## MASAGANANG SAKAHAN, INC.

	Component					_	2 <sup>nd</sup> Quarter			
		gic Objective (SO)/	Formula	Weight	Rating System	Annual Target	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		
Σ	SO 2	Strengthen the Competitiveness and Technical Knowledge of LBP Assisted Farmer Organization								
CUSTO	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								

	Component					A	2 <sup>nd</sup> Quarter		
	Strategic Objective (SO)/ Strategic Measure(SM)		Formula	Weight	Rating System	Annual Target	Target Actua		
	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%					
	SO 4 Strengthen Financial Viability								
FINANCIAL	SM 5	Increase Net Income After Tax (NIAT)	Actual Net Income After Tax	15%	(Actual / Target) x Weight	₱35.05 Million	₱17.52 Million	₱12.66 Million	
					than ₱25.63 Million				
	Sub-total			15%					
SS	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%	

			Component			Annual Target	2 <sup>nd</sup> Quarter		
	Strategic Objective (SO)/ Strategic Measure(SM)	Formula We	Weight	eight Rating System					
	. ,		ivity of MSI-Agri Development		•		Target	Actual	
	SM 7	Capacity utilization ratio of MSI-ADC war ehouse	Total volume of incoming rice inventory / 55,000 (Full capacity of warehouse)	10%	(Actual / Target) x Weight  0% = If less than 2.00	2.70	1.35	0.93	
	SO 7	Enhance Market	ing Strategies		1		1	1	
	SM 8	Percentage of Total Bids Won or Served	Number of total bids won or served / Number of total bids tendered	10%	(Actual / Target) x Weight	65%	65%	86.71%	
	Sub-total			30%					
	SO 8	Strengthen Competencies of Employees in the Organization							
LEARNING AND GROWTH	SM 9	Percentage of Employees Meeting Required Competencies	Total employees with identified competency gaps addressed / 50% of employees with identified competency gaps	10%	(Actual / Target) x Weight	50% of employees with identified competency gaps addressed	Conduct of training/s for 50% of employees with identified competency gaps	Conducted training/s for 50% of employees with identified competency gaps	
	SO 9	Establish Quality	/ Management Sys	stem	1	1	1	1	

	Component						2 <sup>nd</sup> Quarter	
	Strategic Objective (SO)/ Strategic Measure(SM)		Formula	Weight	Rating System	Annual Target	2" Quarter	
							Target	Actual
	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%				