

# **Presidential Awards for Outstanding MSMEs and Presidential Recognition for Outstanding Development Partners**

## **JUDGING CRITERIA**

Committee on Presidential Awards and Recognition and the Board of Judges will review the nominees based on the established criteria, assign weighted scores, and engage in deliberations to reach a final consensus on the awardees.

### **A. Presidential Awards**

#### **i. Market Development (20%)**

1. *Sustained Growth in Sales*: Demonstrated growth in sales for the past three (3) years.
2. *Online Presence*: Strong digital footprint through e-commerce platforms, websites, social media, among others.
3. *Market Expansion*: Evidence of breakthroughs in market development, such as increased market penetration, entry into new markets, and initiatives in market intelligence, research, and product development.

#### **ii. Technology and Innovation (20%)**

1. *Innovative Practices and Digitalization*: Implementation of innovative strategies that capture new market segments and/or digitalization across various business functions such as production, marketing, finance, human resources, management, and research and development.
2. *Quality and Productivity Programs*: Established and ongoing quality assurance programs, productivity enhancement measures, and/or continuous improvement initiatives.
3. *Technological Impact on Business Growth*: The impact of technology and innovation on business growth, cost reduction, and/or competitive advantage.

#### **iii. Human Resource Development (20%)**

1. *Employment Generation*: Job creation, with breakdown of employment disaggregated by sex (male and female) over the past three years.
2. *Workers' Development Initiatives*: Workplace interventions focused on worker development, including training and skills development programs, and employee welfare initiatives.

3. *Employee Retention and Satisfaction*: Presence of employee retention initiatives, satisfaction surveys, and/or positive workforce culture.

**iv. Sustainability, Community Linkages, and Environmental Impact (20%)**

1. *Community Engagement*: Initiatives contributing to community-oriented projects that create economic value, such as employment generation and value-added activities.
2. *Environmental Sustainability*: Implementation of eco-friendly practices which may include eco-friendly products/services, and environmentally-friendly initiatives within the workplace that promote sustainability and environmental responsibility.
3. *Business Continuity Planning*: A business continuity plan or strategy designed to mitigate risks and ensure operational stability.
4. *Environmental Compliance*: Adherence to environmental regulations and policies.

**v. Financial Management (20%)**

1. Demonstrated investments aimed at business growth over the past three years
2. Percentage growth in assets
3. Profitability ratios (e.g. Gross Profit Margin, Net Profit Margin, Return on Investments Performance)
4. Asset Turnover Ratio
5. Positive cash flow
6. Increase in Net worth (Assets minus Liabilities)

Audited financial statements will be the primary basis but validation of the in-house financial information provided may also be done.

**B. Presidential Recognition**

**1. Strengthening MSME Ecosystem (maximum of 100 points)**

- (a) For government sector: Current project/program that have streamlined steps, procedures, or requirements to register, license, or renew a business. (*maximum of 20 points*)

For private institutions, civil society organizations, or non-government organizations: Current project/program which have streamlined their business processes. *(maximum of 20 points)*

- (b) Implementation of digital tools or platforms for business registration, licensing, operations, or delivery of service. *(maximum of 20 points)*
- (c) Number of informal businesses that transitioned to formal registration due to the program/project. *(maximum of 20 points)*
- (d) Total number of MSMEs supported through business climate project/program. *(maximum of 15 points)*
- (e) Average reduction in costs incurred by MSMEs due to process improvements or simplifications through the program/project. *(maximum of 20 points)*
- (f) Coverage of initiative. *(maximum of 5 points)*

## **2. Increasing Financing Prospects (maximum of 100 points)**

- (a) Total program/project loan amounts released to MSMEs. *(maximum of 20 points)*
- (b) Percentage of MSMEs with timely repayment of loans, indicating program/project sustainability. *(maximum of 10 points)*
- (c) Proportion of MSMEs accessing formal financing for the first time through the program/project. *(maximum of 10 points)*
- (d) Utilization of digital tools such as mobile apps, fintech platforms, to deliver the project/program. *(maximum 10 points)*
- (e) Percentage of program/project loan applications approved relative to total applications received. *(maximum 20 points)*
- (f) Comparison of financing program interest rates against commercial lending rates showing competitive lending rates. *(maximum 15 points)*
- (g) Availability of additional services such as training, mentoring, or business development services accompanying the program/project's financing support. *(maximum 10 points)*
- (h) Coverage of initiative. *(maximum of 5 points)*

## **3. Upscaling Knowledge and Skills (maximum of 100 points)**

- (a) Total investment for the program/project on enhancing knowledge and skills of MSMEs. *(maximum of 15 points)*

- (b) Number of MSMEs (including women, youth, PWD, and IPs) beneficiaries trained/ upskilled through the program/project. *(maximum of 15 points)*
- (c) Types of entrepreneurial knowledge and skills acquired by MSME participants (e.g., digital marketing, financial management, production techniques) from the program/project. *(maximum of 20 points)*
- (d) Methods used for the program/project delivery (e.g., face-to-face, online, blended learning). *(maximum of 15 points)*
- (e) Level of innovation introduced by the program/project into business processes or operations (e.g., lean manufacturing, eco-friendly practices, customer service enhancements). *(maximum of 20 points)*
- (f) Engagement of industry experts in the training program as instructors or mentors. *(maximum of 10 points)*
- (g) Coverage of initiative. *(maximum of 5 points)*

#### **4. Accelerating Technology and Innovation (maximum of 100 points)**

- (a) Total program/project investments allocated to accelerate technology and innovation of MSMEs. *(maximum of 20 points)*
- (b) Established partnerships with research institutions, technology providers, or other stakeholders to support MSME innovation. *(maximum of 15 points)*
- (c) Number of assisted MSMEs adopting technologies or innovations. *(maximum of 20 points)*
- (d) Number of MSMEs supported by the program/project for research and development activities. *(maximum of 20 points)*
- (e) Type/s of technology and innovation implemented by the program/project. *(maximum of 20 points)*
- (f) Coverage of initiative. *(maximum of 5 points)*

#### **5. Optimizing Domestic Markets (maximum of 100 points)**

- (a) Number of markets penetrated by the beneficiary through the program/project. *(maximum of 15 points)*
- (b) Total number of MSMEs directly supported or reached through the program/project. *(maximum of 15 points)*

- (c) Percentage of assisted MSMEs that have established direct market linkages (e.g. buyers, distributors, retailers) through the program/project. *(maximum of 15 points)*
- (d) Type of market development and promotion undertaken by the program/ project. *(maximum of 15 points)*
- (e) Level of brand recognition among MSMEs participating in development partner-supported programs/projects. *(maximum of 15 points)*
- (f) Amount and percentage increase of domestic sales of the MSME beneficiaries. *(maximum of 20 points)*
- (g) Coverage of initiative. *(maximum of 5 points)*

#### **6. Penetrating Global Markets (maximum of 100 points)**

- (a) Percentage of assisted MSMEs exporting globally as a result of the program/project interventions. *(maximum of 20 points)*
- (b) Type of initiatives supporting MSMEs' market expansion (e.g. trade missions, exhibitions, trade fairs, matchmaking events). *(maximum of 20 points)*
- (c) Number of countries where the program/project has facilitated MSME market entry. *(maximum of 20 points)*
- (d) Level of brand recognition among MSMEs participating in development partner-supported programs/projects. *(maximum of 15 points)*
- (a) Percentage increase in volume and amount of export sales of MSME beneficiaries. *(maximum of 20 points)*
- (b) Coverage of initiative. *(maximum of 5 points)*