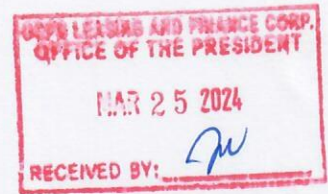




25 March 2024

HON. KRISTINE MARIE G. CUEVAS
Officer-In-Charge
UCPB LEASING AND FINANCE CORPORATION (ULFC)
 14th Floor, SyCipLaw Center, 105 Paseo de Roxas,
 Makati City



RE: TRANSMITTAL OF 2024 PERFORMANCE SCORECARD

Dear OIC Cuevas,

This is to formally transmit the 2024 Charter Statement and Strategy Map (**Annex A**) and 2024 Performance Scorecard (**Annex B**) of ULFC. The same is to be posted on ULFC's website, in accordance with Section 43 of GCG Memorandum (M.C.) No. 2012-07.¹

The ULFC-proposed Charter Statement, Strategy Map, and Performance Scorecard submitted through a letter dated 30 November 2023² were **MODIFIED** based on the discussions made during the Technical Panel Meeting (TPM) held on 19 December 2023, evaluation of revised documents submitted through its letter dated 30 January 2024³ and finalized during the Performance Target Conference (PTC) held on xx February 2024.

We remind ULFC that Item 6 of GCG M.C. No. 2023-01⁴ mandates GOCCs to submit its Quarterly Targets within 15 calendar days from receipt of the GCG-approved Performance Scorecard. Moreover, Item 7 of the same Circular directs GOCCs to accomplish the requisite Quarterly Monitoring Reports detailing its progress in accomplishing its performance targets. 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 ULFC'S INFORMATION AND GUIDANCE.

Very truly yours,

ATTY. MARIUS P. CORPUS
Chairperson

ATTY. BRIAN KEITH F. HOSAKA
Commissioner

ATTY. GERALDINE MARIE B. BERBERABE-MARTINEZ
Commissioner

¹ CODE OF CORPORATE GOVERNANCE FOR GOCCs, dated 28 November 2012.
² Officially received by the Governance Commission on 30 November 2023.
³ Officially received by Governance Commission on 30 January 2024.
⁴ PERFORMANCE EVALUATION SYSTEM (PES) FOR THE GOCC SECTOR, dated 19 January 2023.



2024 CHARTER STATEMENT AND STRATEGY MAP (Annex A)

PES Form 1
Strategy Map and Charter Statement

UCPB Leasing and Finance Corporation

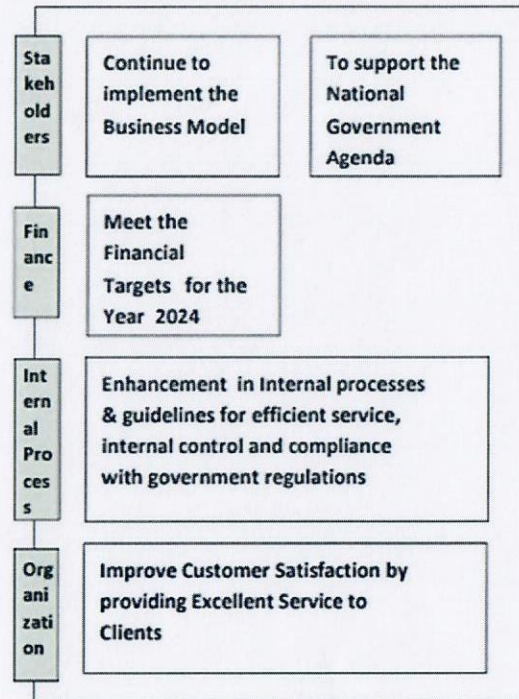
VISION: To be the preferred financing company of Small and Medium Enterprise by 2025.

MISSION:

To provide personal and proactive service that effectively responds to our clients' diverse needs.

To promote 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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2024 PERFORMANCE SCORECARD (Annex B)

UCPB LEASING & FINANCE CORPORATION (ULFC)

	Component				Baseline Data ¹		Target		
	Objective/Measure	Formula	Weight	Rating System	2021	2022	2023	2024	
STAKEHOLDERS	SO 1	To Support the National Government Agenda							
	SM 1	Increase Portfolio Mix of Manufacturing and Construction Industries	Actual Accomplishment	7.5%	(Actual/Target) x Weight	n.d.	Manufacturing – 15.21% Construction – 10.61%	Manufacturing –16% Construction – 13%	Manufacturing –16% Construction – 10%
	SO 2	Continue to Implement the Business Model							
	SM 2	Increase in SMEs Loan Portfolio	Actual Accomplishment	7.5%	(Actual/Target) x Weight	n.d.	₱709 Million	10% increase from 2022 figure	₱689 Million
		Sub-Total		15%					
FINANCE	SO 3	Meet the Financial Targets for the Year 2024							
	SM 3	Efficient Utilization of Corporate Budget	Total Disbursement / Board-Approved Corporate Operating Budget (Both Net of PS Cost)	5%	(Actual/Target) x Weight	n.d.	99.47%	90%	90%
	SM 4	Improve Net Income After Tax (NIAT)	Achieve Net Income of ₱6.62 Million	30%	(Actual/Target) x Weight	n.d.	₱15.806 Million	₱6.58 Million	₱6.62 Million

¹ The 2021 and 2022 baseline data are based on the Validated 2021 and 2022 Performance Scorecard released by the Governance Commission.

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Component					Baseline Data ¹		Target	
Objective/Measure	Formula	Weight	Rating System	2021	2022	2023	2024	
SM 5	Improve NPL Ratio	Reduction of NPL Ratio $\{(\text{Past Due} + \text{IUL}) / \text{Total Loan Portfolio}\}$	15%	$\{1 - [(\text{Actual} - \text{Target}) / \text{Target}]\} \times \text{Weight}$	<i>n.d.</i>	-	30.7%	30.7%
Sub-Total			50%					
SO 4	Improvements in Internal processes & guidelines for efficient service, internal control and compliance with government regulations							
SM 6	Enhancement in Internal Processes % Guidelines Leading to ISO Certification	No. of programs implemented	15%	$(\text{Actual}/\text{Target}) \times \text{Weight}$	<i>n.d.</i>	5 out of 5 1. Establishment of Risk Asset Acceptance Criteria (RAAC) Policy 2. Enhancement in the ULFC Outsourcing Policy 3. Establishment of ULFC FOI 4. Financial Consumer Protection Manual 5. ULFC Citizen's Charter	3 New Enhanced Programs/Processes	One (1) Enhancement in the Policies and Procedures pertaining to the restructuring of accounts
SM 7	Percentage of Requests Processed Within Applicable Processing Time	Number of Applications Processed within Prescribed Period/ Total Number of Applications with complete documents	10%	$(\text{Actual}/\text{Target}) \times \text{Weight}$	<i>n.d.</i>	88.24%	100%	100%

INTERNAL PROCESS

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ORGANIZATION	Component				Baseline Data ¹		Target		
	Objective/Measure	Formula	Weight	Rating System	2021	2022	2023	2024	
		Sub-Total		25%					
	SO 5	Improve customer satisfaction by providing excellent service to clients							
	SM 8	Percentage of Satisfied Customers	Actual Accomplishment	10%	(Actual/Target) x Weight <i>If below 80% = 0%</i>	<i>n.d.</i>	Measure excluded	90%	90%
		Sub-Total		10%					
		TOTAL		100%					

For GCG:



ATTY. MARIUS P. CORPUS
Chairperson

For ULFC:



HON. KRISTINE MARIE G. CUEVAS
Officer-In-Charge