



30 August 2024

*NOTED*  
*TO: VP ARAÑAS*

**HON. ROBERTO U. TEO**

*Chairperson*

**HON. MICHAEL P. ARAÑAS**

*President and Chief Executive Officer (PCEO)*

**LBP LEASING AND FINANCE CORPORATION (LLFC)**

15/F SycipLaw Center, 105 Paseo de Roxas,

Makati City

**RE: VALIDATION RESULT OF LLFC's 2023  
PERFORMANCE SCORECARD**

Dear Chairperson Teo and PCEO Arañas,

This is to formally transmit the validation result of LLFC's 2023 Performance Scorecard (**Annex A**), where LLFC obtained an overall score of **91.64%**. The same is to be posted on LLFC's website, in accordance with Section 43 of GCG Memorandum Circular (M.C.) No. 2012-07.<sup>1</sup>

**FOR LLFC'S INFORMATION AND GUIDANCE.**

Very truly yours,

*MQ*

**ATTY. MARIUS P. CORPUS**

*Chairperson*



*Brian Keith F. Hosaka*

**ATTY. BRIAN KEITH F. HOSAKA**

*Commissioner*

*Geraldine Marie B. Berberabe-Martinez*

**ATTY. GERALDINE MARIE B. BERBERABE-MARTINEZ**

*Commissioner*

<sup>1</sup> Code of Corporate Governance for GOCCs.



**LBP LEASING AND FINANCE CORPORATION (LLFC)**  
**Validation of 2023 Performance Scorecard**

Component					LLFC Submission		GCG Validation		Supporting Documents	Remarks		
Objective/Measure	Formula	Wt.	Rating System	Target	Actual	Rating	Actual	Rating				
<b>SO 1 Sustain Capital and Financial Growth through the effective and efficient use of resources</b>												
FINANCIAL	SM 1	Increase Total Portfolio	Total Outstanding Financing and Leasing Portfolio (based on the Net Exposure) by End of December	15%	(Actual / Target) x Weight  0% = If less than ₱3 Billion	₱5.418 Billion	₱5.336 Billion	14.77%	₱5.336 Billion	14.77%	<ul style="list-style-type: none"> <li>2023 COA-AAR</li> <li>Total Portfolio Computation based on 2023 COA AAR</li> <li>Schedule of Total Portfolio as of 31 December 2023</li> <li>Reported Asset Quality as of 31 December 2023</li> </ul>	Target not met.
	SM 2	Lower Net Past Due Rate	Total Past Due at the end of the period – Deferred Leasing Income, Unearned Credits, and Specific Loan Loss Provision over Total Portfolio	10%	{1-(Actual-Target)/Target} x weight	5.0%	7.61%	4.78%	7.25%	5.5%	<ul style="list-style-type: none"> <li>Net Past Due Rate Computation as of 31 December 2023</li> <li>Total Past Due Computation based on 2023 COA AAR</li> <li>Total Past Due Loans and Leases</li> <li>Schedule of Specific Loan Loss Provision</li> <li>Schedule of Total Portfolio</li> <li>2023 COA AAR</li> </ul>	Target exceeded.



Component					LLFC Submission			GCG Validation		Supporting Documents	Remarks	
Objective/Measure	Formula	Wt.	Rating System	Target	Actual	Rating	Actual	Rating				
SM 3	Increase Asset Size	Absolute Amount of Total Assets by end of December	5%	(Actual / Target) x Weight	₱5.700 Billion	₱6.164 Billion	5%	₱6.165 Billion	5%	<ul style="list-style-type: none"> <li>2023 COA AAR</li> <li>Memorandum on Result of Operations – December 2023 as presented to the LLFC Board of Directors dated 17 January 2024</li> </ul>	Target exceeded.	
SM 4	Increase Net Income After Tax	Total Revenues Less Total Expenses	15%	(Actual / Target) x Weight	₱60.0 Million	₱73.446 Million	15%	₱70.198 Million	15%	<ul style="list-style-type: none"> <li>2023 COA AAR</li> </ul>	Target exceeded.	
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%	67.86%	3.77%	76.25%	4.24%	<ul style="list-style-type: none"> <li>Budget Utilization Report as of 31 December 2023</li> <li>ICRS SAAOBDB</li> </ul>	Target not met.	
		<b>Sub-total</b>	<b>50%</b>				<b>43.32%</b>		<b>44.51%</b>			
<b>SO 2</b>	<b>Provide financial products to achieve customer satisfaction and loyalty</b>											
CUSTOMER/STAKEHO	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%	92.24%	15%	91.95%	15%	<ul style="list-style-type: none"> <li>Priority Sector Portfolio Computation</li> <li>List of Account Balances Included in the Priority Sector</li> <li>2023 COA AAR</li> </ul>	Acceptable.

