



INNOVATE FOR INCLUSIVE AND SUSTAINABLE GROWTH



Audited Financial Report 2018
Responsible Partnerships Towards Inclusive Growth

“Service is Our Lifestyle”

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2018 Financial Audited Report



In 1972, ECLOF started as a desk created by the National Council of Churches in the Philippines (NCCP) to provide loans to its member churches. In 1995, it became an independent entity and was registered at the Securities and Exchange Commission (SEC) as Ecumenical Church Foundation, Inc., to extend its loan services not only to churches. In 2001, ECLOF began to operate as a microfinance institution.

Through the years, ECLOF continues to grow and expand its program and services by establishing different Unit Offices in North Luzon, South Luzon, and Palawan. These Unit Offices offer agri-microfinance; entrep loans or Micro Negosyo at Serbisyo through group loan, individual loan, and job generating loan; Small Medium Enterprise (SME) and Institutional Loans. They also provide microinsurance and savings program to clients.

In 2010, the Board of Trustees made a strategic decision to focus on agricultural microfinance and increase ECLOF's agri portfolio to 60%.

Starting 2015 until the next five years, ECLOF aims to expand into the three (3) regions of Luzon, Visayas and Mindanao, reaching out to 50,000 clients. To achieve this, ECLOF will continually develop responsive and relevant products and services and increase its organizational sustainability.

In 2017, the organization formally adopted the name ECLOF Philippines Microfinance, Inc. (EPMI) in accordance with the MF-NGO Law that requires all microfinance organizations to indicate in its name the word "microfinance." EPMI has a total of 23 Unit Offices. It continues to provide responsive and relevant products and services to its clients by institutionalizing a "one-stop-shop" program in all of its Unit Offices. This year marks the 4th year of EPMI's strategic plan for a Responsible Partnerships Towards Inclusive Growth.

MESSAGE FROM THE CHAIRPERSON



ATTY. FLOYD P. LALWET
Chairperson

It is again a great privilege to greet our members, partners and the entire ECLOF family on the occasion of our 24th General Assembly.

This greeting comes doubly significant as we now stand on the road never before traversed by our organization in all its 23 years of existence. We take great pride in having reached this higher point in the continuing road of viability, profitability and growth but at the same of service to and empowerment of our people in this part of God's vineyard. The task ahead is expressed in our theme "Innovate for Inclusive and Sustainable Growth". Indeed, having reached this point, we look at the future with much more hope and energy as we become better stewards of God's bounty for the upliftment of God's people and creation.

To our members, let the Assembly be a renewal of our resolve and commitment to pursue the noble dream collectively forged by our founding forbears 23 years ago and further enriched by those who have later joined us in the journey. To our partners-clients, let this Assembly be our way of ceremonially giving thanks for the fruitful work we have done together in the past years and for the future.

To God be the glory!



INNOVATE OR EVAPORATE: THE CHALLENGE IN THE DEVELOPMENT FIELD

Surviving and prospering in business especially in the development work has been more challenging nowadays. As the rate of change accelerates by leaps and bounds, along with the development of technology & globalization, an organization needs to innovate in order to remain relevant and significant to its intended target customers. In the microfinance industry where “size does matter” as expressed through its number of client outreach and geographical physical presence of branches, innovation is essential in EPMI. As the increasing level of competition gets fiercer and fiercer, the one organization who continues to challenge itself, and always respond to the changing needs of their clients in order to better serve them, will eventually finally emerge being the winner in the minds and hearts of their clients.

During the year 2018, continuous development of relevant and responsive products and services has been accomplished. After we launched the Micro-Negosyo at Serbisyo (MNS) Loan products in 2017, we have implemented the sustainable portfolio mix at all branches. Likewise Clients’ Days are celebrated in selected branches. Different services for the clients and communities are initiated such as Financial Literacy Training, Medical Mission, Trade Fair and Exhibit, Mass Wedding, Basic Organic Training and pilot testing of Clients’ Privilege Loan for the loyal clients.

Strategic partnerships with varied service-oriented organizations like Lutheran World Relief (LWR), for the Farmers’ value chain financial program, the Department of Agriculture in coordination with Land Bank, for the loan insurance of Agri-Loans through the Agricultural Guarantee Fund Pool (AGFP), the Good Agricultural Practices (GAP) certification through the Bureau of Plant Industry (BPI) and the Organic Certification Center of the Philippines (OCCP) for the continuous set up of the sustainable learning farm -- our very own ECLOF Nature and Organic Farm (ENOF) in Palawan.

The setting up of the most appropriate financial structure for the Institutional and SME loan clients is almost done during the year and is expected for certification and formal registration during early next year.

We are on the 4th year of our Strategic Plan. The Lord has given us the grace to expand our client outreach even with limited resources. We were able to disburse PhP589.0M to almost 30,000 clients. During the year, we achieved the highest net income of PhP13.4M during the last five (5) years, amidst our share of ups and down. For us to continue pressing towards the goal, we would need a fresh wind of innovation, that prayerfully would come from the breathe of the Almighty God. As long as our organizational desires lean towards uplifting the plight of the poor and the needy, we can count on God’s grace, blessings and wisdom that we can innovate -- for His glory.

He has made everything beautiful in its time. He has also set eternity in the human heart; yet no one can fathom what God has done from beginning to end. Ecclesiastes 3:11



ROSEMARIE C. CASTRO
Executive Director

ORGANIZATIONAL HIGHLIGHTS: OPERATIONS

PORTFOLIO PERFORMANCE

The consistent growth in the last 5 years registered the highest this year in terms of disbursement amount, with PhP588.6M, an increase of PhP103.0M. It registered a 21% growth from last year, while the growth in five years is at 88% from a disbursement of PhP313.0M in 2014 to as high as PhP588.6M in 2018. Loan Portfolio on the other hand, kept at minimal growth of 1% with PhP261.5M from last year's PhP258.5M and a 30% increase in 5 years. This signifies faster portfolio turn-over and income generation by having balance product mix, despite significant increase in disbursement, portfolio was maintained at minimal.

The last 5 years' average increase in Loan Portfolio is at 11%, while the Loan Disbursement is at 21% and the average increase in collection is at 75%.

The total loan disbursements of PhP588.6M and loan portfolio amounting to PhP261.5M in 2018 are contributed by the operations performance of the branches from the six (6) Areas and Sub-Areas within the National Capital Region (NCR) covering Marikina, Cainta & Quezon City Branches; Calabarzon Area with Laguna and Infanta-Tanay Branches; North Palawan Area with Puerto Princesa, Narra & Taytay-El Nido Offices; South Palawan Area with Quezon, Rizal & Brooke's Offices; North Luzon 1 Area with Baguio-Atok and La Union Branches; and North Luzon 2 Area with Abatan and Nueva Vizcaya Offices. Head Office (HO) reflects the Insti/SME Loans to the Churches, Schools, Cooperatives and SME clients.

