



MISSION:
To provide public and private enterprises access to relevant leasing and related financing services for the acquisition of machineries, equipment and other assets in support of government priorities and nationwide development

VISION:
By 2020, DBP-LC shall be a major provider of leasing and other asset-based financing services to the public and private sectors in support of the government's priorities to bring about nationwide development

CORE VALUES:
Integrity
Transparency
Quality
Relevance
Teamwork

ANNEX B (DBP-LC 2017 PERFORMANCE SCORECARD)

DBP LEASING CORPORATION (DBP-LC)

		Component				Baseline Data				Target
		Objective/Measure	Formula	Weight	Rating System	2014	2015	2016	2017	
SOCIAL IMPACT										
SO 1	Support the Government's Economic Development Priorities through the Provision of Leasing and Other Asset-Based Financing Services									
SM 1	Total Loan and Lease Portfolio (Net as per Balance Sheet)	Absolute Amount		20%	0% = lower than P1.8 Billion 10% = P1.8 Billion – P2.3 Billion 15% = more than P2.3 Billion – P2.5B 20% = above P2.5 Billion	P1.8 Billion	P1.9 Billion	P2.3 Billion	P2.5 Billion	
SM 2	Ranking in the Finance/Leasing Industry (in terms of Total Loans & Lease Portfolio)	Ranking from Philippine Finance Association		5%	2.5% - maintain 10 th Rank 5% - improvement in ranking			10 th	10 th	
	Sub-Total			25%						
FINANCIAL										
SO 2	Achieve Expected Return on Shareholder Investment by Maximizing Revenues and Minimizing Expenses									
SM 3	ROE – Earnings Before Interest, Taxes, Depreciation & Amortization (EBITDA)	EBITDA / Ave. Net Worth		10%	(Actual/Target) x Weight	7.52%	7.62%	12.67%	13.50%	
SM 4	ROE – Net Income without Tax Savings	Net Income without Tax Savings / Ave. Net Worth		15%	(Actual/Target) x Weight		1.69%	4.20%	6.60%	
	Sub-Total			25%						

		Component			Baseline Data			Target	
		Objective/Measure	Formula	Weight	Rating System	2014	2015	2016	2017
STAKEHOLDERS									
SO 3	Achieve a High-Level of Customer Satisfaction in the Delivery of Financing Services								
SM 5	Satisfaction Rating (Conducted by Third Party Provider)			5%	All or Nothing		84% Satisfactory (4.22 on 5-Point Likert Scale)	84% Satisfactory (4.2 on 5-Point Likert Scale)	90% of Respondents Rated Quite Satisfactory or Higher
SO 4	Access of DBP Priority Sectors to Financial Leases and Other Relevant Financing Services								
SM 6	Percent of Credit Portfolio-Public Sector and SMEs	Credit Portfolio-Public Sector / Total Credit Portfolio		5%	(Actual/Target) x Weight	33.20%	26.07%	24.18%	30%
SM 7	Percent of Credit Portfolio-Private Priority Sector	Credit Portfolio-Private Priority Sector / Total Credit Portfolio		5%	(Actual/Target) x Weight	57.82%	55.16%	62.05%	55%
		Sub-Total		15%					
INTERNAL PROCESS									
SO 5	Diversify Industry Exposure with Expanded Market Coverage and Product Offerings								
SM 8	Number of Industries in Credit Portfolio (4-Digit Level of PSIC Classification)	Absolute Amount		5%	(Actual/Target) x Weight	13	15	19	20
SM 9	Number of New Accounts Approved	Absolute Amount		5%	(Actual/Target) x Weight	21	21	16	18

Component		Formula			Weight			Rating System			Baseline Data			Target
Objective/Measure											2014	2015	2016	2017
Streamline Processes based on Industry Best Practices														
SO 6														
SM 10	Average TAT of Approval of Applications Upon Receipt of Complete Documentation (URCP)	Total Number of Working Days to Approve Applications / Total Number of Applications	5%	$[1 - (\text{Actual} - \text{Target} / \text{Target}) \times \text{Weight}]$	41.03	41.03	27.10	≤ 27.10						
SO 7	Achieve High Quality Portfolio through Enhanced Credit Risk Evaluation and Account Management													
SM 11	Improve Past Due Rate ¹	Total Past Due and Non-Performing Loan/ Total Portfolio	10%	$[1 - (\text{Actual} - \text{Target} / \text{Target}) \times \text{Weight}]$	0.88%	0.88%	0.75%	$\leq 3\%$						
		Sub-Total	25%											
Ensure Personnel Complement Best Fit to Achieve Organizational Objectives														
SO 8														
SM 12	Achieve Proficiency Training	Actual Accomplishment	5%	$(\text{Actual} / \text{Target}) \times \text{Weight}$	For Award of Contract on Development of Competency Framework	Procurement of Consultant for Competency Framework	Board Approval of Competency Framework and Catalogue	Assessment and Establish Competency Level of the Organization						
SO 9	Develop and Implement Complementary Management and Technological Systems to Support Business Operations													
SM 13	Percent of Compliance with Information Systems Strategic Plan (ISSP)	Tasks & Activities Completed for Year / Tasks & Activities Planned for the Year	5%	$(\text{Actual} / \text{Target}) \times \text{Weight}$	Awaiting DCI Certification	ISSP Transmitted by DCI dated 21 December 2015	90% of Loans Leases Financial Management System	50% Completion of Document Management System						
		Sub-Total	10%											
		TOTAL	100%											

¹The BSP Circular No. 941, s. 2017 issued on 20 January 2017 amended the regulatory definitions of past due and non-performing exposures. Under the new definition, the general rule is that an account that does not pay on contractual due date is deemed past due the following day.