

LBP LEASING CORPORATION
Interim Performance Scorecard

Indicator	Weight	Targets	Accomplishment		CGO-A Validation		Supporting Documents	Remarks
	2014	2014	Actual	Rating	Score	Rating		
Quantity 1 : Total Loan Portfolio	40%	P 3.560 B	P 3.731 B	40%	P 3.731 B	40%	Certified List of Account Balances	<p>Acceptable</p> <p>Total Finance Leases – ₱1.74 Billion Term-Loan – ₱0.98 Billion Short-term Credit Line – ₱0.63 Billion Equipment and Other Property for Lease (EOPL) – ₱0.38 Billion</p> <p>Report is being generated manually through MS Excel and individual subsidiary ledgers are being maintained. Loan and Lease System is targeted to be integrated into the accounting system in 2015.</p>
Quantity 2: Number of enterprises or institutional clients under anchor-based programs to support agricultural development and mechanization, and food supply chain enhancement								<p>This indicator and its corresponding target of 30 accounts/enterprises was removed in the 2014 Renegotiation during the Performance Agreement Negotiation dated 09 October 2014.</p> <p>LBP-LC has not generated more applications after the first few batches from “anchors” who are supposed to refer their subcontractors to LBP-LC due to the following:</p> <p>1.) The program is highly dependent on the anchors, their business forecasts and plans as well as subsequent changes thereof, and</p>

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								<p>their subcontracting allocations; and</p> <p>2.) The receptiveness of the subcontractors is dependent on and changes with their impressions of the subcontracting moves of the principals as well as other developments in the industry or communities.</p>
<p>Quantity 3: Number of individual clients under special financing/leasing programs to support government projects</p>	15%	50	48	14.4%	45	13.5%	<p>Certified List of Individual Clients Under Special Financing/ Leasing Programs and CreCom Resolutions on Approvals</p>	<p>LBP-LC helps the franchise holders/operators of UV Express vehicles in financing to buy another unit after the old unit was fully depreciated. In line with LTFRB's UV Express re-fleeting scheme to clear national roads of dilapidated and aging PUVs.</p> <p>The total asset cost of these individual clients totaled to ₱46 Million, ₱42 Million of which was financed by LBP-LC.</p> <p>The reported score of 48 is based on the number of units availed in 2014. Revised the actual to 45 to reflect actual number of individual clients.</p> <p>Per Special Transaction Offering Ticket, the account with CreCom Resolution no. 13-058 dated 08 October 2013 is a reinstatement in 2014 of the credit facility approved in 2013.</p>

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Quality 1: Net Past Due Rate	15%	2%	1.90%	15%	1.90%	15%	Certified Net Past Due Computation with Certified Supporting Documents	Acceptable LBP-LC follows the BSP Circular in the account classification. Total Portfolio amounts to ₱3.71 Billion while Past Due Accounts and Specific Loan Loss Provision totaled to ₱241.48 Million and ₱170.69 Million, respectively.
Timeliness 1 : Average no. of days to process applications from receipt of complete documentations to Board Approval	20%	45 days	34.95 days	20%	34.95 days	20%	Certified List Credit Approval with Computation of Number of Days from Application to Approval	Acceptable Report is being generated manually through MS Excel. Total Number of approvals totaled to 41 with the Total Credit Facilities amounting to ₱1.97 Billion. Level of Approving Authority: ExComm – ₱20 Million Board – any amount
Subtotal Weight:	90%			89.4%		88.5%		
GAS: Enhanced Processes								
Automation of Financial Management System (FMS)	5%	100%	100%	5%	100%	5%	Certified FMS Automation Schedule of Activities and Outputs with Copy	Acceptable In 25 November 2014, the Performance Advantage Systems International, Inc. completed its

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							of Certificate of Acceptance and Training Certificate of Attendance	service and delivered the Microsoft Dynamics NAV 2013.
Manualization of processes in preparation for ISO Compliance	5%	7 (Credit, Admin, Risk Management, Audit, Legal, Treasury and Accounting)	7 (Credit, Admin, Risk Management, Audit, Legal, Treasury and Accounting)	5%	7 (Credit, Admin, Risk Management, Audit, Legal, Treasury and Accounting)	5%	Copies of Manuals Completed and Secretary's Certificates on approval of each Manual	Acceptable
Accumulated Total Weight:	100%			99.40%		98.50%		

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