

LBP LEASING AND FINANCE CORPORATION (LBP-LFC)

	Objective/Measure	Component		Rating System	Baseline Data			Target	
		Formula	Weight		2016	2017	2018	2019	
FINANCIAL	SO 1	Ensure Viability and Financial Growth							
	SM 1	Increase Total Portfolio	Absolute amount of outstanding portfolio by end of December	15%	(Actual/Target) x Weight 0% = if less than P3 Billion	P3.57 Billion	P3.535 Billion	P3.750 Billion	P4.125 Billion
	SM 2	Lower Net Past Due Rate	Total Past Due Rate at the end of the period – Deferred Leasing Income, Unearned Credits & Specific Loan Loss Provision over Total Portfolio	10%	(1-(Actual-Target) /Target) x Weight 0% = if above 3.08%	4.68%	3.08%	2.50%	2.50%
	SM 3	Increase Asset Size	Absolute Amount	5%	(Actual/Target) x Weight	P3.975 Billion	N/A	P5.108 Billion	P5.360 Billion ¹

¹ Target to be revised to P4.750 Billion upon the disposition of the BGC property.

	Objective/Measure	Component		Weight	Rating System	Baseline Data			Target	
		Formula				2016	2017	2018	2019	
	SO 2	Consistently Improve Profitability								
	SM 4	Increase Net Income After Tax	Total Revenues Less Total Expenses	15%	(Actual/Target) x Weight 0% = if below P108.41 Million	P90.51 Million	P114 Million	P120 Million	P126 Million ²	
		Sub-total		45%						
	SO 3	Provide Affordable & Responsive Financial Products for Priority Sectors								
	SM 5	Percentage of Portfolio Level Allocated to Priority Sectors	Total amount of portfolio allocated to priority sector / Total portfolio at the end of the year	15%	Below 75% = 0% 75%- 79.9% = 7% 80% and above = 15%	74.99%	81.06%	80%	80%	
CUSTOMERS / STAKEHOLDER	SO 4	Improve Accessibility & Timeliness of Delivery of Leasing & Financing Solutions								
	SM 6	Percentage of Satisfied Customers	Number of respondents who gave a rating of at least Satisfactory/ Total number of respondents	5%	(Actual / Target) x Weight 0% = if below 80%	99.01% of respondents gave rating of Satisfactory or Higher	76.62% of respondents gave a rating of Very Good to Excellent	95%	95%	
		Sub-total		20%						

² Target to be revised to P120 Million upon the disposition of BGC property.

	Objective/Measure	Component		Baseline Data			Target		
		Formula	Weight	Rating System	2016	2017	2018	2019	
	SO 5	Streamline Credit Processing System							
INTERNAL PROCESSES	SM 7	Percentage of Credit Approval Processed within Applicable Time	Total Number of Credit Approval for new and existing clients Processed within Applicable Time/ Total Number of Credit Approvals	20%	(Actual/Target) x Weight 0% = If less than 80%	41.31 days	30.54 days	40 calendar days	100% of credit applications processed within the applicable processing time ³
	SO 6	Continuous Improvement of Processes and Systems							
	SM 8	Implement Quality Management System	Actual accomplishment	5%	All or Nothing	No data	0%	Completed Trainings & Workshops on ISO QMS Requirements & Documentation: 1. Orientation on ISO 9001:2015 QMS 2. Training Course on ISO 9001: 2015 QMS Requirements and Documentation 3. Workshop on Process Mapping and Risk-Based Quality Planning 4. Workshop on QMS	ISO 9001:2015 Certification

³ Applicable processing time based on LBP-LFC's compliance with Republic Act No. 11032 or the Ease of Doing Business and Efficient Government Service Delivery Act of 2018.

		Component				Baseline Data			Target	
Objective/Measure		Formula	Weight	Rating System	2016	2017	2018	2019		
SO 8	Optimize Use of Information Technology									
SM 10	Implementation of IT Projects	Actual accomplishment	5%	All or Nothing	30% complete Document Management System, 100% Complete Customer Relationship Management	1 (Document Management System)	1 (Document Management System)	100% completion of ISSP projects planned for 2019		
Sub-total			10%							
TOTAL			100%							