

LAND BANK OF THE PHILIPPINES

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 : Loans and Financing Products and Services</b>										
<b>Financial 1:</b> Percentage of Loans to Priority Sectors	Loans to priority sectors ÷ Total loan portfolio	0%	0%	Actual/Target x Weight		73%	68%	79%	≥75%	≥75%
<b>Financial 1a:</b> Loans to SFF	Absolute Amount	9%	9%	Actual/Target x Weight		₱24.12 B	₱31.37 B	₱33.38 B	₱33.5 B	₱34.0 B
<b>Financial 1b:</b> Loans to MSMEs	Absolute Amount	9%	9%	Actual/Target x Weight		₱22.32 B	₱21.25 B	₱30.32 B	₱36.0 B	₱38.0 B

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Performance Measures					Baseline Data (if available)			Targets		
Description	Formula	Weight		Rating System	Data Provider if applicable	2010	2011	2012	2013	2014
		2013	2014							
<b>Financial 1c:</b> Loans Supporting Agriculture and Fisheries	Absolute Amount	8%	8%	Actual/Target x Weight				P66.53 B	P68.0 B	P70.0 B
<b>Financial 1d:</b> Loans Supporting Other Government Programs	Absolute Amount	9%	9%	Actual/Target x Weight				P85.70 B	P90.0 B	P95.0 B
<b>Quality:</b> Non-Performing Loan Ratio	The amount of non-performing loans over total loans	5%	5%	1 - [Actual NPL - Target NPL] / Target NPL] x Weight		2.85%	2.05%	2.31%	2.25%	2.25%
<b>Subtotal of Weights:</b>		<b>40%</b>	<b>40%</b>							

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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 2 : Banking Delivery Channels</b>										
<b>Quantity 1:</b> No. of Service Delivery Networks										
- Branches	Absolute Value	6%	6%	Actual/Target x Weight		325	328 (increase of 5)	333 (increase of 5)	341 (increase of 8)	348 (increase of 7)
- ATMs	Absolute Value	6%	6%	Actual/Target x Weight		911	948 (increase of 37)	1,070 (increase of 122)	1,200 (increase of 130)	1,300 (increase of 100)
<b>Quantity 2:</b> No. of Enrollees to Alternative Banking Platforms										
- iAccess Enrollment	Absolute Value	6%	6%	Actual/Target x Weight		182,134	230,510	762,439	1,000,000	1,200,000
- weAccess Enrollment	Absolute Value	6%	6%	Actual/Target x Weight		1,345	2,030	4,625	5,000	5,200
- Mobile Banking Enrollment	Absolute Value	0%	0%	Actual/Target x Weight		n/a	n/a	n/a	n/a	Establish baseline for use in 2015

Performance Measures					Baseline Data (if available)			Targets		
Description	Formula	Weight		Rating System	Data Provider if applicable	2010	2011	2012	2013	2014
		2013	2014							
<b>Financial:</b> Amount of Total Deposits from the Private Sector	Absolute Amount	6%	6%	Actual/Target x Weight		₱141.5 B	₱145.5 B	₱156.6 B	₱161.0 B	₱164.0 B
<b>Timeliness:</b> Percentage of Deposit Transactions Processed Within the TAT	No. of deposit transactions processed within TAT over the average no. deposit transaction included in the sample	n/a	n/a	Actual/Target x Weight		n/a	n/a	n/a	n/a	Establish baseline for use in 2015 onwards
<b>Subtotal of Weights:</b>		<b>30%</b>	<b>30%</b>							
<b>MFO 3 : Services and Assistance to CARP</b>										
<b>Timeliness 1:</b> Percentage of claim folders processed within the average TAT (30 working days) from receipt of complete documents	No. of claim folders processed within the TAT over the total number of folders received within by	10%	10%	Percentage		100% completion on the processing of processable claim folders received from DAR by end of Oct. 2010  Claim folders (CFs) received	100% completion on the processing of processable claim folders received from DAR by end of Oct. 2011  Claim folders (CFs) received	100% completion on the processing of processable claim folders received from DAR by end of Oct. 2012  Claim folders (CFs) received	100%	100%

Performance Measures					Baseline Data (if available)			Targets		
Description	Formula	Weight		Rating System	Data Provider if applicable	2010	2011	2012	2013	2014
		2013	2014							
	November 15 of each year					after Oct. 2010 were processed/ completed resulting in 116% completion vs. 100% target  No. of approved CFs = 900  No. of net processable CFs = 774	after Oct. 2011 were processed/ completed resulting in 111% completion vs. 100% target  No. of approved CFs = 1,553  No. of net processable CFs = 1,400	after Oct. 2012 were processed/ completed resulting in 114% completion vs. 100% target  No. of approved CFs = 1,449  No. of net processable CFs = 1,274		
<b>Timeliness 2:</b> Percentage of accounts credited for land transfer payments from receipt of complete documents from the landowners within an average of 5 working days	No. of landowners' deposit accounts credited for land transfer payments within the TAT over the total no. of accounts for crediting with complete documentary requirements	10%	10%	Actual/Target x Weight		Ave. of 4.5 working days from date of receipt of complete documents required for release (of land transfer claims proceeds) from the landowners	Ave. of 4.5 working days from date of receipt of complete documents required for release (of land transfer claims proceeds) from the landowners	Ave. of 4.5 working days from date of receipt of complete documents required for release (of land transfer claims proceeds) from the landowners	100%	100%
<b>Subtotal of Weights:</b>		<b>20%</b>	<b>20%</b>							

Performance Measures					Baseline Data (if available)			Targets		
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<b>Organizational Effectiveness and Financial Viability (i.e. General Administrative Services)</b>										
<b>Quantity:</b> Number of Information Technology (IT) Projects Implemented	Absolute Value	4%	4%	Actual/Target x Weight		9	8	10	10	10
<b>Financial 1:</b> CAR Within the Commitment Under the Capital Adequacy Assessment Process	Absolute Rate	4%	4%	>13% - 100% 13% below - 0%		20.25%	16.47%	20.25%	≥ 13% (higher than the 10% BSP regulatory requirement)	≥ 13% (higher than the 10% BSP regulatory requirement)
<b>Financial 2:</b> Amount of Net Income	Absolute Amount	2%	2%	Actual/Target x Weight		₱8.06 B	₱8.84 B	₱10.72 B	₱11.0 B	₱11.5 B
<b>Subtotal of Weights:</b>		<b>10%</b>	<b>10%</b>							
<b>TOTAL OF WEIGHTS:</b>		<b>100%</b>	<b>100%</b>							

\* Rating of an indicator should not exceed its corresponding weight.