

**LBP LEASING AND FINANCE CORPORATION (LBP-LFC)  
VALIDATED 2017 PERFORMANCE SCORECARD**

	Component				Target	LBP-LFC Submission		GCG Validation		Supporting Document	Remarks	
	Objective/Measure	Formula	Wt.	Rating System	2017	Actual	Score	Actual	Score			
<b>FINANCIAL</b>	<b>SO 1</b>	<b>Ensure Viability and Financial Growth</b>										
	SM 1	Average Monthly Total Portfolio	Absolute Amount	15%	Below ₱3.5 Billion = 0% ₱3.50 Billion - ₱3.6 Billion = 5% ₱3.61 Billion - ₱3.75 Billion = 10% ₱3.76 Billion and Above = 15%	₱3.75 Billion	₱3.535 Billion	5%	₱3.535 Billion	5%	Monthly Portfolio  Total Portfolio for 2017	Reported actual is acceptable.
	SM 2	Net Past Due Rate	Total PD less Deferred Leasing Income/Unearned Credits & Specific Loan Loss Provision over Total Portfolio	10%	Greater than 4% = 0%; 3.1% - 3.9% = 5%; 3% and lower = 10%	3.50%	3.08%	10%	3.08%	10%	Total Portfolio for 2017  Past due Account  Balance Sheet (Prudential)	Acceptable.
	<b>SO 2</b>	<b>Consistently Improve Profitability</b>										
SM 3	Net Income After Tax	Absolute Number	15%	Lower than ₱109.5 Million=0%	₱135 Million	₱108.411 Million	0%	₱114 Million	5%	COA Audited Financial	GCG validated actual per	

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			₱ 109.6 Million- ₱125 Million=5%  ₱125.1 Million- ₱140 Million=10%  Above ₱140 Million=15%							Report for 2017	COA Audited FS.	
			40%			15%		20%				
<b>STAKEHOLDERS</b>	<b>SO 3 Provide Affordable and Responsive Financial Products for Priority Sectors</b>											
	SM 4	Number of Units under Special Financing/ Leasing Programs	Absolute Number	10%	(Actual / Target) x Weight	100	12	1.20%	12	1.20%	Credit Committee approval  Authority to deliver	Reported actual is acceptable.
	SM 5	Percentage of Priority Sectors Portfolio	Amount of portfolio allocated to Priority Sectors/Total Portfolio	10%	70% - 74.9% = 0%  75% - 79.9% = 5%  80% and Above = 10%	80%	81.17%	10%	81.06%	10%	Breakdown of portfolio per account and per sector	The GCG-validated actual was based on the revised submission of supporting documents.

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<b>SO 4 Improve Accessibility and Timeliness of Delivery of Leasing and Financing Solutions</b>											
SM 6	Customer Satisfaction Rating based on In-House Survey	Number of respondents who gave a rating of Very Good to Excellent/ Total Number of Respondents	5%	All or Nothing	95% of respondents gave a rating of Very Good to Excellent	76.62% of respondents gave a rating of Very Good to Excellent	0%	76.62%	0%	Summary of Survey Result  Sample Accomplished Questionnaires	Reported actual is acceptable.
SM 7	Number of Branches/ Extension Offices Established	Absolute Number	5%	(Actual / Target) x Weight	3	1	1.67%	0	0%	Certification issued by Accounts Management Group and PCEO  Minutes of Board meeting held on 25 November 2015	Submitted supporting document is not valid. During onsite validation, LBP-LFC was requested to submit approval from or agreement with LandBank on the establishment of desk in LandBank lending centers, however LBP-LFC was not able to present

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											said document.	
			30%				12.87%		11.20%			
INTERNAL PROCESS	<b>SO 5 Streamline Credit Processing System</b>											
	SM 8	Average Credit Approval Processing Time for New Clients	Total number of processing days for all applications processed from receipt of complete documents/ Total number of Applications Processed	7.5%	(Actual / Target) x Weight	35 Days	51.38 days	3.99%	51.38 days	3.99%	List of applications from new clients	Reported actual is acceptable.
	SM 9	Average Credit Approval Processing Time for Existing Clients	Total number of processing days for all applications from receipt of complete documents/ Total number of Applications Processed	7.50%	(Actual / Target) x Weight	25 Days	30.54 days	5.84%	30.54 days	5.84%	List of applications from new clients	Reported actual is acceptable.
	<b>SO 6 Continuous Improvement of Processes and Systems</b>											
SM 10	ISO QMS Certification	Actual accomplishment	5%	All or Nothing	Certificate of Readiness for ISO 9001:2015 Certification	N/A	0.00%	N/A	0.00%	None submitted.	No accomplishment	

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			20%				9.83%		9.83%			
LEARNING AND GROWTH	SO 7	Ensure Availability of Required Competencies for Critical Positions										
	SM 11	Reduce Competency Gap	Percentage of Reduction in Competency gaps by Year-End	5%	(Actual / Target) x Weight	10% Improvement from past year	44% of employees assessed have no competency gaps	5.00%	44% of employees assessed have no competency gaps	5.00%	Employee Assessment Forms  Summary of Employees and Assessment Result	Acceptable. LBP-LFC exceeded the target.
	SO 8	Optimize Use of Information Technology										
	SM 12	Number of IT Projects Implemented	Actual Number of IT Projects Implemented	5%	All or Nothing	1 (Document Management System)	1 (Document Management System)	5.00%	1 (Document Management System)	5.00%	Certificate of Completion and Acceptance  User Manual	Acceptable.
			10%				10.00%		10.00%			
		<b>TOTAL</b>	100%				47.70%		51.03%			