


**SUMMARY OF AGREEMENTS
PHILIPPINE EXPORT-IMPORT CREDIT AGENCY
CHARTER STATEMENT 2015**

GOCC PROPOSAL	AGREEMENT	Notes:
Charter Statement		
Vision	Vision	
By 2018, PhilEXIM shall be the preferred credit guarantee institution facilitating international trade and investments responsive to the developmental needs of the country.	By 2018, PhilEXIM shall be the preferred credit guarantee institution facilitating international trade and investments responsive to the developmental needs of the country.	PhilEXIM to provide indicators, e.g. ranking
Mission	Mission	
We are a sovereign guarantor extending credit, 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.	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	Core Values	
Excellence Integrity Professionalism Good Governance Innovation Teamwork	Excellence Integrity Professionalism Good Governance Innovation Teamwork	

For GCG:

MA. ANGELA E. IGNACIO
Commissioner

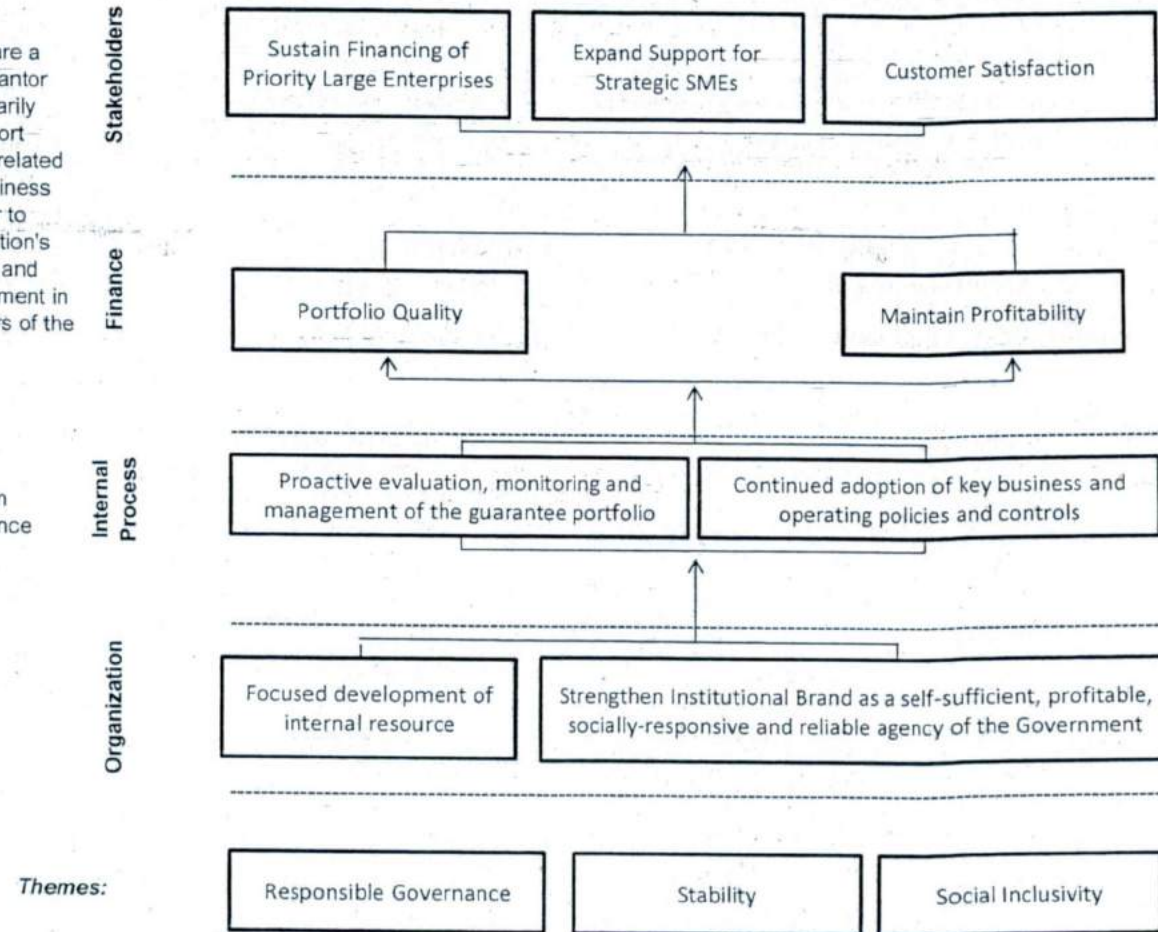
For PHILEXIM:

ERMILANDO D. NAPA
President and CEO



Vision: By 2018, Philexim shall be the preferred credit guarantee institution facilitating international trade and investments responsive to the developmental needs of the country.

