LBP LEASING CORPORATION
(A LAND BANK SUBSIDIARY)

Performance Measures				Baseline Data *(if available)*			CY 2013 Targets	CY 2013 Accomplishment	Rating
Description	Formula	Weight	Data Provider *if applicable*	2010	2011	2012			
MFO 1 – Financing and Leasing Services									
Quantity 1: Total loan portfolio	Absolute amount	30%	N/A		P2.578 B	P2.883 B	P3.1 B	P 3.417 B	30%
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%	N/A		N/A	N/A	5	5 accounts	30%
Quantity 3: Number of individual clients under special financing/leasing programs to support government projects	Absolute number	10%	N/A		N/A	N/A	25	38 accounts	10%
Quality 1: Net Past Due Rate	Total past due less specific loan loss provision over total portfolio	10%	N/A		4%	2%	2%	1.20%	10%
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%	N/A		50 days	45 days	45 days	37.59 days	10%
Subtotal of Weights:		90%							90%

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GAS: Enhanced Processes										
Automation of Financial Management System	% completion based on time-table of activities	5%	N/A		N/A	N/A	50%	85%	5%
Manualization of processes in preparation for ISO Compliance	Actual accomplishments	5%	N/A		N/A	N/A	2 (BCP; Compliance)	2	5%
Subtotal of Weights:		**10%**							**10%**
TOTAL OF WEIGHTS:		**100%**							**100%**

Certified Correct:

RIZA M. HERNANDEZ   2-11-14
Head of Accounts Servicing   Date

MA. LOURDES G. GONZAGA   2-11-14
Head of Corporate Services/Finance   Date

FIDELITO G. MAGNO   2-11-14
Head of Accounts Management   Date

Approved by:

MANUEL H. LOPEZ   2-11-14
President/Chief Executive Officer   Date

GILDA E. PICO   2-26-14
Chairperson, Board of Directors   Date