

LBP INSURANCE BROKERAGE, INC.  
CORPORATE OPERATING BUDGET (COB)  
(In Philippine Peso)  
FOR CY 2024

BUDGET ON PERSONNEL SERVICES

PARTICULARS	ESTIMATED YEAR-END 2023	BUDGET 2024	E2023 vs. B2024		REASONS FOR THE INCREASE (DECREASE)
			Increase (Decrease)		
			AMOUNT	%	
<b>Personnel Services (PS)</b>					
<b>Salaries and wages</b>					
Salaries & Wages-Regular	23,456,652.79	27,129,432.00	3,672,779.21	15.66	
Salaries & Wages-Casual/Contractual	1,226,983.76	4,304,133.00	3,077,149.24	250.79	Transfer of LBRDC-deployed employees to direct contractual status
<b>Total Salaries and Wages</b>	<b>24,683,636.55</b>	<b>31,433,565.00</b>	<b>6,749,928.45</b>	<b>27.35</b>	
<b>Other Compensation</b>					
<b>Other Compensation</b>	<b>7,568,395.62</b>	<b>9,186,065.75</b>	<b>1,617,670.13</b>	<b>21.37</b>	
Year-End Bonus	2,279,922.00	2,619,463.75	339,541.75	14.89	
Personnel Economic Relief Allowance (PERA)	1,354,879.72	1,700,000.00	345,120.28	25.47	
Representation Allowance (RA)	478,250.00	612,000.00	133,750.00	27.97	
Overtime and Night Pay	2,162,841.18	2,797,602.00	634,760.82	29.35	OT should not exceed 5% of Total Personnel Services budget
Transportation Allowance (TA)	365,750.00	396,000.00	30,250.00	8.27	
Clothing/Uniform Allowance	303,752.72	426,000.00	122,247.28	40.25	Increase in manpower complement
Cash Gift	350,000.00	355,000.00	5,000.00	1.43	
Honoraria	248,000.00	240,000.00	(8,000.00)	(3.23)	
Longivity Pay	25,000.00	40,000.00	15,000.00	60.00	
<b>Other Bonuses and Allowances</b>	<b>4,534,600.00</b>	<b>6,011,982.62</b>	<b>1,477,382.62</b>	<b>32.58</b>	
Mid-Year Bonus	2,141,700.00	2,619,463.75	477,763.75	22.31	
Performance Based Bonus	1,342,900.00	1,617,518.87	274,618.87	20.45	
Service Recognition Incentive	700,000.00	1,420,000.00	720,000.00	102.86	Increase on the amount of SRI from 10k to 20k
Productivity Enhancement Incentive	350,000.00	355,000.00	5,000.00	1.43	
<b>Total Other Compensation</b>	<b>12,102,995.62</b>	<b>15,198,048.37</b>	<b>3,095,052.75</b>	<b>25.57</b>	
<b>Personnel Benefit Contributions</b>					
GSIS Premiums	1,734,080.00	3,744,952.02	2,010,872.02	115.96	Increase in contribution rate for possible transfer to GSIS
PhilHealth Contributions	477,724.37	738,849.83	261,125.46	54.66	Increase in contribution rate
Pag-IBIG Contributions	70,100.00	170,400.00	100,300.00	143.08	Increase in contribution rate
<b>Total Personnel Benefit Contributions</b>	<b>2,281,904.37</b>	<b>4,654,201.85</b>	<b>2,372,297.48</b>	<b>103.96</b>	
Other Personnel Benefits	2,957,111.78	3,138,621.03	181,509.25	6.14	
Pension Benefits	2,330,257.00	1,530,340.00	(799,917.00)	(34.33)	
<b>Total Other Personnel Services</b>	<b>5,287,368.78</b>	<b>4,668,961.03</b>	<b>(618,407.75)</b>	<b>(11.70)</b>	
<b>Total Personnel Services</b>	<b>44,355,905.32</b>	<b>55,954,776.25</b>	<b>11,598,870.93</b>	<b>26.15</b>	

