



09 SEPTEMBER 2019

**FRANCISCO J. LEONOR, JR.**

*President and CEO*

**LBP LEASING AND FINANCE CORPORATION (LBP-LFC)**

15/F Sycip Law Center, 105 Paseo de Roxas,

Legaspi Village Makati City

### ACKNOWLEDGEMENT RECEIPT

LETTER **09 SEPTEMBER 2019**

DATE:

RE: **SUBMISSION OF LBP-LFC'S SUPPORTING DOCUMENTS FOR THE 2ND  
QUARTER PES MONITORING REPORT**

The said document was officially received by the Governance Commission on 09 September 2019 and has been forwarded to the responsible GCG Officer for appropriate action.

To follow-up for further action on the document, you may contact us through telephone numbers (02) 328-2030 or (02) 318-1000. Please cite the GCG Document Management System (DMS) Barcode Number: **0-0214-09-09-2019-014757**.

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# **LBP LEASING AND FINANCE CORPORATION**

(A LANDBANK SUBSIDIARY)

09 September 2019

**Chairman Samuel G. Dagpin, Jr.**  
Governance Commission for GOCCs  
3<sup>rd</sup> Flr., Citibank Plaza,  
8741 Paseo de Roxas St.,  
Makati City



## **RE: PES QUARTERLY MONITORING REPORT**

Dear **Chairman Dagpin:**

Pursuant to your letter dated 28 August 2019 which we received last 03 September 2019, we are submitting herewith the following supporting documents for the 2<sup>nd</sup> Quarter PES Monitoring Report:

1. SM 1: Increase in Total Portfolio
  - a. Reported Total Portfolio as of June 30, 2019
  - b. Schedule of Total Portfolio as of June 30, 2019
2. SM 2: Lower Net Past Due Rate;
  - a. Net Past Due Rate Computation as of June 30, 2019
  - b. Total Past Due Leases and Loans as of June 30, 2019
  - c. Schedule of Specific Loan Loss Provision as of June 30, 2019
  - d. Schedule of Total Portfolio as of June 30, 2019
3. SM 3: Increase in Asset Size and SM 4: Increase in Net Income After Tax;
  - a. Reported Results of Operations as of June 30, 2019
  - b. Schedule of Monthly and Quarterly Net Income After Tax
4. SM 5: Percentage of Total Portfolio allocated to Priority Sector
  - a. Priority Sectors Portfolio Computation as of June 30, 2019
  - b. List of Accounts Balances included in the Priority Sector
5. SM 6: Average Processing Time of Credit Approvals
  - a. Account Monitoring Sheets
  - b. Application Forms
  - c. ExCom/BOD Resolutions approving credit facilities

We hope these submissions satisfactorily meet your requirements.

Thank you.

Very truly yours,

  
**FRANCISCO J. LEONOR JR.**  
President and CEO

**LBP LEASING and FINANCE CORPORATION**[illegible]

	COMPONENT					2019 Target	2019 Targets per Quarter				1st QTR 2019		2nd QTR 2019	
		Objective/Measure	Formula	Weight	Rating System		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Actual	Over (Under)	Actual	Over (Under)
INTERNAL PROCESSES	SO1	Ensure Viability and Financial Growth												
	SM 7	Percentage of Credit Approval Processed within the Applicable Time	Total Number of Credit Approval for existing and new clients Processed within Applicable Time / Total Number of Credit Approvals	20%	(Actual/Target) x Weight 0% = if less than 80%	100% of credit applications processed within the applicable processing time*	100%	100%	100%	100%	100%	0%	100%	0%
	SO 6	Continuous Improvement of Processes and Systems												
	SM 8	Implement Quality Management System	Actual accomplishment	5%	All or nothing	ISO QMS Certification	N.A.	N.A.	N.A.	ISO QMS Certification	N.A.	N.A.	N.A.	N.A.
		SUB-TOTAL			25%									
LEARNING AND GROWTH	SO 7	Ensure Availability of Required Competencies for Critical Positions												
	SM 9	Percentage of Employees Meeting Required Competencies	Number of employees meeting required competency/Total number of employees as identified by LBP-LFC	5%	(Actual/Target) x Weight	Address and close competency gaps of 100% of employees based on 2018 YE assessment	N.A.	N.A.	N.A.	Address and close competency gaps of 100% of employees based on 2018 YE assessment	N.A.	N.A.	N.A.	N.A.
	SO 8	Optimize Use of Information Technology												
	SM 10	Number of IT Projects Implemented	Actual accomplishment	5%	All or nothing	100% completion of ISSP projects planned for 2019	N.A.	N.A.	N.A.	Secure DICT approval for ISSP & commence ISSP implementation	N.A.	N.A.	N.A.	N.A.
		SUB-TOTAL			10%									
		TOTAL			100%									

\*Applicable processing time based on LBP-LFC's compliance with RA 11032 or Ease of Doing Business Act of 2018