

**DBP LEASING CORPORATION (DBP-LC)  
2023 Performance Scorecard Evaluation**

	Component					DBPLC Submission		GCG Validation		Supporting Documents	Remarks	
	Objective/Measure	Formula	Wt.	Rating System	Target	Actual	Rating	Actual	Rating			
SOCIAL IMPACT	<b>SO 1</b>	<b>Support the Government's Economic Development Priorities by Providing Leasing and Other Asset-based Financing Services to Various Industries</b>										
	SM 1	Increase Total Loan and Lease Portfolio (Net as per Balance Sheet)	Absolute Amount <sup>1</sup>	25%	(Actual / Target) x Weight  If less than 2022 Actual = 0%	₱3.0 B	₱2.07 B	0%	₱2.07 B	0%	<ul style="list-style-type: none"> <li>Summary of Lease and Loan Portfolio as of 31 December 2023</li> <li>COA Annual Audit Report 2023</li> </ul>	Target not met. 2022 Actual: ₱2.48 B
		<i>Sub-total</i>		<b>25%</b>				<b>0%</b>		<b>0%</b>		
FINANCIAL	<b>SO 2</b>	<b>Achieve Expected Return on Shareholder Investment by Growing Revenues through the Expansion of Credit Portfolio and by Efficient Management of Resources</b>										
	SM 2	Maintain Return on Equity-Net Income After Tax (ROE-NIAT)	Net Income After Tax / Average Net Worth	20%	(Actual / Target) x Weight  If less than 2022 = 0%	1.85%	-6.48%	0%	-6.48%	0%	<ul style="list-style-type: none"> <li>COA Annual Audit Report 2023</li> </ul>	Target not met. 2022 Actual: -0.80 B

<sup>1</sup> Net per Balance Sheet is composed of Financial Lease (Principal excluding Interest)/Loan Receivables – Residual Value (Financial Lease).

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SM 3	Efficient Utilization of Corporate Operating Budget	Total Disbursement (Net of PS) / Total Board-Approved Corporate Operating Budget (Net of PS)	5%	(Actual / Target) x Weight  If less than 90% = 0%	90%	80.54%	0%	94.42%	5%	<ul style="list-style-type: none"> <li>COA Annual Audit Report 2023</li> </ul>	Acceptable.
<b>Sub-total</b>		<b>25%</b>				<b>0%</b>		<b>5%</b>			
<b>SO 3</b>	<b>Provide Access to DBP Priority Sectors and SMEs to DBPLC Financing Services</b>										
SM 4	Increase the Percentage of Clients within the DBP Priority Sectors and SMEs	Number of Clients within the DBP Priority Sector and SMEs / Total Number of Clients	10%	(Actual / Target) x Weight	80%	85.71%	10%	85.71%	10%	<ul style="list-style-type: none"> <li>Summary of Loan and Lease Portfolio</li> <li>Six Sample (6) Loan/Lease Application Forms with Credit Application Forms</li> </ul>	Acceptable.
<b>SO 4</b>	<b>Achieve a Satisfactory Rating from Customers in the Delivery of Financing Services</b>										
SM 5	Percentage of Satisfied Customers	Total Number of Respondents who Gave at least Satisfactory Rating / Total Number of Respondents	10%	(Actual / Target) x Weight  If less than 80% = 0%	90%	-	0%	No accomplishment	0%	<ul style="list-style-type: none"> <li>2023 Harmonized Client Satisfaction Measurement reported by ARTA</li> </ul>	Per ARTA, DBPLC did not submit its CSM Report.
<b>Sub-total</b>		<b>20%</b>				<b>10%</b>		<b>10%</b>			

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INTERNAL PROCESS	<b>SO 5</b>	<b>Diversify Industry Exposure with Expanded Market Coverage and Product Offerings</b>										
	SM 6	Increase the Number of New Accounts Approved	Absolute Number	5%	All or Nothing	8	3	0 %	3	0 %	<ul style="list-style-type: none"> <li>• Credit Application (CA) Forms</li> <li>• Aging of Receivables</li> </ul>	Target not met.
	<b>SO 6</b>	<b>Achieve High-Quality Portfolio Through Adoption of Best Practices in Account Management and Credit Risk Due Diligence</b>										
	SM 7	Improve Past Due Rate	Total Past Due / Total Portfolio	5%	All or Nothing	≤37.17%	61.92%	0%	62.08%	0%	<ul style="list-style-type: none"> <li>• COA Annual Audit Report 2023</li> <li>• Credit Applications (CA) Forms</li> </ul>	Target not met.
	<b>SO 7</b>	<b>Streamline Processes Based on the Industry Best Practices</b>										
	SM 8	Percentage of Applications Processed Within Prescribed Period from Receipt of Complete Requirements	Number of Applications Processed within Applicable Processing Time / Total Number of Applications with Complete Documents	5%	(Actual / Target) x Weight  If less than 95% = 0%	100%	100%	5%	100%	5%	<ul style="list-style-type: none"> <li>• CREG Tracking Slip</li> <li>• Credit Application (CA)</li> </ul>	Acceptable.
	SM 9	Attain Quality Management Certification	Actual Accomplishment	5%	All or Nothing	ISO 9001:2015 Certification (Pass the Surveillance Audit)	Passed the Surveillance Audit	5%	Passed the Surveillance Audit	5%	<ul style="list-style-type: none"> <li>• Certification from third-party certifying body (9001:2015)</li> </ul>	Acceptable.
		<b>Sub-total</b>		<b>20%</b>				<b>10%</b>		<b>10%</b>		

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ORGANIZATION	<b>SO 8 Ensure Personnel Complement Best Fit to Achieve Organizational Objectives</b>											
	SM 10	Improvement on the Competency Level of the Organization	Actual Accomplishment	5%	All or Nothing	Board-approved Competency Framework with the following documents: 1. Competency Catalogue 2. Competency Framework 3. Competency Tables 4. Competency Matrix 5. Position Profiles 6. Competency-Based Job Description	-	0%	No accomplishment	0%	-	DBP-LC failed to provide its Board-approved competency framework.
	<b>SO 9 Develop and Implement Complementary Management and Technological Systems to Support Business Operations</b>											
	SM 11	Implementation of Information Systems Strategic Plan (ISSP)	Actual Accomplishment	5%	All or Nothing	100% Completion of 2023 Deliverables Based on the Revised ISSP 2023-2025	-	0%	No accomplishment	0%	-	DBP-LC did not report any accomplishment for this measure.
	<b>Sub-total</b>			<b>20%</b>				<b>0%</b>		<b>0%</b>		
	<b>Grand Total</b>			<b>100%</b>				<b>20.0%</b>		<b>25.0%</b>		