

DBP LEASING CORPORATION
Interim Performance Scorecard

Indicator	Weight	Targets	Accomplishment		CGO-A Validation		Supporting Documents	Remarks
	2014	2014	Actual	Rating	Score	Rating		
MFO 1 – Leasing Services								
Quantity 1: Total Leased & Loan Growth	20%	<i>₱1.0 Billion</i>	₱909.85 Million	18.19%	₱936.15 Million	18.72%	2014 Audited Financial Statement	<p>A lower figure (₱735.48 Million) is reflected in the Audited Financial Statement due to COA-mandated restatement, as reported in the 23 April 2015 meeting of the DBP-LC board. Lease and loan portfolio were presented on a net basis. Hence, unearned lease/ interest income was removed as a liability account and was instead netted out from receivables. On the other hand, the residual value of leased assets was added to Lease and Loan Portfolio instead of recognizing it as a separate asset account.</p> <p>This restatement affects the indicator “Acquired Asset Management” raising the percentage to 13.41%.</p>
Quantity 2: Number of New Accounts	15%	15	14	14%	14	14%	2014 Account Monitoring Report	The 14 new accounts are: Nedsteel, PITC Pharma, Hi-Cool, Orientstar, Jasper Jean, USPS, Ximex, Comembo Merchandising, Genesis Transportation, Infinite Seas, Oceanic Container, Mawab, Delta Earth and Harbor Star

Indicator	Weight	Targets	Accomplishment		CGO-A Validation		Supporting Documents	Remarks
	2014	2014	Actual	Rating	Score	Rating		
Quality 1: Past Due Rate	15%	<5%	2.13%	15%	2.08	15%	2014 Audited Financial Statement	Using the total past due loans and gross total portfolio amounting to ₱19.50 Million and ₱936.15 Million, respectively.
Quality 2: Acquired Asset Management	10%	<10%	11.13%	8.87%	11.09%	8.91%	2014 Audited Financial Statement	Using the vessels for lease and total assets amounting to ₱161.76 Million and ₱1,206 Million, respectively.
Quality 3: Customer Satisfaction Rating	7.5%	Satisfactory (85%)	83.33%	7.35%	83.33%	7.35%	Customer Feedback Form	The customer respondents are the PITC Pharma and Hi-Cool Engineering Corp. with a rating of 77.78% and 88.89%, respectively.
Timeliness: Percentage of Applications completed within 45 days upon receipt of complete documentation	7.5%	95%	45%	3.55%	45%	3.55%	Process Timeline	The average processing time for 2014 which totaled to 58 calendar days is measured from the Credit Application Memorandum (CAM) to Availment Date. Out of the total 11 lessees, only 5 were completed within 45 days.
Financial: Return on Equity-EBITDA	15%	6%	3.22%	9.66%	3.22%	8.05%	2014 Audited Financial Statement	Using the EBITDA of P23.69 Million and the Average Shareholders' Equity of P735 Million.
Sub-total	90%			76.62%		75.58%		
GAS – General Administrative Services								

Indicator	Weight	Targets	Accomplishment		CGO-A Validation		Supporting Documents	Remarks
	2014	2014	Actual	Rating	Score	Rating		
Establishment of Quality Management System-Leasing Process	5%	ISO Certified	Not Certified	0%	Not Certified	0%	None	The Company is still in the process of crafting the necessary documents needed for the ISO Certification.
Information Systems Strategic Plan	5%	100% Completion	Not Completed	0%	Not Completed	0%	None	The Company is still in the process of obtaining the system. The Lease Financial Management System (LFMS) is currently being processed for procurement with the BAC.
Sub-total	10%			0%		0%		
Total	100%			76.62%		75.58%		