



27 February 2023

MR. CYR C. GONESTO

Chairperson

MR. JESS G. ESTOESTA

Chairperson and CEO (PCEO)

DBP LEASING CORPORATION (DBP-LC)

2/F, Pacific Star Building, Sen. Gil Puyat Avenue

Corner Makati Avenue, Makati City

RE : TRANSMITTAL OF 2023 PERFORMANCE SCORECARD

Dear Chairperson Gonesto and PCEO Estoesta,


This is to formally transmit the Charter Statement and Strategy Map (*Annex A*) and 2023 Performance Scorecard (*Annex B*) of DBP-LC. The same is to be posted in DBP-LC's website in accordance with Section 43 of GCG Memorandum Circular (M.C.) No. 2012-07.¹

The DBP-LC-proposed Charter Statement, Strategy Map and Performance Scorecard submitted through its letter dated 27 October 2022² were MODIFIED based on the discussions made during the Technical Panel Meeting (TPM) held on 09 November 2022, evaluation of revised documents submitted through its letter dated 02 December 2022,³ and finalized during the Performance Target Conference (PTC) held on 27 February 2023.

We take this opportunity to remind DBP-LC that Item 7 of GCG Memorandum Circular (M.C.) No. 2023-01⁴ mandates GOCCs to submit Quarterly Monitoring Reports and upload the same in the GOCC's website within thirty (30) calendar days from the close of each quarter. DBP-LC is thus directed to submit its revised Quarterly Targets based on the attached Scorecard within fifteen (15) calendar days from receipt of the GCG-approved Performance Scorecard. The Quarterly Monitoring Reports should disclose substantial changes in circumstances that were unforeseen during the TPM that may affect the timely achievement of targets.

FOR DBP-LC'S INFORMATION AND COMPLIANCE.

