LBP LEASING and FINANCE CORPORATION

2016 Quarterly Monitoring Report - 3rd Quarter

Per 2016 GCG - LLFC Perfromance Agreement

		Р	2016 Quarterly Targets				1st QTR 2016		2nd QTR 2016		3rd QTR 2016				
		Component													
			Weight	Formula	Full Year 2016 Target	1st	2nd	3rd	4th	Actual	Over (Under)	Actual	Over (Under)	Actual	Over (Under
	SO 1	Ensure Sustainable Financial Growth													
	SM 1	Increase Total Portfolio	15%	Absolute Amount	P4.25 B	P3.80 B	P3.90 B	P4.10 B	P4.25 B	P3.545 B	(P0.255 B)	P3.303 B	(P0.597 B)	P3.409 B	(P0.691 B)
FINANCIAL	SM 2	Maintain Net Past Due Rate	10%	Total Past Due less Deferred Leasing Income/Unearned Credits & Specific Loan Loss Provision Over Total Porfolio	2%	2%	2%	2%	2%	3.73%	(1.73%)	5.26%	(3.26%)	6.00%	(4.00%)
	SO 2	Consistently Increase Net Income													
	SM 3	Increase Net Income After Tax	15%	Absolute Amount	P160.00 M	P41.450 M	P38.990 M	P40.200 M	P39.360 M	P31.659 M	(P9.790 M)	P8.474 M	(P30.516 M)	P0.518 M	(P39.966 M)
		Sub-Total	40%												
	SO 3	Increase and Maintain Portfolio of Priority Accounts								a restrict the			do esperimento	N In the Control of t	
	SM 4	Increase Percentage of Priority Sectors Portfolio	20%	Percentage of Priority Sectors Portfolio over Total Portfolio	70%	70%	70%	70%	70%	72.58%	2.58%	75.78%	5.78%	75.34%	5.34%
STAKEHOLDERS	SM 5	Increase Number of Units under Special Financing/Leasing Programs to Support Government Projects	5%	Absolute Amount	75 units	17	18	19	21	11	(6)	11	(7)	28	9
CUSTOMERS /	SO 4	Improved Service Delivery							001575158						
	SM 6	Customer Satisfaction Rating Based on In-house Survey			85% of respondents should have rated LBP LC "Satisfactory" or higher				85% of respondents should have rated LBP LC "Satisfactory" or higher	N.A.		N.A.		N.A.	
		Sub-Total	30%						3,141						

	orba jes	PAN AGREEMENT				2016 Quarterly Targets				1st QTR 2016		2nd QTR 2016		3rd QTR 2016	
			Weight	omponent Formula	Full Year 2016 Target	1st	2nd	3rd	4th	Actual	Over (Under)		Over (Under)	Actual	Over (Under)
INTERNAL PROCESS	SO 5	Improve Efficiency and Quality of Credit Processes			raiget								Commence of the contract of th		
	SM 7	Average No. of Days to Process Applications of New Clients from Receipt of Complete Docs to Approval		Total Actual No. of Days for All Aplications of New Clients from Receipt of Complete Documents over Total No. of Applications Processed/	45 days	45 days	45 days	45 days	45 days	48.25 days	(3.25 days)	37.43 days	7.57 days	36.18	8.82
	SM 8	Average No. of Days to Process Applications of Existing Clients from Receipt of Complete Docs to Approval	5%	Total Actual No. of Days for All Applications of Existing Clients from Receipt of Complete Documents over Total No. of Applications Processed/ Approved	30 days	35 days	34 days	32 days	30 days	15.50 days	10.50 days	25.82 days	8.18 days	30.15	1.85
	SO 6	Expand Market Reach													
	SM 9	No. of LBP LC desks established in LBP Lending Centers outside Metro Manila	5%	Absolute Number	5			3	2	N.A.		N.A.		0	(3)
11.18		Sub-Total	15%	Work of Alleys In the State of						500 30000					
11	SO 7	Attract, Develop, and Retain Competent Personnel													
WTH	SM 10	Percentage of Existing Personnel vs. Approved Manpower Complement	5%	Actual No. of Regular Personnel over Total Approved Manpower Complement at year end	80%	60%	60%	70%	80%	62%	2%	62%	2%	60%	(10.00%)
	SO 8	Adopt Continuing Produc	Corporate Culture Enhance												
IND GRO	SM 11	Competency Level of the Corporation	5%	Percentage of Incumbents without Competency Gaps					Improvement from Baseline	N.A.		N.A.		N.A.	
9	SO 9	Continuous Improvement of IT Infrastructure													November 1
LEARNING AND GROWTH	SM 12	Automation of Key Processes	5%	Actual Accomplishment vs. Work Program	30% Complete Document Management System, 100% Complete Customer Relationship Management		50% Complete Customer Relationship Management	10% Complete Document Management System, 75% Complete Customer Relationship Management	30% Complete Document Management System, 100% Complete Customer Relationship Management	N.A.		0%	(50%)	10% Complete Document Management System, 50% Complete Customer Relationship Management	(20% Complete Document Management System, 25% Complete Customer Relationship Management)
1.45		Sub-Total	15%		C-1 [C-1]										
4 15	11 10	Total Weight	100%		(1) (1) (1) (1) (1) (1) (1) (1)	nec model vi					La Carl No.				