Component					LLFC Submission		GCG Validation		Supporting Documents	Remarks		
Objective/Measure	Formula	Wt.	Rating System	Target	Actual	Rating	Actual	Rating				
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%	5%	99.81%	5%	<ul style="list-style-type: none"> <li>Harmonized Client Satisfaction Measurement (CSM) result endorsed by ARTA</li> </ul>	Acceptable.		
		<b>Sub-total</b>	<b>20%</b>			<b>20%</b>		<b>20%</b>				
<b>SO 3 Enhance delivery of leasing and financing solutions</b>												
INTERNAL PROCESS	SM 8	Percentage of Credit approval Processed within Applicable Time	Total Number of Credit Approvals for New and Existing Clients Processed within the Applicable Time / Total Number of Credit Approvals	15%	(Actual / Target) x Weight;  0% = If below 80%	100% of credit applications within the applicable time <sup>1</sup>	100%	15%	97.5%	14.63%	<ul style="list-style-type: none"> <li>Application Monitoring Sheet</li> <li>Credit Approvals Monitoring Sheet</li> <li>ExCom/BOD Resolutions Approving Credit Facilities</li> <li>Copy of Additional Requirements from Clients</li> </ul>	LLFC was able to process 39 out of 40 or 97.5% of credit applications within the applicable processing time. Details of the Credit Applications Approved Within Applicable Time is attached as <b>Appendix 1.</b>

<sup>1</sup> Applicable processing time will be based on LLFC's compliance with Republic Act No. 11032.



Component						LLFC Submission		GCG Validation		Supporting Documents	Remarks
Objective/Measure	Formula	Wt.	Rating System	Target	Actual	Rating	Actual	Rating			
<b>SO 4 Improve procedures, systems, and programs on a continuing basis</b>											
SM 9	Implement Quality Management System	Actual Accomplishment	5%	All or nothing	Maintain ISO 9001:2015 Certification	Passed	5%	Maintained ISO 9001:2015 Certification	5%	<ul style="list-style-type: none"> <li>Copy of ISO 9001:2015 Certificate</li> <li>Copy of the Surveillance Audit Report from the third-party</li> </ul>	Acceptable.
		<b>Sub-total</b>	<b>20%</b>				<b>20%</b>		<b>19.63%</b>		
<b>SO 5 Strengthen organization competencies</b>											
SM 10	Percentage of Employees Meeting Required Competencies	Actual Accomplishment	5%	All or nothing	Board Approved Revised Competency Framework	Revised competency framework was approved by the BOD on 20 December 2023	2.5%	Revised Competency Framework was approved through Board Resolution No. 23-270 dated 15 December 2023	2.5%	<ul style="list-style-type: none"> <li>Copy of the Board-approved Revised Competency Framework</li> <li>Board Resolution No. 23-270</li> </ul>	Acceptable.

LEARNING & GROWTH

Component					LLFC Submission		GCG Validation		Supporting Documents	Remarks
Objective/Measure	Formula	Wt.	Rating System	Target	Actual	Rating	Actual	Rating		
				Competency Assessment of all eligible employees	Assessed all eligible employees CY 2023	2.5%	Assessment of Employees was done in February 2024	0%	<ul style="list-style-type: none"> <li>• Database of the employee assessment result</li> <li>• Employee Assessment Forms</li> </ul>	<p>According to the revised framework, the second competency assessment for the July to December period should be completed in the succeeding year, on or before the second week of January. However, the GCG noticed that the assessment of employees was done in February 2024. Moreover, the assessment date of some employees was not provided. Please see <b>Appendix 2.</b></p>

Component					LLFC Submission		GCG Validation		Supporting Documents	Remarks	
Objective/Measure	Formula	Wt.	Rating System	Target	Actual	Rating	Actual	Rating			
<b>SO 8 Optimize Linkages and Use of Information Technology</b>											
SM 11	Implementation of IT Projects	Actual Accomplishment	5%	All or nothing	100% completion of 2023 target ISSP Project based on Board-approved or DICT endorsed ISSP.	Completed 100% of the 2022 ISSP Project based on Board-approved or DICT endorsed ISSP.	5%	100% completion of 2023 target ISSP Project based on Board-approved or DICT endorsed ISSP	5%	<ul style="list-style-type: none"> <li>DICT-endorsed ISSP for 2022-2024</li> <li>Approved Work Program</li> <li>Inspection and Acceptance Report</li> <li>Delivery Receipts</li> <li>Memorandum of Deferment of ISSP Project for 2023 dated 06 November 2023</li> </ul>	Acceptable.
		<b>Sub-Total</b>	<b>10%</b>				<b>10%</b>		<b>7.5%</b>		
		<b>TOTAL</b>	<b>100%</b>				<b>93.32%</b>		<b>91.64%</b>		

