

2023 PERFORMANCE SCORECARD (Annex B)

UCPB LEASING & FINANCE CORPORATION (ULFC)

Component					Baseline Data		Target	
Objective/Measure	Formula	Weight	Rating System	2020	2021	2022	2023	
<b>SO 1</b>	<b>To Support the National Government Agenda</b>							
SM 1	Increase Portfolio Mix of Manufacturing and Construction Industries	Actual Accomplishment	5%	(Actual/Target) x Weight	Manufacturing – 13.7% Construction – 9.9%	Manufacturing – 14.7% Construction – 12%	Manufacturing – 25% Construction – 25%	Manufacturing – 16% Construction – 13%
<b>SO 2</b>	<b>Continue to Implement the Business Model</b>							
SM 2	Increase SMEs Loan Portfolio	Actual Accomplishment	5%	(Actual/Target) x Weight	₱788 Million	₱721 Million	₱793 Million	10% increase from 2022 figure
<b>SO 3</b>	<b>Improve Customer Satisfaction by Providing Excellent Service to Clients</b>							
SM 3	Percentage of Satisfied Customers	Total Number of Respondents who gave a rating of at least Satisfactory/ Total Number of Respondents	5%	(Actual/Target) x Weight If less Than 80% = 0%	N/A	N/A	90%	90%
	<b>Sub-Total</b>		<b>15%</b>					
<b>SO 4</b>	<b>Meet the Financial Targets</b>							
SM 4	Amount of Loan Releases for the Year	Total Amount of Loan Releases	20%	(Actual/Target) x Weight	₱846 Million	₱446 Million	₱1.562 Billion	₱460 Million

STAKEHOLDERS

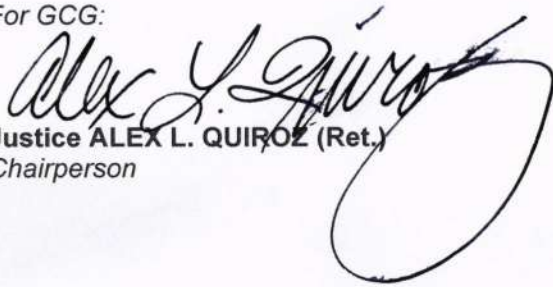
FINANCIAL

Component					Baseline Data		Target		
	Objective/Measure	Formula	Weight	Rating System	2020	2021	2022	2023	
	SM 5	Improve Net Income After Tax	Total Revenues – Total Expenses	20%	(Actual/Target) x Weight	₱10 Million	₱13.8 Million	₱8.6 Million	₱6.58 Million
	SM 6	Improve Non-Performing Loan (NPL) Ratio	Outstanding NPL – Specific Allowance for Impairment Loss/ Outstanding Gross Loan Portfolio	15%	{1- [(Actual – Target)/ Target]} x Weight	N/A	N/A	N/A	30.7%
	SM 7	Efficient Utilization of Corporate Budget	Total Disbursement / Board-Approved Corporate Operating Budget (Both Net of PS Cost)	5%	(Actual/Target) x Weight	N/A	N/A	90%	90%
	<b>Sub-Total</b>			<b>60%</b>					
INTERNAL PROCESS	SO 5	<b>Improvements in Internal Processes and Guidelines for Efficient Service, Internal Control, and Compliance with Government Regulations</b>							
	SM 8	Enhancement in Internal Processes & Guidelines	Number of Programs Implemented	5%	(Actual/Target) x Weight	9 programs	8 programs	5 New Enhanced Programs/Processes	3 New Enhanced Programs/Processes

Component					Baseline Data		Target		
	Objective/Measure	Formula	Weight	Rating System	2020	2021	2022	2023	
ORGANIZATION	SM 9	Percentage of Requests Processed Within Applicable Processing Time	Number of Applications Processes within Prescribed Period/ Total Number of Applications with complete documents	10%	(Actual/Target) x Weight	N/A	N/A	100%	100%
	SM 10	Improve Quality Management System	Actual Accomplishment	5%	All or Nothing	N/A	N/A	Board-approved: a. Quality Policy b. Quality Management System Manual c. Quality Management System Procedure	Passed Surveillance Audit
		<b>Sub-Total</b>		<b>20%</b>					
	SO 6	<b>Ensure Competent Personnel to Achieve Organizational Objectives</b>							
	SM 11	Improve Competency Level of the Organization	Actual Accomplishment	5%	(Actual/Target) x Weight	N/A	N/A	Board-Approved Competency Model with the following: a. Competency Catalogue b. Competency Framework	Board-Approved Competency Model with the following: a. Competency Catalogue b. Competency Framework c. Competency Tables d. Competency Matrix e. Position Profiles

Component					Baseline Data		Target	
	Objective/Measure	Formula	Weight	Rating System	2020	2021	2022	2023
								f. Competency-Based Job Description
		<b>Sub-Total</b>	<b>5%</b>					
		<b>TOTAL</b>	<b>100%</b>					

For GCG:



Justice ALEX L. QUIROZ (Ret.)  
 Chairperson

For ULFC:



MS. KRISTINE MARIE G. CUEVAS  
 Officer-in-Charge