Very truly yours,


Justice ALEX L. QUIROZ, (ret.)
Chairperson
MAR 06 2023
1:45 pm

cc: DBP-LC Employees Association

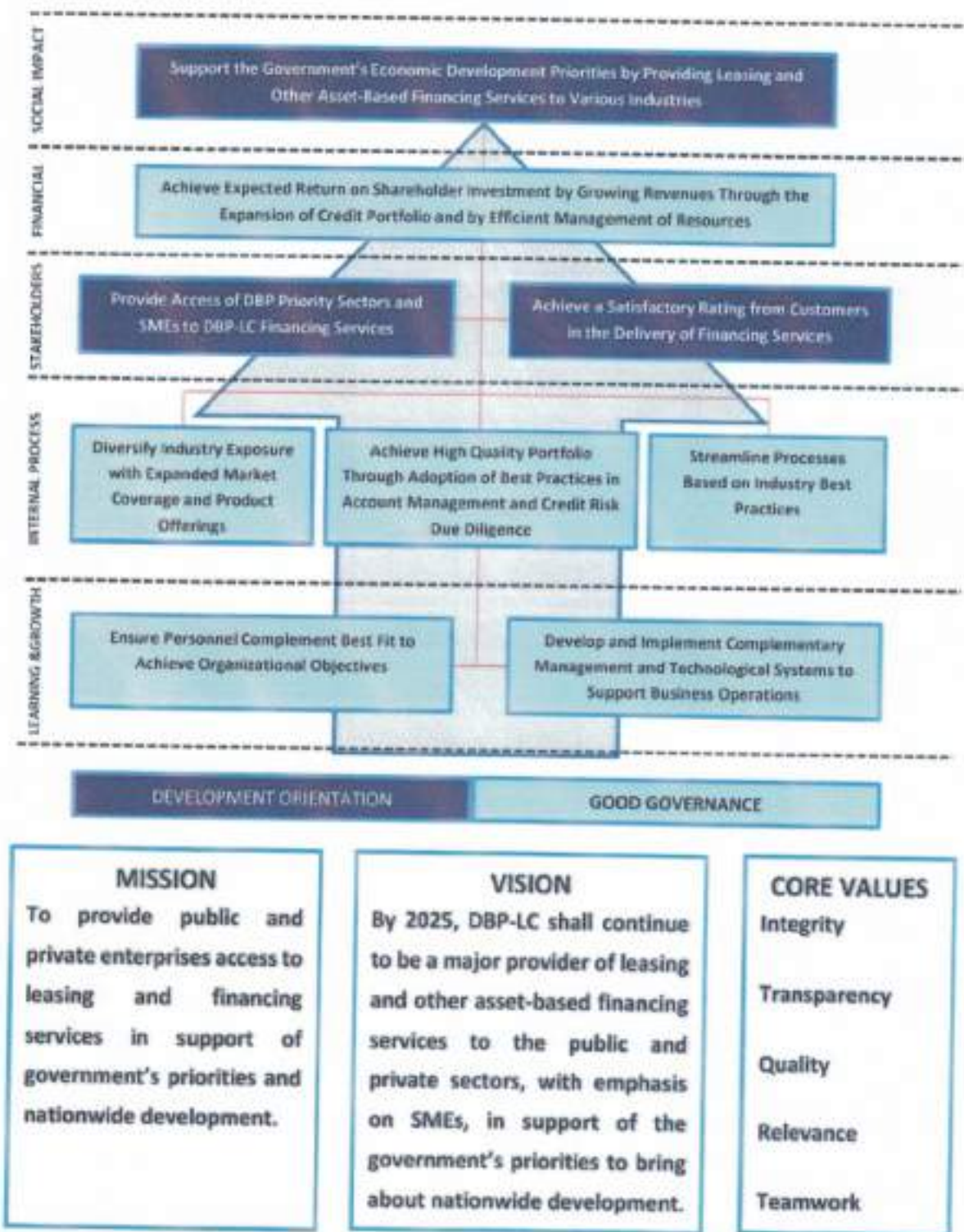
¹ Code of Corporate Governance for GOCCs dated 28 November 2012.

² Officially received by the Governance Commission on 27 October 2022.

³ Officially received by the Governance Commission on 02 December 2022.

⁴ PERFORMANCE EVALUATION SYSTEM (PES) FOR GOCC SECTOR, dated 01 February 2023.

**DBP LEASING CORPORATION
STRATEGY MAP**



2023 PERFORMANCE SCORECARD (ANNEX B)

DBP LEASING CORPORATION (DBP-LC)

Component	Baseline Data			Target			
	2020	2021	2022	2022	2023		
Objective/Measure	Formula	Weight	Rating System				
Support the Government's Economic Development Priorities by Providing Leasing and Other Asset-Based Financing Services to Various Industries							
SO 1	Industries						
SM 1	Increase Total Loan and Lease Portfolio (Net as per Balance Sheet)	Absolute Amount ¹	(Actual/Target) x Weight If less than 2022 Actual = 0%	P2,928 B	P2,410 B	P2,97 B	P3.0 B
	Sub-total		25%				
SO 2	Achieve Expected Return on Shareholder Investment by Growing Revenues through the Expansion of Credit Portfolio and by Efficient Management of Resources						
SM 2	Maintain Return on Equity- Net Income After Tax (ROE-NIAT)	Net Income After Tax / Average Net Worth	(Actual / Target) x Weight If less than 2022 = 0%	1.51%	-7.84%	1.92%	1.85%
SM 3	Efficient Utilization of Corporate Operating Budget	Total Disbursements (Net of PS) / Total Board-Approved Corporate Operating	(Actual / Target) x Weight If less than 90% = 0%	-	-	90%	90%

¹ Net per Balance Sheet is composed of Financial Lease (Principal excluding Interest)/Loan Receivable – Residual Value (Financial Lease).

