

RENEGOTIATED INTERIM PERFORMANCE SCORECARD 2014

LBP RESOURCES AND DEVELOPMENT CORPORATION

Description	Formula	Performance Measures		Rating System	Data Provider <i>if applicable</i>	Baseline Data <i>(if available)</i>			Targets	
		Weight				2010	2011	2012	2013	2014
		2013	2014							
MFO 1 : Construction Services Provided to LBP										
Quantity 1: Number of the completed construction/ renovation projects	Absolute Number			Actual/Target x Weight						
Buildings/LBP branches						3	5	9 ¹	6	2
1. Construction		15%	15%			<u>24</u>	<u>20</u>	<u>25</u>	<u>18</u>	<u>28</u>
2. Renovation		15%	15%			27	25	34	24	30
Total										
Financial: Gross profit margin ration	Percentage	10%	10%	Actual/Target x Weight		n/a	n/a	8%	11%	12%
Sub-total of Weights:		40%	40%							
MFO 2: Property Management and Development Services Provided to LBP										
Quantity : Number of real and other properties acquired (ROPAs) and other properties	Absolute Number	30%	30%	Actual/Target x Weight		52	42	48	50	70
Financial: Gross revenue for property management and brokering activities	Absolute Amount	10%	10%	Actual/Target x Weight		₱6.050 Million	₱4.939 Million	₱4.205 Million	₱4.825 Million	₱3.893 Million
Sub-total of Weights:		40%	40%							

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		2013	2014							
MFO 3: Manpower Services Provided to LBP and Other Clients										
Quality: Customer satisfaction _{-/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 Million	P6 Million	P8 Million	P25 Million	P82.86 Million
Timeliness: Manpower requirements provided within Turn Around Time (TAT)	No. of manpower requests within TAT over total no. manpower requests received	5%	5%	Actual/Target x Weight		n/a	n/a	n/a	100%	100%
Sub-total of Weights:		15%	15%							
General Administrative Services										
Quality: 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)
Sub-total of Weights:		5%	5%							
TOTAL OF WEIGHTS:		100%	100%							

a/ But not to exceed the weight assigned per indicator

_/1 Includes 4 units of Townhouses in Grand Garden Villas in Cavite

_/2 Performance rating given by clients – 96-100 Excellent; 90-95 V. Satisfactory; 85-89 Satisfactory