

## 2022 PERFORMANCE SCORECARD (ANNEX B)

## DBP LEASING CORPORATION

	Component				Baseline Data		Target		
	Objective/Measure	Formula	Weight	Rating System	2019	2020	2021	2022	
SOCIAL IMPACT	SO 1	Support the Government's Economic Development Priorities by Providing Leasing and Other Asset-Based Financing Services to Various Industries							
	SM 1	Increase Total Loan and Lease Portfolio	Absolute Amount <sup>1</sup>	30%	(Actual / Target) x Weight  If Less Than 2020 = 0%	₱3.171 Billion	₱2.928 Billion	₱3 Billion	₱2.97 Billion
		<b>Sub-total</b>		<b>30%</b>					
FINANCE	SO 2	Achieve Expected Return on Shareholder Investment by Growing Revenues through the Expansion of Credit Portfolio and by Efficient Management of Resources							
	SM 2	Maintain Return on Equity-Net Income After Tax (ROE-NIAT)	Net Income After Tax / Average Net Worth	20%	(Actual / Target) x Weight  If Less Than 2020 = 0%	4.28%	1.51%	0.80%	1.92%
	SM 3	Efficient Utilization of Corporate Operating Budget	Total Disbursement (Net of PS) / Total Board-Approved Corporate Operating Budget (Net of PS)	5%	(Actual / Target) x Weight  If Less Than 90% = 0%	-	-	-	90%
		<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)

	Component				Baseline Data		Target		
	Objective/Measure	Formula	Weight	Rating System	2019	2020	2021	2022	
STAKEHOLDERS	<b>SO 4</b>	<b>Provide Access to DBP Priority Sectors and SMEs to DBP-LC Financing Services</b>							
	SM 4	Increase the Percentage of Clients within the DBP Priority Sectors and SMEs	(Actual / Target) x Weight	10%	(Actual / Target) x Weight	77.94%	26.09%	80%	80%
	<b>SO 5</b>	<b>Achieve a Satisfactory Rating from Customers in the Delivery of Financing Services</b>							
	SM 5	Percentage of Satisfied Customers	Total Number of Respondents who Gave at Least Satisfactory Rating / Total Number of Respondents	5%	(Actual / Target) x Weight If Less Than 80% = 0%	99%	100%	90%	90%
		<b>Sub-total</b>		<b>15%</b>					
INTERNAL PROCESS	<b>SO 6</b>	<b>Diversify Industry Exposure with Expanded Market Coverage and Product Offerings</b>							
	SM 6	Increase the Number of New Accounts Approved	Absolute Number	5%	All or Nothing	28	3	15	5
	<b>SO 7</b>	<b>Achieve High-Quality Portfolio Through Adoption of Best Practices in Account Management and Credit Risk Due Diligence</b>							
SM 7	Improve Past Due Rate	Total Past Due / Total Portfolio	5%	{1 - [(Actual - Target) / Target]} x Weight  If more than 8% =0%	6.24%	7.54%	≤6.5%	≤6.5%	

Component					Baseline Data		Target	
Objective/Measure	Formula	Weight	Rating System	2019	2020	2021	2022	
<b>SO 8</b>	<b>Streamline Processes Based on Industry Best Practices</b>							
SM 8	Percentage of Applications Processed Within Prescribed Period from Receipt of Complete Requirements	Number of Applications Processed within Applicable Processing Time <sup>2</sup> / Total Number of Applications with complete documents	5%	(Actual / Target) x Weight  If less than 95% = 0%	91.84%	Cannot Be Validated	100%	100%
SM 9	Attain Quality Management Certification	Actual Accomplishment	5%	All or Nothing	ISO 9001:2015 Certification	ISO 9001:2015 Certification Maintained	Retain ISO 9001:2015 Certification (Pass Surveillance Audit)	Retain ISO 9001:2015 Certification (Pass Surveillance Audit)
	<b>Sub-total</b>		<b>20%</b>					

<sup>2</sup> Applicable processing time based on DBP-LC's compliance with Republic Act No. 11032 as provided in DBP-LC's Citizen's Charter.

	Component				Baseline Data		Target		
	Objective/Measure	Formula	Weight	Rating System	2019	2020	2021	2022	
<b>LEARNING &amp; GROWTH</b>	<b>SO 9</b>	<b>Ensure Personnel Complement Best Fit to Achieve Organizational Objectives</b>							
	SM 11	Improved Competency Level of the Organization	Competency Baseline <sup>3</sup> 2022 – Competency Baseline 2021	5%	All or Nothing	Cannot be Validated	Cannot Be Validated	Improvement in the Competency Baseline of the Organization	Improvement in the Competency Baseline of the Organization
	<b>SO 10</b>	<b>Develop and Implement Complementary Management and Technological Systems to Support Business Operations</b>							
	SM 12	Implementation of Information Systems Strategic Plan (ISSP)	Actual Accomplishment	5%	All or Nothing	Asset Management System Rolled Out  Board Approved ISSP 2020-2024 submitted to DICT on 20 December 2019	Cannot Be Validated	100% Attainment of 2021 Deliverables Based on Revised ISSP 2020-2024	100% Completion of 2022 Deliverables <sup>4</sup> Based on Revised ISSP 2020-2024
		<b>Sub-total</b>		<b>10%</b>					
		<b>Total</b>		<b>100%</b>					

<sup>3</sup> Improvement in the competency baseline of the organization shall pertain to the average percentage of required competencies met which can be computed using the following formula:

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

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

<sup>4</sup> Deliverables refer to Information Systems.