10%	(Actual/ Target) x Weight 0% = less than 80%	90%	-	-
	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	74.39%	-25.61%
	Sub-total			15%				
	SO 4	Technology-driven organizational systems that support analytics-based Decision-making, innovation, and information security						

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		Component						
Strategic Component Objective (SO) / Strategic Measure (SM)		Formula	Weight	Rating System	2023 Target	Accomplishment (Q1 2023)	Variance Compared with Yearend Target	
INTERNAL PROCESS	SM 9	Automate Existing Systems and Processes	Actual Accomplishment	10%	(Actual / Target) x Weight	100% Attainment of 2022 Deliverables (based on DICT-Approved ISSP 2022-2024)	Conducted Digital Transformation Planning in March 2023	N/A
	SM 10	Attain ISO 9001:2015 Certification	Actual Accomplishment	10%	(Actual / Target) x Weight	Maintain ISO 9001:2015 certification for the entire organization	Ongoing preparations for the 2023 surveillance audit	N/A
	Sub-total			20%				
SO 5		Established competencies and corporate culture of SBCorp workforce as growth drivers for MSMEs.						
LEARNIN G & GROWTH	SM 11	Improve Competency Baseline of the Organization	Competency Baseline in 2023 - Competency Baseline in 2022	5%	All or nothing	Improvement in the competency baseline of the organization	17% Completion Rate (Completed 2 out of 12 in-house training programs)	N/A
	Sub-total			5%				
TOTAL				100%				

Prepared by:



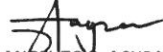
ALYANNA VICTORIA M. RIVERA
Planning Department

Noted by:



WALLY DON G. CALDERON
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Recommended by:



ANGELITO B. ACUPAN
Head, Strategy, Policy, and Systems Sector

Approved by:



ROBERT C. BASTILLO
President/CEO