

2023 CHARTER STATEMENT AND STRATEGY MAP (Annex A)

UCPB LEASING AND FINANCE CORPORATION

VISION: To be the preferred financing company of Small and Medium Enterprises by 2025

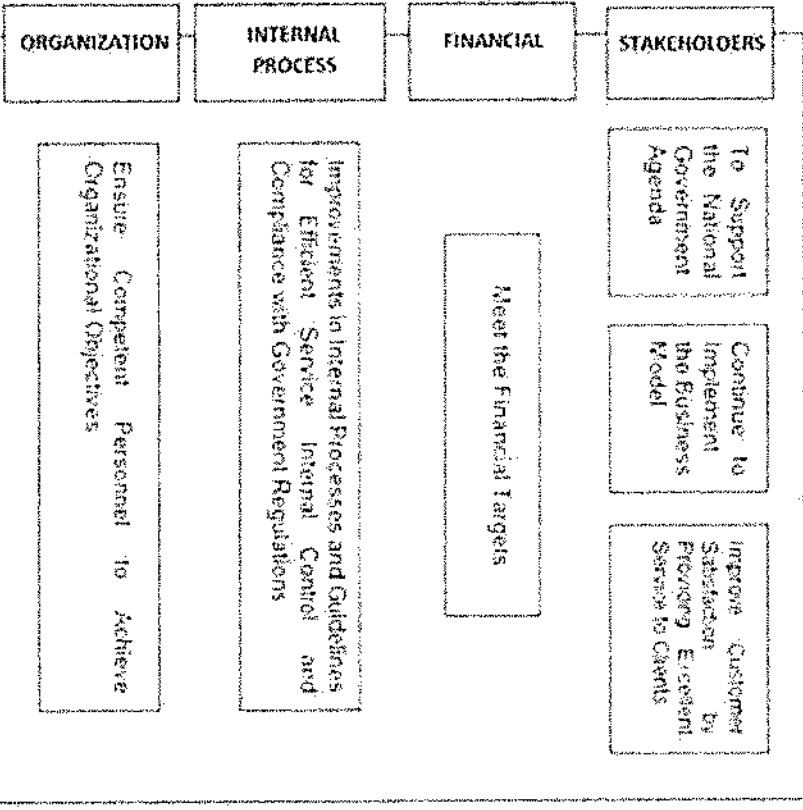
MISSION:

To provide personal and productive service that effectively responds to our clients diverse needs

To provide a culture of professionalism, integrity, excellence and social responsibility among our employees

CORE VALUES:

- Progressive
- Adaptable
- Sincerity and Integrity
- Sense of Urgency
- Intuitiveness
- Obsessed with Excellence
- Nurturing



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2023 PERFORMANCE SCORECARD (Annex B)

UCPB LEASING & FINANCE CORPORATION (ULFC)

		Component			Baseline Data				Target
Objective/Measure	Formula	Weight	Rating System	2020	2021	2022	2023		
STAKEHOLDERS									
SO 1 To Support the National Government Agenda									
SM 1	Increase Portfolio Mix of Manufacturing and Construction Industries	Actual Accomplishment	5%	(Actual/Target) x Weight	Manufacturing – 13.7% Construction – 9.9%	Manufacturing – 14.7% Construction – 12%	Manufacturing – 25% Construction – 25%	Manufacturing – 16% Construction – 13%	
SO 2 Continue to Implement the Business Model									
SM 2	Increase SMEs Loan Portfolio	Actual Accomplishment	5%	(Actual/Target) x Weight	₱788 Million	₱721 Million	₱793 Million	10% increase from 2022 figure	
SO 3 Improve Customer Satisfaction by Providing Excellent Service to Clients									
SM 3	Percentage of Satisfied Customers	Total Number of Respondents who gave a rating of at least Satisfactory/ Total Number of Respondents	5%	(Actual/Target) x Weight If less Than 80% = 0%	N/A	N/A	90%	90%	
		Sub-Total	15%						
SO 4 Meet the Financial Targets									
FINANCIAL									
SM 4	Amount of Loan Releases for the Year	Total Amount of Loan Releases	20%	(Actual/Target) x Weight	₱846 Million	₱446 Million	₱1,562 Billion	₱460 Million	

		Component			Baseline Data			Target	
Objective/Measure	Formula	Weight	Rating System	2020	2021	2022	2023		
SM 5	Improve Net Income After Tax	Total Revenues – Total Expenses	20%	(Actual/Target) x Weight	₱10 Million	₱13.8 Million	₱8.6 Million	₱6.58 Million	
SM 6	Improve Non-Performing Loan (NPL) Ratio	Outstanding NPL – Specific Allowance for Impairment Loss/ Outstanding Gross Loan Portfolio	15%	{1 - [(Actual – Target) / Target]} x Weight	N/A	N/A	N/A	30.7%	
SM 7	Efficient Utilization of Corporate Budget	Total Disbursement / Board-Approved Corporate Operating Budget (Both Net of PS Cost)	5%	(Actual/Target) x Weight	N/A	N/A	90%	90%	
		Sub-Total	60%						
SO 5	Improvements in Internal Processes and Guidelines for Efficient Service, Internal Control, and Compliance with Government Regulations								
SM 8	Enhancement in Internal Processes & Guidelines	Number of Programs Implemented	5%	(Actual/Target) x Weight	9 programs	8 programs	5 New Enhanced Programs/Processes	3 New Enhanced Programs/Processes	

		Component				Baseline Data			Target
Objective/Measure	Formula	Weight	Rating System	2020	2021	2022	2023		
SM 9	Percentage of Requests Processed Within Applicable Processing Time	Number of Applications Processes within Prescribed Period/ Total Number of Applications with complete documents	10%	(Actual/Target) x Weight	N/A	N/A	100%	100%	
SM 10	Improve Quality Management System	Actual Accomplishment	5%	All or Nothing	N/A	N/A	Board-approved: a. Quality Policy b. Quality Management System Manual c. Quality Management System Procedure	Passed Surveillance Audit	
		<i>Sub-Total</i>	20%						
SO 6	Ensure Competent Personnel to Achieve Organizational Objectives								
SM 11	Improve Competency Level of the Organization	Actual Accomplishment	5%	(Actual/Target) x Weight	N/A	N/A	Board-Approved Competency Model with the following: a. Competency Catalogue b. Competency Framework	Board-Approved Competency Model with the following: a. Competency Catalogue b. Competency Framework c. Competency Tables d. Competency Matrix e. Position Profiles	

Objective/Measure	Formula	Weight	Rating System	Baseline Data			Target	Competency-Based Job Description
				2020	2021	2022		
Sub-Total		5%						
TOTAL		100%						

For GCG:
 Justice ALEX L. QUIROZ (Ret.)
 Chairperson



For ULFCO:
 MS. KRISTINE MARIE G. CUEVAS
 Officer-in-Charge

