

HOME GUARANTY CORPORATION (HGC)
Interim Performance Scorecard

Indicator	Weight	Targets	Accomplishment		CGO-A Validation		Supporting Documents	Remarks
	2013	2013	Actual	Rating	Score	Rating		
MFO 1 – LOAN GUARANTY SERVICES								
Quantity 1 : Total value of loans guaranteed	7%	₱86,523.14 Million	₱63,509.82 Million	5.14%	₱63,509.82 Million	5.14%	Guaranty Portfolio Report as of December 31, 2013	Based on the Guaranty Portfolio Report (which HGC submits to HUDCC), 74% of the value of guaranteed accounts are renewals, the balance of 26% accounts being new accounts. According to HGC, the decline in 2013 was mostly due to lower risk of default among housing borrowers, thus weaker demand for HGC guarantee. Note that HGC guarantees are renewed every year. Also, in CY 2013, HGC implemented stricter guidelines/ due diligence in processing applications. HGC also signified intent to renegotiate 2014 targets. ACCEPTABLE.
Quantity 2 : Total number of loans guaranteed	7%	86,798	69,614	5.61%	69,614	5.61%	Guaranty Portfolio Report as of December 31, 2013	Out of the total 69,614 accounts guaranteed, 89% (or 61,713 accounts) are renewals. Only 4,564 accounts are new enrollments. In terms of guaranty programs, 51% of the total accounts guaranteed are retail. HGC also signified intent to renegotiate 2014 targets.

Indicator	Weight	Targets	Accomplishment		CGO-A Validation		Supporting Documents	Remarks
	2013	2013	Actual	Rating	Score	Rating		
								ACCEPTABLE.
Timeliness 1 : Percentage of guaranty enrollment applications completed within 15 working days upon receipt of complete documentation	7%	100%	100%	7.00%	100%	7.00%	The following documents were submitted: (1) Report of number of processed Certificate of Guaranty and AKPF promissory note (2)	Indicator applies to new guaranty enrollments for the year, which numbered 945 accounts. Per submission, 39 accounts (15 batches) were processed beyond the 15-day target, but validation revealed that these were processed within the 15- day period. Delays were mostly due to incomplete documents. ACCEPTABLE.
Timeliness 2 : Percentage of approved guaranty calls paid within 30 calendar days upon receipt of complete documentation	7%	100%	100%	7.00%	100%	7.00%	The following documents were submitted: (1) Summary of Paid Retail Guaranty Calls certified by the Vice President for Guaranty Group (2) Details of Approved Guaranty Calls for Jan 1 to Dec 31, 2013 and (3) Call Analysis Report	Refers to 4 accounts which were approved for payment and were processed an average of 19 days. ACCEPTABLE.
Timeliness 3 : Percentage of bond interest serviced and bonds redeemed as scheduled	5%	100%	100%	5.00%	100%	5.00%	The following documents were submitted: (1) Summary of Projected HGC Bond Interest Payments and Redemptions, Cash Flows Statement on Bonds paid, Disbursement vouchers, Debenture Bonds	Interest payments and bond redemptions for CY 2013 totaled ₱297.157 Million. Based on records, the same were serviced as scheduled. ACCEPTABLE.

