



25 March 2022

MS. CECILIA C. BORROMEIO

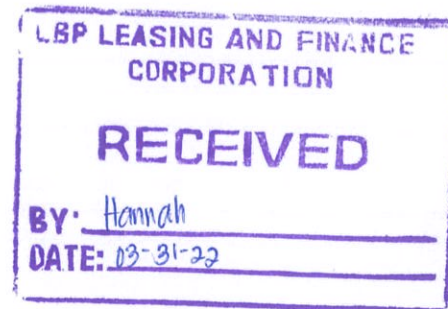
Chairperson

MR. MICHAEL P. ARAÑAS

President and CEO (PCEO)

LBP LEASING AND FINANCE CORPORATION (LLFC)

15/F SycipLaw Center, 105 Paseo de Roxas,
Makati City



**RE: VALIDATION RESULT OF 2020 PERFORMANCE
SCORECARD OF LLFC**

Dear Chairperson Borromeo and PCEO Arañas,

This is to formally transmit the validation result of LLFC's 2020 Performance Scorecard. Based on the Governance Commission's validation of the GOCC's documentary submissions, LLFC garnered an over-all score of **94.52%** (See **Annex A**). The same is to be posted in LLFC's website, in accordance with Section 43 of GCG Memorandum Circular (M.C.) No. 2012-07.¹

In relation to the grant of 2020 PBB to eligible officers and employees, LLFC can grant such incentive only upon receipt of confirmation letter from the Governance Commission. In this regard, the Board is reminded that any unilateral action to release the PBB will be considered as a violation of the Board's fiduciary duty to protect the assets of the GOCC as provided under Section 19 of Republic Act No. 10149.²

FOR LLFC'S INFORMATION AND GUIDANCE.

Very truly yours,

SAMUEL G. DAGPIN, JR.

Chairman

JAYPEE O. ABESAMIS
*OIC-Commissioner**

MARITES C. DORAL
Commissioner

cc: COA Resident Auditor – LLFC

¹ Code of Corporate Governance for GOCCs, dated 28 November 2012.

² GOCC Governance Act of 2011.

*By virtue of the Memorandum from the Executive Secretary dated 21 March 2022.

NOTED: 3/31

LBP LEASING AND FINANCE CORPORATION (LLFC)
Validation Result of 2020 Performance Scorecard

Component					Target	LLFC Submission		GCG Validation		Supporting Documents	Remarks	
	Objective/Measure	Formula	Wt	Rating System		Actual	Rating	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 ₱3 Billion	₱4.500 Billion	₱4.417 Billion	14.72%	₱4.392 Billion	14.64%	Loan/Lease Portfolio Results of Operations as of 31 December 2020 COA Annual Audit Report	Validated actual based on COA AAR. Loans and Receivables – ₱4.479 Billion Deferred Leasing Income - ₱0.087 Billion EOPL, net - ₱0.245 Billion Deposit on Lease contract - ₱(0.408 Billion) Unapplied payments - ₱(0.012 Billion)
	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	15%	{1- [(Actual / Target) / Target]} x Weight	2.5%	1.51%	15%	1.98%	15%	Net Past Due Rate Computation Past Due Accounts Schedule of Loss Provision Total Loan Portfolio as of 31 December 2020 COA Annual Audit Report	Validated actual computed using the following figures: Total Past Due Accounts: ₱417,730,632 Less: Specific Loan Loss Provision: ₱330,750,251 Total Portfolio: ₱4,391,771,830

Component					Target	LLFC Submission		GCG Validation		Supporting Documents	Remarks	
	Objective/Measure	Formula	Wt	Rating System		Actual	Rating	Actual	Rating			
	SM 3	Increase Asset Size	Absolute Amount	10%	(Actual / Target) x Weight	₱5.10 Billion ¹	₱5.138 Billion	9.51%	₱5.04 Billion	9.88%	Results of Operations as of 31 December 2020 COA Annual Audit Report	Validated actual as reflected in COA AAR.
	SO 2	Consistently Improve Profitability										
	SM 4	Increase Net Income After Tax	Total Revenues Less Total Expenses	15%	(Actual / Target) x Weight	₱90 Million	₱339.839 Million	15%	₱339.56 Million	15%	Results of Operations as of 31 December 2020 COA Annual Audit Report	Acceptable.
		Sub-total			55%			54.23%		54.52%		
	SO 3	Provide Affordable & Responsive Financial Products for Priority Sectors										
CUSTOMER/STAKEHOLDER	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% = 7.5%; 80% and above = 15%	80%	87%	15%	86.51%	15%	Summary Report on the Portfolio Allocation in Priority Sectors COA Annual Audit Report	Acceptable.

