LBP LEASING AND FINANCE CORPORATION (LBP-LFC)

Component					Baseline Data		Target	
Objective/Measure		Formula	Weight	Rating System	2017	2018	2019	2020
SO 1	**Ensure Viability and Financial Growth**							
SM 1	Increase Total Portfolio	Absolute amount of outstanding portfolio by end of December	15%	(Actual / Target) x Weight; 0% = If less than ₱3 Billion	₱3.535 Billion	₱3.950 Billion	₱ 4.125 Billion	₱ 4.500 Billion
SM 2	Lower Net Past Due Rate	Total Past Due at the end of the period - Deferred Leasing Income, Unearned Credits, & Specific Loan Loss Provision over Total Portfolio	15%	$\{1 - [(Actual - Target) / Target]\} \times Weight$	3.08%	3.07%	2.50%	2.5%[1]
SM 3	Increase Asset Size	Absolute amount	10%	(Actual/ Target) x Weight	₱4.247 Billion	₱4.748 Billion	₱5.360 Billion	₱5.40 Billion[2]

[1] _Revision of the target will depend whether LBP-LFC will avail of the regulatory relief package provided under Bangko Sentral ng Pilipinas Memorandum Nos. 2020-008, 032, and 061._

[2] To be adjusted upon sale of the BGC property.

Component				Baseline Data		Target	
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SO 2 **Consistently Improve Profitability**							
SM 4 — Increase Net Income After Tax	Total Revenues Less Total Expenses	15%	(Actual / Target) x Weight	₱94.074 Million	₱115.206 Million[3]	₱126 Million	₱90 Million[4]
Sub-total		**55%**					
SO 3 **Provide Affordable & Responsive Financial Products for Priority Sectors**							
SM 5 — Percentage of Portfolio Level allocated to priority sectors	Total amount of portfolio allocated to priority sector over Total portfolio at the end of the year	15%	Below 75% = 0%; 75%-79% = 7.5%; 80% and above = 15%	81.06%	80.04%	80%	80%
SO 4 **Improve Accessibility & Timeliness of Delivery of Leasing & Financing Solutions**							
SM 6 — Percentage of Satisfied Customers	Number of respondents who gave a rating of at least Satisfactory / Total number of respondents	5%	(Actual/ Target) x Weight 0% = If below 80%	76.62% of respondents gave a rating of Very Good to Excellent	No Survey was conducted	95%	95%
Sub-total		**20%**					

[3] Restated figure on 2018 COA Annual Audited Report. ₱110.364 Million was stated on the validated scorecard.
[4] *Revision of the target will depend whether LBP-LFC will avail of the regulatory relief package provided under Bangko Sentral ng Pilipinas Memorandum Nos. 2020-008, 032, and 061.*

		Component				Baseline Data		Target	
		Objective/Measure	Formula	Weight	Rating System	2017	2018	2019	2020
INTERNAL PROCESS	**SO 5**	**Streamline Credit Processing System**							
	SM 7	Percentage of Credit Approval Processed within Applicable Time	Total Number of Credit Applications Processed within the Applicable Processing Time for New and Existing Clients / Total Number of Credit Applications Received	10%	(Actual/ Target) x Weight 0% = If below 80%	30.54 days	Average Processing Time of Credit Approval for Clients: New: 38.25 calendar days Existing: 30.72 calendar days	100% of credit applications processed within the applicable processing time	100% of credit applications processed within the applicable processing time[5]
	SO 6	**Continuous Improvement of Processes and Systems**							
	SM 8	Implement Quality Management System	Actual accomplishment	5%	All or Nothing	0%	**Completed Trainings & Workshops on ISO QMS Requirements & Documentation:** 1. Orientation on ISO 9001:2015 QMS 2. Training Course on ISO 9001:2015 QMS Requirements and Documentation	ISO 9001:2015 Certification	Maintain ISO 9001:2015 Certification

[5] Applicable processing time based on compliance with Republic Act No. 11032 or the Ease of Doing Business and Efficient Government Service Delivery Act of 2018 and ARTA Memorandum Circular Nos. 2020-03 dated 20 March 2020 and 2020-03-A dated 11 June 2020.

		Component			Baseline Data		Target	
		Objective/Measure	Formula	Weight	Rating System	2017	2018	2019	2020
							3. Workshop on Process Mapping Risk Based		
							4. Workshop on QMS documentation		
							5. Training Course on Root Cause Analysis and Corrective Action Formulation		
							Submit ISO QMS Requirements:		
							1. List of Relevant Interested Parties		
							2. Internal and External Issues Log		
							3. Risk and Opportunities Register		
							4. Schematic Diagram		
		Sub-total		**15%**					

		Component				Baseline Data		Target	
		Objective/Measure	Formula	Weight	Rating System	2017	2018	2019	2020
LEARNING AND GROWTH	SO 7	**Ensure Availability of Required Competencies for Critical Positions**							
	SM 9	Percentage of Employees Meeting Required Competencies	Competency Baseline[6] 2020 – Competency Baseline 2019	5%	All or nothing	44% of employees assessed have no competency gaps	77%	Address and close competency gaps of 100% of employees based on 2018 yearend assessment	Improvement on the Competency Level of the Organization based on the 2019 year-end assessment
	SO 8	**Optimize Use of Information Technology**							
	SM 10	Number of IT Projects Implemented	Actual accomplishment	5%	All or Nothing	1 (Document Management System)	Submitted Board-approved ISSP to DICT	100% completion of ISSP projects planned for 2019	*50% completion of ISSP projects planned for 2020*
		Sub-total		***10%***					
		TOTAL		**100%**					

[6] The competency baseline of the organization shall pertain to the average percentage of required competencies met which can be computed using the following formula:

$$\sum_{b=1}^{B}\left[\frac{\sum_{a=1}^{A}\left(\frac{Actual\ Competency\ Level}{Required\ Competency\ Level}\right)_a}{A}\right]_b \Big/ B$$

where: a = Competency required, A = Total number of competencies required of position, b = Personnel profiled, B = Total number of personnel profiled