BUDGET ON MAINTENANCE AND OTHER OPERATING EXPENSES

PARTICULARS	ESTIMATED YEAR-END 2023	BUDGET 2024	E2023 vs. B2024		REASONS FOR THE INCREASE (DECREASE)
			Increase (Decrease)		
			AMOUNT	%	
<b>Maintenance and Other Operating Expenses (MOOE)</b>					
Training and Scholarship Expenses	1,496,552.40	1,500,000.00	3,447.60	0.23	
<b>Training and Scholarship Expenses</b>	<b>1,496,552.40</b>	<b>1,500,000.00</b>	<b>3,447.60</b>	<b>0.23</b>	
Traveling-Local	3,181,499.25	5,848,000.00	2,666,500.75	83.81	Increase in fuel prices and toll fees/budget for visiting clients/airfare
<b>Travelling Expenses</b>	<b>3,181,499.25</b>	<b>5,848,000.00</b>	<b>2,666,501</b>	<b>84</b>	
Office Supplies Expense	812,934.68	1,000,000.00	187,065.32	23.01	Increase of prices of office supplies due inflation
Accountable Forms Expenses	148,196.24	200,000.00	51,803.76	34.96	
Non-Accountable Forms	15,541.12	25,000.00	9,458.88	60.86	
Semi-Expendable Machinery & Equipment Expenses	425,515.22	446,790.98	21,275.76	5.00	
Semi-Expendable Information & Communication Technology e	156,568.75	164,397.19	7,828.44	5.00	
Semi-Expendable Furniture, Fixtures & Books expenses	40,423.40	42,444.57	2,021.17	5.00	
<b>Supplies and Materials Expenses</b>	<b>1,599,179.41</b>	<b>1,878,632.74</b>	<b>279,453.33</b>	<b>17.47</b>	
Postage and Courier Services	704,576.07	1,080,000.00	375,423.93	53.28	
Telephone Expenses	411,529.70	936,000.00	524,470.30	127.44	
Internet Subscription Expenses	2,450,685.56	2,860,000.00	409,314.44	16.70	
<b>Communication Expenses</b>	<b>3,566,791.33</b>	<b>4,876,000.00</b>	<b>1,309,208.67</b>	<b>36.71</b>	
Electricity Expenses	1,315,162.43	1,980,000.00	664,837.57	50.55	
Water Expenses	310,746.55	341,821.21	31,074.66	10.00	
<b>Utility Expenses</b>	<b>1,625,908.98</b>	<b>2,321,821.21</b>	<b>695,912.23</b>	<b>42.80</b>	
Auditing Services	1,025,500.00	1,050,500.00	25,000.00	2.44	
Other Professional Services	837,000.00	2,930,000.00	2,093,000.00	250.06	IIBS Technical Support/Maintenance and Energy Efficiency
Consultancy Services	73,333.33	140,000.00	66,666.67	90.91	
Legal Services	260,000.00	300,000.00	40,000.00	15.38	
<b>Professional Services</b>	<b>2,195,833.33</b>	<b>4,420,500.00</b>	<b>2,224,666.67</b>	<b>101.31</b>	

