



06 NOVEMBER 2018

MANUEL H. LOPEZ

President

LBP LEASING AND FINANCE CORPORATION (LBP-LFC)

15th Flr., SycipLaw Center Bldg

105 Paseo de Roxas St., Makati City

ACKNOWLEDGEMENT RECEIPT

LETTER **25 OCTOBER 2018**

DATE:

RE: **SUBMISSION OF LBP-LFC'S QUARTERLY MONITORING REPORT
FOR THE 3RD QUARTER CY 2018**

The said document was officially received by the Governance Commission on 06 November 2018 and has been forwarded to the responsible GCG Officer for appropriate action.

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: **0-0756-06-11-2018-020988**.

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LBP LEASING AND FINANCE CORPORATION

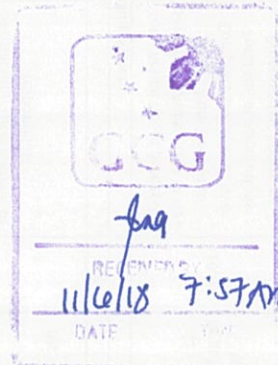
(A LANDBANK SUBSIDIARY)

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25 October 2018

HON. SAMUEL G. DAGPIN JR
CHAIRMAN

Governance Commission for GOCCs
3rd Flr., Citibank Centre,
Citibank Plaza,
8741 Paseo de Roxas St.,
Makati City



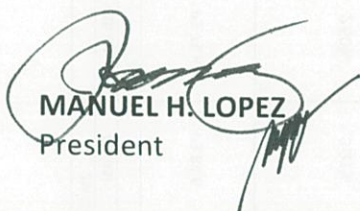
Dear Chairman Dagpin:

As required, we are submitting herewith, LBP Leasing and Finance Corporation's Quarterly Monitoring Report for the 3rd Quarter CY 2018.

We hope this submission satisfactorily meets your requirement.

Thank you.

Very truly yours,


MANUEL H. LOPEZ
President

LBP LEASING and FINANCE CORPORATION

	COMPONENT				2018 Targets per Quarter				1st QTR 2018		2nd QTR 2018		3rd QTR 2018		
	Objective/Measure	Formula	Weight	Rating System	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Actual	Over (Under)	Actual	Over (Under)	Actual	Over (Under)	
FINANCIAL	SO1	Ensure Viability and Financial Growth													
	SM 1	Increase Total Portfolio	Absolute amount of outstanding portfolio by end of December	15%	(Actual / Target) x Weight 0% = If less than P3 Billion	P3.75 B	P3.75 B	P3.75 B	P3.75 B	P3.84 B	P0.09 B	P3.59 B	(P0.16 B)	P3.796	P0.0468
	SM 2	Lower Net Past Due Rate	Total Past Due at the end of the period - Deferred Leasing Income, Unearned Credits, & Specific Loan Loss Provision over Total Portfolio	10%	(1-(Actual-Target)/ Target) x Weight 0% = If Above 3.08%	3.00%	2.90%	2.75%	2.50%	3.21%	(0.21%)	5.49%	(2.59%)	4.32%	(1.57%)
	SM 3	Increase Asset Size	Absolute amount	5%	(Actual / Target) x Weight				P5.108 M			P4.489B*		P4.660B	
	SM 4	Increase Net Income After Tax	Total Revenues Less Total Expenses	15%	(Actual / Target) x Weight; 0% = If Below 108.41 Million	P30.00 M	P30.00 M	P30.00 M	P30.00 M	P27.640 M	(P2.360 M)	P23.784 M	(P6.216)	P16.270 M	(P13.73)
	SO 2	Consistently Improve Profitability													
	SUB-TOTAL			45%											
CUSTOMER/ STAKEHOLDERS	SO 3	Provide Affordable & Responsive Financial Products for Priority Sectors													
	SM 5	Percentage of Portfolio Level allocated to priority sectors	Total amount of portfolio allocated to priority sector over Total portfolio at the end of the year	15%	Below 75% = 0% 75% - 79.9% = 7% 80% and above = 15%	75.00%	75.00%	80.00%	80.00%	81.00%	1.00%	78.20%	3.20%	78.14%	(1.86%)
	SO 4	Improve Accessibility & Timeliness of Delivery of Leasing & Financing Solutions													
	SM 6	Percentage of Satisfied Customers	Number of respondents who gave a rating of at least Satisfactory/Total number of respondents	5%	(Actual / Target) x Weight 0% = If below 80%	N.A.	N.A.	N.A.	95%	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
		SUB-TOTAL			20%										
	SO 5	Streamline Credit Processing System													
	SM 7	Average Processing Time of Credit Approval for New Clients	Total Actual No. of processing days for All Application of New Clients from Receipt of Complete Documents over Total No. of Applications Processed or Approved	10.0%	(1 – (Actual-Target)/Target) x Weight	40 calendar days	40 calendar days	40 calendar days	40 calendar days	41 calendar days	(1 calendar day)	28.50 calendar days	11.50 calendar days	32.40 calendar days	7.6 calendar days

