

LBP LEASING AND FINANCE CORPORATION
2015 Performance Scorecard

Component			Agreed			LBP-LFC Submission		GCG Validation		Supporting Documents	Remarks
	Objective/Measure		Rating Scale	Target	Weight	Actual	Rating	Actual	Rating		
Financial	SO 1	Ensure Sustainable Financial Growth									
	SM 1	Increase Total Portfolio	(Actual/Target) x Weight	₱3.8 Billion	15%	₱3.701 Billion	14.6%	₱3.701 Billion	14.6%	Report on Industry with Corresponding Amount of Portfolio	The total portfolio is composed of Finance Lease, Term-Loan, Short-Term Credit Line and Equipment and Other Property for Lease (EOPL) amounting to ₱1.43 Billion, ₱0.91 Billion, ₱0.92 Billion and ₱0.44 Billion, respectively.
	SM 2	Maintain Net Past Due Rate	(Actual/Target) x Weight	2%	10%	1.74%	10%	1.74%	10%	>Net Past Due Rate Computation Report >List of Past Due Accounts (Short-term Loans, Term Loans, Financial Leases, UV Express - Refleeting,	The total amount of Past Due Accounts amounted to ₱253.42 Million while the Specific Loan Loss Provision totaled ₱188.91 Million.

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										Restructured Past Due and Items in Litigation) >Schedule of Loss Provision	
	SO 2	Consistently Increase Net Income									
	SM 3	Increase Net Income After Tax	(Actual/ Target) x Weight	₱143 Million	15%	₱145 Million	15%	₱145 Million	15%	Unaudited Income Statement for the year ended 31 December 2015	For 2015, LBP-LFC generated a total revenue of ₱536.14 Million while incurring a total expenses of ₱391.10 Million.
		Sub-total			40%		39.60%		39.60%		
Stakeholder	SO 3	Increase Net Income After Tax									
	SM 4	Increase Percentage of Priority Sectors Portfolio	(Actual/ Target) x Weight	65%	20%	71.01%	20%	71.01%	20%	>Report on Industry with Corresponding Amount of Portfolio >Report on Portfolio of Priority Accounts	Out of the ₱3.7 Billion total portfolio, ₱2.63 Billion is from the priority sectors. Priority sectors are: Agri-Related (₱41.86 Million), Bus/Transport (₱88.97 Million), Government (₱963.48 Million), Healthcare/ Medical/Hospitals (₱250.60 Million), Public Transport Re-Fleeting

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											(P118.84 Million), Renewable Energy (P11.24 Million), Shipping (P566.49 Million), Small & Medium Enterprise (P160 Million), Equipment and Other Property for Lease (EOPL) (LBP/SEC/IC) (P426.79 Million).
	SM 5	Increase Number of Units under Special Financing/Leasing Programs to Support Government Projects	(Actual/Target) x Weight	50 units	5%	57 units	5%	56 units	5%	>List of Individual Clients Under Special Financing/Leasing Programs >CreCom Resolutions on Approvals >LBP-LC Term Loan Facility approval letters >Authority to Deliver	LBP-LFC helps the franchise holders/operators of UV Express vehicles in financing to buy another unit after the old unit was fully depreciated. In line with LTFRB's UV Express re-fleeting scheme to clear national roads of dilapidated and aging PUVs. Date of release of the vehicle or equipment will be the basis in the determination of the number of units. One (1) unit which is included in the submitted list was

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										actually released in 06 January 2016. Hence, the exclusion.
	SO 4	Improved Service Delivery								
	SM 6	Customer Satisfaction Rating Based on In-house Survey	All or Nothing	80% of respondents should have rated LBP-LFC "Satisfactory" or higher	5%	95.71% of respondents have rated LBP-LFC "Satisfactory" or higher	5%	95.71% of respondents have rated LBP-LFC "Satisfactory" or higher	5%	<p>>Letter of LBP to LBP-LC on the former's review of the Survey</p> <p>>Customer Satisfaction Survey Results Report</p> <p>>Survey Form</p> <p>Out of 201 clients, 140 participated in the survey. A total of 134 respondents or 96% rated LBP-LFC "Satisfactory" (3) or higher (4 for Very Good and 5 for Excellent). The survey used a 5-point rating scale. The in-house survey was conducted by the Management Services Unit (MSU) and the Account Management Group (AMG).</p> <p>For 2016, given the high percentage for the top 3 boxes (Satisfactory, Very Good and Excellent), it is recommended that the target be revised to cover the top 2 boxes (Very Good or Excellent).</p>
		Sub-total			30%		30%		30%	

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Internal Process	SO 5	Improve Efficiency and Quality of Credit Processes									
	SM 7	Average No. of Days to Process Applications of New Clients from Receipt of Complete Docs to Approval	(1- ((Actual-Target)/Target)) x Weight	45 days	5%	40 days	5%	40 days	5%	Report on Credit Approvals of New Clients	There are only two (2) new clients in 2015 with credit facilities amounting to ₱13.82 Million and ₱2 Million, respectively. Both clients have 40 processing days.
	SM 8	Average No. of Days to Process Applications of Existing Clients from Receipt of Complete Docs to Approval	(1- ((Actual-Target)/Target)) x Weight	35 days	5%	32.28 days	5%	32.28 days	5%	Report on Credit Approvals of Existing Clients	There were 32 existing clients in 2015. Existing clients refer to new accounts by clients previous clients
	SO 6	Expand Market Reach									
	SM 9	Number of LBP LC Desks Established in LBP Lending Centers Outside Metro Manila	(Actual/Target) x Weight	3 (1 in Northern Luzon; 1 in Cebu; 1 in Davao)	5%	0	0%	0	0%	None	LBP-LFC was not able to put up desks in the LBP Lending Centers due to their difficulty in getting the SEC approval and to their manpower concern.
		Sub-total				15%		10%		10%	

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Learning and Growth	SO 7	Attract, Develop and Retain Competent Personnel									
	SM 10	Percentage of Existing Personnel vs. Approved Manpower Complement	(Actual/ Target) x Weight	75%	5%	72%	4.8%	72%	4.8%	>List of Employees >Manpower Count	13 employees were hired in 2015 while 2 employees resigned in same year
	SO 8	Adopt Continuing Productivity and Corporate Culture Enhancement Programs									
	SM 11	Competency Level of the Corporation	All or Nothing	Competency Framework Approved by the LBP-LFC Board	5%	Competency Framework Approved by the LBP-LFC Board	5%	Competency Framework Approved by the LBP-LFC Board	5%	>Board Resolution No. 15-201 >Copy of Competency Framework	Acceptable
	SO 9	Continuous Improvement of IT Infrastructure									
	SM 12	Automation of Key Processes	All or Nothing	100% Complete Lease and Loan System	5%	100% Complete Lease and Loan System	5%	100% Complete Lease and Loan System	5%	>Schedule of Activities and Outputs >Certificate of Acceptance >Certificate of Attendance	Acceptable
		Sub-total				15%		14.80%		14.80%	
	TOTAL				100.00%		94.40%		94.40%		