

DBP LEASING CORPORATION

Performance Measures					Baseline Data (if available)			Targets		
Description	Formula	Weight		Rating System*	Data Provider if applicable	2010	2011	2012	2013	2014
		2013	2014							
MFO 1 : Leasing Services										
Quantity 1 : Leased Assets (LA) Portfolio	Absolute amount (LA = Financial Lease Receivables)	25%	25%	(Actual/Target) x Weight		₱685.6 Million	₱619.9 Million	₱732.9 Million	₱976.1 Million	₱1.50 Billion
Quantity 2 : Number of new accounts	Absolute number	15%	15%	(Actual/Target) x Weight		2	2	5	2	20
Quality 1 : Past Due Rate	Non-Performing Loans over Outstanding Loans (NPL/OL)	15%	15%	[1 - (Actual - Target) / Target] x Weight		N/A	N/A	6.7%	≤6%	≤5%
Quality 2 : Acquired Asset Management	Acquired Assets over Total Assets	10%	10%	[1 - (Actual - Target) / Target] x Weight		27%	36%	28%	≤17%	≤10%
Quality 3 : Customer Satisfaction Rating	Percentage of Average Satisfaction Rating (Total Satisfaction Ratings/No. of Respondents)	7.5%	7.5%	(Actual/Target) x Weight		N/A	N/A	N/A	100%	100%



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		2013	2014							
Timeliness : Percentage of applications completed within 90 days upon receipt of complete documentation	Number of applications completed within 90 days upon receipt of complete documentation over Number of applications filed with complete documentation	7.5%	7.5%	(Actual/Target) x Weight		N/A	N/A	N/A	90%	95%
Financial : Return on Equity – Earnings before Interest, Taxes, Depreciation and Amortization (EBITDA)	EBITDA over Equity (For CY 2014 target, DLC signified its intent to renegotiate the same once the 2014 target has been approved by the DLC Board)	10%	10%	(Actual/Target) x Weight		4.79%	7.3%	3.38%	4.94%	6.0%
Subtotal of Weights:		90%	90%							

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		2013	2014							
General Administrative Services (GAS)										
Indicator 1: Establishment of Quality Management System – Leasing Process		5%	5%	All or nothing		N/A	N/A	N/A	100% Completion	ISO Certified
Indicator 2.1 : Information Systems Strategic Plan		5%	0%	All or nothing		N/A	N/A	N/A	100% Completion	None
Indicator 2.2 : Computerization of Loan and Accounting System		0%	2.5%	All or nothing		N/A	N/A	N/A	None	100%
Indicator 2.3 : Document Management System		0%	2.5%	All or nothing		N/A	N/A	N/A	None	100%
Subtotal of Weights:		10%	10%							
TOTAL OF WEIGHTS:		100%	100%							

*Provided that the result will not exceed the allotted weight.