

MASAGANANG SAKAHAN, INC.

	Component					Annual Target	2 nd Quarter	
	Strategic Objective (SO)/ Strategic Measure(SM)		Formula	Weight	Rating System		Target	Actual
CUSTOMERS/STAKEHOLDERS	SO 1	Strengthen the Market Access						
	SM 1	Number of Primary Markets* developed	Actual number of primary markets developed	10%	(Actual / Target) x Weight 0% = If less than 35	52	26	37
	SM 2	Volume of rice sold to primary markets	Actual Volume of rice sold to primary markets	10%	(Actual / Target) x Weight 0% = If less than 10,962	119,400	59,700	7,280.76
	SO 2	Strengthen the Competitiveness and Technical Knowledge of LBP Assisted Farmer Organization						
	SM 3	Number of cooperatives that benefited from the Payment-In-Kind (PIK) Program	Actual number of cooperatives that benefited from the (PIK) Program	10%	(Actual / Target) x Weight	33	16	13
	Sub-total			30%				
	SO 3	Promote Customer Satisfaction and Sales Recognition Program						

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	SM 4	Percentage of Satisfied Customers	Number of respondents which gave at least Satisfactory rating / Total number of respondents	10%	(Actual / Target) x Weight 0% = If less than 80%	100% of respondents gave MSI at least Satisfactory rating (upper two boxes of a 5-point rating scale)	Request for the Approval of GCG to Administer the Customer Satisfaction Survey In-House	The approval to administer the survey was received by MSI last July 9.
	Sub-total			10%				
FINANCIAL	SO 4	Strengthen Financial Viability						
	SM 5	Increase Net Income After Tax (NIAT)	Actual Net Income After Tax	15%	(Actual / Target) x Weight 0% = If less than ₱25.63 Million	₱35.05 Million	₱17.52 Million	₱12.66 Million
	Sub-total			15%				
	SO 5	Shore Up Logistical Processes for Quicker Turn-Around Time						
INTERNAL PROCESS	SM 6	Percentage of Fulfilled Expected Deliveries Made	Number of orders made within agreed time of delivery with clients / Total number of orders for delivery	10%	(Actual / Target) x Weight 0% = If less than 70%	90%	90%	100%

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	SM 10	Improve Processes to Quality Management System	Actual accomplishment	5%	All or nothing	Certification under ISO 9001:2015 Standards	Consultation with the ISO Consultant for Documentation Requirements for ISO 9001:2015	Consultation is on-going
	Sub-total			15%				
	TOTAL			100%				