

**CASCADING OF AGENCY PERFORMANCE TARGETS**

**AGENCY: LBP INSURANCE BROKERAGE, INC.**

MFOs AND PERFORMANCE INDICATORS (1)	AGENCY FY2012 BUDGET (2)	AGENCY FY 2011 ACTUAL ACCOMPLISHMENT (3)	AGENCY FY 2012 TARGET (4)	RESPONSIBLE UNITS (5)	FY 2012 QUARTERLY TARGETS (6)				REMARKS
					Q1	Q2	Q3	Q4	
<b>A. Major Final Outputs (MFOs)/ Operations</b>									
MFO 1: Provision of insurance brokering services for the assets and properties of Land Bank and its loan clients (farmers' cooperatives, SMEs, GOCCs, LGUs and corporations).				Marketing Client and Servicing Group (MCSG)					
Performance Indicator 1: (Quantity) Premium Volume (in million pesos) a. GSIS premium b. Private insurers		P261 299	P235 250	MCSG					
Performance Indicator 2: (Quality) NIAT (in million pesos)		P65.42	P60	MCSG					
Performance Indicator 2: (Timeliness) Insurance coverage effected upon receipt of requests from clients within time frame of 5 days		80%	90%	MCSG					
MFO 2: Provision of foreign exchange requirements of Land Bank clients.									
Performance Indicator 1: (Quantity) Dollar Volume Traded (in million dollars)		\$112	\$115	Forex Division					
Performance Indicator 2: (Quality) NIAT (in million pesos)		P6.59	P6.00	Forex Division					
Performance Indicator 3: (Timeliness) Settlement of FX transactions within the day		100%	100%	Forex Division					

<b>B. Support to Operations (STO)</b>									
Performance Indicator 1 Full migration to higher version of Integrated Insurance Brokerage System (IIBS ver. 3.3)		50% mapping, customization of requirements	100% migration to IIBS ver. 3.3	Admin (IT), MCSG, Accounting and Treasury Units					
Performance Indicator 2 Upgrade information technology infrastructure to enhance performance		Procured an IBM server and 4 units of desktop computer	1 unit router 4 units PC 2 units external drive						
<b>C. General Administration and Support Services (GASS)</b>									
Performance Indicator 1 Timely and accurate preparation of financial reports		100%	100%	Accounting unit					
Performance indicator 2 Capacity enhancement of employees thru trainings and seminars		4 seminars attended by 38 employees	6 seminars to be attended by 35 employees	Administrative unit					

<b>Prepared by:</b>	
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<b>Approved by:</b>	
<u><b>ATTY. JESUS F. DIAZ</b></u> Department Secretary/Agency Head _____ Date	



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