

**LBP LEASING AND FINANCE CORPORATION
PERFORMANCE SCORECARD CY 2023**

COMPONENTS					2023 Modified Target	4th QUARTER 2023 (OCTOBER TO DECEMBER)			As of December 31, 2023 based on Unaudited PFRS FS	% of Accomplishment	Rating
Objective/Measure	Formula	Weight	Rating System	Target		Actual	Over(Under)				
SO1	Sustain Capital and Financial Growth through the effective and efficient use of resources										
SM 1	Increase Total Portfolio	Total Outstanding Financing and Leasing Portfolio (based on Net Exposure) by End of December	15%	(Actual / Target) x Weight; 0% = If less than P3 Billion	P 5.418 B	P 5.418 B	P5.336 B	(P64.0 M)	P5.336 B	98.49%	14.77%
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) x Weight	5.00%	5.00%	7.61%	(2.48%)	7.61%	47.80%	4.78%
SM 3	Increase Asset Size	Absolute amount of Total Assets by end of December	5%	(Actual / Target) x Weight	P 5.700 B	P 5.700 B	P 6.164 B	P 0.461 B	P 6.164 B	108.14%	5.00%
SM 4	Increase Net Income After Tax	Total Revenues Less Total Expenses	15%	(Actual / Target) x Weight	P60.0M	P15.0M	P29.55M	P14.55M	P73.446 M	122.41%	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%	90%	67.86%	(22.14%)	67.86%	75.40%	3.77%
	SUB-TOTAL		50%								43.32%
SO 2	Provide financial products to achieve customer satisfaction and loyalty										
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 90% = 7.5%; 90% and above = 15%	90%	90%	92.24%	2.24%	92.24%	104.09%	15.00%
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%	99.81%	4.41%	99.81%	100%	5.00%
	SUB-TOTAL		20%								20.00%
SO 3	Enhance delivery of leasing and financing solutions										
SM 8	Percentage of Credit Approvals Processed within the Applicable Time	Total Number of Credit Approvals for New and Existing Clients Processed within the Applicable Processing 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%	0%	100%	100%	15.00%
SO 4	Improve procedures, systems, and programs on a continuing basis										
SM 9	Implement Quality Management System	Actual accomplishment	5%	All or nothing	Maintenance of ISO 9001:2015 Certification	Maintenance of ISO 9001:2015 Certification	100%	-	Passed	100%	5.00%
	SUB-TOTAL		20%								20.00%
SO 5	Strengthen organizational competencies										
SM 10	Percentage of Employees Meeting Required Competencies	Actual accomplishment	2.5%	All or nothing	Board Approved Revised Competency Framework	Board Approved Revised Competency Framework	100%	-	Revised competency framework was approved by the BOD on 20 December 2023	50%	2.50%
			2.5%		Competency Assessment of all eligible employees**	Competency Assessment of all eligible employees**			Assessed all eligible employees CY 2023	50%	2.50%

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						Target	Actual	Over(Under)			
Objective/Measure	Formula	Weight	Rating System								
SO 6	Optimize Linkages and Use of Information Technology										
SM 11	Implementation of IT Projects	Actual accomplishment	5%	All or nothing	100% completion of 2023 target ISSP Projects based on BOD approved or DICT endorsed ISSP	100% completion of 2023 target ISSP Projects based on BOD approved or DICT endorsed ISSP	100%	-	100% completed of the 2023 target ISSP Projects based on BOD approved or DICT endorsed ISSP	100%	5.00%
SUB-TOTAL			10%								10.00%
TOTAL			100%								93.32%

* Applicable processing time will be based on LLFC's compliance with Republic Act No. 11032

** The competency baseline of the organization shall pertain to the average percentage required competencies met which can be computed using the formula

Prepared by:

ANGELIQUE D. JAVIER
Administrative Specialist I
Date: 03/12/2024

Reviewed by:

RAIZZA L. GONZALES
VP/Head - Corporate Services Group
Date: 03/12/2024

Approved by:

MICHAEL P. ARANAS
President and CEO
Date: 03/12/2024

PETER PAUL I. RIGOR
VP/Head- Account Management Group
Date: 03/12/2024

LBP LEASING AND FINANCE CORPORATION
PERFORMANCE SCORECARD CY 2023

PES Form 4
 4th Quarter Monitoring Report CY 2023

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SO 4	Improve procedures, systems, and programs on a continuing basis						
SM 9	Implement Quality Management System	Actual accomplishment	5%	All or nothing	Maintenance of ISO 9001:2015 Certification	100%	-
	SUB-TOTAL		20%				
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SM 10	Percentage of Employees Meeting Required Competencies	Actual accomplishment	2.5%	All or nothing	Board Approved Revised Competency Framework	100%	-
			2.5%		Competency Assessment of all eligible employees**		
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	SUB-TOTAL		10%				
	TOTAL		100%				

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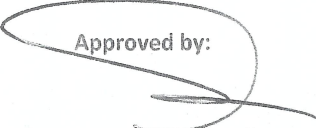

ANGELIQUE D. JAVIER
 Administrative Specialist I
 Date: 03/12/2024

Reviewed by:


RAIZZAL G. GONZALES
 VP/Head - Corporate Services Group
 Date: 03/12/2024


PETER PAUL I. RIGOR
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MICHAEL P. ARAÑAS
 President and CEO
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