



29 APRIL 2019

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 29 APRIL 2019

DATE:

RE: **SUBMISSION OF LBP-LFC'S QUARTERLY MONITORING REPORT FOR THE 1ST QUARTER OF CY 2019**

The said document was officially received by the Governance Commission on 29 April 2019 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: **0203-29-04-2019-006287**.

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LBP LEASING AND FINANCE CORPORATION

(A LANDBANK SUBSIDIARY)

Receiving Copy

29 April 2019

HON. SAMUEL G. DAGPIN JR
CHAIRMAN

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



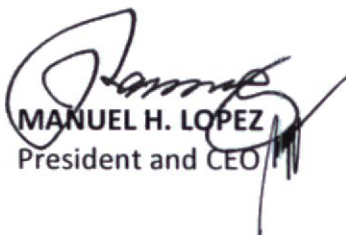
Dear Chairman Dagpin:

As required, we are submitting herewith, LBP Leasing and Finance Corporation's Quarterly Monitoring Report for the 1st Quarter CY 2019.

We hope this submission satisfactorily meets your requirement.

Thank you.

Very truly yours,


MANUEL H. LOPEZ
President and CEO

LBP LEASING and FINANCE CORPORATION

	COMPONENT				2019 Target	2019 Targets per Quarter				1st QTR 2019		
		Objective/Measure	Formula	Weight		Rating System	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	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	P4.125 B	P4.000 B	P4.075 B	P4.100 B	P4.125 B	P4.072 B	P0.072 B
	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%	2.50%	2.50%	2.50%	2.50%	2.50%	15.37%	(12.87%)'
	SM 3	Increase Asset Size	Absolute amount	5%	(Actual / Target) x Weight	P5.360 B	P4.750 B	P5.000 B	P5.250 B	P5.360 B	P4.921 B	P0.171 B
	SO 2	Consistently Improve Profitability										
	SM 4	Increase Net Income After Tax	Total Revenues Less Total Expenses	15%	(Actual / Target) x Weight 0% = If Below 108.41 Million	P126.000 M	P31.000 M	P31.000 M	P32.000 M	P32.000 M	P15.578 M	(P15.422 M)
		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%	80%	80.00%	80.00%	80.00%	80.00%	81.06%	1.06%
	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%	95%	N.A.	N.A.	N.A.	95%	N.A.	N.A.
		SUB-TOTAL		20%								

INTERNAL PROCESSES	SO 5	Streamline Credit Processing System										
	SM 7	Percentage of Credit Approval Processed within the Applicable Time	Total Number of Credit Approval for existing and new clients Processed within Applicable Time / Total Number of Credit Approvals	20%	(Actual/Target) x Weight 0% = if less than 80%	100% of credit applications processed within the applicable processing time*	100%	100%	100%	100%	100%	0%
	SO 6	Continuous Improvement of Processes and Systems										
	SM 8	Implement Quality Management System	Actual accomplishment	5%	All or nothing	ISO QMS Certification	N.A.	N.A.	N.A.	ISO QMS Certification	N.A.	N.A.
		SUB-TOTAL		25%								
LEARNING AND GROWTH	SO 7	Ensure Availability of Required Competencies for Critical Positions										
	SM 9	Percentage of Employees Meeting Required Competencies	Number of employees meeting required competency/Total number of employees as identified by LBP-LFC	5%	(Actual/Target) x Weight	Address and close competency gaps of 100% of employees based on 2018 YE assessment	N.A.	N.A.	N.A.	Address and close competency gaps of 100% of employees based on 2018 YE assessment	N.A.	N.A.
	SO 8	Optimize Use of Information Technology										
	SM 10	Number of IT Projects Implemented	Actual accomplishment	5%	All or nothing	100% completion of ISSP projects planned for 2019	N.A.	N.A.	N.A.	Secure DICT approval for ISSP & commence ISSP implementation	N.A.	N.A.
		SUB-TOTAL		10%								
		TOTAL		100%								

*Applicable processing time based on LBP-LFC's compliance with RA 11032 or Ease of Doing Business Act of 2018