



AHON SA HIRAP, INC.

(A Microfinance NGO)



1ST QUARTER REPORT

1ST QUARTER 2021 PERFORMANCE REPORT

EXECUTIVE SUMMARY

| PARTICULARS | TARGET (JAN-MARCH 2021) | ACTUAL (JAN-MARCH 2021) | % |
|--|----------------------------|----------------------------|-------|
| Current Membership | 95,274 | 96,227 | 101% |
| Active Members | 88,015 | 87,862 | 84% |
| New Members | 5,552 | 7,249 | 131% |
| Exits | 1,177 | 2,133 | 160% |
| Loan Outstanding (<i>in million</i>) | 1,213 | 1,203 | 99% |
| Disbursement (<i>in million</i>) | 426.90 | 450.22 | 105% |
| Collections (<i>in million</i>) | 449.35 | 436.76 | 97% |
| PAR amount (<i>in million</i>)/Rate | | 69 | 5.7% |
| Recovery Loan (<i>in million</i>) | | 145 | 12.0% |

| | 1Q 2016 | 1Q 2017 | 1Q 2018 | 1Q 2019 | 1Q 2020 | 1Q 2021 | GROWTH | |
|-------------|---------|---------|---------|---------|---------|---------|--------|------|
| | | | | | | | 2020 | 2021 |
| Branches | 32 | 40 | 47 | 60 | 65 | 65 | 8% | 0% |
| New Members | 1,842 | 3,387 | 4,259 | 3,995 | 4,580 | 7,249 | 15% | 37% |
| Active | 31,996 | 43,502 | 56,753 | 66,880 | 74,263 | 87,862 | 11% | 18% |
| Inactive | 4,921 | 4,625 | 7,476 | 10,208 | 13,204 | 8,365 | 29% | -37% |
| Exit | 623 | 413 | 562 | 794 | 1,887 | 2,133 | 138% | 13% |

| UPDATE AS OF MARCH 31, 2021 | |
|--|--------|
| No. of province covered | 9 |
| No. of municipalities covered | 113 |
| No. of Barangays | 1,189 |
| No. of Areas | 16 |
| No. of Branches | |
| ⇒ Grameen Branch | 59 |
| ⇒ AGAP Branch | 6 |
| No. of Centers | |
| ⇒ Grameen Branch | 1,772 |
| ⇒ AGAP Branch | 136 |
| No. of Members | |
| ⇒ Grameen Branch | 87,929 |
| ⇒ AGAP Branch | 8,298 |
| No. of Regular Development Officers | 359 |
| No. of Probationary Development Officers | |

BUDGET PERFORMANCE

| 2021 | | | | | 2020 | | | |
|--|-----------------------|-----------------------|----------------|-----------------|-----------------------|----------------------|----------------|-----------------|
| | Budget | Actual | % as to Budget | % as to Revenue | Budget | Actual | % as to Budget | % as to Revenue |
| Revenue from Microfinance | 103,703,453.55 | 101,712,931.53 | 98% | 97% | 110,756,973.80 | 77,856,110.84 | 70% | 85% |
| Other Income | 6,153,413.16 | 3,266,299.16 | 53% | 3% | 3,071,884.18 | 13,550,073.57 | 441% | 15% |
| TOTAL REVENUES | 109,856,866.71 | 104,979,230.69 | 96% | 100% | 113,828,857.98 | 91,406,184.41 | 80% | 100% |
| Operating Expense | 63,155,270. | 49,198,740.36 | 78% | 47% | 57,891,593.47 | 49,091,702.34 | 85% | 54% |
| Administrative Expense | 19,346,342.74 | 10,375,593.27 | 54% | 10% | 29,557,890.73 | 19,088,887.66 | 65% | 21% |
| Finance Cost | 14,672,221.36 | 13,491,856.39 | 92% | 13% | 15,101,635.21 | 13,125,105.41 | 87% | 14% |
| Loan Loss Provision | 2,831,338.40 | - | 0% | 0% | 11,319,640.23 | 1,547,553.76 | 14% | 2% |
| TOTAL EXPENSES | 100,005,173.16 | 73,066,190.02 | 73% | 70% | 113,870,759.64 | 82,853,249.17 | 73% | 91% |
| Excess of Revenues over Expense | 9,851,693.56 | 31,913,040.67 | 324% | 30% | (41,901.67) | 8,552,935.24 | -20412% | 9% |
| Less: Tax | 2,429,365.50 | 2,098,890.00 | 86% | 2% | 2,173,624.88 | 1,822,100.48 | 84% | 2% |
| Net Income | 7,422,328.05 | 29,814,150.67 | 402% | 28% | (2,215,526.55) | 6,730,834.76 | -304% | 7% |

BRANCHES NET INCOME AND INDIRECT COST

It is interesting to see that the branches are now becoming more conscious of their expenses, as evidenced by the eight (8) branches in Region A, sixteen (16) in Region B, and nine (9) in WV who are already positive in their net income after cost allocation. Our performance score card as Large MF-NGO is 88.18.

