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105 Paseo de Roxas St., Makati City

*Lee, J.*

DATE:

RE: **SUBMISSION OF LBP-LFC's QUATERLY MONITORING REPORT  
FOR THE 1ST QUARTER 2018**

To follow-up for further action on the document, you may contact us through telephone numbers (02) 328-2030 or (02) 318-1000. Please cite the GCG Document Management System (DMS) Barcode Number: **0-1024-27-04-2018-007989**.

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**PES Form 2a**  
**Performance Scorecard 2018**

**LBP LEASING and FINANCE CORPORATION**

(Based on Technical Panel Meeting with GCG 07 March 2018; Approved by LBP-LFC BOD 27 March 2018)

Respective	COMPONENTS					CY 2018 Target	2018 Targets per Quarter				1st QTR 2018	
		Strategic Objectives & Measures	Formula	Weight	Rating System		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Actual	Over (Under)
FINANCIAL	SO1	Ensure Viability and Financial Growth										
	SM 1	Average Monthly Total Portfolio	Absolute Amount	15%	(Actual / Target) x Weight	P3.75 B	P3.75 B	P3.75 B	P3.75 B	P3.75 B	P3.84 B	P0.09 B
	SM 2	Net Past Due Rate	Total PD less Deferred Leasing Income/Unearned Credits & Specific Loan Loss Provision over Total Portfolio	15%	(1-(Actual-Target)/ Target) x Weight	2.50%	3.00%	2.90%	2.75%	2.50%	3.21%	(0.21%)
	SO 2	Consistently Improve Profitability										
	SM 3	Net Income After Tax	Absolute Amount	15%	Above 108.41 Million = (Actual / Target) x Weight; Below 108.41 Million = 0%	P120.0M	P30.00 M	P30.00 M	P30.00 M	P30.00 M	P27.640 M	(P2.360 M)
		SUB-TOTAL		45%								
CUSTOMER/ STAKEHOLDERS	SO 3	Provide Affordable & Responsive Financial Products for Priority Sectors										
	SM 4	Percentage of Priority Sectors Portfolio	Total Amount of Priority Sectors Portfolio over Total Portfolio	15%	Below 75% = 0% 75% - 79.9% = 7% 80% and above = 15%	80%	75.00%	75.00%	80.00%	80.00%	81.00%	1.00%
	SO 4	Improve Accessibility & Timeliness of Delivery of Leasing & Financing Solutions										
	SM 5	Customer Satisfaction Rating Based on In-house Survey	Absolute Number	5%	All or nothing	85% of respondents should have rated LBP LFC "very satisfactory" or higher	N.A.	N.A.	N.A.	85% of respondents should have rated LBP LC "very satisfactory" or higher	N.A.	N.A.
		SUB-TOTAL		20%								

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Perspective	COMPONENTS					CY 2018 Target	2018 Targets per Quarter				1st QTR 2018	
		Strategic Objectives & Measures	Formula	Weight	Rating System		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Actual	Over (Under)
INTERNAL PROCESSES	SO 5	Streamline Credit Processing System										
	SM 6	Average Credit Approval Processing Time <b>New</b> Clients	Total Actual No. of Days for all Applications from Receipt of Complete Documents over Total No. of Applications Approved	10.0%	$(1 - ((\text{Actual}-\text{Target})/\text{Target})) \times \text{Weight}$	40 days	40 days	40 days	40 days	40 days	41 days	(1 day)
	SM 7	Average Credit Approval Processing Time <b>Existing</b> Clients	Total Actual No. of Days for all Applications from Receipt of Complete Documents over Total No. of Applications Approved	10.0%	$(1 - ((\text{Actual}-\text{Target})/\text{Target})) \times \text{Weight}$	30 days	30 days	30 days	30 days	30 days	27.40 days	2.6 days
	SO 6	Continuous Improvement of Processes and Systems										
	SM 8	ISO QMS Certification	Absolute Number	5%	$(\text{Actual} / \text{Target}) \times \text{Weight}$	*Completed Trainings & Workshops on ISO QMS Requirements & Documentation; Completed Enhanced Operational Controls & Procedures		Process Walkthrough & Orientation on ISO 9001:2015 QMS	Training Course on ISO 9001:2015 QMS Requirements and Documentation; Workshop on Process Mapping and Risk-Based Quality Planning; Workshop on QMS Documentation	*Completed Trainings & Workshops on ISO QMS Requirements & Documentation; Completed Enhanced Operational Controls & Procedures	NA	NA
		SUB-TOTAL		25%								
LEARNING AND GROWTH	SO 7	Ensure Availability of Required Competencies for Critical Positions										
	SM 9	Reduce Competency Gap	Total Employees Without Competency Gap / Total Employees Assessed	5%	All or nothing	80% of the employees are without competency gaps				80% of the employees are without competency gaps	NA	NA
	SO 7	Optimize Use of Information Technology										
	SM 10	Development of ISS Plan	Actual Accomplishment	5%	All or nothing	Board Approved ISSP submitted to DICT				Board Approved ISSP submitted to DICT	NA	NA
		SUB-TOTAL		10%								
		TOTAL		100%								
*Target subject to details of final engagement of/contract with the DAP for Development of ISO QMS												