South Palawan maintained being the highest contributor in Disbursements and Portfolio during the last 3 years. Again, all its three (3) Unit Offices (Quezon, Rizal & Brooke's Point) maintained being in the top 3 highest contributors, with a total of PhP142.7M disbursement and PhP64.3M total portfolio. North Palawan with the consistent contribution of Narra and the strength of Taytay in Entrep loans placed at second with most contribution for both disbursement and portfolio, with PhP130.6M total disbursement and PhP55.8M portfolio. The third one with the most contribution in terms of

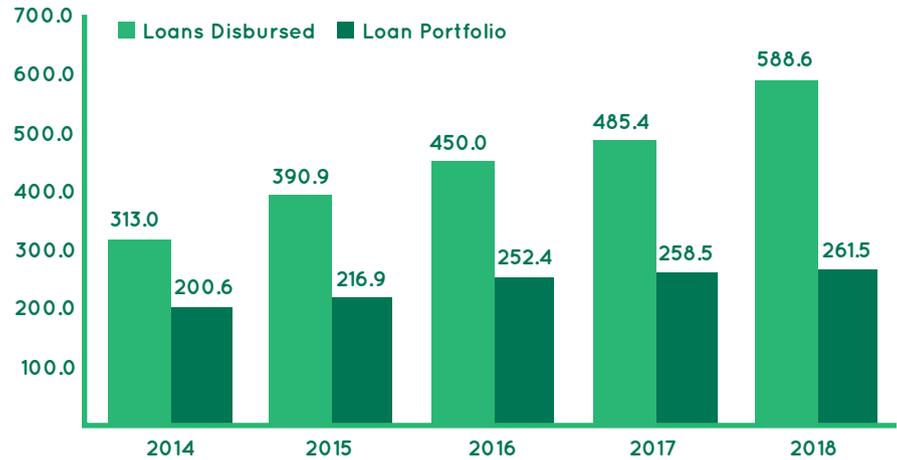


Chart 1: 5-Year Loan Disbursement and Portfolio trend (in Millions PHP)

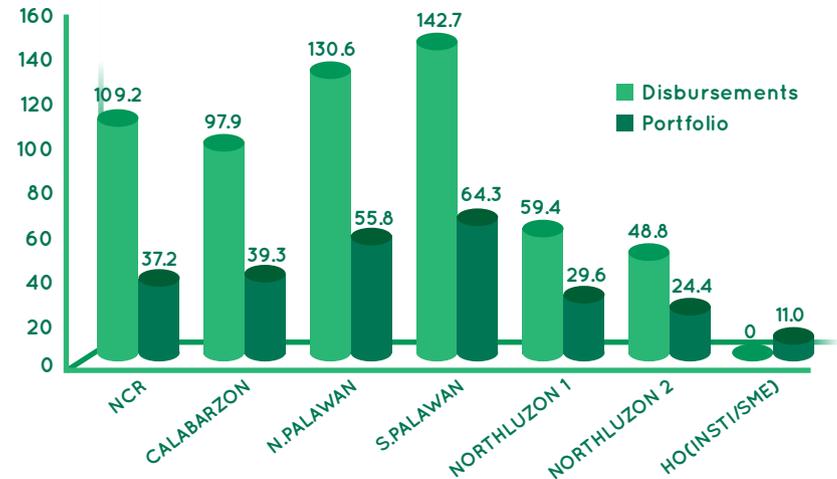


Chart 2: Portfolio and disbursement Shares per Area (in Millions PHP)

disbursement is NCR with PhP109.2M, while the portfolio of PhP39.3M is contributed by Calabarzon, with Laguna Branch and Infanta-Tanay Offices consistently contributing quality portfolio during the year. HO performance is a reflection of transitory portfolio pertaining to Institutional and SME loans to be transferred to ECLOF Financing.

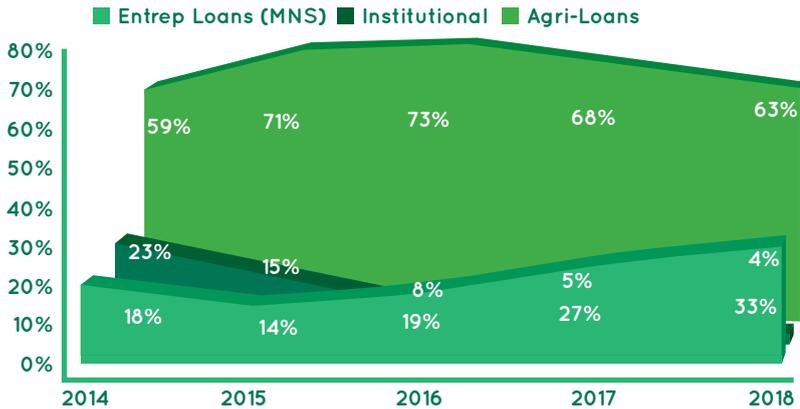


Chart 3: 5-Year Loan Portfolio Share per Product Trend

After two (2) years of development, transition to and implementation of balanced portfolio in building sustainable operations, ECLOF Philippines was able to target the 60% Agricultural loan and 40% entrepreneur loan shares during the year.

Micro-entrepreneurial loans gained momentum during the year by increasing its portfolio share from 27% last year to 33% this year. Agri-Loans reflect a calibrated decrease from 68% share last year to 63% in 2018. In transition SME and Institutional Loans are also with decreasing share as loans beyond microfinance are expected to be transferred and catered by another company, portfolio share resulting from 5% to 4%.

Both Institutional and Agricultural Loans registered a decrease in the portfolio amount and rate compared to last year. Institutional/SME Loans with 5% share amounting to PhP13.3M last year, closed this year with 4%, which is PhP11.0M; the Agricultural Loans with PhP176.0M last year to PhP165.0M this year, registered portfolio share from 68% last year to 63% this year.

The Entrepreneurial Loans amounting to PhP69.3M which is 27% share to the total portfolio last 2017, increased to 33% share this year with PhP85.4M loan portfolio: the MNS or Micro Negosyo and Serbisyo Loans for Group with PhP32.0M represents 12%, MNS-Individual Loans with PhP41.7M is at 16% share and the MNS-JobGen or Job Generating Entrep Loans with PhP11.7M or 5% share with the total MNS portfolio at the end of 2018.

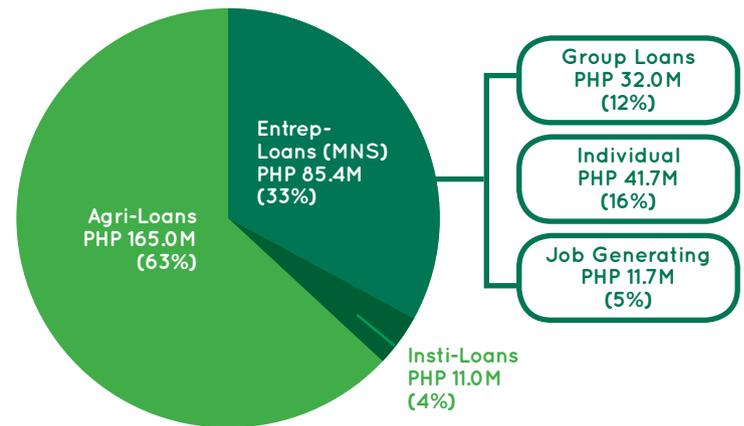


Chart 4: Loan Portfolio Distribution per Product

CLIENT OUTREACH

Client outreach reflected a consistent growth in the last 5 years, from a total of 11,590 in 2014 to 28,451 at the end of 2018, represents a 32% growth. The Active Clients or the clients with loans, also registered consistent increase, equivalent to almost three times in 5 years, from 8,776 in 2014 to 21,175 in 2018.

The increase in total clients during the year is at 8%, from 26,429 in 2017 to 28,451 at the end of 2018. Compliance to standard microfinance portfolio measure was implemented during the year, giving the organization adjusted clients outreach and portfolio balances.