Indicator	Weight	Targets	Accomplishment		CGO-A Validation		Supporting Documents	Remarks
	2013	2013	Actual	Rating	Score	Rating		
							certificate	
Financial 1 : Total guaranty claims paid	5%	≤ P20 Million	P1.57 Million	5.00%	P 1.57 Million	5.00%	Schedule of Paid Guaranty Calls from Jan 1 to Dec 31, 2013; Call Analysis Report from 1994 to end December 2013	ACCEPTABLE.
Financial 2 : Total premium payments received	7%	P692.19 Million	P526.42 Million	5.32%	P545.882 Million	5.52%	Guaranty Portfolio per Client as of December 31, 2013, Cash Flows Statement	Per Schedule of Cash Flows Statement as submitted to the COA, HGC reported a total of P545.882 Million worth of premium payments received from clients for CY 2013. Hence, rating was revised from 5.32% (submission) to 5.52% (as validated).
Subtotal	45%			40.07%		40.27%		
MFO 2 – ABOT-KAYA PABAHAY FUND (AKPF) SUPPORT SERVICES								
Timeliness 1 : Percentage of AKPF guaranty enrollment applications completed within 15 working days upon receipt of complete documentation	7%	100%	100%	7%	100%	7%	Monitoring Report on Processing of AKPF Enrollments	Indicator applies to new AKPF cash flow guaranty enrollments for the year which totaled 360 accounts. ACCEPTABLE.
Timeliness 2 : Percentage of approved AKPF guaranty calls paid within 30 calendar days upon receipt of complete documentation	7%	100%	100%	7%	100%	7%	Paid AKPF Guaranty Calls Report	No AKPF guaranty calls were made in CY 2013.

Indicator	Weight	Targets	Accomplishment		CGO-A Validation		Supporting Documents	Remarks
	2013	2013	Actual	Rating	Score	Rating		
Financial : Total AKPF guaranty claims paid	6%	≤ P8.54 Million	-	6%	-	6%	Status of Calls (AKPF) Report	No AKPF guaranty calls were made in CY 2013. ACCEPTABLE.
Subtotal	20%			20%		20%		
MFO 3 – ACQUIRED ASSETS MANAGEMENT								
Quality : Collection Efficiency	6%	85%	126.58%	6.00%	105.30%	6.00%	HGC report on Collection of Receivables as of 31 December 2013	Revised accomplishment based on collection of current accounts for the year (excluding past due accounts) over targeted collection for the year (Current accounts). For 2014, set separate targets for current accounts and past due accounts.
Timeliness : Percentage of sales document executed within 30 days from receipt of payment	7%	100%	87.10%	6.10%	87.10%	6.10%	Disposition Report, Monitoring of Sales Document Execution	Out of 93 accounts disposed (APC – 19, Developmental – 25, Retail - 38, Other Assets – 11), 81 sales documents were executed within 30 days, the remaining were executed beyond 30 days. ACCEPTABLE.
Financial 1 : Sales Value of assets sold	6%	P641.27 Million	P227.63 Million	2.13%	P227.63 Million	2.13%	2013 Disposition Report Summary	HGC fell short of target for asset disposition due to non-disposal of one of its big ticket asset in the pipeline- Paco Mall worth P360 Million.
Financial 2 : Total collection of receivables	6%	P 276.86 Million	P350.45 Million	6.00%	P350.45 Million	6.00%	Collection of Receivables Repost, Cash Flows Statement	Total collection for the year, including both current and past due.

Indicator	Weight	Targets	Accomplishment		CGO-A Validation		Supporting Documents	Remarks
	2013	2013	Actual	Rating	Score	Rating		
								ACCEPTABLE.
Subtotal	25%			20.23%		20.23%		
General Administrative Support								
Quality 1 : Re-certification of compliance to ISO 9001:2008 standards	5%	ISO Certified (covers 3 core guaranty processes)	Certified	5.00%	Certified	5.00%	External Auditor Confirmation Letter and Certificate ISO 9001:2008	The Certification is for the provision of Credit Guaranty Services for Housing Loans Extended by Financial Institutions and Real Estate Developers, specific to the Application for Guaranty, Guaranty Enrollment and Guaranty Call Processes. ACCEPTABLE
Quality 2 : Automation of system processes	5%	Completion of variation orders in the 2007-2011 ISSP, 5 of 5 modules	95% Completed (for UAT and Deployment)	4.75%	95% Completed (for UAT and Deployment)	4.75%	Development of Web-based Interface for fifteen (15) functions/modules outside of Microsoft AX Dynamics AX System - Status Report	HGC conducted demo of the computerized system. Variation orders resulted in additional functions/modules. ACCEPTABLE
Subtotal	10%			9.75%		9.75%		
Total Weight:	100%			90.05%		90.25%		