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STRATEGIC GOAL

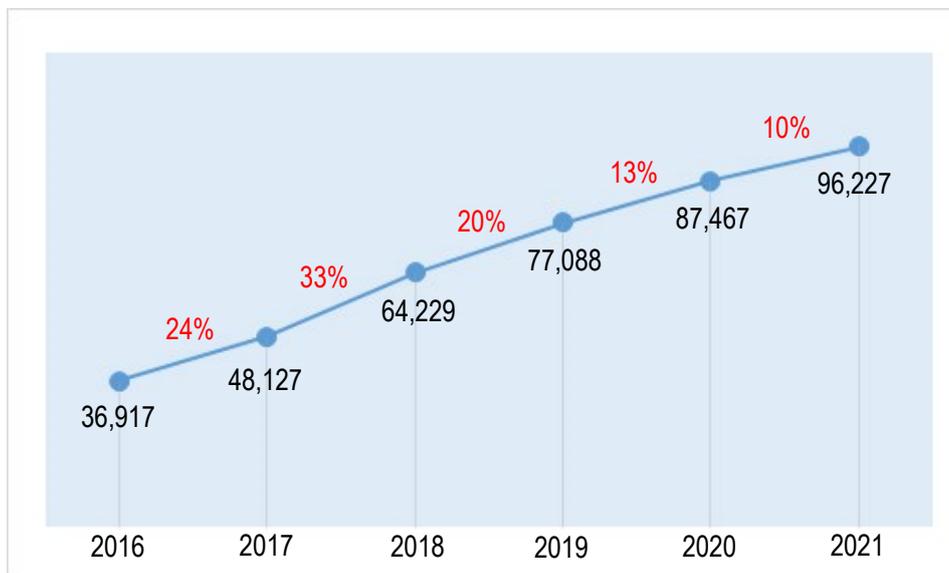
An innovative sustainably-managed institution

OUTREACH

Ninety three percent (93%) of the membership is with Grameen, the remaining seven percent (7%) with AGAP.

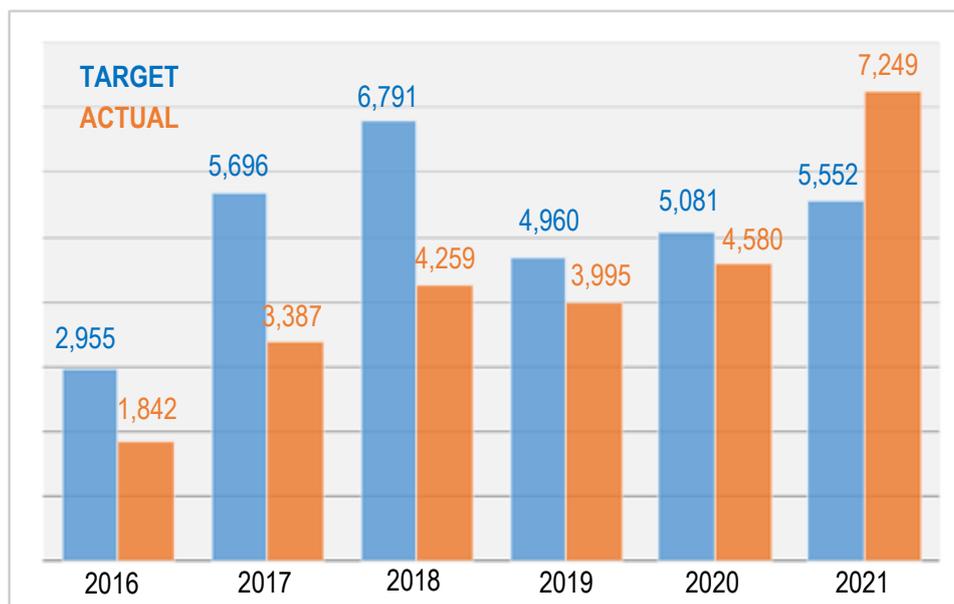
Even as travel has been made difficult by the existing pandemic, the staff has managed to exceed its first quarter target (31% over), representing eighty nine percent (89%) of its annual target.

TOTAL MEMBERSHIP



CAL 8 achieved the highest percentage of net new members (91%), followed by AGAP (81%) and WV1 (81%).