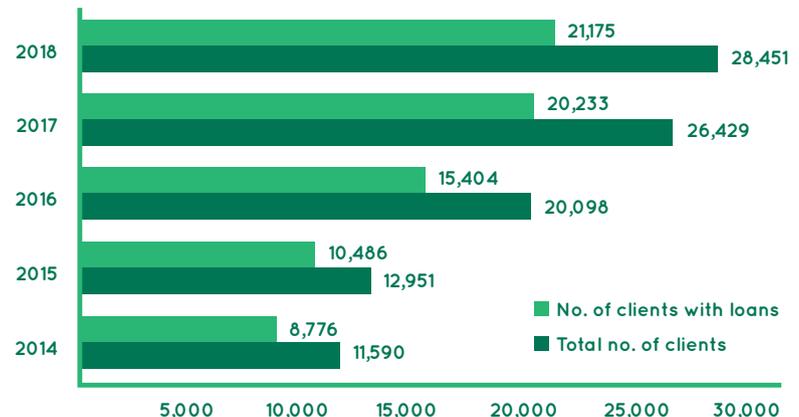


Chart 5: Total Clients and Active Clients Trend

ORGANIZATIONAL HIGHLIGHTS: OPERATIONS

Client shares per area is mostly contributed by the branches who started the implementation of Group Loan and other Entrep-Loans. North Palawan contributed the most clients with 6,424 total clients through its Taytay and Puerto Princesa Unit Offices which started MNS Loans implementation during the 1st and 2nd semester of 2017 respectively. NCR, while expected to bring in the number of clients through the MNS loans contributed 5,796 to the total clients, through full implementation of MNS loans in the last quarter. Units that contributed to the client generations are Cainta and Marikina, making them the 2nd top contributor. Calabarzon, as the 3rd top contributor with 5,626 total clients due to Infanta Unit's consistent top performance during the whole year and Laguna disbursements to new clients.



Chart 6: Clients Share per Area

PORTFOLIO QUANTITY

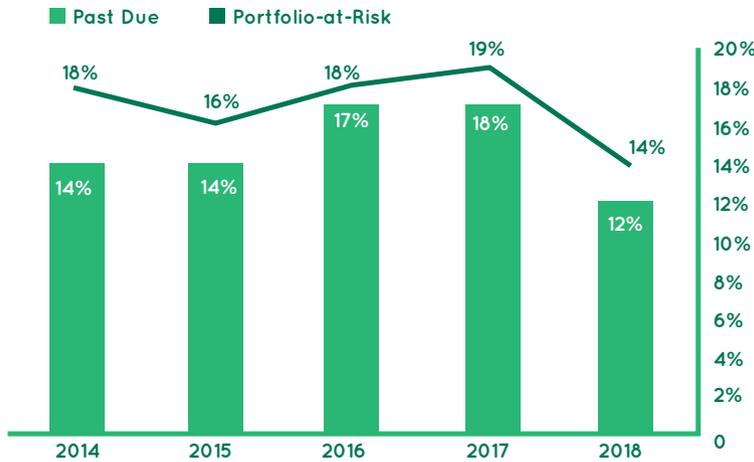


Chart 7: Portfolio at Risk and Past Due Rates Trend

During the last five (5) years, Portfolio At Risk (PAR) performance is steady at double digit. The lowest PAR during the last decade is at 16% in 2015, while the highest is at 28% in 2011. The Past Due that is maintained at 14% during the early two years in this last five years, started to increase from 17% in 2016 to 18% in 2017 due to the development, introduction, transition and implementation of new products other than Agri-Loans to secure ECLOF's sustainability in the future.

The improved past due rates of 12% with total PAR rate of 14% was brought by the compliance to the standard Microfinance Portfolio measure. A review and assessment of portfolio were made during the last quarter of the year and proper measure for the Agri-Loans as well and long overdue MNS accounts was done. Standard loan loss provisioning was applied after writing off accounts long overdue.

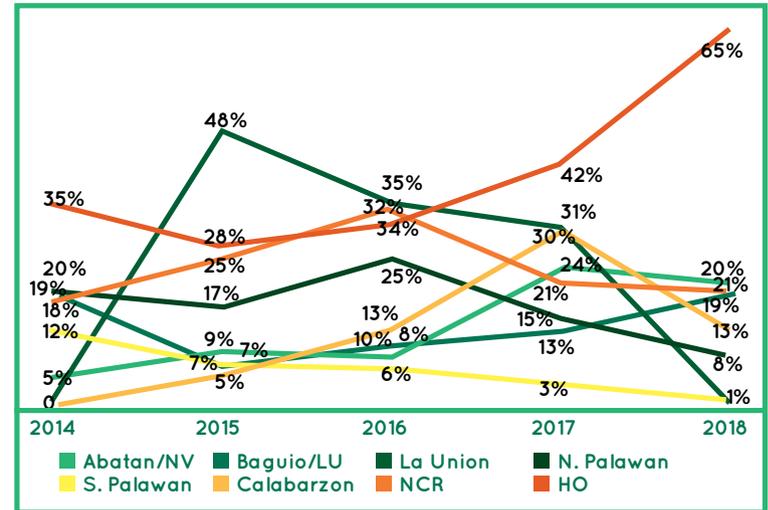


Chart 8: PAR Rate Trend per Branch

Half of the six Areas registered significant improvement, while the other half registered unfavorable increase. Those with most improved collections and PAR rates are the Areas where implementation of Entrep-Loans are observed and quality disbursement was done: Calabarzon with Laguna, Infanta and Tanay having a total of 13% improved PAR rate at the end of the year as compared to last year's 30%; North Palawan with Puerto Princesa, Narra and Taytay's total PAR rate of 8% this year from 15% in 2017; and South Palawan with Quezon, Rizal and Brooke's outstanding PAR rate of 1% as against 3% last year.

TOP PERFORMERS



● **TOP UNIT: QUEZON, PALAWAN UNIT OFFICE** ●
Program Supervisor: Nestor C. Deramas

ORGANIZATIONAL HIGHLIGHTS: OPERATIONS



● **TOP AREA: SOUTH PALAWAN AREA** ●
Branch Manager: Johnel L. Cinco



● **TOP BRANCH: QUEZON-RIZAL BRANCH** ●
Branch Manager: Johnel L. Cinco

TOP PERFORMING STAFF



BEST PROGRAM OFFICER
John Mark L. Jacobo (Quezon, Palawan)
Product: Agricultural Loan

ORGANIZATIONAL HIGHLIGHTS: OPERATIONS



BEST PROGRAM SUPERVISOR Tirso Lucero III (Brooke's Point, Palawan)

Tirso started as a Program Officer (PO) of Rizal Unit Office in March 2013. After several months, he found himself realizing that this job is dear to him and that working with EPMI is a good way of achieving both his personal and career goals. From being recognized as one of the top performing POs, he made sure to be unchanging in his attitude and performance when he was promoted as the Program Supervisor of Brooke's Point Unit Office in October 2015. Taking a step higher means seeing more challenges affront but he kept a steadfast resolve and determination to raise Brooke's Point Unit Office as one of the best performing unit office. With his strong leadership, Brooke's Point Unit Office was able to break away from its poor operational performance in 2016 to turnaround and sustaining success in 2018.

Tirso is a very responsible and dependable leader. He is humble but brave; simple but with a strong passion. He shows genuine concern to everyone – staff, clients, and partners, that led him to be respected and appreciated. Great Job Tirso!



