

2021 PERFORMANCE SCORECARD (ANNEX B)

LBP RESOURCES AND DEVELOPMENT CORPORATION

		Component			Baseline Data		Target		
		Objective/Measure	Formula	Weight	Rating System	2018	2019	2020	2021
STAKEHOLDERS	<b>SO 1</b>	<b>Provide High Quality Workmanship</b>							
	SM 1	Number of Projects Completed On-Time:							
		Construction	Actual number of projects <sup>1</sup> completed on-time	12.5%	(Actual / Target) x Weight	4	0	2	3
	Renovation		17.5%	35		14	23	21	
	SM 2	Manpower Service Agreement Established	Actual number of manpower service clients	10%	(Actual / Target) x Weight	N/A	N/A	5	6 <sup>2</sup>
	SM 3	Percentage of Satisfied Customers	Total number of respondents which gave at least Satisfactory rating / Total number of respondents	5%	(Actual / Target) x Weight <i>0% = If less than 80%</i>	No Report Submitted	Customer Satisfaction Survey was implemented without third-party evaluation	90%	90%
		<b>Sub-total</b>	<b>45%</b>						
FINANCIAL	<b>SO 2</b>	<b>Increase Profitability and Optimize Use of Resources</b>							
	SM 4	a) Increase Earnings before Interest, Tax, Depreciation, and Amortization (EBITDA)	Total Comprehensive Income + Interest + Tax + Depreciation + Amortization	10%	(Actual / Target) x Weight	₱81.05 Million	₱80.86 Million	₱81.83 Million	₱75.45 Million

<sup>1</sup> Refer to Appendix 1 for list of projects.

<sup>2</sup> Pertains to service agreements with effectivity period of not less than seven (7) months. See Appendix 2 for list of clients targeted for the year.

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b) Improve Construction Margin	Net Income from Construction / Total Revenue from Construction	10%	(Actual / Target) x Weight	15.03%	13.13%	<u>10%</u>	9%	
SM 5 Strengthen Return on Equity	Total Comprehensive Income / Total Shareholder's Equity	10%	(Actual / Target) x Weight	9.51%	9.05%	<u>9%</u>	8%	
<b>Sub-total</b>		<b>30%</b>						
<b>SO 3</b>	<b>Enhance Management and Information System</b>							
SM 6	Number of Vital Processes Automated	Actual accomplishment	5%	All or Nothing	N/A	N/A	Full roll-out of one automated system	Full roll-out of one automated system
<b>SO 4</b>	<b>Build Strong Alliances with Suppliers</b>							
SM 7	Number of Strategic Tie-ups Established with Key Suppliers	Actual number of strategic tie-ups with suppliers	5%	(Actual / Target) x Weight	5	5	5	7
<b>SO 5</b>	<b>Enhance Existing Processes at Par with Industry</b>							
SM 8	Implement Quality Management System	Actual accomplishment	5%	All or Nothing	Certification under ISO 9001:2015 Standards	ISO 9001:2015 Certification maintained	ISO 9001:2015 Recertification	ISO 9001:2015 Recertification
SM 9	Strict Occupational Health and Safety Standards	Absolute number	5%	Zero (0) Accident = 5% 1-5 Accident = 2.5% More than Accidents = 0%	N/A	Zero (0) Accident	Zero (0) Accident	Zero (0) Accident

INTERNAL PROCESS

Component					Baseline Data		Target		
	Objective/Measure	Formula	Weight	Rating System	2018	2019	2020	2021	
				Death or permanent disability = 0%					
	<b>Sub-total</b>		<b>20%</b>						
<b>LEARNING AND GROWTH</b>	<b>SO 6</b>	<b>Enhance HR and Development Program</b>							
	SM 10	Percentage of Employees Meeting Required Competencies	Actual accomplishment <sup>3</sup>	5%	All or Nothing	13% (5 out of 40 employees met the required competencies for their respective positions)	3 of the targeted employees were able to close the identified competency gaps	Improve Competency Baseline of the Organization	Improve Competency Baseline of the Organization
		<b>Sub-total</b>		<b>5%</b>					
		<b>TOTAL</b>		<b>100%</b>					

<sup>3</sup> Improvement in the competency baseline of the organization shall pertain to the average percentage of required competencies met which can be computed using the following formula:

$$\frac{\sum_{a=1}^A \left( \frac{\text{Actual Competency Level}}{\text{Required Competency Level}_a} \right)}{B}$$

