

**LBP LEASING AND FINANCE CORPORATION  
2015 Performance Scorecard**

Component		Agreed			LBP-LFC Submission		GCG Validation		Supporting Documents	Remarks	
Objective/Measure	Rating Scale	Target	Weight	Actual	Rating	Actual	Rating				
<b>Financial</b>	<b>SO 1</b>	<b>Ensure Sustainable Financial Growth</b>									
	SM 1	Increase Total Portfolio	(Actual/Target) x Weight	₱3.8 Billion	15%	₱3.701 Billion	14.6%	₱3.701 Billion	14.6%	Report on Industry with Corresponding Amount of Portfolio	The total portfolio is composed of Finance Lease, Term-Loan, Short-Term Credit Line and Equipment and Other Property for Lease (EOPL) amounting to ₱1.43 Billion, ₱0.91 Billion, ₱0.92 Billion and ₱0.44 Billion, respectively.
	SM 2	Maintain Net Past Due Rate	(Actual/Target) x Weight	2%	10%	1.74%	10%	1.74%	10%	>Net Past Due Rate Computation Report >List of Past Due Accounts (Short-term Loans, Term Loans, Financial Leases, UV Express - Refleeting,	The total amount of Past Due Accounts amounted to ₱253.42 Million while the Specific Loan Loss Provision totaled ₱188.91 Million.

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									Restructured Past Due and Items in Litigation) >Schedule of Loss Provision		
	<b>SO 2</b>	<b>Consistently Increase Net Income</b>									
	SM 3	Increase Net Income After Tax	(Actual/Target) x Weight	₱143 Million	15%	₱145 Million	15%	₱145 Million	15%	Unaudited Income Statement for the year ended 31 December 2015	For 2015, LBP-LFC generated a total revenue of ₱536.14 Million while incurring a total expenses of ₱391.10 Million.
		<b>Sub-total</b>			<b>40%</b>		<b>39.60%</b>		<b>39.60%</b>		
Stakeholder	<b>SO 3</b>	<b>Increase Net Income After Tax</b>									
	SM 4	Increase Percentage of Priority Sectors Portfolio	(Actual/Target) x Weight	65%	20%	71.01%	20%	71.01%	20%	>Report on Industry with Corresponding Amount of Portfolio >Report on Portfolio of Priority Accounts	Out of the ₱3.7 Billion total portfolio, ₱2.63 Billion is from the priority sectors. Priority sectors are: Agri-Related (₱41.86 Million), Bus/Transport (₱88.97 Million), Government (₱963.48 Million), Healthcare/Medical/Hospitals (₱250.60 Million), Public Transport Re-Fleeting

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										(P118.84 Million), Renewable Energy (P11.24 Million), Shipping (P566.49 Million), Small & Medium Enterprise (P160 Million), Equipment and Other Property for Lease (EOPL) (LBP/SEC/IC) (P426.79 Million).
SM 5	Increase Number of Units under Special Financing/Leasing Programs to Support Government Projects	(Actual/Target) x Weight	50 units	5%	57 units	5%	56 units	5%	<ul style="list-style-type: none"> <li>&gt;List of Individual Clients Under Special Financing/Leasing Programs</li> <li>&gt;CreCom Resolutions on Approvals</li> <li>&gt;LBP-LC Term Loan Facility approval letters</li> <li>&gt;Authority to Deliver</li> </ul>	<p>LBP-LFC helps the franchise holders/operators of UV Express vehicles in financing to buy another unit after the old unit was fully depreciated. In line with LTFRB's UV Express re-fleeting scheme to clear national roads of dilapidated and aging PUVs.</p> <p>Date of release of the vehicle or equipment will be the basis in the determination of the number of units. One (1) unit which is included in the submitted list was</p>

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Internal Process	<b>SO 5</b>	<b>Improve Efficiency and Quality of Credit Processes</b>									
	SM 7	Average No. of Days to Process Applications of <b>New</b> Clients from Receipt of Complete Docs to Approval	(1- ((Actual-Target)/Target)) x Weight	45 days	5%	40 days	5%	40 days	5%	Report on Credit Approvals of New Clients	There are only two (2) new clients in 2015 with credit facilities amounting to ₱13.82 Million and ₱2 Million, respectively. Both clients have 40 processing days.
	SM 8	Average No. of Days to Process Applications of <b>Existing</b> Clients from Receipt of Complete Docs to Approval	(1- ((Actual-Target)/Target)) x Weight	35 days	5%	32.28 days	5%	32.28 days	5%	Report on Credit Approvals of Existing Clients	There were 32 existing clients in 2015. Existing clients refer to new accounts by clients previous clients
	<b>SO 6</b>	<b>Expand Market Reach</b>									
	SM 9	Number of LBP LC Desks Established in LBP Lending Centers Outside Metro Manila	(Actual/Target) x Weight	3 (1 in Northern Luzon; 1 in Cebu; 1 in Davao)	5%	0	0%	0	0%	None	LBP-LFC was not able to put up desks in the LBP Lending Centers due to their difficulty in getting the SEC approval and to their manpower concern.
	<b>Sub-total</b>				<b>15%</b>		<b>10%</b>		<b>10%</b>		

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Learning and Growth	<b>SO 7</b>	<b>Attract, Develop and Retain Competent Personnel</b>									
	SM 10	Percentage of Existing Personnel vs. Approved Manpower Complement	(Actual/Target) x Weight	75%	5%	72%	4.8%	72%	4.8%	>List of Employees >Manpower Count	13 employees were hired in 2015 while 2 employees resigned in same year
	<b>SO 8</b>	<b>Adopt Continuing Productivity and Corporate Culture Enhancement Programs</b>									
	SM 11	Competency Level of the Corporation	All or Nothing	Competency Framework Approved by the LBP-LFC Board	5%	Competency Framework Approved by the LBP-LFC Board	5%	Competency Framework Approved by the LBP-LFC Board	5%	>Board Resolution No. 15-201 >Copy of Competency Framework	Acceptable
	<b>SO 9</b>	<b>Continuous Improvement of IT Infrastructure</b>									
SM 12	Automation of Key Processes	All or Nothing	100% Complete Lease and Loan System	5%	100% Complete Lease and Loan System	5%	100% Complete Lease and Loan System	5%	>Schedule of Activities and Outputs >Certificate of Acceptance >Certificate of Attendance	Acceptable	
		<b>Sub-total</b>		<b>15%</b>		<b>14.80%</b>		<b>14.80%</b>			
		<b>TOTAL</b>		<b>100.00%</b>		<b>94.40%</b>		<b>94.40%</b>			