BEST SUPPORT OFFICER Ivy A. Roberts (Finance and Admin Officer of South Palawan)

Ivy was fresh from passing the CPA board exam when she was hired by EPMI as a Finance and Admin Associate (FAA) of Rizal Unit Office. She had known EPMI since her college years as her late father was a client of the organization. It was his late father who encouraged her back then to work with EPMI after experiencing the impact of the organization to their family. In a matter of time, she was promoted as the Finance and Admin Officer (FAO) of North Palawan Branch then she was transferred to South Palawan Branch in November 2015.

Ivy has great leadership skills. She is firm in implementing the policies of EPMI but at the same time supportive of Operations. Her analytical skills help them anticipate problems and provide strategies and solutions and she is always willing to take the extra mile.



BEST BRANCH MANAGER Mark Anthony A. Gonzales (Cainta, Rizal)

Mark was a working student when he started as a Program Officer (PO) of Cainta Unit Office. He is now on his 11th year with EPMI and throughout he was able to experience and win challenges that helped him become the leader that he is today – a committed leader with a heart for service. Mark was a PO for 5 years. During this time, he was able to finish his studies while being assigned with different areas. When EPMI decided to establish a unit office in Tanay, Rizal, he was promoted as the Program Supervisor (PS) to lead the operations. In the 3 years that he held the position of PS, Tanay Unit Office performed well and it was recognized as the Top Performing Unit Office of EPMI in 2015. Then, he was promoted to Branch Manager when EPMI expanded to Laguna and Quezon provinces. Mark was able to mentor a lot of staff. In fact, 2 of his previous Program Officers became Program Supervisors and are now Branch Managers as well. In 2018, Mark went back to Cainta Branch and within the year the branch was able to gain a positive net income and improving portfolio.

Mark's leadership is marked with commitment to EPMI and its cause that he is always willing to be assigned to different areas where he is needed. He treats EPMI staff as his family, being there through their personal problems as well. Mark's big heart and strong faith guides him in leading and he continues to be an inspiration to people whose lives he has touched.

ANNUAL REVIEW & PLANNING

In the last quarter of 2018, EPMI conducted its annual performance review and operational planning. During the meeting, the leaders reviewed the 5-year Strategic Plan and 2018 Operational Plan and Budget. They also participated in a workshop to assess the organization's strengths, weaknesses, opportunities and threats (SWOT) as well as their areas in terms of market intelligence and intellicare; that is, how EPMI care for its clients. Then, the leaders discussed strategies, targets and budget for 2019.



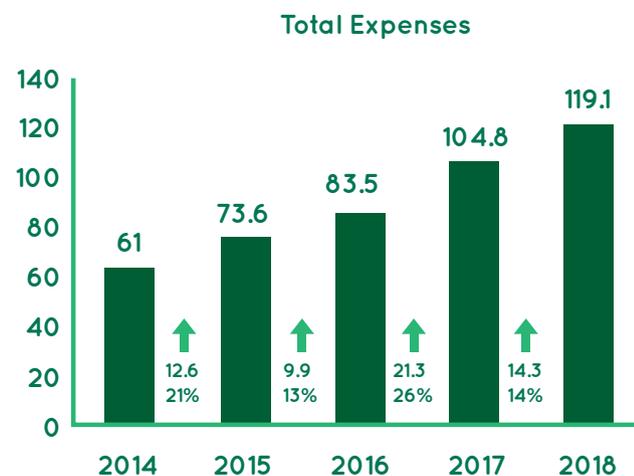
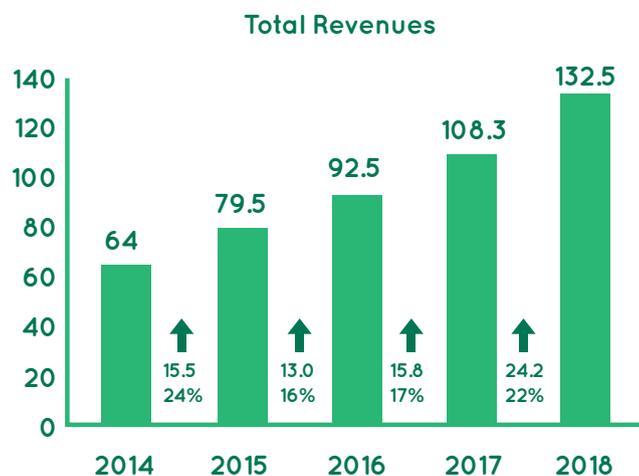
CLIENT SERVICE LOAN (CSL) - PRIVILEGE LOAN FOR LOYAL CLIENTS

Before the year ends, EPMI released the CSL- Privilege Loan as an incentive to clients who are with the organization for at least 5 years and with good credit history. Qualified clients could avail of a 2% or 2.25% per month interest rate, depending on their loan term, instead of the regular 3% interest rate per month offered by EPMI. The organization was able to deliver this loan through the support of the Pondo sa Pagbabago at Pag-asenso (P3) program of the government. The program aims to provide affordable micro-financing interest rates to microentrepreneurs that comprise around 90% of registered enterprises in the country; similar to EPMI's microfinance thrust.

ORGANIZATIONAL HIGHLIGHTS: FINANCE

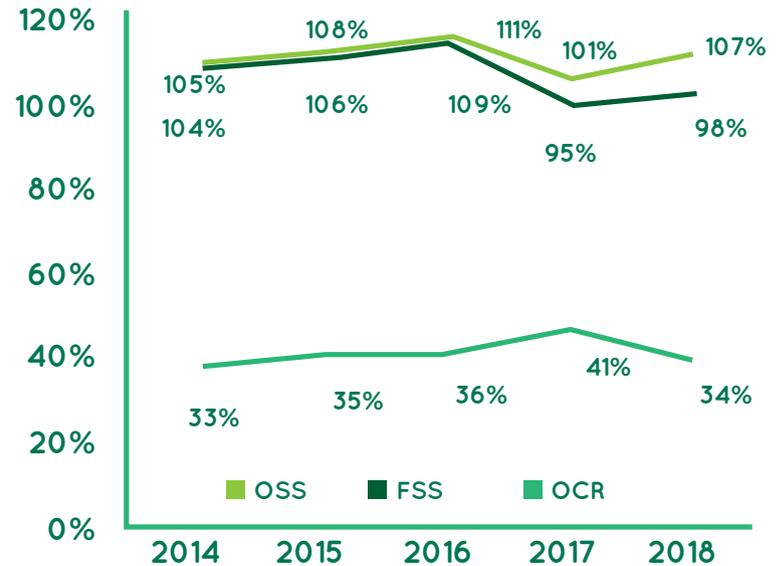
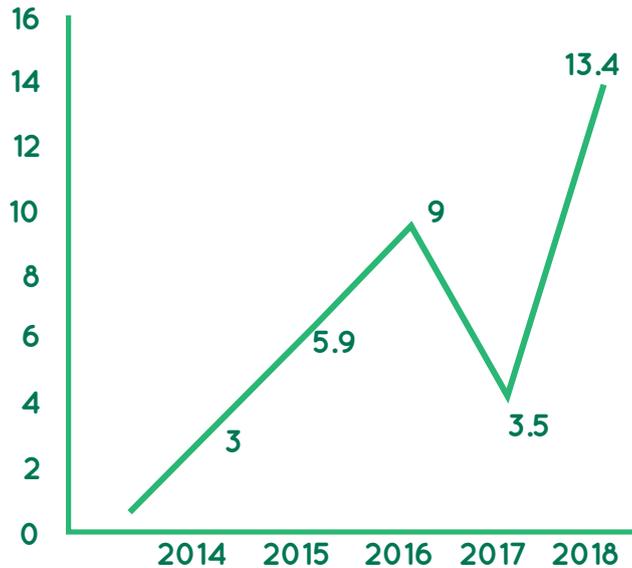
Summary of Revenue and Expenses (in millions PhP)	2014	2015	2016	2017	2018
Total Revenue	64	79.5	92.5	108.3	132.5
Total Expenses	61	73.6	83.5	104.8	119.1
Net Income/(Loss)	3	5.9	9.0	3.5	13.4
OSS	105%	108%	111%	101%	107%
FSS	104%	106%	109%	96%	98%
OCR	33%	35%	36%	31%	34%

ECLOF's total revenue consistently increased over the years with an average growth rate of 20%. The highest total revenue was registered in 2018 with PhP132.5 million. 2018 was also the year when ECLOF achieved the highest growth in revenue in the amount of PhP24.2 million. While total revenue increased, the total expenses also increased at an average of 18% every year. However, the increase in total revenue was always higher than the increase in total expenses hence net income is also increasing, except in 2017. It is also important to note that ECLOF being a development work where it heavily invests on people who goes to its subject communities, half of its expenses goes to salaries and benefits and staff development.



