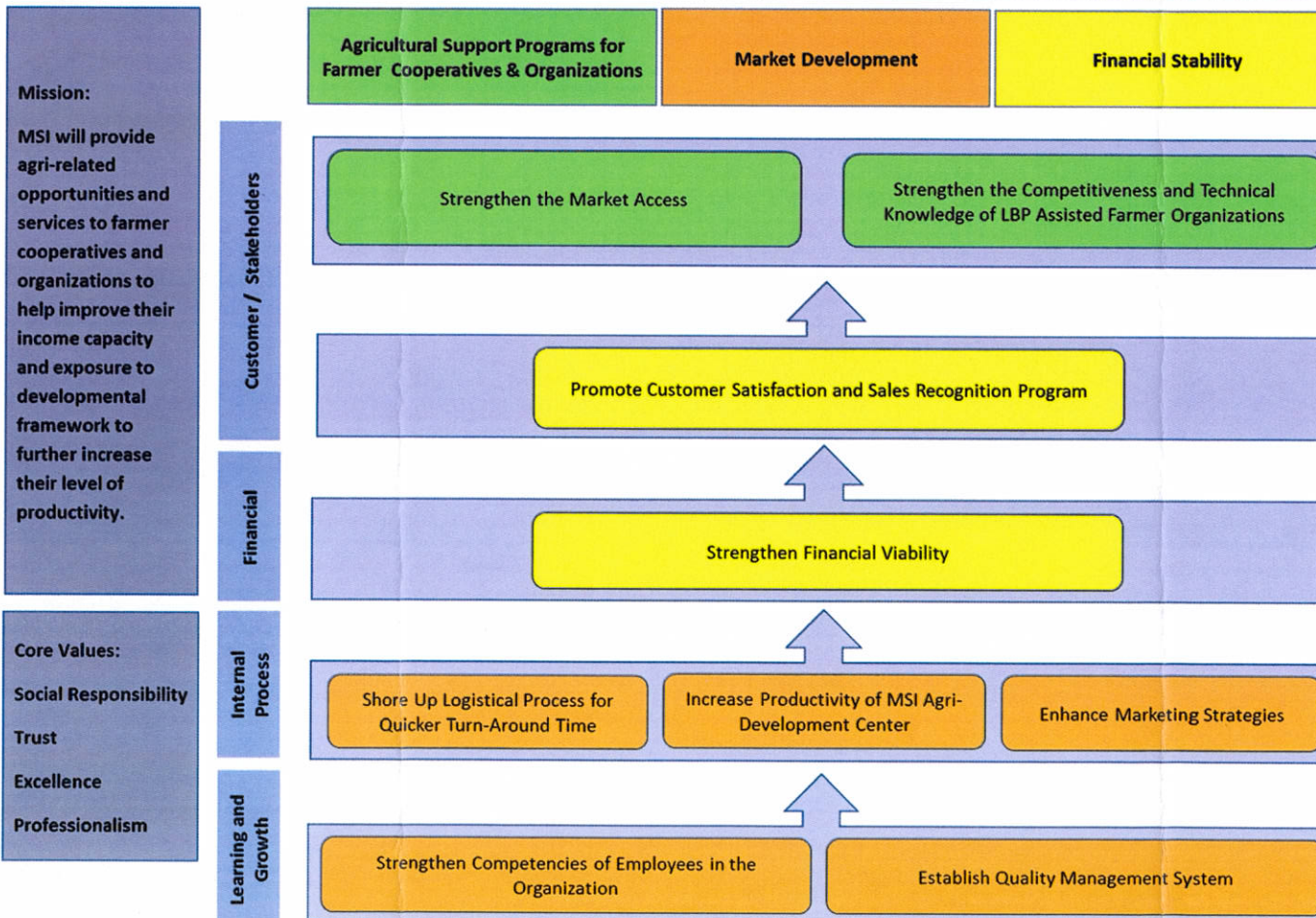




MSI STRATEGY MAP

Vision: By 2025, MSI is a prime provider of developmental assistance to farmer cooperatives and organizations towards self-sustainability.



Core Values:

 Social Responsibility
 Trust
 Excellence
 Professionalism

2019 PERFORMANCE SCORECARD (ANNEX B)

MASAGANANG SAKAHAN, INC.

Component					Baseline Data		Target	
Objective/Measure	Formula	Weight	Rating System		2016	2017	2018	2019
1	Strengthen the Market Access							
M 1	Number of Primary Markets ¹ Developed	Actual number of primary markets developed	10%	(Actual / Target) x Weight 0% = If less than 39	39	44	52	61
M 2	Volume of Rice Sold to Non-LandBank Clients	Actual volume of rice sold to primary markets	10%	(Actual / Target) x Weight 0% = If less than 10,962	10,460	15,515.94	119,400	149,114
2	Strengthen the Competitiveness and Technical Knowledge of LBP Assisted Farmer Organizations							
M 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	22	34	33	36
3	Promote Customer Satisfaction and Sales Recognition Program							
M 4	Percentage of Satisfied Customers	Number of respondents which gave <i>at least</i> Satisfactory rating / Total number of respondents	10%	(Actual / Target) x Weight 0% = If less than 80%	-	100% of respondents gave Very Good or Excellent rating	100% of respondents gave MSI at least Satisfactory rating (upper two boxes of a 5-point rating scale)	100%
	Sub-total		40%					

¹ s who purchase a minimum of twenty (20) sacks of milled rice in a year for purposes of sale or consumption

Component					Baseline Data		Target	
Objective/Measure	Formula	Weight	Rating System		2016	2017	2018	2019
4	Strengthen Financial Viability							
M 5	Increase Net Income after Tax	Actual Net Income after Tax	15%	(Actual / Target) x Weight 0% = If less than ₱27.12 Million	₱27.12 Million	₱30.74 Million	₱35.05 Million	₱34.70 Million
	Sub-total		15%					
5	Shore Up Logistical Process for Quicker Turn-around Time							
M 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 75%	66.67%	56%	90%	95%
6	Increase Productivity of MSI Agri-Development Center							
M 7	Capacity Utilization Ratio of MSI-ADC Warehouse	Total volume of incoming rice inventory / 55,000 (Full capacity of warehouse)	10%	(Actual / Target) x Weight 0% = If less than 2.45	2.30	2.41	2.70	2.98
7	Enhance Marketing Strategies							
M 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	No available data	No available data	65%	85%
	Sub-total		30%					

Component					Baseline Data		Target	
Objective/Measure	Formula	Weight	Rating System		2016	2017	2018	2019
8	Strengthen Competencies of Employees in the Organization							
M 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	100% Completion of Basic and Intermediate Training	Established Competency Baseline	50% of employees with identified competency gaps addressed	50% of employees with identified competency gaps based on 2017 assessment are addressed
9	Establish Quality Management System							
10	Improve Processes to Quality Management System	Actual accomplishment	5%	All or Nothing	No available data	Certificate of Readiness for ISO 9001:2015	Certification under ISO 9001:2015 Standards	Pass Surveillance Audit
	Sub-total		15%					
	TOTAL		100%					