

LBP LEASING AND FINANCE CORPORATION (LBP-LFC)
Validation Result of 2018 Performance Scorecard

Component						LBP-LFC Submission		GCG Validation		Supporting Documents	Remarks	
Objective/ Measure	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual	Rating				
SO 1 Ensure Viability and Financial Growth												
FINANCIAL	SM 1	Increase Total Portfolio	Absolute amount of outstanding portfolio by end of December	15%	(Actual/Target) x Weight 0% = If less than ₱3 Billion	₱3.750 Billion	₱3.950 Billion	15%	₱3.950 Billion	15%	<ul style="list-style-type: none"> • Certified List of Balances of Accounts; • Prudential FS as submitted to BSP; • Reported Year-end Total Portfolio discussed to the Board • Unaudited Notes to 2018 FS as submitted to COA 	Acceptable.
	SM 2	Lower Net Past Due Rate	Total Past Due at the end of the period – Deferred leasing income,	10%	(1-(Actual-Target) / Target) x Weight	2.50%	3.07%	7.72%	3.07%	7.72%	<ul style="list-style-type: none"> • Total Past Due (loans and leases); • Net Past Due Rate 	Acceptable.

Component						LBP-LFC Submission		GCG Validation		Supporting Documents	Remarks
Objective/ Measure	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual	Rating			
		Unearned credits, and Specific loan loss provision / Total Portfolio		0% = If Above 3.08%						Computation; • Prudential FS as submitted to BSP	
SM 3	Increase Asset Size	Absolute amount	5%	(Actual/Target) x Weight	₱5.108 Billion	₱4.814 Billion	4.71%	₱4.814 Billion	4.71%	• Prudential FS as submitted to BSP	Acceptable.
SO 2 Consistently Improve Profitability											
SM 4	Increase Net Income After Tax	Total Revenues Less Total Expenses	15%	(Actual / Target) x Weight 0% = If below ₱108.41 Million	₱120 Million	₱110.364 Million	13.80%	₱110.364 Million	13.80%	• Prudential FS as submitted to BSP	Acceptable.
		Sub-Total	45%				41.23%		41.23%		

	Component					LBP-LFC Submission		GCG Validation		Supporting Documents	Remarks	
	Objective/ Measure	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual	Rating			
CUSTOMER / STAKEHOLDER	SO 3	Provide Affordable & Responsive Financial Products for Priority Sectors										
	SM 5	Percentage of Portfolio Level allocated to Priority Sectors	Total amount of portfolio allocated to priority sector / Total portfolio at the end of the year	15%	Below 75% = 0% 75% - 79.9% = 7% 80% and above = 15%	80%	80.04%	15%	80.04%	15%	<ul style="list-style-type: none"> List of Accounts with balances included in the priority sectors; Priority Sectors Portfolio Computation 	Acceptable.
	SO 4	Improve Accessibility & Timeliness of Delivery of Leasing & Financing Solutions										
	SM 6	Percentage of Satisfied Customers	Number of respondents who gave a rating of at least Satisfactory / Total number of respondents	5%	(Actual / Target) x Weight 0% = if below 80%	95%	Survey was not conducted as when the GCG Guidelines were issued there was not enough time to go thru the procurement process for the engage-	0%	No Survey was conducted	0%	No supporting documents provided	Request for removal of the measure is DENIED . During the Technical Panel Meeting (TPM) for the 2018 scorecard, LBP-LFC was informed that the initiative aims to address, among others, the cause of concerns on the budget implication of the

N

Component					LBP-LFC Submission		GCG Validation		Supporting Documents	Remarks	
Objective/ Measure	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual	Rating			
		over Total No. of Applications Processed / Approved								Resolutions approving credit facilities	
	Percentage of Existing Clients Credit Application processed within 30 days			Establish Baseline							
SO 6 Continuous Improvement of Processes and Systems											
SM 9	Implement Quality Management System	Actual Accomplishment	5%	All or Nothing	Completed Trainings & Workshops on ISO QMS Requirements & Documentation: 1. Orientation on ISO 9001: 2015 QMS 2. Training Course on ISO 9001:2015 QMS Requirements and Documentation 3. Workshop on Process Mapping-Risk Based	Met	5%	Completed Trainings & Work-shops on ISO QMS Requirements & Documentation: 1. Orientation on ISO 9001: 2015 QMS 2. Training Course on ISO 9001:2015 QMS Requirements and Documentation 3. Workshop on Process Mapping-Risk Based	5%	<ul style="list-style-type: none"> DAP Confirmation of Trainings & Workshops conducted as of 31 December 2019; Attendance Sheets ISO QMS Documents: <ol style="list-style-type: none"> List of relevant Interested Parties; Internal and External Issues Log; 	Acceptable.

1-

Component					LBP-LFC Submission		GCG Validation		Supporting Documents	Remarks
Objective/ Measure	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual	Rating		
				Quality Planning 4. Workshop on QMS documentation 5. Training Course on Root Cause Analysis and Corrective Action Formulation Submit ISO QMS Requirements and Documentation: 1. List of Relevant Interested Parties 2. Internal and External Issues Log 3. Risk and Opportunities Register			Quality Planning 4. Workshop on QMS documentation 5. Training Course on Root Cause Analysis and Corrective Action Formulation ISO QMS Requirements: 1. List of Relevant Interested Parties 2. Internal and External Issues Log 3. Risk and Opportunities Register and its Action Plan 4. Schematic Diagram		3. Risk and Opportunities Register and its Action Plan; 4. Schematic Diagram. • Memorandum of Agreement with DAP • Certificate of Availability of Funds	

Component						LBP-LFC Submission		GCG Validation		Supporting Documents	Remarks	
Objective/ Measure	Formula	Weight	Rating Scale	Target	Actual	Rating	Actual	Rating				
				4. Schematic Diagram								
		Sub-Total	25%			24.76%		24.76%				
LEARNING AND GORWTH	SO 7	Ensure Availability of Required Competencies for Critical Positions										
	SM 10	Percentage of Employees Meeting Required Competencies	Number of employees meeting required competency / Total number of employees	5%	(Actual / Target) x Weight	80%	77%	4.81%	77%	4.81%	<ul style="list-style-type: none"> Employee Competency Assessment Forms; Summary of Assessments 	Acceptable. 33 employees showed no gaps out of the 43 assessed.
	SO 8	Optimize Use of Information Technology										
	SM 11	Number of IT Projects Implemented	Actual Accomplishment	5%	All or Nothing	Submit Board-approved ISSP to DICT	Met	5%	Submitted Board-approved ISSP to DICT	5%	<ul style="list-style-type: none"> Transmittal Letter to DICT Proposed ISSP 	Acceptable.
			Sub-Total	10%			9.81%		9.81%			
		TOTAL	100%			90.80%		90.80%				