

RENEGOTIATED INTERIM PERFORMANCE SCORECARD 2014

DBP LEASING CORPORATION

Description	Formula	Performance Measures			Rating System	Data Provider <i>if applicable</i>	Baseline Data <i>(if available)</i>			Targets	
		Weight		2010			2011	2012	2013	2014	
		2013	2014								
MFO 1 : Financing & Leasing Services											
Quantity 1: Total Lease & Loan Growth	Absolute Amount (LA = Financial Lease Receivables + Loans)	25%	20%	Actual/Target x Weight		P685.6 Million	P619.9 Million	P732.9 Million	P976.1 Million	P1.00 Billion	
Quantity 2: Number of new accounts	Absolute Number	15%	15%	Actual/Target x Weight		2	2	5	2	15	
Quality 1: Past Due Rate	Non-Performing Loans over Outstanding Loans (NPL/OL)	15%	15%	$[1 - (\text{Actual}/\text{Target})] / \text{Target} \times \text{Weight}$		n/a	n/a	6.7%	≤6%	<5%	
Quality 2: Acquired Asset Management	Acquired Assets over Total Assets	10%	10%	$[1 - (\text{Actual}/\text{Target})] / \text{Target} \times \text{Weight}$		27%	36%	28%	≤17%	<10%	

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		Weight				2010	2011	2012	2013	2014
		2013	2014							
Quality 3: Customer Satisfaction Rating	Percentage of Average Satisfaction Rating (Total Satisfaction Ratings/ No. of Respondents)	7.5%	7.5%	Actual/Target x Weight		n/a	n/a	n/a	100%	Satisfactory
Timeliness: Percentage of applications completed within 45 days upon receipt of complete documentation	Number of applications approved within 45 days upon receipt of complete documentation over Number of applications filed with complete documentation	7.5%	7.5%	Actual/Target x Weight		n/a	n/a	n/a	90%	95%
Financial: Return on Equity – Earnings before interest, taxes, depreciation and amortization (EBITDA)	EBITDA over Equity (for CY 2014 target, DBP-LC signified its intent to renegotiate the same once the 2014 target has been approved by the DBP-LC Board)	10%	15%	Actual/Target x Weight		4.79%	7.3%	3.38%	4.94%	6%

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Performance Measures		Baseline Data <i>(if available)</i>			Targets					
Description	Formula	Weight		Rating System	Data Provider <i>if applicable</i>	2010	2011	2012	2013	2014
		2013	2014							
Sub-total of Weights:		90%	90%							
General Administrative Services										
Indicator 1: Establishment of Quality Management System – Leasing Process		5%	5%	All or Nothing		n/a	n/a	n/a	100% Completion	ISO Certified
Indicator 2: Information Systems Strategic Plan		5%	5%	All or Nothing		n/a	n/a	n/a	100% Completion	100% Completion
Sub-total of Weights:		10%	10%							
TOTAL OF WEIGHTS:		100%	100%							

a/ But not to exceed the weight assigned per indicator

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