*hjo*



## DETAILS OF CREDIT APPLICATIONS APPROVED WITHIN APPLICABLE PROCESSING TIME

No.	CLIENTS/ACCOUNTS	APPROVING BODY	PROCESS START DATE	STOP TIME	PROCESS RESUMPTION DATE	APPROVAL DATE	LLFC COMPUTATION	GCG TAT COMPUTATION
<i>Existing Clients</i>								
1	eBizolution, Inc.	Execom	3-Feb-23			17-Feb-23	11	10
2	2M Construction & Enterprises/ Sps. Anna Marlesa Malahat & Sharif Madzmir A. Hasim	Board	8-Feb-23			23-Feb-23	12	11
3	Famous Secret Precision Machining Inc.	Board	8-Feb-23			23-Feb-23	12	11
4	One Sky Stainless and Aluminum Supplies Enterprises	Board	5-Jan-23	18-Jan-23	14-Feb-23	23-Feb-23	17	28
5	P.E.R.R.C. Construction & Development Corporation	Board	2-Feb-23			23-Feb-23	16	15
6	Universal Harvester Inc.	Board	30-Jan-23			23-Feb-23	19	18
7	Great Wall Machinery & Manufacturing Phils., Inc.	Board	7-Mar-23			23-Mar-23	13	12
8	One Sky Stainless and Aluminum Supplies Enterprises Co.	Board	3-May-23			30-May-23	20	19
9	Prime Global Corporation	Board	3-May-23			30-May-23	20	19
10	Realiving Design Center Corporation	Board	29-May-23			29-Jun-23	24	21
11	Accent Systems, Inc.	Execom	31-May-23			21-Jun-23	16	14
12	Panay Health Care Multi-Purpose Cooperative	Board	14-Jun-23			29-Jun-23	12	10
13	EasyFund Lending Investor Corp.	Execom	11-Jul-23			19-Jul-23	7	6
14	Prime Global Finance Corporation	Board	10-Jul-23			27-Jul-23	14	13
15	First United Finance & Leasing Corp.	Board	27-Jul-23			18-Aug-23	17	16
16	Dynalab Corporation	Execom	24-Aug-23			22-Sep-23	22	20
17	Sps. Eddie A. & Diane Princess L. Cañaverall	Board	24-Aug-23			29-Sep-23	27	25
18	Assurance Controls Technologies Co., Inc.	Board	6-Sep-23			29-Sep-23	18	17
19	Rhodium 688 Builders	Board	7-Sep-23			29-Sep-23	17	16
20	Ximex Delivery Express, Inc.	Board	8-Sep-23			29-Sep-23	16	15

for



SM 8: Percentage of Credit Approval Processed Within the Applicable Time

No.	CLIENTS/ACCOUNTS	APPROVING BODY	PROCESS START DATE	STOP TIME	PROCESS RESUMPTION DATE	APPROVAL DATE	LLFC COMPUTATION	GCG TAT COMPUTATION
21	Great Wall Machinery & Manufacturing Phils. Inc.	Board	8-Sep-23			29-Sep-23	16	15
22	Prime Global Corporation	Board	6-Oct-23			26-Oct-23	15	14
23	Realiving Design Center Corporation	Board	9-Oct-23			26-Oct-23	14	13
24	New San Jose Builders/ Diamond Land Resources, Inc.	Board	28-Sep-23	11-Oct-23	13-Oct-23	29-Nov-23	21	38
25	P. A. Alvarez Properties and Development Corp.	Board	14-Nov-23			29-Nov-23	12	10
26	Sps. Rodolfo T. Jr. & Marilyn M. Cristobal	Execom	8-Nov-23			22-Nov-23	11	10
<i>New Clients</i>								
27	Sps. Eligio, Cristina S. & Jose Alex L./ 3CJ Trading	Execom	25-Nov-22			18-Jan-23	39	37
28	Topnotch Catalyst Builders	Board	31-Mar-23			26-Apr-23	19	14
29	Bacoor Doctors Medical Center	Execom	4-Apr-23			19-May-23	34	28
30	Dazking Metal Manufacturing Corporation	Board	12-Apr-23			30-May-23	35	32
31	Green and Grow Teknologies, Inc.	Execom	10-May-23	19-May-23	13-Jul-23	27-Jul-23	20	17
32	MOHS Analytics, Inc.	Execom	5-Jul-23			19-Jul-23	11	10
33	OIC Conztruck and Supply Corp.	Board	14-Jun-23	29-Jun-23	No Data	27-Jul-23	13	30
34	Stage Craft International, Inc.	Board	6-Jul-23			27-Jul-23	16	15
35	Sim Construction Trading & Services / Sps. Jim Sim B. & Aprille Ann M. Sim	Execom	11-Jul-23			19-Jul-23	7	6
36	AA Futures Inc.	Execom	10-Jul-23			14-Aug-23	26	25
37	3R & N Tours Corporation	Execom	11-Jul-23			14-Aug-23	25	24
38	Sps. Precy & Filemon Villalon & Genesis Villalon	Crecom	4-Aug-23			9-Aug-23	4	3
39	Mactan Rock Industries, Inc.	Execom	9-Oct-23			18-Oct-23	8	7
40	Mactan Rock Industries, Inc.	Execom	10-Nov-23			22-Nov-23	9	8