ORGANIZATIONAL HIGHLIGHTS: FINANCE

NET INCOME / (LOSS) OSS, FSS AND OCR



With the increasing total revenues, more than enough to cover its total expenses, ECLOF consistently generated net income for the last five years ranging from Php3.0 million to Php13.4 million, with the lowest in 2014 and the highest in 2018. The sharp increase in net income from 2017 to 2018, a 283% increase, was mainly attributed to the stable increase in loan portfolio as explained in the Operational Highlights.

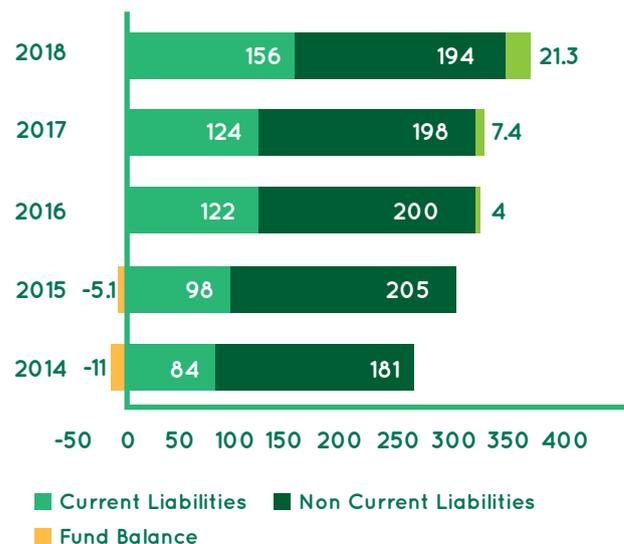
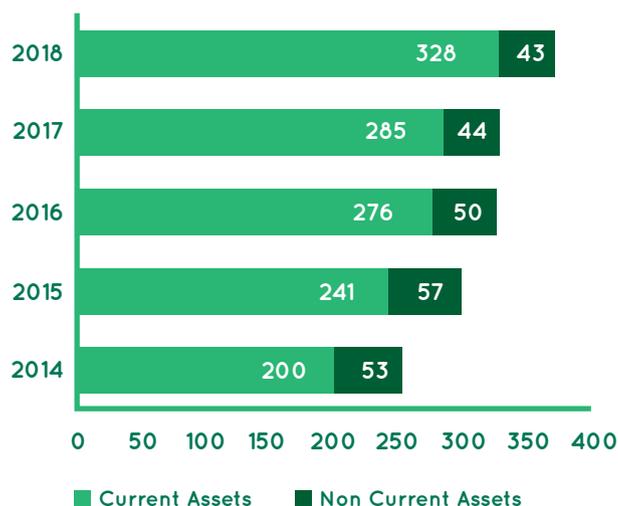
Operating Self-Sufficiency (OSS) was always above 100% for the last five years, ranging from 101% to 111%, with the lowest in 2017 and highest in 2016. OSS achieved by ECLOF shows how ECLOF was able to sustain itself over the years and cover its operational expenses, loan loss provisions and financial costs. However, ECLOF is yet to consistently achieve the standard ratings of 110% as set for MF NGO by the regulating bodies (e.g. SEC). Financial Self-Sufficiency (FSS), on the other hand, which measures sustainability of MF NGOs after adjusted costs brought by inflation and market interest rates, was also above the standard of 100% except for 2017 and 2018. Below the standard FSS for the last two years was mainly due to increase in liabilities obtained to fund the increasing loan portfolio. Lastly, the Operating Cost Ratio (OCR) was increasing from 2014 to 2017, from 33% to 41%, but decreased in 2018 to 34%. The standard rate of 30%, which indicates a good measure of the efficiency of the lending operations, is yet to be achieved.

ORGANIZATIONAL HIGHLIGHTS: FINANCE

ASSETS, LIABILITIES & FUND BALANCE

Summary of Financial Position (in millions PhP)	2014	2015	2016	2017	2018
Current Assets	200	241	276	285	328
Non-Current Assets	53	57	50	44	43
TOTAL ASSETS	254	298	326	329	371
Current Liabilities	84	98	122	124	156
Non-Current Liabilities	181	204	200	198	194
TOTAL LIABILITIES	265	303	322	322	350
FUND BALANCE	(11)	(5.1)	3.9	7.4	21.3
TOTAL LIABILITIES & FUND BALANCE	254	298	326	329	371

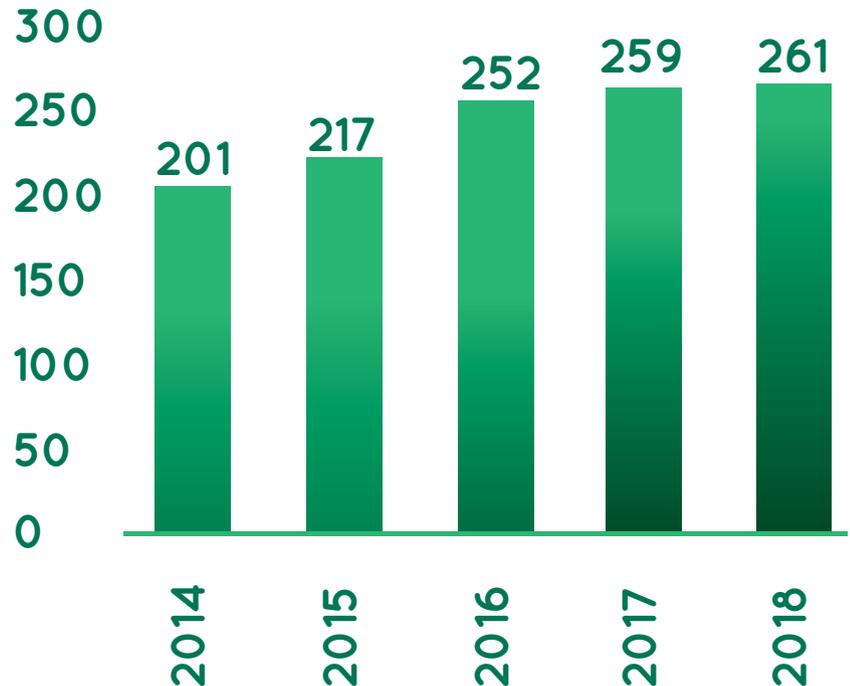
As the profitability of ECLOF continues to improve, its financial position continues to improve as well. Total assets grew to PhP371 million in 2018 from PhP254 million in 2014, almost 50% increase. The increase is mainly attributed to the growth in loan portfolio as its most significant financial assets. Note that while current asset has increased from PhP200 million to PhP328 million, non-current asset decreased from PhP53 million to PhP43.0 million. This is primarily due to intentional decline in Institutional and SME loan portfolio, which is a main source of long term loans receivable. These types of loans will be transitioned to financing company upon its establishment.



