



LANDBANK PERFORMANCE SCORECARD*

AS OF MARCH 2021

** AFTER TECHNICAL PANEL MEETING LAST 10 DEC. 2020; PENDING GCG APPROVAL*

2021 LANDBANK Performance Scorecard (based from GCG Technical Panel Meeting)

Component Objective/Measure		Formula	Wt.	Rating	Target	Accomplishments As of 31 March 2021
SOCIO-ECONOMIC	SO 1	Promote inclusive growth by being the catalyst of financial inclusion in the unbanked and underserved areas of the country				
	SM 1	Amount of Outstanding Loans under the following sectors/ programs:				
	a. 20 poorest provinces* identified by the PSA	Total Outstanding Loan Amount	7.5%	Actual/Target x Weight	P40.60 B	P38.54 B (ADLS – P32.90 B; BBS – P5.21 B; LRD – P0.43B) 94.93%
	b. Agriculture and Fisheries Sector (including the Small Farmers and Fishers)	Total Outstanding Loan Amount	7.5%	Actual/Target x Weight	P281.75 B	P229.77 B (LSD – P225.22B; LRD – P4.48B; BBS – P0.07B) 81.55%
SM 2	Establishment of Agrihubs to Serve as One-Stop Shop for Farmers and Fishers	No. of Agrihubs	5%	Actual/Target x Weight	5 Agrihubs	On-going preparation of schematic layout and working drawings. The timeline for the opening of the Agri-Hubs will be on the 4th quarter of 2021.



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SO 1	Promote inclusive growth by being the catalyst of financial inclusion in the unbanked and underserved areas of the country					
SM 3	Loan releases to small farmers and fishers under the programs administered by LANDBANK in partnership with DA, DAR, and other government agencies	Total Loan Releases / Total Funds Downloaded to LANDBANK by Partner Agencies	5%	Actual/Target x Weight	100% Release of the Funds received from January to June 30 2021 (excluding SCP-SIDA Funds)	<ul style="list-style-type: none"> • P429.12 M (P308.11M for ACEF; P121.01M for ERCA-RCEF) releases for March 2021 • The P308.11 M releases were funded by the reflows while the P115.88 M of releases were funded by the undisbursed ERCA-RCEF funds in 2020 as there are no new funds transferred yet to LANDBANK • DBM is yet to release the 2021 ACEF and ERCA-RCEF Funds
SM 4	Number of Farmers and Fishers Assisted	Total Number of Farmers and Fishers Assisted	5%	Actual/Target x Weight	Additional 500,000 farmers and fishers – for a total of 2.5M as committed to PRRD for 2021	<p>2,696,839 farmers and fishers assisted or 107.87% accomplishment broken down as follows:</p> <ul style="list-style-type: none"> • Loans – 1,851,300 • FSRF – 474,099 (net of SUREAID) • RFFA – 253,478 • LCDFI – 117,962

SOCIO-ECONOMIC



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Component Objective/Measure		Formula	Wt.	Rating	Target	Accomplishments As of 31 March 2021
SOCIO-ECONOMIC	SO 2	Support National Development Programs including CFIs, LGUs, and MSMEs in support of countryside development (micro, small and medium enterprises, communications, transportation, housing, education, health care, environment-related projects, tourism, utilities and others)				
	SM 5	Amount of Outstanding Loans supporting other Government Programs	Total Outstanding Loan	7.5%	Actual/ Target x Weight	P594.00 B
FINANCIAL	SO 3	Strengthen the Capital Level of the Bank to Support Its Growth and Expansion Requirements				
	SM 6	Increase Net Income	(Interest Income + Other Operating Income) – (Interest Expense + Provision for Losses + Other Operating Expenses + Provision for Income Tax)	7.5%	Actual/ Target x Weight	P19.68 B



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STAKEHOLDERS	SO 4	Provide timely, accessible & responsive products and services on multiple platforms & customer touchpoints					
	SM 7	Percentage of Loan Application Processed within the Applicable Turnaround Time (TAT)	Number of loan proposals processed within prescribed TAT/ Number of loan proposals processed	5%	(Actual / Target) x Weight	100%	99.93% of loan applications processed within the applicable turnaround time
	SM 8	a. Percentage of Service Availability of Internet Banking Services	Total service availability in days/ 365 days	5%	(Actual / Target) x Weight	90% Average Service Availability of Internet Banking Services (iAccess, WeAccess, MBA)	99.66% average service availability



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STAKEHOLDERS	SO 4	Provide timely, accessible & responsive products and services on multiple platforms & customer touchpoints					
	SM 8	b. Percentage of Service Availability of Automated Telling Machines	Total Service Availability of onsite ATMS in days/ 365 days	1.25%	(Actual / Target) x Weight	80% Average Service Availability for Onsite ATMs	93.87% Ave. Service Availability of onsite ATMs for the month of March Total Onsite ATMs - 930 Total ATMs as of March – 2,326
			Total Service Availability of offsite ATMS in days/ 365 days	1.25%	(Actual / Target) x Weight	70% Average Service Availability for Offsite ATMs	86.73% Ave. Service Availability of offsite ATMs for the month of March Total Offsite ATMs – 1,396 Total ATMs as of March – 2,326



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Component Objective/Measure		Formula	Wt.	Rating	Target	Accomplishments As of 31 March 2021
STAKEHOLDERS	SO 4	Provide timely, accessible & responsive products and services on multiple platforms & customer touchpoints				
	SM 9	Percentage of Satisfied Customers	Number of respondents who gave a rating of at least Satisfactory and Very Satisfactory/ Total number of respondents	5%	(Actual / Target) x Weight	95%
INTERNAL PROCESS	SO 5	Process Land transfer in a timely manner				
	SM 10	Percentage of Claim folders (CFs) Processed Within the Turnaround Time from Receipt of Complete Documents	Actual accomplishment	5%	(Actual / Target) x Weight	100%



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Component Objective/Measure		Formula	Wt.	Rating	Target	Accomplishments As of 31 March 2021
INTERNAL PROCESS	SO 6	Streamline Banking Operations Through Digital Platforms to Support Inclusive Banking				
	SM 11	Number of additional POS Cash out Machines installed	Actual accomplishment	7.5%	(Actual / Target) x Weight	120 additional POS Cash out Machines Installed 77 additional POS Cash out Machines <ul style="list-style-type: none"> • New Partner Institutions - 47 • Additional for Existing Partner Institutions – 30 <p align="center">64.17%</p>
	SO 7	Synergize Marketing Efforts to Effectively and Efficiently Deliver Banking Services				
	SM 12	Number of Agent Banking Partners/sites in the Unbanked and Underserved areas	Actual accomplishment	7.5%	(Actual / Target) x Weight	24 new sites On-boarded additional Agent Banking Partners in 17 new sites (out of 17, 7 were in areas with no LANDBANK presence) <p align="center">70.83%</p>



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INTERNAL PROCESS	SO 7	Synergize Marketing Efforts to Effectively and Efficiently Deliver Banking Services				
	SM 13	Number of ATMs installed	Actual accomplishment	7.5%	(Actual / Target) x Weigh	180 ATMs
LEARNING & GROWTH	SO 8	Establish a High Performance “One Bank” Culture				
	SM14	Improvement on the Competency Level of the Organization	Competency Baseline 2021- Competency baseline 2020	5%	All or nothing	Improvement on the Competency of the Organization based on the 2020 year-end assessment of eligible employees as of June 1, 2020



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LEARNING & GROWTH	SO 8	Establish a High Performance “One Bank” Culture				
	SM 15	Implement Quality Management System	Actual accomplishment	5%	All or nothing	Maintain Certification

