

LBP INSURANCE BROKERAGE, INC.

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							
MFO 1 : Insurance Intermediation Services										
Quantity 1: Average Premium Volume (in million pesos)	Total Premium Volume (Renewal and New) / Last Year's Premium Volume	30%	30%	(Actual/Target) x Weight (but not to exceed the weight)		576.26	559.94	555.91	452.87	377.39
a. GSIS Premium						288.13	261.38	262.46	133.46	-
b. Private insurers						288.13	298.56	293.45	319.41	377.39
Quality 1: Collection Efficiency	Total Collection for the Year/Net Premium Production for the Year (Net of Cancellations/Endorsements)	20%	20%	(Actual/Target) x Weight (but not to exceed the weight)		91%	91.7%	92%	93%	94%
Quality 2: Acceptability of Product	No. of policies issued/ No. of coverages proposed	5%	2.5%	(Actual/Target) x Weight (but not to exceed the weight)		95%	96%	97%	98%	99%
Timeliness 1: Percentage of insurance coverage request processed within turn-around-time (3 days)	Actual Insurance Coverage Processed/Total Insurance Coverage Request	5%	2.5%	(Actual/Target) x Weight (but not to exceed the weight)		N/A	N/A	N/A	90%	92%

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							
Subtotal of Weights:		60%	55%							
MFO 2 : Risk Management Advisory										
Quantity 1: No. of new methods of risk funding or risk transfer introduced.	Absolute No.	7.5%	12.5%	Actual/Target x Weight (but not to exceed assigned weight)		N/A	N/A	N/A	1 (Structured Financial Security Product)	3 (Structured Funding for Catastrophe Risk Exposures, Islamic Insurance (Takaful), Strategic Risk Mitigation and Funding)
Quality 1: Acceptance of the new risk funding or risk transfer methods by LBP's clients	No. of policies/No. of proposals	7.5%	12.5%	Actual/Target x Weight (but not to exceed assigned weight)		N/A	N/A	N/A	75%	80%
Subtotal of Weights:		15%	25%							
MFO 3 : Foreign Exchange Services										
Quantity 1: Dollar Volume Traded (in million dollars)	Absolute amount	15%	10%	Actual/Target x Weight (but not to exceed assigned weight)		90.46	111.33	111.23	95	104.5
Subtotal of Weights:		15%	10%							

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							
GAS – Enhanced Internal Support Processes										
Manualization for processes in preparation for ISO compliance by 2018	Actual no. of manual prepared	10%	10%	All or Nothing		N/A	N/A	N/A	1. Business Continuity Plan (BCP) 2. Risk Management Manual (RCM)	1. Operations Manual (Insurance Coverage Design and Structure, Sourcing, and Clients Servicing)
Subtotal of Weights:		10%	10%							
TOTAL OF WEIGHTS:		100%	100%							