

2024 PERFORMANCE SCORECARD (Annex B)

LBP LEASING AND FINANCE CORPORATION (LLFC)

FINANCIAL	COMPONENTS				BASELINE DATA		TARGET	
	OBJECTIVES	FORMULA	WEIGHT	RATING SYSTEM	2021	2022	2023	2024
	SO 1	Sustain Capital and Financial Growth Through the Effective and Efficient Use of Resources						
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	₱4.746 Billion	₱4.866 Million	₱5.418 Billion	₱5.700 Billion
SM 2	Lower Net Past Due Rate	Total Past Due at the End of the Period – Deferred Leasing Income, Unearned Credits & Specific Loan Loss Provision over Total Portfolio	10%	{1 – (Actual – Target) / Target} x Weight	2.42%	29.94%	5.0%	5.0%
SM 3	Increase Asset Size	Absolute Amount of Total Assets by End of December	5%	(Actual/Target) x Weight	₱4.967 Billion	₱5.472 Billion	₱5.70 Billion	₱5.900 Billion



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	COMPONENTS				BASELINE DATA		TARGET	
	OBJECTIVES	FORMULA	WEIGHT	RATING SYSTEM	2021	2022	2023	2024
	SM 4	Increase Net Income After Tax	Total Revenues – Total Expenses	15%	(Actual/Target) x Weight	₱29.92 Million	₱41.067 Million	₱60.0 Million
SM 5	Efficient Utilization of Corporate Operating Budget	Total Disbursement/ Board-Approved Corporate Operating Budget (Both Net of PS Cost)	5%	(Actual/Target) x Weight	N/A	70.30%	90%	90%
	Sub-total		50%					
SO 2	Provide Financial Products to Achieve Customer Satisfaction and Loyalty							
SM 6	Percentage of Portfolio Level Allocated to Priority Sectors	Total Amount of Portfolio Allocated to Priority Sector over Total Portfolio at the End of the Year	15%	(Actual/Target) x Weight	85.43%	94.46%	90%	90%
SM 7	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%	99%	98%	95%	95%
	Sub-total		20%					

CUSTOMER/STAKEHOLDERS

MLC



	COMPONENTS				BASELINE DATA		TARGET		
	OBJECTIVES	FORMULA	WEIGHT	RATING SYSTEM	2021	2022	2023	2024	
LEARNING AND GROWTH	SO 3	Enhance Delivery of Leasing and Financing Solutions							
	SM 8	Percentage of Credit Approval Processed Within Applicable Time	Total Number of Credit Approvals for New and Existing Clients Processed Within the Applicable Time / Total Number of Credit Approvals	15%	(Actual/Target) x Weight 0%= If Below 80%	96.77%	96.9%	100% of Credit Applications Processed Within the Applicable Processing Time	100% of Credit Applications Processed Within the Applicable Processing Time
	SO 4	Improve Procedures, Systems, and Programs on a Continuing Basis							
	SM 9	Implement Quality Management System	Actual Accomplishment	5%	All or Nothing	Maintained ISO 9001:2015 Certification	ISO 9001:2015 Re-certified	Maintain ISO 9001:2015 Certification	Maintenance of ISO 9001:2015 Certification
		Sub-total		20%					
	SO 5	Strengthen Organization Competencies							
	SM 10	Percentage of Employees	Competency Baseline ¹ 2024 –	5%	(Actual/Target) x Weight	Improved Competency Based on 2020	99.78%	Board-approved Revised Competency Framework	Improvement on the Competency Level Based on

¹ The competency baseline of the organization shall pertain to the average percentage of required competencies met which can be computed using the following formula:

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

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

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COMPONENTS					BASELINE DATA		TARGET	
OBJECTIVES	FORMULA	WEIGHT	RATING SYSTEM	2021	2022	2023	2024	
Meeting Required Competencies	Competency Baseline 2023			Year-end Assessment		Competency Assessment of All Eligible Employees	2023 Year-end Assessment	
SO 6	Optimize Linkages and Use of Information Technology							
SM 11	Implementation of IT Projects	Actual Accomplishment	5%	All or Nothing	100% Completion of ISSP Projects Planned for 2021 including the Remaining Projects Due for 2022	Completed 100% of the 2022 ISSP Projects Based on the Board-approved or DICT Endorsed ISSP	100% Completion of 2023 ISSP Projects Based on Board-approved or DICT Endorsed ISSP	100% Completion of 2024 ISSP Projects Based on Board-approved or DICT Endorsed ISSP
	Sub-total		10%					
	TOTAL		100%					

For GCG:


ATTY. MARIUS P. CORPUS
 Chairperson

For LLFC:


HON. MICHAEL P. ARAÑAS
 President and CEO (PCEO)