

2021 PERFORMANCE SCORECARD (Annex B)

LBP LEASING AND FINANCE CORPORATION (LLFC)

Component					Baseline Data		Target		
	Objective/Measure	Formula	Wt.	Rating System	2018	2019	2020	2021	
FINANCIAL	<b>SO 1</b>	<b>Ensure Viability and Financial Growth</b>							
	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	₱3.951 Billion	₱4.325 Billion	₱4.500 Billion	₱4.8 Billion
	SM 2	Lower Net Past Due Rate	Total Past Due at the end of the period - Deferred Leasing income, Unearned Credits, and Specific Loan Loss Provision over Total Portfolio	10%	{1-(Actual-Target)/Target} x weight	3.07%	9.43%	2.5%	8.0%
	SM 3	Increase Asset Size	Absolute amount of Total Assets by end of December	5%	(Actual / Target) x Weight	₱4.8414 Billion	₱5.275 Billion	₱5.40 Billion	₱5.40 Billion
	<b>SO 2</b>	<b>Consistently Improve Profitability</b>							
	SM 4	Increase Net Income After Tax	Total Revenues Less Total Expenses	15%	(Actual / Target) x Weight	₱110.364 Million	₱18.52 Million	₱90.0 Million	₱25.0 Million
				<b>Sub-total</b>	<b>45%</b>				

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CUSTOMERS/STAKEHOLDERS	<b>SO 3</b>	<b>Provide Affordable &amp; Responsive Financial Products for Priority Sectors</b>								
	SM 5	Percentage of Portfolio Level allocated to priority sectors	Total amount of portfolio allocated to priority sector over Total portfolio at the end of the year	15%	Below 75% = 0%; 75% - 79.9% = 7%; 80% and above = 15%	80.04%	87.69%	80%	80%	
	<b>SO 4</b>	<b>Improve Accessibility &amp; Timeliness of Delivery of Leasing &amp; Financing Solutions</b>								
	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%	N/A	97%	95%	95%	
				<b>Sub-total</b>	<b>20%</b>					
	INTERNAL PROCESSES	<b>SO 5</b>	<b>Streamline Credit Processing System</b>							
SM 7		Percentage of Credit approval Processed within Applicable Time	Total Number of Credit Approvals for New and Existing Clients Processed within the Applicable Processing Time / Total Number of Credit Approvals	20%	(Actual / Target) x Weight; 0% = If below 80%	N/A	87.88% of credit applications processed within the applicable processing time	100% of credit applications processed within the applicable processing time	100% of credit applications processed within the applicable processing time <sup>1</sup>	

<sup>1</sup> Applicable processing time based on LLFC's compliance with Republic Act No. 11032.

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	<b>SO 6</b>	<b>Continuous Improvement of Processes and Systems</b>							
	SM 8	Implement Quality Management System	Actual accomplishment	5%	All or nothing	Completed Trainings and Workshops on ISO QMS Requirements and Documentation; Submitted ISO QMS Requirements and Documentation	ISO QMS Certified	Maintain ISO 9001: 2015 Certificate	Maintain ISO 9001: 2015 Certificate
			<b>Sub-total</b>	<b>25%</b>					
<b>LEARNING &amp; GROWTH</b>	<b>SO 7</b>	<b>Ensure Availability of Required Competencies for Critical Positions</b>							
	SM 9	Percentage of Employees Meeting Required Competencies	Competency Baseline <sup>2</sup> 2021 – Competency Baseline 2020	5%	(Actual / Target) x Weight	77%	30%	Improvement on the competency level based on 2019 year-end assessment	Improvement on the competency level of the organization based on the 2020 year-end assessment

<sup>2</sup> The competency baseline of the organization shall pertain to the average percentage of required competencies met which can be computed using the following formula:

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

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

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	<b>SO 8</b>	<b>Optimize Use of Information Technology</b>							
	SM 10	Implementation of IT Projects	Actual accomplishment	5%	All or nothing	Submitted Board-approved ISSP to DICT	Accomplished and Implemented 61.54% ISSP Projects planned for 2019	50% completion of ISSP Projects planned for 2020	100% completion of ISSP projects planned for 2021 including the Remaining Projects due for 2020
			<b>Sub-total</b>	<b>10%</b>					
			<b>TOTAL</b>	<b>100%</b>					

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