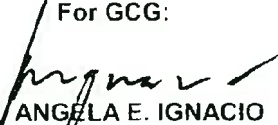






**SUMMARY OF AGREEMENTS  
LBP LEASING CORPORATION  
2015**

| AGREEMENT  | Remarks |
|--|---------|
| Charter Statement  |         |
| <b>Mission Statement</b>   |         |
| Provide innovative financial services that facilitate access to capital assets that will enhance service efficiency of government and increase productivity and expand capacity of private enterprises.  |         |
| <b>Vision Statement</b>  |         |
| The pioneering government finance company providing solutions to capital asset requirements of programs and projects in support of the National Government Agenda operating in all regions in the country by 2018.   |         |
| <b>Core Values</b>   |         |
| <p><b>Solution – Provider</b><br/>LBP Lease will be innovative and creative in packaging facilities responsive to the needs of its clients.</p> <p><b>Learning Organization</b><br/>LBP Lease will be an organization that enhances the worth of its people, both as professionals and individuals.<br/>LBP Lease will continuously look for improvements in its operations and strive for perfection.</p> <p><b>Financially Sound and Strong Institution</b><br/>LBP Lease will continuously achieve profitability level desired by its stockholders.<br/>LBP Lease will maintain a sound financial position that will make it attractive to lenders and investors.</p> <p><b>Socially Responsible Organization</b><br/>LBP Lease shall always be conscious of its responsibility to country and society.</p> <p><b>Client-Oriented</b><br/>LBP Lease shall work as a team to satisfy the needs of its clients.</p> <p><b>ICT-Oriented</b><br/>LBP Lease will adopt appropriate technology in communication and information systems to enhance operational efficiency to serve better its client.</p> |         |

For GCG:  
  
MA ANGELA E. IGNACIO  
Commissioner

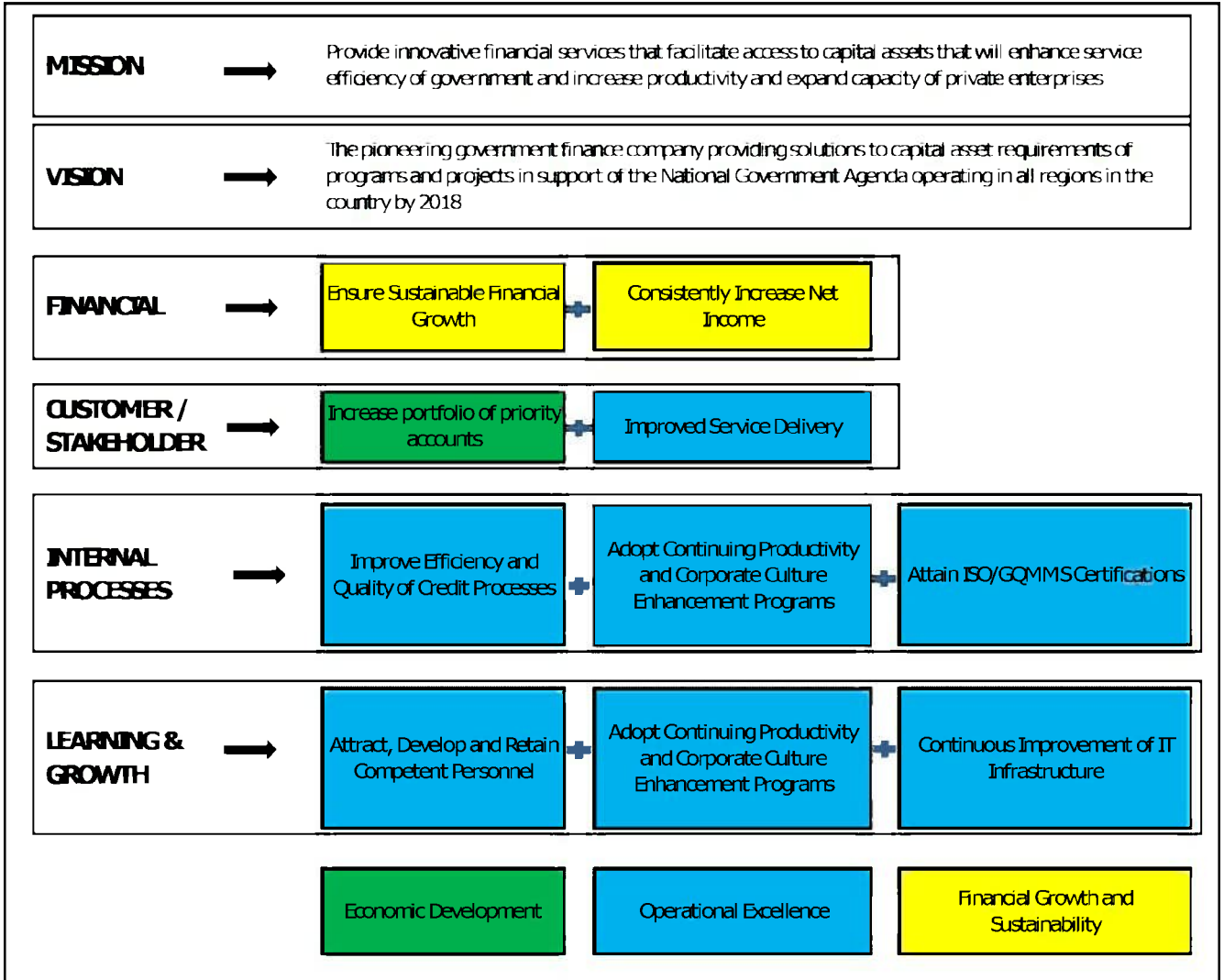
For LBP LC:  
  