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

## LIST OF CONSTRUCTION AND RENOVATION PROJECTS

## REVISED 2021 PROJECTS

	Name of Project	Location	Estimated Cost	Duration (cd)	Scope of works	CLIENT
	<b>Construction</b>					
1	Bunawan Branch Building Constn. (New Unit)	Municipal Hall Compound., Bunawan, Agusan	17,036,735.00	180	Construction	LBP
2	Miang Branch Building Construction	M.H. del Pilar St. Bgy. Poblacion, Miang, North Cotabato	16,921,417.00	180	Construction	LBP
3	Real (Quezon) Branch Building Construction	Real, Quezon	11,400,000.00	180	Construction	LBP
	<b>Renovation</b>					
1	Roxas Blvd. Branch Renovation/Relocation	Double Dragon Meridian Park, Pasay City	6,641,259.00	120	Renovation	LBP
2	LIBI Offices Renovation	12F SyCip Law Centre, Paseo de Roxas, Makati City	11,698,922.00	180	Renovation	LBP
3	Vigan LC Renovation	Plaza Maestro Commercial Complex, Florentino St., Vigan City, Ilocos Sur	3,306,105.00	60	Renovation	LBP
4	Clark Branch Relocation/Renovation	Pavillon 7, J. Abad Santos Ave., Clark Freeport Zone, Angeles City, Pamp.	4,378,814.00	90	Renovation	LBP
5	San Pedro Davao LC Renovation	Velez Building, San Pedro Street, Davao City, Davao del Sur	3,634,060.00	60	Renovation	LBP
6	Tagbilaran Branch Renovation	Bohol Prov't. Capitol Complex, J.S. Torralba cor. Marapao Sts., Tagbilaran City	7,529,289.98	120	Renovation	LBP
7	North Ave. Branch Renovation	Sugar Regulatory Administration Bldg., North Ave., Diliman, Quezon City.	1,975,477.00	90	Renovation	LBP
8	Surigao Branch Renovation	Surigao City Hall Compound, Borromeo St., Surigao City, Surigao del Norte	6,417,631.00	120	Renovation	LBP
9	Las Pinas Branch Renovation	Valenzuela Bldg., # 263 Real St., Pamplona 3, Las Pinas City	5,002,354.00	120	Renovation	LBP
10	Buendia (Napolcom) Branch Renovation	Ground Floor, NAPOCOM Bldg., Buendia St., Makati City	14,237,602.00	150	Renovation	LBP
11	G. Araneta Branch Renovation	Unit G, White Hasco Condo., G. Araneta, Bgy. Dona Imelda, Quezon City	5,850,288.00	120	Renovation	LBP
12	Plaza Libertad (Iloilo) Branch Renovation	Iloilo City Proper, Iloilo City	4,600,000.00	120	Renovation	LBP
13	Mandalagan Branch Renovation	AVP Building, Lacson St., Mandalagan, Bacolod City, Negros Occidental	4,341,824.00	120	Renovation	LBP
14	Rosario (Cavite) Branch Renovation	Cavite Economic Zone, Rosario, Cavite	5,000,000.00	90	Renovation	LBP
15	Cebu Plaza Independencia	LDM Building, M.J. Cuenco Ave., Cebu City, Cebu	4,600,000.00	90	Renovation	LBP
16	Daet (Camarines Norte) Branch Renovation	LBP Building, Vinzons Ave., Maharlika Highway, Daet, Camarines Norte	4,400,000.00	120	Renovation	LBP
17	Digos (Davao) Office Building Renovation	Rizal ave. corner Estrada St., Bgy. Digos City, 8002 Davao del Sur	5,200,000.00	120	Renovation	LBP
18	Guadalupe (Makati) Branch Renovation	Urdaneta Road, Makati City	4,800,000.00	120	Renovation	LBP
19	Catbalogan Branch Renovation	Nachura Building, Rizal Ave., Catbalogan City, Samar	5,000,000.00	120	Renovation	LBP
20	Roxas (Mindoro) Branch Renovation	Roxas Public Market, Administration St., Poblacion, Roxas, Oriental Mindoro	4,600,000.00	90	Renovation	LBP
21	Sorsogon Branch Renovation	Bonacua Bldg., Rizal cor. Burgos Sts, Sorsogon City, Sorsogon	4,800,000.00	90	Renovation	LBP

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**LBP RESOURCES AND DEVELOPMENT CORPORATION  
LIST OF POTENTIAL MANPOWER SERVICES CLIENTS  
CY 2021**

	<b>POTENTIAL CLIENTS</b>	<b>DESCRIPTION &amp; SCOPE OF WORKS</b>	<b>LOCATION</b>	<b>CONTRACT AMOUNT</b>	<b>AGREEMENT DURATION</b>
1	LandBank of the Philippines	Deployment of 1,000 Service Company Workers	Malate, Manila	P320,882,880.00	January 1 to Dec. 31, 2021
2	LandBank of the Philippines	Housekeeping, Janitorial, and Messengerial Services of LANDBANK Field Units	Malate, Manila	P144,485,112.85	January 1 to Dec. 31, 2021
3	LandBank of the Philippines	Building Maintenance, Janitorial/Housekeeping and Sanitation Services for LBP Plaza and Satellite Offices	Malate, Manila	P123,543,953.15	January 1 to Dec. 31, 2021
4	Bureau of the Treasury	Janitorial Services	Intramuros, Manila	P13,482,125.11	January 1 to Dec. 31, 2021
5	Overseas Filipino Bank	Manpower Services	Intramuros, Manila	P2,445,522.15	January 1 to Dec. 31, 2021
6	DOST - FNRI	Manpower Services	Taguig City, Metro Manila	P 84,549,838.05	January 1 to Dec. 31, 2021