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:
 Excellence
 Integrity
 Professionalism
 Good Governance
 Innovation
 Teamwork



For GCG:

 MA. ANGELA E. IGNACIO
 Commissioner

For PHILEXIM:

 ERMILANDO D. NAPA
 President and CEO

PHILIPPINE EXPORT-IMPORT CREDIT AGENCY
PERFORMANCE AGREEMENT NEGOTIATION
PERFORMANCE SCORECARD 2015

INDICATORS		DESCRIPTION / FORMULA	AGREED WEIGHT	RATING SYSTEM	BASELINE		TARGETS	Remarks	
					2013	2014 Actual	2015 Full Year Target		
STAKEHOLDERS	SO1	Expand Support for Strategic SMEs							
	SM1	Amount of Guarantee - SMEs	Outstanding Amount of Credit Portfolio under Guarantee Program	10.0%	Actual /Target x Weight	₱27 Mn	₱0 Mn	₱2,500 Mn	
	SM2	Amount of Direct Lending Program - SMEs	Outstanding Amount of Credit Portfolio under Direct Lending Program	7.5%	Actual /Target x Weight	₱285 Mn	₱281 Mn	₱1,500 Mn	
	SM3	Number of Capacity-Building Forums or Briefings Conducted	Absolute Number	5.0%	Actual /Target x Weight	n/a	n/a	3	
	SM4	Number of Institutions Tapped for Financing	Partner Entities, e.g. FIs, Coops, Assns, etc. in support to financing program to SME/Large accounts (new accounts, renewal, increase in	5.0%	Actual /Target x Weight	n/a	n/a	10	documentation: copy of agreements with institutions
	SM5	SME Accounts Generated Outside of NCR	Number of Accounts	10.0%	Actual /Target x Weight	28%	-	84%	
		Share of SME Financing (%) to Total Credit Portfolio	Outstanding SME Portfolio + Total Credit Portfolio	0.0%		2.0%	2.0%	16.0%	
STAKEHOLDERS	SO2	Sustain Financing of Priority Large Enterprises							
	SM6	Amount of Guarantee - Large	Outstanding Amount of Credit Portfolio under Guarantee Program	20.0%	Actual /Target x Weight	₱14,314 Mn	₱13,148 Mn	₱23,500 Mn	
	SM7	Amount of Direct Lending Program - Large	Outstanding Amount of Credit Portfolio under Direct Lending Program	2.5%	Actual /Target x Weight	₱967 Mn	₱638 Mn	₱500 Mn	
		Total Volume of Guarantee and Direct Lending Portfolio (Large and SME)	Absolute Amount			₱15,593 Mn	₱14,068 Mn	₱28,000 Mn	

INDICATORS	DESCRIPTION / FORMULA	AGREED WEIGHT	RATING SYSTEM	BASELINE		TARGETS	Remarks	
				2013	2014 Actual	2015 Full Year Target		
SI	SO3	Customer Satisfaction						
	SM8	Customer Satisfaction Rating	Feedback mechanism to gauge/determine level of satisfaction	5.0%	All or nothing		Satisfactory Rating	
FINANCE	SO4	Portfolio Quality						
	SM9	NPL Ratio (Net) Loans (Large Entities & SMEs)	Non-performing loans (net of fully provided accounts) to Outstanding Loans Receivable (net of fully-provided accounts)	5.0%	below 9% = 5% score 9.01 - 15% = 2.5% score above 15% = 0% score	3.30%	16.02%	9.00%
	SM10	Guarantee Claims Ratio (Large Entities & SMEs)	Claims paid during the year to Outstanding Guarantees end of reference year	5.0%	0%-0.50% = 5% score 0.51%-1.0% = 3.5% score 1.01%-2.0% = 2.0% score above 2.0% = 0% score	1.52%	0.58%	0.50%
	SO5	Maintain Profitability						
	SM11	EBITDA Margin (Core Income)	Rate	5.0%	64 - 71% = 5% 50% - 63.99% = 2.5% score Below 50% = 0 score	59.26%	34.60%	37.80%
VAL PROCESS	SO6	Pro-Active Evaluation, Monitoring and Management of the Guarantee Portfolio						
	SM12	Percent of Accounts Submitted to the Approving Authorities (45 working days for guarantee; 38 working days for lending)	No. of accounts decided upon by the Board within TAT / No. of applications received with complete submission	5.0%	80% - 100% = 5% score 70% - 79% = 2.5% score below 70% - 0% score	n/a	n/a	80%

	INDICATORS	DESCRIPTION / FORMULA	AGREED WEIGHT	RATING SYSTEM	BASELINE		TARGETS	Remarks	
					2013	2014 Actual	2015 Full Year Target		
INTER	SO7	Continued Adoption of Key Business and Operating Policies and Controls							
	SM13	Operationalization of the Central Liability System	Development/ implementation of CLS	2.5%	All or Nothing			Full Implementation	
	SM14	Implementation of Quality Management System	See attached timeline	2.5%	All or Nothing			Establish QMS ISO on 2016	
ORGANIZATION	SO8	Focused Development of Internal Resource Capabilities							
		Number of Trainings given to employees		5.0%	Absolute Number	52	42	50	To submit list of trainings relative to the developed Competency Framework.
	SO9	Strengthen Institutional Brand as a self-sufficient, profitable, socially-responsive, and reliable agency of the government.							
	SM17	Establish a Brand Strategy / Roadmap	Institutional Positioning and better Awareness of the Agency	5.0%	All or Nothing			Implement a Brand Strategy/ Roadmap	
TOTAL OF WEIGHTS				100.0%					

For GCG:

 MA. ANGELA E. IGNACIO
 Commissioner

For BRIL EXIM:

 ERMILANDO D. NAPA
 President and CEO