



2014 MAJOR FINAL OUTPUTS (MFOs)

Description	Formula	Weight	Rating	2014
MFO 1: Financing & Leasing Services				
Quantity 1: Total loan portfolio	Absolute amount	30%	Actual/Target x Weight (but not to exceed the weight)	P3.56 B
Quantity 2: Number of enterprises or institutional clients under anchor-based programs to support agricultural development and mechanization, and food supply chain enhancement	Absolute number	30%	Actual/Target x Weight (but not to exceed the weight)	30
Quantity 3: Number of individual clients under special financing/leasing programs to support government projects	Absolute number	10%	Actual/Target x Weight (but not to exceed the weight)	100
Quality 1: Net Past Due Rate	Total past due less specific loan loss provision over total portfolio	10%	Actual/Target x Weight (but not to exceed the weight)	2%
Timeliness 1: Average no. of days to process applications from receipt of complete documentations to Board Approval.	Total actual no. of days for all applications from receipt of complete documents/ Total no. of applications processed	10%	Weight – ((Actual-Target)/ (Target)) X Weight (but not to exceed the weight)	45 days
Subtotal of Weights:		90%		
GAS: Enhanced internal processes				
Quality 1: Automation of Financial Management System	% completion based on time-table of activities	5%	Actual/Target x Weight (but not to exceed the weight)	100%
Quality 2: Manualization of processes in preparation for ISO Compliance	Actual number of Manuals updated/prepared	5%	Actual/Target x Weight (but not to exceed the weight)	7(Credit; Admin; Risk Mgt; Audit; Legal; Treasury; Acctg)
Subtotal of Weights:		10%		
TOTAL OF WEIGHTS:		100%		

LBP LEASING CORPORATION

2014 PES Form 3

MONITORING REPORT ON 2014 MFO TARGETS as of 31 December 2014

(Based on Revised 2014 Targets)

Prepared on 27 Jan 2015

Description	Formula	Baseline 2013	Full Year 2014 Target (revised)	Actual	Balance	Weight	Rating
				Jan-December			
MFO 1 – Financing and Leasing Services							
Quantity 1: Total Loan Portfolio (In Php B)	Absolute amount	3.417	3.560	3.731	met	40%	40.0%
Quantity 3: Number of individual clients under special financing/leasing programs to support government projects	Absolute number	38	50	48	-2	15%	14.4%
Quality 1: Net Past Due Rate	Total past due less specific loan loss provision over total portfolio	1.2%	2%	1.90%	met	15%	15.0%
Timeliness 1: Average no. of days to process applications from receipt of complete documentations to Board Approval.	Total actual no. of days for all applications from receipt of complete documents/ Total no. of applications processed	37.59 days	45 days	34.95 days	met	20%	20.0%
GAS: Enhanced internal processes							
Quality 1: Automation of Financial Management System	% completion based on time-table of activities	85%	100%	100%	met	5%	5.0%
Quality 2: Manualization of processes in preparation for ISO Compliance	Actual number of Manuals updated/prepared	2 (BCP; Compliance)	7(Credit; Admin; Risk Mgt; Audit; Legal; Treasury; Acctg)	7(Credit; Admin; Risk Mgt; Audit; Legal; Treasury; Acctg)	met	5%	5.0%
TOTAL						100%	99.4%

**LBP LEASING CORPORATION
MONITORING REPORT ON 2014 MFO TARGETS AS OF 31 DECEMBER 2014**

Certified Correct:


RIZA M. HERNANDEZ
Head of Accounts Servicing

27 January 2015
Date

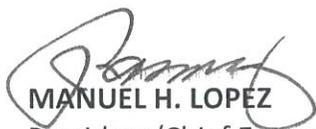

MA. LOURDES G. GONZAGA
Head of Corporate Services/Finance

27 January 2015
Date

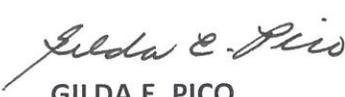

FIDELITO G. MAGNO
Head of Accounts Management

27 January 2015
Date

Approved by:


MANUEL H. LOPEZ
President/Chief Executive
Officer

27 January 2015
Date


GILDA E. PICO
Chairperson, Board of Directors

25 Feb 2015
Date