



30 APRIL 2021

**EDWARD JOHN T. REYES**

*OIC/President*

**LBP LEASING AND FINANCE CORPORATION (LBP-LFC)**

15/F Sycip Law Center, 105 Paseo de Roxas,  
Legaspi Village, Makati City

### **ACKNOWLEDGEMENT RECEIPT**

LETTER **30 APRIL 2021**

DATE:

RE: **LETTER FROM LBP-LFC TO GCG RE SUBMISSION OF  
QUARTERLY MONITORING REPORT FOR THE 1ST QUARTER  
OF 2021 WITH SUPPORTING DOCUMENTS**

The said document was officially received by the Governance Commission on 30 April 2021 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) 5328-2030 or (02) 5318-1000. Please cite the GCG Document Management System (DMS) Barcode Number: **0-1005-30-04-2021-006278**.

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Received by:

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Signature over Printed Name

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Date and Time

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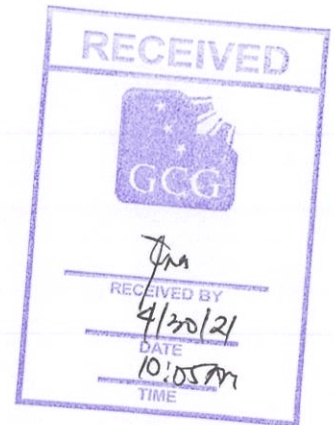


# LBP LEASING AND FINANCE CORPORATION

(A LANDBANK SUBSIDIARY)

30 April 2021

**Chairman Samuel G. Dagpin, Jr.**  
Governance Commission for GOCCs  
3<sup>rd</sup> Flr., Citibank Plaza,  
8741 Paseo de Roxas St.,  
Makati City



## RE: PES QUARTERLY MONITORING REPORT

Dear **Chairman Dagpin:**

As required, we are submitting herewith, LBP Leasing and Finance Corporation's Quarterly Monitoring Report for the 1<sup>st</sup> Quarter of 2021. Also attached are the following supporting documents:

1. **Accomplished PES Form 2a for the 1<sup>st</sup> Quarter of 2021**
2. **SM 1: Increase in Total Portfolio**
  - a. Schedule of Total Portfolio as of March 31, 2021
3. **SM 2: Lower Net Past Due Rate**
  - a. Net Past Due Rate Computation as of March 31, 2021
  - b. Total Past Due Leases and Loans as of March 31, 2021
  - c. Schedule of Specific Loan Loss Provision as of March 31, 2021
  - d. Schedule of Total Portfolio as of March 31, 2021
4. **SM 3: Increase in Asset Size and SM 4: Increase in Net Income After Tax**
  - a. Reported Results of Operations as of March 31, 2021
  - b. Balance Sheet as of March 31, 2021
  - c. Income Statement as of March 31, 2021
5. **SM 5: Percentage of Total Portfolio allocated to Priority Sector**
  - a. Priority Sector Portfolio Computation as of March 31, 2021
  - b. List of Account Balances included in Priority Sector
6. **SM 6: Average Processing Time of Credit Approvals**
  - a. Account Monitoring Sheets

We hope these submissions satisfactorily meet your requirements.

Thank you.

Very truly yours,

**EDWARD JOHN T. REYES**  
OIC – President/CEO



**BP LEASING AND FINANCE CORPORATION  
CY 2021 PERFORMANCE SCORECARD**

COMPONENTS						2021 Proposed Target	1ST QUARTER 2021		
		Objective/Measure	Formula	Weight	Rating System		Target	Actual	Over (Under)
FINANCIAL	SO 1	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	P4.800 B	P4.500 B	P4.422 B	(P 0.078 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	15%	(1-[(Actual - Target) / Target])x Weight	8.00%	8.00%	6.31%	1.69%
	SM 3	Increase Asset Size	Absolute amount	10%	(Actual / Target) x Weight	P5.400 B	P5.200 B	P5.188 B	(P 0.012 B)
	SO 2	Consistently Improve Profitability							
	SM 4	Increase Net Income After Tax	Total Revenues Less Total Expenses	15%	(Actual / Target) x Weight	P25.0 M	P6.5 M	P9.668 M	P3.160 M
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% = 7.5%; 80% and above = 15%	80%	80%	85.16%	5.16%
	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%	NA	NA	NA
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	10%	(Actual/Target) x Weight 0% = if less than 80%	100% of credit applications processed within the applicable processing time	100% of credit applications processed within the applicable processing time	83.30%	(16.7%)
	SO 6	Continuous Improvement of Processes and Systems							
	SM 8	Implement Quality Management System	Actual accomplishment	5%	All or nothing	Maintain ISO 9001:2015 Certification	NA	NA	NA

**BP LEASING AND FINANCE CORPORATION  
CY 2021 PERFORMANCE SCORECARD**

COMPONENTS						2021 Proposed Target	1ST QUARTER 2021		
		Objective/Measure	Formula	Weight	Rating System		Target	Actual	Over (Under)
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	Improvement on the Competency Level of the Organization based on the 2020 year-end assessment	NA	NA	NA
	SO 8	Optimize Use of Information Technology							
	SM 10	Implementation of IT Projects	Actual accomplishment	5%	All or nothing	100% completion of ISSP projects planned for 2021 1. Network Infrastructure Upgrade: Server, Storage, Laptop Computer, Desktop Computer; 2. Procurement and Upgrade of other ICT Equipment: Printers, Audio Video Conferencing 3. Enterprise Content Management System	NA	NA	NA

Prepared by:

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Certified Correct:

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RIZA M. HERNANDEZ  
OIC - Corporate Services Group

KENNETH S. STA. ROSA  
Head - Accounting Unit

Approved by:

EDWARD JOHN T. REYES  
OIC - President/CEO