



01 FEBRUARY 2023

**MICHAEL P. ARANAS**

*President/CEO*

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

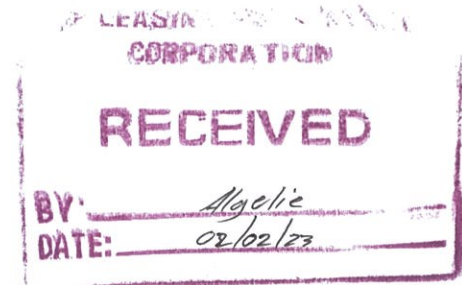
15/F Syciplaw Center, No. 105, Paseo De Roxas

Makati City

**ACKNOWLEDGEMENT RECEIPT**

LETTER 31 JANUARY 2023  
DATE:

RE: **LETTER FROM LLFC TO GCG SUBMITTING THE  
2022 PES ACCOMPLISHMENT WITH SUPPORTING  
DOCUMENTS**



The said document was officially received by the Governance Commission on 01 February 2023 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: **0-1140-01-02-2023-002120.**

**THIS RECEIPT IS COMPUTER GENERATED AND DOES NOT REQUIRE SIGNATURE.**

Received by:

\_\_\_\_\_  
Signature over Printed Name

\_\_\_\_\_  
Date and Time

**PRIVACY NOTICE:** Any or all personal data you provided will only be used to process your transaction with the GCG and for other compatible purposes. All collected data will be kept secure and confidential, unless otherwise authorized by law. They will be disposed of as soon as the purpose for their use has been achieved. Only aggregate or anonymized data shall be subject to further processing. We respect your rights under the Data Privacy Act. Should you wish to invoke any such rights in relation to our processing of your personal data, or have questions or clarifications relative to privacy and data protection, you may contact the GCG – Data Privacy Team at [privacy@gcg.gov.ph](mailto:privacy@gcg.gov.ph). You may lodge your complaint or submit an incident report form in the same email address.

**"Upholding a Transparent and Responsive GOCC Sector for the Filipino People"**



**LBP LEASING AND FINANCE CORPORATION**  
(A LANDBANK Subsidiary)

**BOARD RESOLUTION NO. 23-006**

In the meeting of the Board of Directors of LLFC held on 26 January 2023 via face-to-face meeting and Zoom video-conferencing, during which a valid quorum was present, the following resolution was adopted by the Board:

Bd. Res. No. 23-006: CY2022 ACTUAL PERFORMANCE SCORECARD FOR  
SUBMISSION TO GCG  
- Approved.

RESOLVED, as it is hereby resolved, that the CY2022 Actual Performance Scorecard for Submission to GCG, the details of which were contained in the Memorandum for the Board dated 20 January 2023 be, as it is hereby, APPROVED.

  
REO S. ANDARINO

**LBP LEASING AND FINANCE CORPORATION**

**PES Form 4**  
**2022 Performance Scorecard**

	COMPONENTS				2022 Modified Target	For the year ending December 31, 2022	
		Objective/Measure	Formula	Weight		Actual	Rating
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	P5.160 B	P4.879 B 14.18%
	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%	$(1 - [(Actual - Target) / Target] \times Weight)$	6.00%	5.21% 10.00%
	SM 3	Increase Asset Size	Absolute amount of Total Assets by end of December	5%	(Actual / Target) x Weight	P5.400 B	P5.479 B 5.00%
	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	P42.97 M 15.00%
	SM 5	Efficient Utilization of Corporate Operating Budget	Total Disbursement / Board - Approved Corporate Operating Budget (both net of PS cost)	5%	(Actual / Target) x Weight	90%	61.01% 3.39%
		SUB-TOTAL		50%			47.57%
CUSTOMER/ STAKEHOLDERS	SO 3	Provide Affordable & Responsive Financial Products for Priority Sectors					
	SM 6	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% to less than 85% = 7.5%; 85% and above = 15%	85%	94.47% 15.00%
	SO 4	Improve Accessibility & Timeliness of Delivery of Leasing & Financing Solutions					
	SM 7	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%	98% 5.00%
		SUB-TOTAL		20%			20.00%
INTERNAL PROCESSES	SO 5	Streamline Credit Processing System					
	SM 8	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	15%	(Actual/Target) x Weight 0% = if below 80%	100% of credit applications processed within the applicable processing time	100% 15.00%
	SO 6	Continuous Improvement of Processes and Systems					
	SM 9	Implement Quality Management System	Actual accomplishment	5%	All or nothing	Re-certification of ISO 9001:2015	PASSED 5.00%
		SUB-TOTAL		20%			20.00%



