

## DBP LEASING CORPORATION

	Component				Baseline Data		Target		
	Objective/Measure	Formula	Weight	Rating System	2015	2016	2017	2018	
SOCIAL IMPACT	<b>SO 1</b>	<b>Support the Government's Economic Development Priorities through the Provision of Leasing and Other Asset-Based Financing Services</b>							
	SM 1	Increase Total Loan and Lease Portfolio (Net as per Balance Sheet)	Absolute Amount <sup>1</sup>	20%	Lower than ₱2.3 Billion = 0% ₱2.3 Billion to ₱2.59 Billion = 10% ₱2.6 Billion to ₱2.75 Billion = 15% Above ₱2.75 Billion = 20%	₱1.9 Billion	₱2.3 Billion	₱2.5 Billion	₱2.96 Billion
	SM 2	Maintain Ranking in the Finance/Leasing Industry (in terms of Total Loans & Lease Portfolio)	Ranking from Philippine Finance Association	5%	All or Nothing	11 <sup>th</sup>	10 <sup>th</sup>	10 <sup>th</sup>	10 <sup>th</sup>
		<b>Sub-total</b>		<b>25%</b>					

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

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FINANCIAL	<b>SO 2</b>	<b>Achieve Expected Return on Shareholder Investment by Maximizing Revenues and Minimizing Expenses</b>							
	SM 3	Grow Revenues	Absolute Amount of Total Revenue (Lease, Interest, Service, Miscellaneous and Other Income)	10%	(Actual/Target) x Weight 0% = If less than ₱150 Million	₱106.51 Million	₱169.43 Million	-	₱204.84 Million
	SM 4	Improve Net Income After Tax (NIAT)	Total Revenues – Total Expenses	15%	(Actual/Target) x Weight 0% = If less than ₱61.53 Million	₱25.78 Million	₱67.98 Million	-	₱65.20 Million
		<b>Sub-total</b>		<b>25%</b>					
STAKEHOLDER	<b>SO 3</b>	<b>Achieve a High-Level of Customer Satisfaction in the Delivery of Financing Services</b>							
	SM 5	Percentage of Satisfied Customers	Number of Respondents who gave at least Satisfactory Rating/Total Number of Respondents	5%	(Actual/Target) x Weight 0% = If less than 80%	84.4%	84%	90%	90%

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	<b>SO 4</b>	<b>Improve Access of DBP Priority Sectors to Financial Lease and Other Relevant Financing Services</b>							
	SM 6	Percent of Credit Portfolio – Public Sector and SMEs	Credit Portfolio – Public Sector and SMEs / Total Credit Portfolio	5%	(Actual / Target) x Weight	26.07%	24.18%	30%	30%
	SM 7	Percent of credit Portfolio – Private Priority Sector	Credit Portfolio – Private Priority Sector	5%	(Actual / Target) x Weight	55.16%	62.05%	55%	60%
		<b>Sub-total</b>		<b>15%</b>					
<b>INTERNAL PROCESS</b>	<b>SO 5</b>	<b>Diversify Industry Exposure with Expanded Market Coverage and Product Offerings</b>							
	SM 8	Percent of Real & Other Properties Acquired (ROPA) to Total Assets	Total ROPA/ Total Assets	5%	1- (Actual / Target) x Weight  0% = If 2% and higher	6.32%	0.75%	≤ 1%	≤1%
	SM 9	Number of New Accounts Approved	Absolute Number	5%	(Actual/Target) x Weight 0% = If less than 15	21	16	18	18

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<b>SO 6</b>	<b>Streamline Processes based on Industry Best Practices</b>							
SM 10	Percentage of Applications and New Accounts Processed Upon Receipt of Complete Documents (URCD) within Thirty (30) Working Days	Number of Applications and New Accounts Processed URCD within 30 Working Days / Total Number of Applications and New Accounts	5%	(Actual / Target) x Weight  0% = If less than 95%	-	-	-	100%
<b>SO 7</b>	<b>Achieve High Quality Portfolio through Enhanced Credit Risk Evaluation and Account Management</b>							
SM 11	Improve Past Due Rate <sup>2</sup>	Total Past Due and Non-Performing Loan / Total Portfolio	10%	1- (Actual / Target) x Weight  0% = If more than 8%	0.88%	0.75%	≤3%	≤5%
	<b>Sub-total</b>		<b>25%</b>					

<sup>2</sup> The BSP Circular No. 941, s. 2017 issued on 20 January 2017 amended the regulatory definitions of past due and non-performing exposures. Under the new definition, the general rule is that an account that does not pay on contractual due date is deemed past due the following day.

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LEARNING AND GROWTH	<b>SO 8</b>	<b>Ensure Personnel Complement Best Fit to Achieve Organizational Objectives</b>							
	SM 12	Achieve Organizational Proficiency	Actual Accomplishment	5%	(Actual / Target) x Weight	Procurement of Consultant for Competency Framework	Board-Approved Competency Framework and Catalogue	Assessment and Establish Competency Level of the Organization (25% Accomplishment)	Assessment and Establishment of the Competency Level of the Organization (100%)
	<b>SO 9</b>	<b>Develop and Implement Complementary Management and Technological Systems to Support Business Operations</b>							
	SM 13	Percentage of Compliance with Information Systems Strategic Plan (ISSP)	Tasks & Activities Completed for the Year/ Tasks & Activities Planned for the Year	5%	All or Nothing	ISSP certified and transmitted by DBP Data Center, Inc. (DCI) dated 21 December 2015	90% of Lease and Loans Financial Management System (LFMS)	90% Completion of Document Management and Imaging System (DMIS)	Account Management System (AMS) awarded to Third-Party Service Provider
		<b>Sub-total</b>		<b>10%</b>					
		<b>TOTAL</b>		<b>100%</b>					

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