		COMPONENT				2018 Targets per Quarter				1st QTR 2018		2nd QTR 2018		3rd QTR 2018	
		Objective/Measure	Formula	Weight	Rating System	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Actual	Over (Under)	Actual	Over (Under)	Actual	Over (Under)
INTERNAL PROCESSES		Percentage of New Clients Credit Application within 40 days												2/4 = 50%	
	SM 8	Average Processing Time of Credit Approval for Existing Client	Total Actual No. of Days for all Applications of Existing Clients from receipt of Complete Documents over Total No. of Applications Processed/Approved	10.0%	$(1 - (\text{Actual-Target})/\text{Target}) \times \text{Weight}$	30 calendar days	30 calendar days	30 calendar days	30 calendar days	27.40 calendar days	2.6 calendar days	25.36 calendar days	4.64 calendar days	31.48 calendar days	(1.48) calendar days
		Percentage of Existing Clients Credit Application processed within 30 days												12/21 = 57.14%	
	SO 6	Continuous Improvement of Processes and Systems													
	SM 9	Implement Quality Management System	Actual accomplishment	5%	All or nothing				Completed Trainings & Workshops on ISO QMS Requirements & Documentation: 1. Orientation on ISP 9001:2015 QMS 2. Training Course on ISO 9001:2015 QMS Requirements and Documentation 3. Workshop on Process Mapping and Risk-Based Quality Planning 4. Workshop on QMS documentation 5. Training Course on Root Cause Analysis and Corrective Action Formulation Submit ISO QMS Requirements and Documentation: 1. List of Relevant Interested Parties 2. Internal and External Issues Log 3. Risk and Opportunities Register 4. Schematic Diagram	NA	NA	NA	NA	NA	NA
		SUB-TOTAL		25%											
GROWTH	SO 7	Ensure Availability of Required Competencies for Critical Positions													
	SM 10	Percentage of Employees Meeting Required Competencies	Number of employees meeting required competency/Total number of employees ²	5%	$(\text{Actual}/\text{Target}) \times \text{Weight}$				80%	NA	NA	NA	NA	NA	NA
	SO 8	Optimize Use of Information Technology													

	COMPONENT				2018 Targets per Quarter				1st QTR 2018		2nd QTR 2018		3rd QTR 2018	
	Objective/Measure	Formula	Weight	Rating System	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Actual	Over (Under)	Actual	Over (Under)	Actual	Over (Under)
LEARNING AND C	SM 11	Number of IT Projects Implemented	Actual accomplishment	5%	All or nothing			Submit Board Approved ISSP	NA	NA	NA	NA	NA	NA
	SUB-TOTAL		10%											
	TOTAL		100%											

*Quarterly Targets have not been set for this measure as it was only included in the Modified Scorecard