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## DETAILS OF COMPETENCY ASSESSMENT FORMS

EMPLOYEE	POSITIONS	ASSESSMENT DATE
Employee 1	Account Management Specialist I	16-Feb-24
Employee 2	Head - OGC	No Data
Employee 3	Accountant II	No Data
Employee 4	IT Specialist II	8-Feb-24
Employee 5	HR Assistant	No Data
Employee 6	Account Administration Specialist II	No Data
Employee 7	Driver	No Data
Employee 8	Account Administration Officer	16-Feb-24
Employee 9	Account Management Specialist I	16-Feb-24
Employee 10	Account Officer	16-Feb-24
Employee 11	Risk Management Officer	20-Feb-24
Employee 12	Account Administration Specialist I	16-Feb-24
Employee 13	Account Management Specialist	No Data
Employee 14	Credit	No Data
Employee 15	Accountant II	16-Feb-24
Employee 16	Account Officer	7-Feb-24
Employee 17	Treasury Specialist II	16-Feb-24
Employee 18	Credit Investigator/Appraisal Officer	No Data
Employee 19	Administrative Specialist II	No Data
Employee 20	HR Specialist II	No Data
Employee 21	Head - CSG	No Data
Employee 22	Administrative Specialist II	No Data
Employee 23	Executive Assistant I	16-Feb-24
Employee 24	Administrative Analyst	No Data
Employee 25	Account Officer	16-Feb-24
Employee 26	Head - ASG	No Data
Employee 27	Account Officer	12-Feb-24
Employee 28	Administrative Specialist I	No Data
Employee 29	Credit Investigator/ Appraiser I	No Data
Employee 30	Account Admin Specialist II	16-Feb-24
Employee 31	Account Administration Officer	No Data
Employee 32	Account Management Specialist II	16-Feb-24
Employee 33	Head - IT Unit	No Data
Employee 34	Head - Internal Audit Office	20-Feb-24
Employee 35	Risk Management Analyst	6-Feb-24
Employee 36	Account Administration Specialist II	No Data
Employee 37	Legal Specialist II	No Data
Employee 38	Management Service Specialist II	No Data
Employee 39	Account Officer	16-Feb-24
Employee 40	Account Officer	16-Feb-24
Employee 41	Head - AMG	No Data



## SM 10: Percentage of Employees Meeting Required Competencies

EMPLOYEE	POSITIONS	ASSESSMENT DATE
Employee 42	IT Assistant	8-Feb-24
Employee 43	Treasury Officer	16-Feb-24
Employee 44	Legal Researcher	No Data
Employee 45	HR Assistant	No Data
Employee 46	Account Officer	16-Feb-24
Employee 47	Account Administration Liaison	No Data
Employee 48	Administrative Assistant	No Data
Employee 49	CIAU Head	15-Feb-24
Employee 50	Account Administration Assistant	No Data
Employee 51	Head - Accounting Unit	16-Feb-24
Employee 52	Bookkeeper II	16-Feb-24
Employee 53	Accounts Management Specialist II	No Data
Employee 54	Head - Account Administration Unit	No Data
Employee 55	Account Management Specialist I	16-Feb-24
Employee 56	Account Management Specialist I	16-Feb-24
Employee 57	Account Assistant	16-Feb-24

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**LBP LEASING AND FINANCE CORPORATION**

**(A LANDBANK SUBSIDIARY)**

15th floor Sycip Law Center No. 105 Paseo de Roxas St., Makati City

September 6, 2024

## **ACKNOWLEDGEMENT RECEIPT**

**SUBJECT** : RE : Validation Result of LLFC's 2023 Performance Score Card  
**FROM** : GCG  
**DELIVERED BY** : Kenneth Aplacador  
**DATE RECEIVED** : September 06, 2024

The said document was officially received by LBP Leasing and Finance Corporation and will be forwarded to the responsible LLFC Officer for appropriate action.

To follow-up for further action on the document, you may contact us through telephone number (02) 8818-2200 .

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