ORGANIZATIONAL HIGHLIGHTS: FINANCE

LOAN PORTFOLIO

ECLOF still continues to fund its growing loan portfolio from borrowings, hence the increase in total liabilities from PhP265.0 million to PhP350 million. Note that non-current liabilities, which is a large portion of total liabilities, includes PhP146.0 million fund held in trust from ECLOF International (EI). While ECLOF still fund its loan portfolio mainly from external funding, cumulative net income has been contributing as internally generated fund starting 2016. Fund balance grew to a negative PhP11 million in 2014 (from a negative PhP20.0 million in 2012) to a positive fund balance of PhP21.3 million in 2018. Hooray to this victory! To God be the glory!



ENOF

ECLOF NATURE & ORGANIC FARM (ENOF)



1 Good Agricultural Practices (GAP) Training

Last June 27-29, 2018, EPMI represented by Corp Plan and Communications Department attended the Training on Good Agricultural Practices organized by the Agricultural Training Institute at the Regional Training Center (RTC) MIMAROPA, Naujan, Oriental Mindoro.

The training aims to promote good agricultural practices to address food safety, product quality, environmental protection, and workers health safety and welfare. It also aims to further develop discipline in applying GAP in their own farms for a safe and quality produce that is accepted both locally and globally.

- **ENOF Organic Certification** - After months of processing, going through site

inspections and documents review, ECLOF Nature and Organic Farm (ENOF) received its certification from the OCCP Inspection and Certification Services, Inc. last August 22, 2018. EPMI can now showcase ENOF as an organic farm and market its farm produce as organic. This is one of the several certifications EPMI plans to acquire for ENOF to become an agri-tourism site in Palawan.

2 **EPMI Partner study tour at ENOF** - Last September 13, 2018, EP welcomed Protect Wildlife farmer beneficiaries from Brooke's Point, Palawan for a 1-day study tour on organic farming at ENOF, Narra, Palawan. Farm Officer Mr. Primo S. Suza taught the visitors on organic farming as well as on how to prepare and produce organic concoctions. They were also given a tour to see the facilities and high value crops planted in the farm.

3 **Training on Basic Organic Farming in Taytay, Palawan** - EPMI conducted training on basic organic farming for the farmers in Taytay, Palawan last October 11-12, 2018. The activity was supported by the Municipal Agriculture Office (MAO) whose Officer-In-Charge attended to give encouragement and motivation to the farmers on organic farming. A total of 51 farmers participated in the training and EPMI's very own Farm Officer Mr. Primo S. Suza was the resource person who discussed basic concepts and formulation of organic concoctions.

4 **Binhi Organic Market in Puerto Princesa City, Palawan** - ENOF participated in the Binhi Organic Market organized by Binhi (an organization that promotes organic farming and advocates for zero plastic waste) last October 27-28, 2018 at the Canvas Boutique Hotel, Puerto Princesa City, Palawan. ENOF showcased and marketed its farm produce that includes high-value crops and concoctions. Farm Officer Mr. Primo S. Suza also discussed basic principles of organic farming and how to prepare organic concoctions.

1 Medical Mission in Quezon, Palawan – April 15, 2018, clients and their family members and community members flocked the Municipal Gymnasium of Quezon, Palawan for EPMI’s medical mission. EPMI partnered with Adventist Hospital Palawan, local dentists, and haircutters to provide free medical and dental services, medicines and haircut. Bibles courtesy of Philippine Bible Society were also distributed. A total of 265 individuals were served – kids, adults, and elders!

2 Mother’s & Father’s Day – EPMI celebrated Mother’s Day and Father’s Day by giving simple tokens of appreciation to mother and father-clients to express the organization’s value for clients. Clients were delightfully surprised with the gifts they received; while EPMI staff were more than happy to give appreciation to them.

3 Relief Operations for Typhoon Ompong Victims – EPMI prepared relief packages of grocery items and went to the badly-beaten Cordilleras by Typhoon Ompong. EPMI Head Office personnel together with Baguio Unit Office staff distributed the relief packages on September 19, 2018. They went to “Strawberry Farm” in La Trinidad, Benguet and Guitley, Ambiong, Baguio City. The next day, the team went to Atok, Benguet to deliver another batch of relief packages to affected clients. Similarly, EPMI Marikina Branch staff provided relief packages to clients who were affected by flood due to Habagat early on and then by Typhoon Ompong.

4 QC Trade Show and Exhibit 2018 – EPMI NCR Area participated in the Quezon City Trade Show and Exhibit 2018 organized by the local government of Quezon City last October 15–26, 2018. The activity aimed to provide revenue for entrepreneurs in the city to market their products. For its booth, EPMI displayed and marketed the products of its clients showcasing each area of operations.

5 NCR Area Clients’ Day - EPMI NCR Clients’ Day happened on November 22, 2018 at Brgy. Parang Multipurpose Hall in Marikina City. EPMI’s Finance Manager Ms. Marites Ngabit imparted her expertise on the training entitled “Finance for Micro-entrepreneurs”, aimed towards helping clients grow their business. Clients with good credit performance per branch were recognized and to celebrate the incoming Christmas, parlor

games and raffle prizes courtesy of Country Bankers Insurance Corporation were enjoyed by clients and their kids. EPMI also distributed bibles courtesy of the Philippine Bible Society.

Laguna Branch Mass Wedding – Last December 14, 2018, ten (10) couples were bonded as one during the mass wedding organized by EPMI Laguna Branch. All couples, their witnesses, and even EPMI staffs sat through the ceremony holding their pleasant emotions. EPMI gave each couple bibles courtesy of Philippines Bible Society to help them in their marriage and family life. After the ceremony, EPMI prepared a reception and a short program to celebrate the newly-wed couples.



EPMI members, staff and guests gathered last May 18, 2018 at Seda Vertis North Hotel, Quezon City for its 23rd General Assembly. This year's theme was "Consolidation Towards Sustainable Growth".

Major Allain Nietes of The Salvation Army gave the biblical reflection on John 6:12-13, "So when they were filled, He said to His disciples, 'Gather up the fragments that remain, so that nothing is lost.' Therefore they gathered them up, and filled twelve baskets with the fragments of the five barley loaves which were left over by those who had eaten."

Ms. Minnie Anne M. Calub, Vice-Chairman of the EPMI Board, gave the welcome remarks. Then the group was divided into two sessions. The first group, composed of GA members and EPMI Managers, participated the session on board governance. Meanwhile, EPMI staff attended the family development session.

In the afternoon, the business session was spearheaded by the Chairman of the Board Atty. Floyd P. Lalwet, Executive Director Ms. Rosemarie C. Castro, and Corporate Secretary Ms. Mary Jane Baldago. This was followed by the awarding of certificates of recognition to the top performers of 2017.



SESSION ON FAMILY MATTERS

SESSION ON BOARD GOVERNANCE



EPMI, by the end of 2018, is 247 strong with majority of its staff in operations and the rest are support staff.