BUDGET ON MAINTENANCE AND OTHER OPERATING EXPENSES

PARTICULARS	ESTIMATED YEAR-END 2023	BUDGET 2024	E2023 vs. B2024		REASONS FOR THE INCREASE (DECREASE)
			Increase (Decrease)		
			AMOUNT	%	
Other General Services	4,908,228.97	8,325,879.35	3,417,650.38	69.63	deployment of personnel to key cities/ increase in statutory contributions
Security Services	603,644.64	563,173.80	(40,470.84)	(6.70)	
<b>Other General Services</b>	<b>5,511,873.61</b>	<b>8,889,053.15</b>	<b>3,377,179.54</b>	<b>61.27</b>	
Taxes, Duties and Licenses	3,293,286.86	3,625,279.10	331,992.24	10.08	
Insurance Expenses	2,152,912.78	2,260,558.42	107,645.64	5.00	
<b>Taxes, insurance Premium and Other Fees</b>	<b>5,446,199.64</b>	<b>5,885,837.52</b>	<b>439,637.88</b>	<b>8.07</b>	
Repairs and Maintenance-Machinery and Equipment	383,873.60	403,067.28	19,193.68	5.00	
Repairs and Maintenance-Transportation Equipment	439,398.25	549,247.81	109,849.56	25.00	
Repairs and Maintenance-Semi-Expendable Machinery and E	65,000.00	71,500.00	6,500.00	10.00	
Repairs and Maintenance- Furnitures, Fixtures and Books	90,000.00	94,500.00	4,500.00	5.00	
<b>Repairs and Maintenance</b>	<b>978,271.85</b>	<b>1,118,315.09</b>	<b>140,043.24</b>	<b>14.32</b>	
Directors & Com. Members' Fees	6,878,000.00	6,280,000.00	(598,000.00)	(8.69)	
Representation Expense	4,755,576.49	3,646,906.80	(1,108,669.69)	(23.31)	Limit is 1% of net revenue - BIR ruling
Donations	400,000.00	652,500.00	252,500.00	63.13	
Advertising, Promotional and Marketing	145,546.50	1,500,000.00	1,354,453.50	930.60	sales blitz, marketing drive to lbp branches and LCs
Rent/Lease Expenses	292,640.00	420,000.00	127,360.00	43.52	
Membership Dues and Contributions to Organizations	12,000.00	45,000.00	33,000.00	275.00	
Subscription Expenses	1,120,531.48	4,750,000.00	3,629,468.52	323.91	Subscription fee for IIBS cloud/virtualization starting 2024
Other Maintenance and Operating Expenses					
Planning, Sports and Development	553,061.65	950,000.00	396,938.35	71.77	
Extraordinary and Miscellaneous Expense	180,000.00	348,000.00	168,000.00	93.33	EME of PCEO and GM
Miscellaneous Expenses	6,250,327.73	8,037,528.60	1,787,200.87	28.59	increase in prices of corporate give-aways: GAD tokens; plaques, tokens -recognition system top performing LBP units
<b>Other Maintenance and Operating Expenses</b>	<b>20,587,683.85</b>	<b>26,629,935.40</b>	<b>6,042,251.55</b>	<b>29.35</b>	
<b>Total Maintenance and Operating Expenses</b>	<b>46,189,793.65</b>	<b>63,368,095.11</b>	<b>17,178,301.46</b>	<b>37.19</b>	
Other Financial Charges	242,519.04	300,000.00	57,480.96	23.70	
Bank Charges	20,409.00	35,000.00	14,591.00	71.49	
<b>Financial Expenses</b>	<b>262,928.04</b>	<b>335,000.00</b>	<b>72,071.96</b>	<b>27.41</b>	
<b>Non-Cash Expenses</b>					
Depreciation - Building and Other Structures	905,297.52	1,437,294.00	531,996.48	58.76	
Depreciation - Office Equipment	849,302.53	975,668.00	126,365.47	14.88	
Depreciation - Motor Vehicle	610,518.00	610,518.00	-	-	
Depreciation - Information and Communication Technology	616,620.36	1,536,770.00	920,149.64	149.22	
Depreciation - Furniture and Fixtures	107,824.59	286,911.00	179,086.41	166.09	
Amortization - Intangible Asset	1,798,669.01	3,100,394.00	1,301,724.99	72.37	
<b>Depreciation/Amortization</b>	<b>4,888,232.01</b>	<b>7,947,555.00</b>	<b>3,059,322.99</b>	<b>62.59</b>	
Impairment Loss- Receivables	2,807,008.00	2,891,218.24	84,210.24	3.00	
Impairment Loss-Property and Equipment	200,000.00	200,000.00	-	-	
<b>Impairment Loss</b>	<b>3,007,008.00</b>	<b>3,091,218.24</b>	<b>84,210.24</b>	<b>2.80</b>	
Loss on Sale of Unserviceable Property and Equipment	150,000.00	150,000.00	-	-	
<b>Losses</b>	<b>150,000.00</b>	<b>150,000.00</b>	<b>-</b>	<b>-</b>	
<b>Total Non-Cash Expenses</b>	<b>8,045,240.01</b>	<b>11,188,773.24</b>	<b>3,143,533.23</b>	<b>39.07</b>	
<b>Total Expenses</b>	<b>98,853,867.02</b>	<b>130,846,644.59</b>	<b>31,992,777.57</b>	<b>32.36</b>	
Income Tax Expenses	85,997,391.89	73,229,873.12	(12,767,518.76)	(14.85)	
Income Tax Benefits	(751,752.00)	(772,804.56)	21,052.56	2.80	
<b>Net Income Tax Expense</b>	<b>85,245,639.89</b>	<b>72,457,068.56</b>	<b>(12,788,571.32)</b>	<b>(15.00)</b>	
<b>TOTAL CORPORATE BUDGET</b>	<b>98,853,867.02</b>	<b>130,846,644.59</b>	<b>31,992,777.57</b>	<b>32.36</b>	
<b>GAD BUDGET (THRESHOLD)</b>	<b>4,942,693.35</b>	<b>6,542,332.23</b>	<b>1,599,638.88</b>	<b>32.36</b>	
<b>CAPITAL OUTLAY</b>	<b>4,734,821.43</b>	<b>8,220,000.00</b>	<b>3,485,178.57</b>	<b>73.61</b>	