

RENEGOTIATED INTERIM PERFORMANCE SCORECARD 2014

LBP INSURANCE BROKERAGE, INC.

	Performance Measures					Baseline Data <i>(if available)</i>			Targets	
Description	Formula	Weight		Rating System	Data Provider <i>if applicable</i>	2010	2011	2012	2013	2014
		2013	2014							
MFO 1: Insurance Intermediation Services										
Quantity 1: Average Premium Volume – Private Insurers	Total Premium Volume (renewal and new)	30%	30%	Actual/Target x Weight		P567.26 Million	P559.94 Million	P555.91 Million	P533.83 Million	P377.39 Million
Quality 1: Collection Efficiency	Total Collection for the Year/ Net Premium Production for the Year (Net of cancellations/ endorsements)	20%	20%	Actual/Target x Weight		91%	91.7%	92%	90.47%	94%
Quality 2: Acceptability of product	No. of policies issued/ No. of coverage proposed	5%	2.5%	Actual/Target x Weight		95%	96%	97%	93%	99%
Timeliness 1: Percentage of insurance coverage request processed within turn-around-time (3 days)	Actual Insurance Coverage Processed within TAT of 3 days/ Total Insurance Coverage Request	5%	2.5%	Actual/Target x Weight		n/a	n/a	n/a	93%	92%
Sub-total of Weights:		60%	55%							

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		2013	2014							
MFO 2: Risk Management Advisory										
Quantity 1: No. of new methods of risk funding or risk transfer introduced	Absolute Number	7.5%	12.5%	Actual/Target x Weight		n/a	n/a	n/a	Accomplished (Mortality risk & Property Damage Risk Trust Funds)	3 (Structured Funding for Catastrophe Risk Exposures, Islamic Insurance (Takaful), Strategic Risk Mitigation and Funding)
Quality 1: Acceptance of the new risk funding or risk transfer methods by LBP's clients	No. of policies/ No. of proposals	7.5%	12.5%	Actual/Target x Weight		n/a	n/a	n/a	3%	80%
Sub-total of Weights:		15%	25%							
MFO 3: Foreign Exchange Services										
Quantity 1: Dollar Volume Traded (in million dollars)	Absolute Amount	15%	10%	Actual/Target x Weight		P90.46 Million	P111.33 Million	P111.23 Million	P97.7 Million	P95 Million
Sub-total of Weights:		15%	10%							

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		2013	2014							
General Administrative Services										
Manualization for processes in preparation for ISO compliance by 2018	Actual no. of manual prepared	10%	10%	All or Nothing		n/a	n/a	n/a	Accomplished	1. Operations Manual (Insurance Coverage Design and Structure, Sourcing, and Client Servicing)
Sub-total of Weights:		10%	10%							
TOTAL OF WEIGHTS:		100%	100%							

a/ But not to exceed the weight assigned per indicator