A total of 16 staff development interventions were facilitated during the year. All were consistent on EPMI's expansion strategy and implementation of its portfolio mix. These were:

- I. **Training and Development (8 Trainings)**
 - a. Remedial Management Training
 - b. Seminar on TRAIN Law
 - c. Leadership Training for Key Officers
 - d. Supervisors Training on Basic Management Role and HR Management
 - e. Risk Management Initiatives
 - f. Personality Development and Image Enhancement
 - g. Collateral Management Training
 - h. Entrep 101
- II. **System Review and Reinforcement Trainings (3 Refresher Courses)**
 - a. Common Cents Training
 - b. Reinforcement Training Sessions
 - c. Training sessions during the Year-end Gathering
- III. **Organizational Development (5 Sessions)**
 - a. Training on Poverty Probability Index (PPI)
 - b. Session on Family Matters
 - c. Session on Board Governance
 - d. Microfinance Council of the Philippines 2018 Conference
 - e. 11th Philippine HR Summit



● Entrep 101 (November 12-13, 2018)



● Collateral Management Training (July 20, 2018)

● Leadership Training for Key Officers (April 28, 2018)



HUMAN RESOURCE HIGHLIGHTS

EPMI Staff Year-end Gathering 2018 (Staff Development and Christmas Party)

By the end of the year, EPMI gave time for a year-end gathering which was participated by all staff. A series of activities were conducted that aimed to motivate and encourage teamwork and collaboration among EPMI staff. These were sportsfest, teambuilding, training and Christmas party.



Ronald B. Guiang
Michelle B. Gonzales
Ivy A. Roberts
Noli B. Cabasal
Albert L. Villaruz
Tirso C. Lucero III
Amor B. Bacdayan
Lea P. Sacla
Jennifer A. Magcope
Andrew Farner C. Aguila

Area Manager
Fund and Asset Associate
Finance and Admin Officer
Program Supervisor
Program Supervisor
Program Supervisor
Program Supervisor
Finance and Admin Associate
Finance and Admin Associate
Branch Manager

15 years
10 years
5 years

LOYALTY AWARDS

PARTNERSHIP & NETWORKING



1 AF General Assembly – EPMI attended the 46th General Assembly of Association of Foundations (AF) held at the Makati Diamond Residences in Makati City last May 7-8, 2018. EPMI took an oath as a new member and participated in various talks related to the development sector. EPMI's membership to AF is an opportunity for the organization to widen its partners and networks.

2 EPMI-AGFP Partnership – EPMI and the Agricultural Guarantee Fund Pool (AGFP) entered into a partnership to support agricultural microfinance. Last May 23, 2018, EPMI and AGFP signed a MOA instituting the former to be one of the Partner Lending Institutions (PLI) of the latter. AGFP is a government unit under the Department of Agriculture mandated to mitigate the risks involved in agri-lending; thus it (1) encourages lenders to lend when borrower cannot put up collateral and (2) guarantees unsecured agri-food production loans to small farmers and fisher folk. AGFP gets its fund from the National Government and other government mechanisms.

3 EPMI-LWR Partnership - EPMI, particularly its South Palawan Area, has been offering loans to seaweeds farmers and buyers as support to their business. EPMI, in partnership with Lutheran World Relief (LWR), an international NGO, installed five drying facilities for seaweeds in the Municipality of Quezon in the South

of Palawan. Through this facility, seaweeds farmers could increase their production as their seaweeds are well kept within. They could also continue drying their produce during rainy season. Furthermore, they could sell their produce at a higher price because of the improved quality of the dried seaweeds and increase in sales volume because of minimal rejects.



4 One in Preparedness: A Disaster Preparedness Workshop for Metro Manila – EPMI, represented by the Corp Plan and Communications Department, attended the planning workshop entitled “One in Preparedness: A Disaster Preparedness Workshop for Metro Manila” last November 5-6, 2018 at the National Council of Churches in the Philippines, Quezon City. The activity was organized by the National Council of Churches in the Philippines and aims to raise awareness on the basic preparedness activities as well as establish the coordination mechanism of NCCP member churches in the National Capital Region in preparation for The Big One or the earthquake that will be caused by the movement of the West Valley Fault.

FELIMON N. DELGADO JR.

Membership Date: January 6, 2014

Loan Cycles: 13

Loan Product: MNS – Individual

Source of Income: Blacksmith shop

Unit Office: Brooke's Point



Jun was born and raised in Antique to a family of blacksmiths. He was just 6 years old when he started learning the art and science of forging metals to objects. Jun's master panday skill was the driver of the family's success. With skills and technique learned from his family and earned from years of practice and experience, Jun was able to sustain his business and provide for his family. From agricultural tools to customized bladed items, Jun caters to both farmers and enthusiasts as he could make them all. His work is famous all over Palawan and has in fact crossed its border to Cebu and all the way to Malaysia. All of his works are stamped with two stars and a letter "J" – stars as a sign of his dreams and J for his nickname. Every work is a true masterpiece of a master panday.



DAISY R. PIQUETE

Membership Date: March 22, 2006

Loan Cycles: 24

Loan Product: MNS – Job Generating
Source of Income: Gilingan ng Bigas,
 Malagkit, Atbp.

Unit Office: Marikina 2

Though she started helping since high school, Daisy inherited the business when they moved from Manila to Antipolo and pioneered the coconut business in the area. She is very focused and passionate with it – admittedly very hands on to the point of only having 5 days of rest (at most) in a year.

ECLOF and Daisy's relationship goes way back to 2006 when a friend, and also a client, introduced the organization to her. She used the loan for the growth of her business. From the market in front of Blue Mountains which closed down quickly and in deep debt, she started from scratch after moving her stall to One City Mall of Antipolo. Currently, she has 3 stalls under her business with 5-12 staffs (peak & normal) helping her manage the day-to-day work. With the expansion of her stall, from 2 coconut graters & 1 rice grinder, she now has 3 additional machines (peanut, cocoa & coffee grinders). There may be competitors around the market, yet, she's still known in the place due to her business' fast service and implementing a baggage and tagging system.

Through years of hard work, Daisy was able to save a tricycle and a land in which she hopes to build an apartment by next year. She also serves as the Secretary of the Vegetable Association – the largest out of 9 associations in the market and has held the position for 4 years. She firmly believes in treating everyone fairly and keeping herself grounded – always guided by Him.

OUR PEOPLE

AREA PHOTOS



• NCR •



• NORTH LUZON 1 •



• HEAD OFFICE •



• CALABARZON •



OUR PEOPLE



● NORTH LUZON 2 ●



● NORTH PALAWAN ●



● SOUTH PALAWAN ●

OUR PEOPLE

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MANAGEMENT TEAM



ROSEMARIE C. CASTRO
Executive Director



MARIAN D. SACYATEN
Executive Assistant



EUREKA D. PESIGAN
Audit Manager



LIZA D. ECO
Human Resource and
Admin Manager



MARITES M. NGABIT
Finance Manager



CARMELA N. PORRAS
North Luzon Area 1
Manager



BILLY SAB-IT
North Luzon Area 2
Manager



RONALD B. GUIANG
South Luzon Area
Manager



JANZEN PATRICK P. JAVIER
Sr. IT Associate



LENY L. PASCION
Finance Operations
Management Officer



LEIZL P. AGAD
Corporate Affairs and
Client Services Officer



JHOANA MARIE I. MENESES
Research and
Development Officer



MARY JANE T. ADUNA
Admin Officer

OUR PEOPLE

BOARD OF TRUSTEES



ATTY. FLOYD P. LALWET
Chairperson



MS. MINNIE ANNE M. CALUB
Vice-Chairperson



MS. CHRISTIE ROWENA C. PLANTILLA
Treasurer



MR. LAURO C. MILLAN
Member



MR. ROGELIO G. DECAL
Member



REV. ELIAQUIM V. DE AQUINO SR.
Member



REV. DIONICIO G. SANCHEZ
Member

MEMBERS LIST

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CHURCH & CHURCH RELATED ORGANIZATIONS



