

2022 PERFORMANCE SCORECARD (Annex B)

LBP LEASING AND FINANCE CORPORATION (LLFC)

Component					Baseline Data		Target	
Objective/Measure	Formula	Wt.	Rating System	2019	2020	2021	2022	
SO 1	Ensure Viability and Financial Growth							
SM 1	Increase Total Portfolio	Absolute amount of outstanding portfolio by end of December	15%	(Actual / Target) x Weight 0% = If less than P3 Billion	₱4.325 Billion	₱4.392 Billion	₱4.8 Billion	₱5.160 Billion
SM 2	Lower Net Past Due Rate	Total Past Due at the end of the period - Deferred Leasing income, Unearned Credits, and Specific Loan Loss Provision over Total Portfolio	10%	{1-(Actual-Target)/Target} x weight	9.43%	1.98%	8.0%	6.0%
SM 3	Increase Asset Size	Absolute amount of Total Assets by end of December	5%	(Actual / Target) x Weight	₱5.275 Billion	₱5.04 Billion	₱5.40 Billion	₱5.40 Billion
SO 2	Consistently Improve Profitability							
SM 4	Increase Net Income After Tax	Total Revenues Less Total Expenses	15%	(Actual / Target) x Weight	₱18.52 Million	₱339.56Million	₱25.0 Million	₱40.0 Million

FINANCIAL

Component					Baseline Data		Target		
	Objective/Measure	Formula	Wt.	Rating System	2019	2020	2021	2022	
	SM 5	Efficient Utilization of Corporate Operating Budget	Total Disbursement / Board-approved Corporate Operating Budget (both net of PS Cost)	5%	(Actual / Target) x Weight	N/A	N/A	N/A	90%
			Sub-total	50%					
	SO 3	Provide Affordable & Responsive Financial Products for Priority Sectors							
CUSTOMER/STAKEHOLDER	SM 6	Percentage of Portfolio Level allocated to priority sectors	Total amount of portfolio allocated to the priority sector over the Total portfolio at the end of the year	15%	Below 75% = 0%; 75% to less than 85% = 7.5%; 85% and above = 15%	87.69%	86.51%	80%	85%
	SO 4	Improve Accessibility & Timeliness of Delivery of Leasing & Financing Solutions							
	SM 7	Percentage of Satisfied Customers	Number of respondents who gave a rating of at least Satisfactory/Total number of respondents	5%	(Actual / Target) x Weight; 0% = If below 80%	97%	100%	95%	95%
			Sub-total	20%					

Component					Baseline Data		Target		
	Objective/Measure	Formula	Wt.	Rating System	2019	2020	2021	2022	
INTERNAL PROCESSES	SO 5	Streamline Credit Processing System							
	SM 8	Percentage of Credit approval Processed within Applicable Time	Total Number of Credit Approvals for New and Existing Clients Processed within the Applicable Processing Time / Total Number of Credit Approvals	15%	(Actual / Target) x Weight; 0% = If below 80%	87.88%	100%	100% of credit applications processed within the applicable processing time	100% of credit applications processed within the applicable processing time ¹
	SO 6	Continuous Improvement of Processes and Systems							
	SM 9	Implement Quality Management System	Actual accomplishment	5%	All or nothing	ISO 9001:2015 Certified	Maintained ISO 9001:2015 Certification	Maintain ISO 9001: 2015 Certificate	Re-certification of ISO 9001:2015
			Sub-total	20%					
LEARNIN	SO 7	Ensure Availability of Required Competencies for Critical Positions							
	SM 10	Percentage of Employees	Competency Baseline ² 2022 –	5%	(Actual / Target) x Weight	30%	Overall Organization	Improvement on the competency level based on the	Improvement on the competency level

¹ Applicable processing time will be based on LLFC's compliance with Republic Act No. 11032.

² The competency baseline of the organization shall pertain to the average percentage of required competencies met which can be computed using the following formula:

$$\frac{\sum_{b=1}^B \left[\frac{\sum_{a=1}^A (\text{Actual Competency Level})_a}{A} \right]}{B}$$

where: a = Competency required, A = Total number of competencies required of position, b = Personnel profiled, B = Total number of personnel profiled

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	Meeting Required Competencies	Competency Baseline 2021				Competency declined by 0.54%	2020 year-end assessment	based on the 2021 year-end assessment
SO 8	Optimize Use of Information Technology							
SM 11	Implementation of IT Projects	Actual accomplishment	5%	All or nothing	Accomplished and Implemented 61.54% of ISSP Projects planned for 2019	Completed 57% of ISSP Projects Planned for 2020	100% completion of ISSP projects planned for 2021 including the Remaining Projects due for 2020	100% completion of 2022 target ISSP Project based on Board-approved or DICT endorsed ISSP
		Sub-total	10%					
		TOTAL	100%					