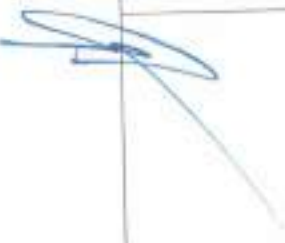
Objective/Measure		Component			Baseline Data			Target	
		Formula	Weight	Rating System	2020	2021	2022	2023	
		Budget (Net of PS)	25%						
Sub-total			25%						
SO 3	Provide Access to DBP Priority Sectors and SMEs to DBP-LC Financing Services								
SM 4	Increase the Percentage of Clients within the DBP Priority Sectors and SMEs	Number of Clients within the DBP Priority Sector and SMEs / Total Number of Clients	10%	(Actual / Target) x Weight	26.09%	78.46%	80%	90%	
SO 4	Achieve a Satisfactory Rating from Customers in the Delivery of Financing Services								
SM 5	Percentage of Satisfied Customers	Total Number of Respondents who Gave at least Satisfactory Rating / Total Number of Respondents	10%	(Actual / Target) x Weight If less than 80% = 0%	100%	-	90%	90%	
Sub-total			20%						

Component				Baseline Data			Target	
Objective/Measure	Formula	Weight	Rating System	2020	2021	2022	2023	
INTERNAL PROCESS								
SO 5	Diversify Industry Exposure with Expanded Market Coverage and Product Offerings							
SM 6	Increase the Number of New Accounts Approved	Absolute Number	5%	All or Nothing	3	2	5	8
SO 6	Achieve High-Quality Portfolio Through Adoption of Best Practices in Account Management and Credit Risk Due Diligence							
SM 7	Improve Past Due Rate	Total Past Due / Total Portfolio	5%	All or Nothing	7.54%	9.92%	≤6.5%	≤37.17%
SO 7	Streamline Processes Based on the Industry Best Practices							
SM 8	Percentage of Applications Processed Within Prescribed Period from Receipt of Complete Requirements	Number of Applications Processed within Applicable Processing Time ² / Total Number of Applications	5%	(Actual / Target) x Weight If less than 95% = 0%	-	-	100%	100%

 Applicable processing time based on DBP-LC's compliance with Republic Act No. 11032 as provided in DBP-LC's Citizen's Charter.



Component		Baseline Data			Target			
Objective/Measure	Formula with Complete Documents	Weight	Rating System	2020	2021	2022	2023	
SM 9	Attain Quality Management Certification	Actual Accomplishment	5%	All or Nothing	ISO 9001:2015 Certification Maintained	-	Retain ISO 9001:2015 Certification (Pass the Surveillance Audit)	ISO 9001:2015 Certification (Pass the Surveillance Audit)
Sub-total			20%					
SO 8	Ensure Personnel Complement Best Fit to Achieve Organizational Objectives							
SM 10	Improvement on the Competency Level of the Organization	Actual Accomplishment	5%	All or Nothing	-	-	Improvement in the Competency Baseline of the Organization	Board-approved Competency Framework with the following documents: <ol style="list-style-type: none"> 1. Competency Catalogue 2. Competency Framework 3. Competency Tables 4. Competency Matrix 5. Position Profiles 6. Competency-Based Job Description




Component	Objective/Measure	Formula	Weight	Rating System	Baseline Data			Target
					2020	2021	2022	2023
SO 9	Develop and Implement Complementary Management and Technological Systems to Support Business Operations							
SM 11	Implementation of Information Systems Strategic Plan (ISSP)	Actual Accomplishment	5%	All or Nothing	-	-	100% Completion of 2022 Deliverables Based on the Revised ISSP 2020-2024	100% Completion of 2023 Deliverables Based on the Revised ISSP 2023-2025 ³
Sub-total			10%					
Grand Total			100%					

For GCG:


 Justice ALEX L. QUIROZ (Ret.)
 Chairperson

For DBP-LC:


 BGEN. JESS G. ESTOBISTA, AFP (Ret.)
 President and CEO (PCFO)

³ The reference for the annual validation shall be the Board-approved revised ISSP 2020-2024 as submitted to or approved by the DICT.