

DBP LEASING CORPORATION (DBP-LC)

		Component				Baseline Data		Target	
		Objective/Measure	Formula	Weight	Rating System	2016	2017	2018	2019
SOCIAL IMPACT	SO 1	Support the Government’s Economic Development Priorities by Providing Leasing and Other Asset-based Financing Services to Various Industries							
	SM 1	Increase Total Loan and Lease Portfolio (Net as per Balance Sheet)	Absolute Amount ¹	25%	Lower than ₱2.30 Billion = 0% ₱2.30 Billion to ₱2.84 Billion = 10% ₱2.85 Billion to ₱3.39 Billion = 15% ₱3.40 Billion and Above = 20%	₱2.3 Billion	₱2.61 Billion	₱2.96 Billion	₱3.40 Billion
	SM 2	Maintain Ranking in the Finance/Leasing Industry (in terms of Total Loans & Lease Portfolio)	Ranking from Philippine Finance Association (Leasing/Financing Companies Only)	5%	All or Nothing	10 th	10 th	10 th	Within Top 10
		Sub-total		30%					
FINANCIAL	SO 2	Achieve Expected Return on Shareholder Investment by Growing Revenues through the Expansion of Credit Portfolio and by Efficient Management of Resources							
	SM 3	Improve Net Income After Tax (NIAT)	Total Revenues – Total Expenses	20%	(Actual / Target) x Weight If Less Than ₱25.78 Million = 0%	₱67.98Million	₱62.73Million	₱65.20 Million	₱62.73 Million
		Sub-total		20%					

¹Net per Balance Sheet is composed of Financial Lease (Principal excluding Interest)/Loan Receivable + Residual Value (Financial Lease)

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STAKEHOLDER	SO 3	Achieve a Satisfactory Rating from Customers in the Delivery of Financing Services							
	SM 4	Percentage of Satisfied Customers	Number of Respondents who gave at least Satisfactory Rating / Total Number of Respondents	5%	(Actual / Target) x Weight If Less Than 80% = 0%	84%	69% Rated Quite Satisfactory (100% Rated Satisfactory)	90%	90%
	SO 4	Provide Access of DBP Priority Sectors and SMEs to DBP-LC Financing Services							
	SM 5	Increase the Percentage of Clients within the DBP Priority Sector and SMEs	Number of Clients within the DBP Priority Sector and SMEs / Total Number of Clients	5%	(Actual / Target) x Weight	74.70%	70.57%	72.69%	76%
		Sub-total		10%					
INTERNAL PROCESS	SO 5	Diversify Industry Exposure with Expanded Market Coverage and Product Offerings							
	SM 6	Increase the Number of New Accounts Approved	Absolute Number	5%	(Actual / Target) x Weight If Less Than 10 = 0%	16	10	18	18
	SM 7	Ensure Geographical Spread of Credit Accounts	Actual Accomplishment	5%	All or Nothing	N/A	N/A	N/A	Board-Approved Roadmap ²

² Should include long-term (end goal) and annual targets in terms of asset distribution (NCR vs Areas Outside NCR; number of accounts and value of accounts, etc.) and programs/products to be developed.

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SO 6	Achieve High Quality Portfolio Through Adoption of Best Practices in Account Management and Credit Risk Due Diligence							
SM 8	Improve Past Due Rate ³	Total Past Due and Non-Performing Loan / Total Portfolio	5%	1-(Actual-Target/Target) x Weight If More Than 8% = 0%	0.75%	8.73%	≤5%	≤5%
SM 9	Percentage of Real and Other Properties Acquired (ROPA) to Total Assets	Total ROPA / Total Assets	5%	All or Nothing	0.75%	0.61%	≤1%	≤1%
SO 7	Streamline Processes based on Industry Best Practices							
SM 10	Percentage of Applications Processed Within Prescribed Period from Receipt of Complete Requirements	Number of Applications Processed within Prescribe period / Total Number of Applications with complete documents	5%	(Actual/Target) x Weight If less than 95% = 0%	-	-	100% of Applications and New Accounts Processed Upon Receipt of Complete Requirements within Thirty (30) Working Days	100% ⁴
SM 11	Attain Quality Management Certification	Actual Accomplishment	5%	All or Nothing	-	-	-	ISO 9001:2015 Certification
	Sub-total		30%					

³ The BSP Circular No. 941, s. 2017 issued on 20 January 2017 amended the regulatory definitions of past due and non-performing exposures. Under the new definition, the general rule is that an account that does not pay on contractual due date is deemed past due the following day.

⁴ Prescribed period based on DBP-LC's compliance with Republic Act No. 11032 otherwise known as the Ease of Doing Business and Efficient Government Service Delivery Act of 2018.

	Component				Baseline Data		Target		
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LEARNING & GROWTH	SO 8	Ensure Personnel Complement Best Fit to Achieve Organizational Objectives							
	SM 12	Achieve Organizational Proficiency	Number of Employees with Identified Competency Gap/s Addressed / Total Number of Employees with Identified Competency Gap/s	5%	(Actual/Target) x Weight	Board-Approved Competency Framework & Catalogue	No Assessment conducted and no Competency Level established	Assessment and Establishment of the Competency Level of the Organization (100%)	Improve Competency Baseline of 80% of employees
	SO 9	Develop and Implement Complementary Management and Technological Systems to Support Business Operations							
	SM 13	Implementation of Information Systems Strategic Plan (ISSP)	Actual Accomplishment	5%	All or Nothing	90% of Lease and Loans Financial Management System	Cannot be Validated	Account Management System (AMS) awarded to Third-Party Service Provider	Roll-out of the Asset Management System (AMS) Board-Approved ISSP 2020-2022 as Submitted to DICT
		Sub-total		10%					
		TOTAL		100%					