

	Component				2018 Targets	2018 Accomplishment	Rating	
	Strategic Objective (SO)/ Strategic Measure(SM)		Formula	Weight				Rating System
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	52	59	10%
	SM 2	Volume of rice sold to primary market	Volume of rice (in bags)	10%	(Actual / Target) x Weight	119,400	18,491.45	1.55%
	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	33	14	4.24%
	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	Survey results are still to be interpreted by a third party provider.**	%
		Subtotal of Weights:			40%			15.79%
FINANCIAL	SO 4	Strengthen Financial Viability						
	SM 5	Net Income After Tax (NIAT)	Absolute amount (in Million Pesos)	15%	(Actual / Target) x Weight	35.05	8.27	3.54%
		Subtotal of Weights:			15%			3.54%
— Z T E	SO 5	Shore Up Logistical Processes for Quicker Turn-Around Time						

\*Primary Market refer to the businesses which purchase milled rice either for consumption or for sale

\*\*The customer survey was regularized by GCG this 2018. The standard guideline was received on April 13 and the approval to conduct the survey in house was received last July 9. With the issuance of the guidelines for the conduct of survey, GCG planned to conduct a briefing or seminar to the GOCCs for its implementation, but the seminar did not take place within the year.

	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%	100%	10%
	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	2.70	1.43	5.30%
		<b>Subtotal of Weights:</b>		<b>20%</b>				<b>15.30%</b>
LEARNING AND GROWTH	SO 7	Enhance Marketing Strategies						
	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%	88.64%	10%
	SO 8	Strengthen Competencies of Employees in the Organization						
	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	50% of employees with identified competency gaps addressed	10%
	SO 8	Establish Quality Management System						
	SM 10	Improve Processes to Quality Management System	Actual Accomplishment	5%	All or nothing	Certification under ISO 9001:2015 Standards	Certification under ISO 9001:2015 Standards	5%
		<b>Subtotal of Weights:</b>		<b>25%</b>				<b>25%</b>
		<b>TOTAL OF WEIGHTS:</b>		<b>100%</b>				<b>59.63%</b>