

LBP LEASING CORPORATION

Performance Measures					Baseline Data (if available)			Targets		
Description	Formula	Weight		Rating System	Data Provider (if applicable)	2010	2011	2012	2013	2014
		2013	2014							
<b>MFO 1 : Financing &amp; Leasing Services</b>										
<b>Quantity 1:</b> Total Loan Portfolio	Absolute Amount	30%	30%	(Actual/Target) x Weight (but not to exceed the weight)			P2.578 Billion	P2.883 Billion	P3.1 Billion	P3.56 Billion
<b>Quantity 2:</b> Number of enterprises or institutional clients under anchor-based programs to support agricultural development and mechanization, and food supply chain enhancement	Absolute no.	30%	30%	(Actual/Target) x Weight (but not to exceed the weight)			N/A	N/A	5	30
<b>Quantity 3:</b> Number of individual clients under special financing/leasing programs to support government projects	Absolute no.	10%	10%	(Actual/Target) x Weight (but not to exceed the weight)			N/A	N/A	25	100
<b>Quality 1:</b> Net Past Due Rate	Total past due less specific loan loss provision over total portfolio	10%	10%	(Actual/Target) x Weight (but not to exceed the weight)			4%	2%	2%	2%

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Performance Scorecard 2013-2014 (Annex A)

Performance Measures					Baseline Data <i>(if available)</i>			Targets		
Description	Formula	Weight		Rating System	Data Provider <i>(if applicable)</i>	2010	2011	2012	2013	2014
		2013	2014							
<b>Timeliness 1:</b> Average no. of days to process applications from receipt of complete documentations to Board Approval	Total actual no. of days for all applications from receipt of complete documents/Total no. of applications processed	10%	10%	Weight (((Actual/Target)/Target) x Weight) (but not to exceed the weight)			50 days	45 days	45 days	45 days
<b>Subtotal of Weights:</b>		<b>90%</b>	<b>90%</b>							
<b>GAS – Enhanced Processes</b>										
Automation of Financial Management System	% completion based on time-table of activities	5%	5%	(Actual/Target) x Weight (but not to exceed the weight)		N/A	N/A	N/A	50%	100%
Manualization of processes in preparation for ISO Compliance by 2018	Actual Accomplishment	5%	5%	(Actual/Target) x Weight (but not to exceed the weight)		N/A	N/A	N/A	2 (BCP, Compliance)	7 (Credit, Admin, Risk Mgt., Audit, Legal, Treasury, Accounting)
<b>Subtotal of Weights:</b>		<b>10%</b>	<b>10%</b>							
<b>TOTAL OF WEIGHTS:</b>		<b>100%</b>	<b>100%</b>							

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