GILDA E. PICO  
Chairman

  
MANUEL H. LOPEZ  
President



**LBP LEASING CORPORATION**  
(A LAND BANK SUBSIDIARY)

**STRATEGY MAP**  
**CY 2015**



For GCG:  
*[Signature]*  
MA. ANGELA E. IGNACIO  
Commissioner

For LBP LC:  
*[Signature]*  
GILDA E. PICO  
Chairman  
*[Signature]*  
MANUEL H. LOPEZ  
President

**LBP LEASING CORPORATION**
**2015 Quarterly Monitoring Report**

Per GCG PAN and TWG

| PAN AGREEMENT             |                             |   |  |  |   |
|---------------------------|-----------------------------|---|--|--|---|
| Component                 |                             |   |  |  |   |
|                           |                             |   | Weight                                 | Formula  | Full Year 2015 Target                             |
| CUSTOMER/<br>STAKEHOLDERS | SO 1                        | <b>Increase and maintain portfolio of priority accounts</b>   |  |  |   |
|                           | SM 1                        | Percentage of Priority Sectors Portfolio  | 20%                                    | Percentage of Priority Sectors Portfolio over Total Portfolio  | 65%   |
|                           | SM 2                        | No. of New Individual Clients under Special Financing/Leasing Programs to support government projects                 | 5%                                     | Absolute Amount  | 50 accounts                                       |
|                           | SO 2                        | <b>Improved Service Delivery</b>  |  |  |   |
|                           | SM 3                        | Customer Satisfaction Rating based on in-house survey   | 5%                                     | <b>80% of respondents should have rated LBP LC "satisfactory" or higher</b>  | <i>Satisfactory</i>                               |
| FINANCIAL                 | SO 1                        | <b>Ensure Sustainable Financial Growth</b>  |  |  |   |
|                           | SM 4                        | Total Portfolio   | 15%                                    | Absolute Amount  | P3.8 Billion                                      |
|                           | SM 5                        | Net Past Due Rate   | 10%                                    | Total Past Due less Deferred Leasing Income/Unearned Credits & Specific Loan Loss Provision Over Total Portfolio   | 2%  |
|                           | SO 2                        | <b>Consistently Increase Net Income</b>   |  |  |   |
|                           | SM 6                        | Net Income After Tax  | 15%                                    | Absolute Amount  | P143 Million*                                     |
| INTERNAL PROCESS          | SO 1                        | <b>Improve Efficiency and Quality of Credit Processes</b>   |  |  |   |
|                           | SM 7                        | Average no. of days to process applications of <b>new</b> clients from receipt of complete documents to approval      | 5%                                     | Total Actual No. of Days for All Applications of <b>New</b> Clients from Receipt of Complete Documents over Total No. of Applications Processed/ Approved      | 45 days   |
|                           | SM 8                        | Average no. of days to process applications of <b>existing</b> clients from receipt of complete documents to approval | 5%                                     | Total Actual No. of Days for All Applications of <b>Existing</b> Clients from Receipt of Complete Documents over Total No. of Applications Processed/ Approved | 35 days   |
|                           | SO 2                        | <b>Expand Market Reach</b>  |  |  |   |
|                           | SM 9                        | No. of LBP LC desks established in LBP Lending Centers outside Metro Manila   | 5%                                     | Absolute Amount  | 1*  |
| LEARNING AND GROWTH       | SO 1                        | <b>Attract, Develop and Retain Competent Personnel</b>  |  |  |   |
|                           | SM 10                       | Percentage of Existing Personnel vs. Approved Manpower Complement   | 5%                                     | Actual No. of Regular Personnel over Total Approved Manpower Complement at year end  | 75%   |
|                           | SO 2                        | <b>Adopt Continuing Productivity and Corporate Culture Enhancement Programs</b>                                       |  |  |   |
|                           | SM 11                       | Average competency level of the corporation   | 5%                                     | Actual Accomplishment  | Competency Framework Approved by the LBP LC Board |
|                           | SO 3                        | <b>Continuous Improvement of IT Infrastructure</b>  |  |  |   |
| SM 12                     | Automation of Key Processes | 5%  | Actual Accomplishment vs. Work Program | 1 (Lease & Loan System)  |   |
| <b>Total Weight</b>       |                             |   | <b>100%</b>                            |  |   |

\* As revised per GCG - TWG on 08 September 2015