

MASAGANANG SAKAHAN, INC.

	Component				Annual Target	4 th Quarter		
	Strategic Objective (SO)/ Strategic Measure(SM)	Formula	Weight	Rating System		Target	Actual	
	CUSTOMERS/STAKEHOLDERS	SO 1	Strengthen the Market Access					
SM 1		Primary market* developed	No. of retailers or end-user accounts	10%	(Actual / Target) x Weight	47	11	3
SM 2		Volume of rice sold to primary market	Volume of rice (in bags)	20%	(Actual / Target) x Weight	17,000	4,250	4,384.46
SO 2		Strengthen the Competitiveness and Technical Knowledge of LBP Assisted Farmer Organization						
SM 3		Total number of cooperatives with improved quality of palay that benefited from the Payment-In-Kind (PIK)	No. of cooperatives	10%	(Actual / Target) x Weight	30	7	19
Sub-total				40%				
SO 3		Promote Customer Satisfaction and Sales Recognition Program						
SM 4		Percentage of stakeholders which rated MSI with at least Satisfactory rating	Total number of respondents with at least Satisfactory rating (upper two boxes of a 5-point scale) / Total number of respondents	10%	(Actual / Target) x Weight	100% of respondents which gave Very Good or Excellent Rating **	100% of respondents which gave Very Good or Excellent Rating **	100% of respondents gave Very Good or Excellent Rating
Sub-total				10%				

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	FINANCIAL	SO 4	Strengthen Financial Viability					
SM 5		Net Income After Tax (NIAT)	Absolute amount (in Million Pesos)	15%	(Actual / Target) x Weight	33.35	8.33	4.04
Sub-total				15%				
INTERNAL PROCESS	SO 5	Shore Up Logistical Processes for Quicker Turn-Around Time						
	SM 6	Percentage of deliveries made on time	Total number of deliveries made within 4 days / Total number of deliveries	10%	(Actual / Target) x Weight	90%	90%	100%
	SO 6	Increase Productivity of MSI-Agri Development Center						
	SM 7	Capacity utilization ratio of MSI-ADC warehouse	Total incoming rice inventory (in cavans) / Full capacity of warehouse (55,000 cavans)	10%	(Actual / Target) x Weight	2.45	2.45	0.80
	Sub-total			20%				
LEARNING AND GROWTH	SO 7	Establish Quality Management System						
	SM 9	ISO 9001 Certification		5%	All or nothing	Certificate of Readiness for ISO 9001:2015	Certificate of Readiness for ISO 9001:2015	Certificate of Readiness for ISO 9001:2015
	SO 8	Strengthen Competencies of Employees in the Organization						

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		SM 9	Average Required Competencies Met		10%	All or nothing	Establish Competency Baseline
	Sub-total			15%			
	TOTAL			100%			