National Council of Churches in the Philippines (NCCCP)



Episcopal Church in the Philippines (ECP)



United Church of Christ in the Philippines (UCCP)



Iglesia Filipina Independiente (IFI)



The Salvation Army (SA)



Convention of Philippine Baptist Churches



Union Theological Seminary



Iglesia Unida Ekyumenikal



Iglesia Evangelica Metodista En Las Islas Filipinas

NON-GOVERNMENT ORGANIZATIONS



ECLOF

ECLOF International



Wholistic Transformation Resource Center (WTRC)



PUNLA Sa Tao Foundation

COOPERATIVES



investing in people
OIKOCREDIT



Federation of Peoples' Sustainable Development Cooperative (FPSDC)



OLD STA. MESA SAVINGS & CREDIT COOPERATIVE

Old Sta. Mesa Savings and Credit Cooperative (OSMSCC)



Llano Multi-purpose Cooperative (LLAMPCO)



Consortium of Christian Organizations and Rurban Development (CONCORD)

AGRI LOANS/AGRI-MICROFINANCE - financing facility to those engaged in agriculture to provide food and create livelihood for every family and their immediate community. The amount lent is used for agricultural production, livestock and aqua products, and asset acquisition to support the agricultural activity.

Agri-microfinance products are as follows:

AGRICULTURAL PRODUCTION:

This credit product aims to provide financing program for farmers producing:

GRAINS – such as rice, corn, and others

FRUITS – fruit trees including their by-products (such as coconut, cashew, mango, banana, citrus and others) and shrub fruits (such as strawberry, pineapple, watermelon, melon and others)

VEGETABLE – such as chopsuey, pinakbet vegetables and others

FLOWERS & HERBS

LIVESTOCK & AQUA PRODUCTS:

This credit product covers production and processing of by-products of:

POULTRY – Chicken, duck and others

LIVESTOCK – hogs, goat and others

CATTLE – Carabao or Cow

AQUA PRODUCTS – fish, shrimp, crab cages, seaweeds, shells and others

ASSET ACQUISITION:

This credit product covers:

- Land acquisition and/or improvement for farming purposes (such as direct acquisition, titling, greenhouse, solar dryer construction and others)

- Farm Machinery and/or equipment such as thresher, water pump, hand tractor, harvester and others

- Vehicle for farm produce transportation

ENTREPRENEURIAL LOANS/MICRO NEGOSYO AT SERBISYO (MNS) LOANS are categorized into three as follows:

Group Loan:

aims to generate micro livelihood businesses and economic productivity to clients who want to start their own businesses.

Individual Loan:

to provide additional working capital to strengthen existing businesses or enterprises.

Job Generating Loan:

provide additional capital to individuals engaged in businesses that generate jobs, if not undergo strengthening and primarily needs to increase their working capital or buy fixed assets for the business.

OTHER PRODUCTS

Client Service Loan (CSL) is an extended financial service facility that addresses emergency or improvement needs, including hospitalization of any family member, calamity, burial assistance, education (such as tuition fees), house repair/renovation and appliance purchase to loyal clients with excellent current EP credit history.

Small & Medium Enterprise Loan (SME)

is designed to give financing facility to small and medium enterprises to support their business expansion and augment their working capital. SMEs play a vital role in the local economy in terms of employment and growth. Aside from stimulating entrepreneurship and innovation, SMEs also contribute to the expansion and diversification of markets and increase in savings rate and investment base.

Institutional Loan (IL) is intended for churches, schools, cooperatives and non-government organizations (NGOs). It is divided into two (2) categories: General Capital Loans for Church/School infrastructure projects and Development Capital Loans for re-lending fund of Cooperatives and NGOs and for income-generating projects of schools and churches.



MISSION, VISION, CORE VALUES, AREAS OF OPERATION



HEAD OFFICE

Ground Floor, United Church of Christ in the Philippines Building, 877 EDSA, Quezon City, Philippines
 Telefax: (02) 961-1600 / 459-9712
 Website: www.eclof.com.ph

PALAWAN AREA

NORTH PALAWAN

Puerto Princesa City 1 & 2	3rd Floor Goland Bldg., National Highway cor. Malvar St., Brgy., San Miguel, PPC, Palawan	(048) 434-8045
Narra	Malvar Ave., Poblacion, Narra, Palawan	0930-491-3410
Taytay	Babes Ann Apartelle, National Highway, Purok 6, San Lorenzo, Brgy. Poblacion, Taytay, Palawan	0917-110-1255
El Nido	Brgy. Villa Libertad, El Nido, Palawan	0912-289-7909

SOUTH PALAWAN

Brookes Point	Narrazid St., Balmonte Bldg., Poblacion District III, Brooke's Point, Palawan	0955-356-4149
Bataraza	Lee Building, Poblacion, Bataraza, Palawan	0917-100-2760
Quezon	2nd Floor, TGT Bldg., Poblacion, Quezon, Palawan	0907-709-7611
Rizal	Lubaton Bldg., Punta-Baja, Rizal, Palawan	0909-949-3013

NORTH LUZON AREA

ABATAN BRANCH

Baguias 1	3rd Floor Mariano Cobcobo Bldg., Abatan, Baguias, Benguet	0909-113-6335
Baguias 2		0907-359-2214

BAGUIO-ATOK BRANCH

Atok	Sumakey Bldg., Paoyay, Sayangan, Atok, Benguet	0946-338-0263
Baguio	RM. 209 Lyman Ogilby Bldg., Magsaysay Ave., Baguio City	(074) 442-1080

NUEVA VISCAYA BRANCH

Bambang	2nd Floor Cuaresma Bldg. National Highway, Bambang, Nueva Vizcaya	(078) 392-1050
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LA UNION BRANCH

La Union 1&2	2nd floor, Uy Bldg, Catbangan, San Fernando, La Union	(072) 687-1290
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SOUTH LUZON AREA

NCR

Marikina 1 & 2	WRCC Bldg. 1, #147 Gil Fernando Ave., Midtown Subdivision, Brgy. San Roque, Marikina City	(02) 646-0798
Cainta 1 & 2	4th Floor MORE Business Center, No. 2225, KM. 23, Ortigas Ave. Extension, Brgy. San Isidro, Taytay, Rizal	(02) 571-1867
Quezon City 1 & 2	2/F Meriton One Bldg., 1668 Quezon Ave., QC 1103	(02) 739-7288

CALABARZON

Tanay	Unit E, 2/F Plaza Aldea, 41 Ft. Catapusan St., Tanay, Rizal	(02) 636-6790
Calauan, Laguna	L. Geirosa St., Brgy. Silangan, Calauan, Laguna	(049) 310-1243
Sta. Cruz, Laguna	2nd Floor Ansanpua Bldg. Cailles cor. Alfonso St., Poblacion III, Sta. Cruz, Laguna	(049) 539-5086
Infanta, Quezon	2nd Floor Door B & C, AQC Bldg., Mabini St., Poblacion 38, Infanta, Quezon	0929-219-4030

VISION

Realizing human dignity

MISSION

ECLOF Philippines is committed to build communities and livelihood, which are sustainable - economically viable, socially desirable and environmentally sound.

CORE VALUES

Service with
T - Teamwork
I - Integrity
E - Excellence
S - Stewardship

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Philippines