**LBP LEASING AND FINANCE CORPORATION**

**PES Form 4**  
**2022 Performance Scorecard**

	COMPONENTS				2022 Modified Target	For the year ending December 31, 2022	
		Objective/Measure	Formula	Weight	Rating System	Actual	Rating
LEARNING AND GROWTH	SO 7	Ensure Availability of Required Competencies for Critical Positions					
	SM 10	Percentage of Employees Meeting Required Competencies	Competency Baseline 2022 - Competency Baseline 2021	5%	(Actual/Target) x Weight	Improvement on the Competency Level of the Organization based on the 2021 year-end assessment	Improved competency based on 2021 year-end assessment 5.00%
	SO 8	Optimize Use of Information Technology					
	SM 11	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	100% completed 2022 target ISSP Projects based on BOD approved or DICT endorsed ISSP 5.00%
		SUB-TOTAL		10%			10.00%
		TOTAL		100%			97.57%

Prepared by:

  
ANGELIQUE D. JAVIER  
Management Services Analyst

Reviewed by:

  
RAIZZA L. GONZALES  
VP/Head - Corporate Services Group

Approved by:

  
MICHAEL P. ARAÑAS  
President and CEO

  
PETER PAUL I. RIGOR  
OIC - Account Management Group

  
KENNETH S. STA. ROSA  
Head - Accounting Unit

	COMPONENTS					2022 Modified Target	4th Quarter 2022 (October to December)		
		Objective/Measure	Formula	Weight	Rating System		Target	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	P5.160 B	P5.160 B	P4.879 B	(P0.281 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%	$(1 - \frac{\text{Actual} - \text{Target}}{\text{Target}}) \times \text{Weight}$	6.00%	6.00%	5.21%	0.79%
	SM 3	Increase Asset Size	Absolute amount of Total Assets by end of December	5%	(Actual / Target) x Weight	P5.400 B	P5.400 B	P5.479 B	P0.079 B
	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	P10.0 M	P12.41 M	P2.41 M
	SM 5	Efficient Utilization of Corporate Operating Budget	Total Disbursement / Board - Approved Corporate Operating Budget (both net of PS cost)	5%	(Actual / Target) x Weight	90%	90%	61.01%	(28.99%)
		SUB-TOTAL		50%					
CUSTOMER/ STAKEHOLDERS	SO 3	Provide Affordable & Responsive Financial Products for Priority Sectors							
	SM 6	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% to less than 85% = 7.5%; 85% and above = 15%	85%	85%	94.47%	9.47%
	SO 4	Improve Accessibility & Timeliness of Delivery of Leasing & Financing Solutions							
	SM 7	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%	95%	98%	3%
		SUB-TOTAL		20%					
INTERNAL PROCESSES	SO 5	Streamline Credit Processing System							
	SM 8	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	15%	(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%	-
	SO 6	Continuous Improvement of Processes and Systems							
	SM 9	Implement Quality Management System	Actual accomplishment	5%	All or nothing	Re-certification of ISO 9001:2015	Re-certification of ISO 9001:2015	PASSED	N/A
		SUB-TOTAL		20%					

	COMPONENTS					2022 Modified Target	4th Quarter 2022 (October to December)		
		Objective/Measure	Formula	Weight	Rating System		Target	Actual	Over(Under)
LEARNING AND GROWTH	SO 7	Ensure Availability of Required Competencies for Critical Positions							
	SM 10	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	Improvement on the Competency Level of the Organization based on the 2021 year-end assessment	Improved competency based on 2021 year-end assessment	N/A
	SO 8	Optimize Use of Information Technology							
	SM 11	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	100% completion of 2022 target ISSP Projects based on BOD approved or DICT endorsed ISSP	100% completed 2022 target ISSP Projects based on BOD approved or DICT endorsed ISSP	N/A
		SUB-TOTAL		10%					
		TOTAL		100%					

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 Management Services Analyst


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 MICHAEL P. ARAÑAS  
 President and CEO

