

AL-AMANAH ISLAMIC INVESTMENT BANK OF THE PHILIPPINES

	Component			Baseline Data				Target	
	Objective/Measure	Weight	Rating Scale	2012	2013	2014	2015	2016	
Financial	SO 1	Maximize Utilization of Loanable Funds							
	SM 1	Amount of Outstanding Loans	20%	Actual outstanding loans / Target amount of outstanding loans x Weight	₱127.22 Mn	₱215.69 Mn	₱188.53 Mn	₱210.00 Mn	₱240.00 Mn
	SO 2	Manage Cost and Expenses							
	SM 2	Amount of Net Interest Revenue	10%	Actual net interest revenue/ Target amount of net interest revenue x Weight	₱12.97 Mn	₱16.39 Mn	₱18.26 Mn	₱17.51 Mn	₱17.85 Mn
	SO 3	Grow Funding Base							
	SM 3	Deposit Level	20%	Actual o/s deposits / Target amount of o/s deposits x Weight	₱223.91 Mn	₱244.47 Mn	₱294.07 Mn	₱330.00 Mn	₱300.00 Mn
	Sub-Total Weight		50%						

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Component		Baseline Data						Target
Objective/Measure	Weight	Rating Scale	2012	2013	2014	2015	2016	
SO 4 Develop Islamic Products and Services								
SM 4 Increase in the Number of Accounts for the New Products								
4a	Deposit Products (Islamic)	2.5%	Actual no. of accounts / Target no. of accounts x Weight	n/a	n/a	n/a	50	70
4b	Financing Products (Islamic)	2.5%		n/a	n/a	n/a	5	10
SO 5 Attract New Accounts								
SM 5	Number of Deposit Accounts (Conventional and Islamic)	10%	Actual no. of accounts / Target no. of accounts x Weight	4,356	4,407	5,233	10% increase from the no. of existing accounts beginning (net of DSWD accounts)	10% increase from the no. of existing accounts beginning (net of DSWD accounts)
	No. of DSWD Accounts			1,044	81	2,017	3,538	3,538
	No. Accounts net of DSWD Accounts			3,312	4,326	3,216	322	355
SO 6 Customer Satisfaction								
SM 6	Satisfactory Customer Rating	10%	if > 90% = 10% score if <90% but > 80 = 5% score if <80%= 0% score	n/a	94.54%	n/a	90.00%	90.00%
Sub-Total Weight		25%						

Customers

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Component		Baseline Data						Target	
Objective/Measure	Weight	Rating Scale	2012	2013	2014	2015	2016		
Internal Business	SO 7	Implement Process Improvements (Improved TAT, Controls)							
	SM 7	Percent of Transactions Processed Within TAT (60 Banking Days)	10%	No. of transactions processed within TAT / Total no. of transactions processed x Weight	n/a	92.86%	100.00%	90.00%	90.00% (55 Banking Days)
	Sub-Total Weight		10%						
Learning and Growth	SO 8	Acquire Technical Expertise and Improve Competencies							
	SM 8	Improve Competency of Employees	15%	All or Nothing	n/a	n/a	n/a	Competency Catalogue, Competency Framework, Competency Tables	Establish baseline for competency level
	Sub-Total Weight		15%						
TOTAL		100%							

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