

PB LEASING & FINANCE CORPORATION (ULFC)
Validation Result of 2022 Performance Scorecard

Component						ULFC Submission		GCG Validation		Supporting Documents	Remarks
Objective/ Measure		Formula	Wt.	Rating Scale	Target	Actual	Rating	Actual	Rating		
SO 1	To Support the National Government Agenda										
SM 1	Increase Portfolio Mix of Manufacturing and Construction Industries	Total Manufacturing and Construction Portfolio / Total Loan Portfolio	5%	(Actual / Target) x Weight	Manufacturing: 25%	15.21%	3.05%	15.21%	3.04%	COA Annual Audit Report	Acceptable.
			5%	(Actual / Target) x Weight	Construction: 25%	10.61%	2.12%	10.61%	2.12%		
SO 2	Continue to Implement the Business Model										
SM 2	Increase SMEs Loan Portfolio	Total SMEs Loan Portfolio	7.5%	(Actual / Target) x Weight	₱793 Million	₱688 Million	7%	₱709 Million	6.71%	Loan Portfolio Report	The total SME loans of ULFC amounted to ₱709 Million.
SO 3	Improve Customer Satisfaction by Providing Excellent Service o Clients										
SM 3	Percentage of Satisfied Customers	Total Number of Respondents who gave a rating of at least Satisfactory / Total Number of Respondents	5%	(Actual / Target) x Weight If Less Than 80%= 0%	90%	100%	5%	Measure excluded	Measure excluded	-	ULFC was not able to engage the service of a third-party provider. The failure of the telecommunication provider to provide telephone and internet services hindered ULFC in conducting CSS interviews with its customers.
	Sub-total		22.5%				17.17%		11.87%		

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SO 4	Meet the Financial Targets										
SM 4	Amount of Loan Releases for the year	Total Amount of Loan Releases	15%	(Actual / Target) x Weight	₱1.562 Billion	₱351 Million	10.05%	₱351.39 Million	3.37%	Production Report	Target not met.
SM 5	Improve Net Income After tax	Total Revenues – Total Expenses	15%	(Actual / Target) x Weight	₱8.6 Million	₱24.64 Million	15%	₱15.806 Million	15%	COA Annual Audit Report	Target exceeded.
SM 6	Improve Past Due Ratio	Total past Due/ Total Loan Portfolio	15%	1- (Actual Target / Target) x Weight	16.5%	49.71%	0%	49.73%	0%	COA Annual Audit Report	Validated accomplishment based on the COA Annual Audit Report.
SM 7	Efficient Utilization of Corporate Budget	Total Disbursement / Board approved Corporate Operating Budget (both net of PS Cost)	5%	(Actual / Target) x Weight	90%	95.07%	5%	99.47%	5%	COA Annual Audit Report	Acceptable.
	Sub-total		50%				30.05%		23.37%		

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SO 5	Improvements in Internal Process and Guidelines for Efficient Service, Internal Control, and Compliance with Government regulations										
SM 8	Enhancement in Internal Processes & Guidelines	Number of Processes Implemented and Guidelines Issued	10%	(Actual / Target) x Weight	Implementation of 5 New/Enhanced Programs/Processes	3 out of 5 planned new/enhanced policies 1. Enhancement of Financial Consumer Protection Manual 2. Enhancement of ULFC Internal Credit Risk Rating System (ICRRS) 3. Establishment of Risk Asset Acceptance Criteria (RAAC) Policy	6%	5 out of 5 1. Establishment of Risk Asset Acceptance Criteria (RAAC) Policy 2. Enhancement in the ULFC Outsourcing Policy 3. Establishment of ULFC FOI 4. Financial Consumer Protection Manual 5. ULFC Citizen's Charter	10%	Copy of the Policies, Guidelines, and Procedures Board Resolutions and Attestations by ULFC's Corporate Secretary	Acceptable.
SM 9	Percentage of Requests Processed Within the Applicable Processing Time	Number of Applications Processed within Prescribed Period / Total Number of Applications with complete documents	10%	(Actual / Target) x Weight	100%	100%	10%	88.24%	8.82%	2022 Database of Applications 10 sample accounts	ULFC processed 30 out of 34 Applications within the applicable TAT.

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SM 10	Development of Quality Management System	Actual Accomplishment	2.5%	All or Nothing	Board-approved: a. Quality Policy b. Quality Management System Manual c. Quality Management System Procedure	ULFC has its own Manual of Operating Policies and Procedures which updated as necessary	2.50%	Established and updated its Manual of operating Policies and Procedures	2.50%	Copy of Manual of operating Policies and Procedures Board Resolutions and Attestations by ULFC's Corporate Secretary	Acceptable.
	Sub-total		22.50%				18.50%		21.32%		
SO 6	Ensure Competent Personnel to Achieve Organizational Objectives										
SM 11	Improve Competency Level of the Organization	Actual Accomplishment	5%	(Actual / Target) x Weight	Board-Approved Competency Models with the following: a. Competency Catalogue b. Competency Framework	Program to be implemented after the merger with LLFC with plans to contract a third-party service provider for the merged entity due to current low manpower level and lack of subject matter expert on the development of Competency model/framework	0%	ULFC was not able to develop its Competency Framework	0%	-	ULFC was not able to develop its Competency Framework
	Sub-total		5%				0%		0%		

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TOTAL		100%				65.72%		56.56 out of 95% or 59.54 out of 100%		

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