¹ Net of BGC Property.

Component					Target	LLFC Submission		GCG Validation		Supporting Documents	Remarks	
Objective/Measure	Formula	Wt	Rating System	Actual		Rating	Actual	Rating				
INTERNAL PROCESS	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 less than 80%	95%	100%	5%	100%	5%	2020 CSS Final Report from the Third Party Sample Accomplished Survey Questionnaires Backchecking and Spot-checking Report Database of Responses	Acceptable.
	Sub-total		20%				20%		20%			
	SO 5	Streamline Credit Processing System										
	SM 7	Percentage of Credit Approval Processed within Applicable Time	Total Number of Credit Applications Processed within the Applicable Time for New and Existing Clients/ Total Number of Credit Applications Received	10%	(Actual / Target) x Weight 0% = if less than 80%	100% of credit applications processed within the application processing time ²	84.8%	8.48%	100%	10%	Database of Application Processed in 2020 Application Monitoring Sheets Executive Committee/ Board Approval of the applications	Validation based on the processing time reflected in the Citizen's Charter. The Governance Commission notes that the applicable processing time for new and existing clients are 40 and 30 working days, respectively. The said processing time is not in accordance with the

² Applicable processing time based on compliance with Republic Act No. 11032 or the Ease of Doing Business and Efficient Government Service Delivery Act of 2018 and ARTA Memorandum Circular Nos. 2020-03 dated 20 March 2020 and 2020-03-A dated 11 June 2020.

LEARNING & GROWTH	Component				Target	LLFC Submission		GCG Validation		Supporting Documents	Remarks	
	Objective/Measure		Formula	Wt		Rating System	Actual	Rating	Actual			Rating
										LLFC's Charter as uploaded in website	Citizen's requirements of the Anti-Red Tape Authority.	
	SO 6	Continuous Improvement of Processes and Systems										
	SM 8	Implement Quality Management System	Actual Accomplishment	5%	All or Nothing	Maintain ISO 9001:2015 Certification	Passed	5%	Maintained ISO 9001:2015 Certification	5%	ISO 9001:2015 Certification Audit Report	Acceptable.
		Sub-total		15%				13.48%		15%		
	SO 7	Ensure Availability of Required Competencies for Critical Positions										
	SM 9	Percentage of Employees Meeting Required Competencies	Competency Baseline 2020-Competency Baseline 2019	5%	All or Nothing	Improvement on the Competency Level of the Organization based on the 2019 year-end assessment	Improved Competency based in 2019 year-end assessment	5%	Overall Organization Competency declined by 0.54%	0%	Summary of Competency Assessment for 2020 Competency Assessment Forms Result of the 2019 and 2020 Competency Assessment	The organization's competency level in 2020 was computed at 96.04%. This is lower by 0.54% from the previous year's level of 96.58%.

Component					Target	LLFC Submission		GCG Validation		Supporting Documents	Remarks	
	Objective/Measure	Formula	Wt	Rating System		Actual	Rating	Actual	Rating			
	SO 8	Optimize Use of Information Technology										
	SM 10	Number of IT Projects Implemented	Actual Accomplishment	5%	All or Nothing	50% Completion of ISSP Projects Planned for 2020	50% Completed 1. Network Infrastructure Upgrade: Server, Storage, computers; 2. Procurement and Upgrade of other ICT Equipment: Printer, Audio Video Teleconferencing; and 3. Internally developed and implemented – Enterprise Content Management System	5%	Completed 57% of ISSP Projects Planned for 2020	5%	IT Project Work Program Actual Outputs per ISSP User Acceptance Testing (UAT) Delivery Receipts and other Procurement Documents	Completed 12 out of 21 ISSP Projects planned for 2020. Out of the 21 planned projects for the year, 6 were deferred, 2 were partially completed, and 1 with no accomplishment.
		Sub-total		10%				10%		5%		
		Grand Total		100%				97.71%		94.52%		