

**MASAGANANG SAKAHAN, INC.**  
**A LandBank Subsidiary**

	Description	Formula	Weight	Rating/Score	Baseline Data (2014)	2015								
						1 <sup>st</sup> Quarter		2 <sup>nd</sup> Quarter		Full Year Target	3 <sup>rd</sup> Quarter		4 <sup>th</sup> Quarter	
						Target	Actual	Target	Actual		Target	Actual	Target	Actual
<b>STAKEHOLDERS</b>	<b>SO 1 : Strengthen the Market Access of LandBank Assisted Cooperatives</b>													
	<b>SM 1</b> Percent of Cooperatives with Marketing Capability													
	<b>SM 2</b> Primary Market* Developed	(Total No. of Retailers/ End-Users Accounts)	10%	(Actual/Target) X Weight (but not to exceed the weight)	31	15	22	7		35	9		4	
	<b>SM 3</b> Volume of Rice Sold	Volume of Rice (bags)	10%	Weight – (((Actual-Target)/Target) X Weight) (but not to exceed the weight)	6,578 bags	2,000	2,933	1,700		7,500 bags	2,000		1,800	
	<b>SM 4</b> Total No. of Cooperative with Improved Quality of Palay that Benefitted from the Payment In Kind (PIK) Program	No. of Cooperatives	10%	(Actual/Target) X Weight (but not to exceed the weight)	15	6	6	10		25	-		9	
<b>SM 5</b> Customer Satisfaction Survey	% of respondents giving a rating of 4 (Rating: 5= Excellent; 1= Poor)	15%	(Actual/Target) X Weight (but not to exceed the weight)	N/A	Preparation of Questionnaire/ Survey Form	Prepared Survey Form	Conduct of Survey		Average of 4	Conduct of Survey		Collation of Survey Forms and Processing of Results		

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<b>FINANCIAL</b>														
	<b>SM 6</b> Increase EBIDTA Margin	Net Income plus Interest, Taxes, Amortization and Depreciation Expense Divided by Total Revenues	10%	(Actual/Target) X Weight (but not to exceed the weight)	5%	8%	10%	8%		8%	8%		8%	
<b>INTERNAL PROCESS</b>														
	<b>SM 7</b> Average Milling Recovery Rate	Absolute Percentage	15%	(Actual/Target) X Weight (but not to exceed the weight)	63%	63%	63.93%	63%		63%	63%		63%	
	<b>SM 8</b> On-Time Delivery (Lead Time)	Average No. of Days from End of Milling to End of Delivery	10%	(Actual/Target) X Weight (but not to exceed the weight)	Not more than 12 days	Not more than 12 days	2 Days	Not more than 12 days		Not more than 12 days	Not more than 12 days		Not more than 12 days	
	<b>SM 9</b> Utilization Rate of Sta. Rosa Grain Center	Average cavans of palay	10%	(Actual/Target) X Weight (but not to exceed the weight)	109,000 cavans	22,890	19,859	16,350		109,000 cavans	33,790		35,970	

