## MASAGANANG SAKAHAN, INC. A LandBank Subsidiary

Description	Formula	Weight	Rating/ Score	Baseline Data	Tree L	2016							
				(2015)	1 <sup>st</sup> Quarter		2 <sup>nd</sup> Quarter		Full Year	3 <sup>rd</sup> Quarter		4 <sup>th</sup> Quarter	
					Target	Actual	Target	Actual	Target	Target	Actual	Target	Ac
SO 4 Enhance Existing	Toll Milling Process Cor	mparable wit	h the Grading	Quality of the In	dustry								
SM 6 Average Milling Recovery Rate	Absolute Percentage	15%	(Actual/ Target) X Weight	63.43%	63%	65.16%	63%	63.67%	63%	63%	63.70%	63%	
60 5 Streamline Market Linkaging Process													
SM 7 On-time Delivery (Lead Time)	Average No. of Days from End of Milling to End of Delivery	10%	(1-((Actual- Target)/Tar get) X Weight	2.55 days	4 days	2	4 days	4.5 days (Adjusted)	4 days	4 days	3 days	4 days	
SO 6 Strengthen Business and Development Support Mechanisms													
SM 8 Utilization Rate of Santa Rosa Grain Center	Warehouse utilization per year (cavans)	10%	(Actual/ Target) X Weight	134,778 cavans	1,321	1,321	58,689	68,582	120,000 cavans	2,000	-	58,000	200.200
	Sub-total	35%											
SO 7 Develop Strategic Skills & Competence of Officers and Staff													
SM 9 Average Competency in the Organization	Based on training needs analysis and number of personnel	10%	All or Nothing	Developed MSI Competency Framework					Training and Assessment of MSI Work Competency	Training Assessment of MSI Personnel Training Needs	71% Completed BASIC TRAINING 95% Completed Intermediate Training	100% Completed BASIC TRAINING  100% Completed Intermediate Training	
	Sub-total	10%											

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	Description	Formula	Weight	Rating/ Score	Baseline Data (2015)		Quarter	1	Quarter	2016 Full Year Target		uarter	4 <sup>th</sup> Qı	
	SO 1 Strengthen the	Competitiveness and 1	Football K	nowlodgo of the L	and Pauls Aad	Target	Actual	Target	Actual		Target	Actual	Target	Actual
SOCIAL IMPACT	SM 1 Total No. of Cooperatives with Improved Quality of Palay that Benefited from the Payment in	No. of Cooperatives	10%	(Actual/Target) X Weight	25	3	3	20	18	30	2		5	
		Sub-total	10%											
ST	30 2 Suengmen Final	icial Viability												
FINANCIA		Absolute Percentage	10%	(Actual/Target) X Weight	13%	14%	17%	14%	13%	14%	14%	15%	14%	
Ξ		Sub-total	10%											
	SO 3 Promote Customer Satisfaction in the Delivery of Services													
STAKEHOLDERS	SM 3 Customer Satisfaction Survey	Average (Mean) Respondent Rating (5 = Excellent, 1 = Poor)	15%	All or Nothing	Average of 4.52	Preparati on of Survey Form	Prepared Survey Form	Conduct of Survey	Conduct to start in last quarter of 2016 (Adjusted)	Average of 4	Conduct to start in last quarter of 2016 (Adjusted)	Conduct to start in last quarter of 2016 – November 2016	Conduct of Survey and Processi ng of survey results	
STAKI	SM 4 Primary Market* Developed	No. of Retailers/End-User Accounts	10%	(Actual/Target) X Weight	35	19	19	5	7 (Adjusted)	39	10	9	5	
	SM 5 Volume of Rice Sold	Volume of Rice (Bags)	10%	(Actual/Target) X Weight	10,673	2,123	<b>2,910</b> (Adjusted)	2,000	3,835	9,000	2,877	4,742	2,000	
		Sub-total	35%											