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30 OCTOBER 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 30 OCTOBER 2019

DATE:

RE: **SUBMISSION OF LBP-LFC'S QUARTERLY MONITORING REPORT FOR THE 3RD QUARTER OF 2019**

The said document was officially received by the Governance Commission on 30 October 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: **0-0207-30-10-2019-017948**.

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Date and Time





LBP LEASING AND FINANCE CORPORATION

(A LANDBANK SUBSIDIARY)

30 October 2019

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



RE: PES QUARTERLY MONITORING REPORT

Dear **Chairman Dagpin**:

As required, we are submitting herewith, LBP Leasing and Finance Corporation's Quarterly Monitoring Report for the 3rd Quarter of 2019. Also attached are the following supporting documents:

1. SM 1: Increase in Total Portfolio
 - a. Reported Total Portfolio as of September 30, 2019
 - b. Schedule of Total Portfolio as of September 30, 2019
2. SM 2: Lower Net Past Due Rate
 - a. Net Past Due Rate Computation as of September 30, 2019
 - b. Total Past Due Leases and Loans as of September 30, 2019
 - c. Schedule of Specific Loan Loss Provision as of September 30, 2019
 - d. Schedule of Total Portfolio as of September 30, 2019
3. SM 3: Increase in Asset Size and SM 4: Increase in NIAT
 - a. Reported Results of Operations as of September 30, 2019
 - b. Schedule of Monthly and Quarterly NIAT
4. SM 5: Percentage of Total Portfolio allocated to Priority Sector
 - a. Priority Sector Portfolio Computation as of September 30, 2019
 - b. List of Accounts Balances included in 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		3rd QTR 2019	
		Objective/Measure	Formula	Weight	Rating System		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Actual	Over (Under)	Actual	Over (Under)	Actual	Over (Under)
INTERNAL PROCESSES	SO 5	Streamline Credit Processing System														
	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%	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.	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.	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.	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