

DBP LEASING CORPORATION

	Component				Annual Target	4th Quarter		
	Strategic Objective (SO)/Measure (SM)	Formula	Weight	Rating System		Target	Actual	
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 – P2.5 Billion 20% = above P2.5 Billion	2.5B	2.5B	2.613B
	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	TBD by April 2018
	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	13.5%	13.5%	13.52%
	SM 4	ROE-Net Income Without Tax Savings	Net Income without Tax Savings/Ave. Net Worth	15%	(Actual/Target) x Weight	6.6%	6.6%	5.50%
	Sub-Total			25%				
Stakeholder	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	90% of Respondents Rated Quite Satisfactory or Higher	90% of Respondents Rated Quite Satisfactory or Higher	TBD by 1 st Quarter 2018
	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 and SMEs/ Total Credit Portfolio	5%	(Actual/Target) x Weight	30%	30%	26.84%
SM 7	Percent of Credit Portfolio-Private Priority Sector	Credit Portfolio-Private Priority Sector/Total Credit Portfolio	5%	(Actual/Target) x Weight	55%	55%	62.28%	
Sub-Total			15%					

	Objective/Measure	Component Formula	Weight	Rating System	Annual Target	4 th Quarter		
						Target	Actual	
Internal Processes	SO 5: Diversify Industry Exposure with Expanded Market Coverage and Product Offerings							
	SM 8	Number of Industries in Credit (4-Digit Level of PSIC Classification)	Absolute Amount	5%	(Actual/Target) x Weight	20	20	24
	SM 9	No. of New Accounts Approved	Absolute Amount	5%	(Actual/Target) x weight	18	18	10
	SO 6: Streamline Processes based on Industry Best Practices							
	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-((Actual-Target)/Target)) x Weight	≤27.10	≤27.10	26.95
	SO 7: Achieve High Quality Portfolio through Enhanced Credit Risk Evaluation and Account Management							
	SM 11	Improve Past Due Rate	Total Past Due and Non-Performing Loan/Total Portfolio	10%	(1-((Actual-Target)/Target)) x Weight	≤3%	≤3%	8.04%
	Sub-Total			25%				
Learning & Growth	SO 8: Ensure Personnel Complement Best-fit to Achieve Organizational Objectives							
	SM 12	Achieve Proficiency Training	Actual Accomplishment	5%	(Actual/Target) x Weight	Assessment and Establish Competency Level of the Organization	Assessment and Establish Competency Level of the Organization (100%)	25%
	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%	(Actual/Target) x Weight	50% Completion of Document Management System	50% Completion of Document Management System	90%
	Sub-Total			10%				
	TOTAL			100%				