

LBP RESOURCES AND DEVELOPMENT CORPORATION

Performance Measures				Baseline Data (if available)			Targets				
Description	Formula	Weight		Rating System	Data Provider if applicable	2010	2011	2012	2013	2014	
		2013	2014								
MFO 1 : Construction Services Provided to LBP											
Quantity: No. of the Completed Construction/ Renovation projects	Absolute Number			Actual/Target x Weight							
Buildings/LBP Branches											
1. Construction		15%	15%			3	5	9 ⁻¹	6	3	
2. Renovation		15%	15%			24	20	25	18	27	
Total					<u>27</u>	<u>25</u>	<u>34</u>	<u>24</u>	<u>30</u>		
Financial: Gross Profit Margin Ratio	Percentage	10%	10%	Actual/Target x Weight	n/a	n/a	8%	11%	12%		
Subtotal of Weights:		40%	40%								

Performance Measures					Baseline Data (if available)			Targets	
Description	Formula	Weight	Rating System	Data Provider if applicable	2010	2011	2012	2013	2014
MFO 2 : Property Management and Development Services provided to LBP									
Quantity: No. of Real and Other Properties Acquired (ROPAs) and Other Properties Maintained	Absolute Number	30%	30%	Actual/Target x Weight	52	42	48	50	260
Financial: Gross revenue for Property Management and Brokering Activities	Absolute Amount	10%	10%	Actual/Target x Weight	P6.050 M	P4.939 M	P4.205 M	P4.825 M	P6.039 M
Subtotal of Weights:		40%	40%						
MFO 3 : Manpower Services Provided to LBP and Other Clients									
Quality: Customer Satisfaction ^{1/2}	Actual Rating	5%	5%	Actual/Target x Weight	n/a	92%	95%	100%	100%
Financial: Amount of Gross Revenue from Manpower Services	Absolute Amount	5%	5%	Actual/Target x Weight	P5.0 M	P6.0 M	P8.0 M	P25.0 M	P108.0 M

Performance Measures					Baseline Data (if available)			Targets		
Description	Formula	Weight		Rating System	Data Provider if applicable	2010	2011	2012	2013	2014
Timeliness: Manpower Requirements Provided within Turn Around Time (TAT)	No. of manpower requests responded within TAT over total no. of manpower requests received	5%	5%	Actual/Target x Weight		-	-	-	100%	100%
Subtotal of Weights:		15%	15%							
Enhancement of Operations and Organizational Effectiveness (i.e. General Administrative Services)										
Quantity: Number of IT Projects Implemented	Absolute Number	5%	5%	All or Nothing		n/a	n/a	n/a	1 Additional Project (Payroll System)	1 Additional Project (Accounting System)
Subtotal of Weights:		5%	5%							
TOTAL OF WEIGHTS:		100%	100%							

* Rating of an indicator should not exceed its corresponding weight.

_1/ Includes 4 units of Townhouse in Grand Garden Villas in Cavite

_2/ Performance rating given by clients – 96-100 Excellent; 90-95 V. Satisfactory; 85-89 Satisfactory