



Office of the President of the Philippines
GOVERNANCE COMMISSION
FOR GOVERNMENT OWNED OR CONTROLLED CORPORATIONS
3/F, BDO Towers Paseo, 8741 Paseo De Roxas, Makati City, Philippines 1226



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29 APRIL 2022

MICHAEL P. ARANAS

President/CEO

LBP LEASING AND FINANCE CORPORATION (LBP-LFC)

15/F Syciplaw Center, No. 105, Paseo De Roxas Makati City

ACKNOWLEDGEMENT RECEIPT

LETTER 28 APRIL 2022

DATE:

RE: **[E] LETTER FROM LBP-LFC TO GCG RE PES QUARTERLY
MONITORING REPORT -1ST QUARTER CY 2022**

The said document was officially received by the Governance Commission on 29 April 2022 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: **0-1221-29-04-2022-008242.**

THIS RECEIPT IS COMPUTER GENERATED AND DOES NOT REQUIRE SIGNATURE.

Received by:

Signature over Printed Name

Date and Time

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| | COMPONENTS | | | | | 2022 PROPOSED TARGET | 1ST QUARTER 2022 (JANUARY TO MARCH) | | |
|------------------------|------------|---|--|--------|---|---|---|-----------|-------------|
| | | 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 | P5.040 B | P4.800 B | P 4.925 B | P 0.125 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 | 6.00% | 6.00% | 3.66% | 2.34% |
| | SM 3 | Increase Asset Size | Absolute amount of Total Assets by end of December | 5% | (Actual / Target) x Weight | P5.400 B | P5.200 B | P 5.189 B | (P 0.011 M) |
| | SO 2 | Consistently Improve Profitability | | | | | | | |
| | SM 4 | Increase Net Income After Tax | Total Revenues Less Total Expenses | 15% | (Actual / Target) x Weight | P40.0 M | P10 M | P 16.95 M | P 6.95 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% | 85% | 85% | 96.58% | 11.58% |
| | 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 |
| | | 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 below 80% | 100% of credit applications processed within the applicable processing time | 100% of credit applications processed within the applicable processing time | 100% | 0% |
| | SO 6 | Continuous Improvement of Processes and Systems | | | | | | | |
| | SM 8 | Implement Quality Management System | Actual accomplishment | 5% | All or nothing | Re-certification of ISO 9001:2015 | N/A | N/A | N/A |
| | | SUB-TOTAL | | 25% | | | | | |

LBP LEASING AND FINANCE CORPORATION

PES Form 4
Quarterly Target 2022 - 1st Quarter

| | COMPONENTS | | | | | 2022 PROPOSED TARGET | 1ST QUARTER 2022 (JANUARY TO MARCH) | | |
|---------------------|------------|---|---|--------|--------------------------|---|-------------------------------------|--------|-------------|
| | | 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 | Competency Baseline 2021 - Competency Baseline 2020 | 5% | (Actual/Target) x Weight | Improvement on the Competency Level of the Organization based on the 2021 year-end assessment | N/A | N/A | N/A |
| | SO 8 | Optimize Use of Information Technology | | | | | | | |
| | SM 10 | Implementation of IT Projects | Actual accomplishment | 5% | All or nothing | 100% completion of 2022 target ISSP Projects based on BOD approved or DICT endorsed ISSP | N/A | N/A | N/A |
| | | SUB-TOTAL | | 10% | | | | | |
| | | TOTAL | | 100% | | | | | |


* Processing time for NEW clients is 40 calendar days and 30 calendar days for EXISTING clients

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