NEW MEMBER



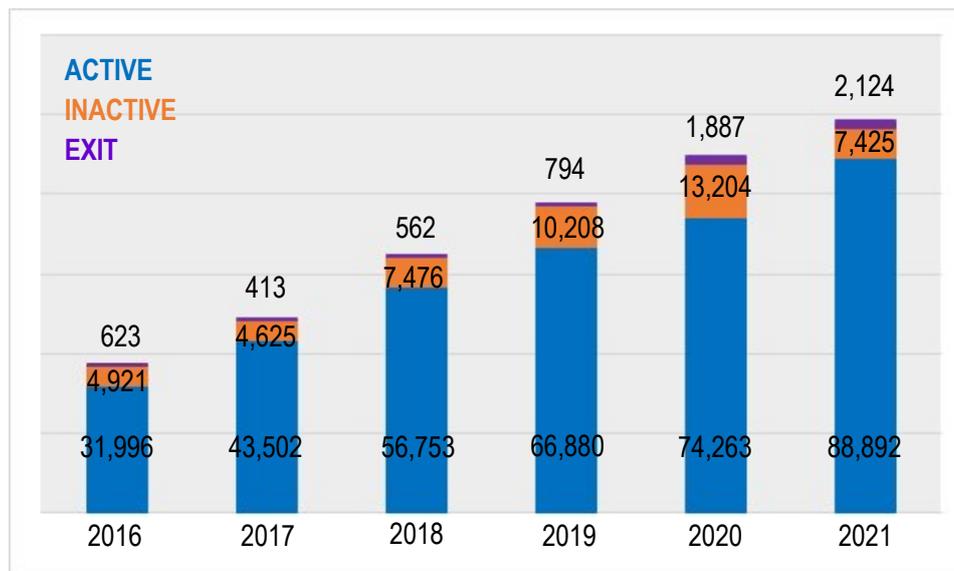
STRATEGIC GOAL

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MEMBERSHIP STATUS

The percentage of members who became active increased to 92% compared to the same period of previous years despite the challenges posed by the pandemic. Credit goes to staff tactics to maintain communication with members and productivity.

- ❖ Strengthening relationship with members using various strategies.
- ❖ Intensified member monitoring through various platforms depending on quarantine protocols.
- ❖ Ongoing motivation and encouragement of members on opportunity & their responsibility.
- ❖ Improving skills and attitudes of managers and staff to keep up with the new normal.
- ❖ Close monitoring of staff and branch achievement especially as regards execution of the Recovery loan program.
- ❖ Spent weekends and holidays for fieldwork.
- ❖ Filling-up of incomplete groups; consolidation of groups and centers.
- ❖ Fortified relationship with LGUs.



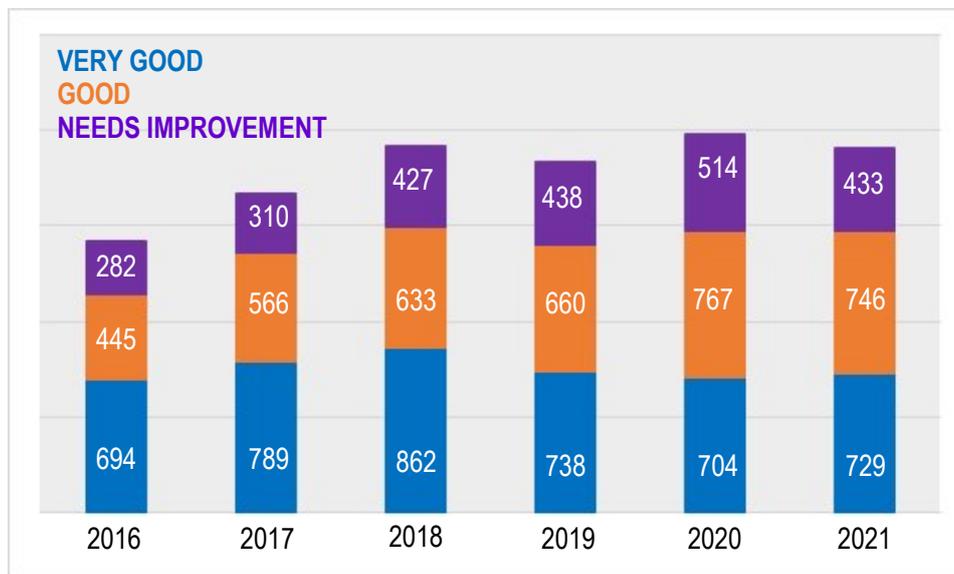
STRATEGIC GOAL

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CENTER MAINTENANCE CLASSIFICATION

- ⇒ The number of centers with “Needs improvement” status has gone higher than the acceptable percentage (below 20%) because of undergoing center consolidations and the Recovery Loan Program.
- ⇒ Moreover, there was a shortage of staff to handle center management due to illness, resignation and staff cases.

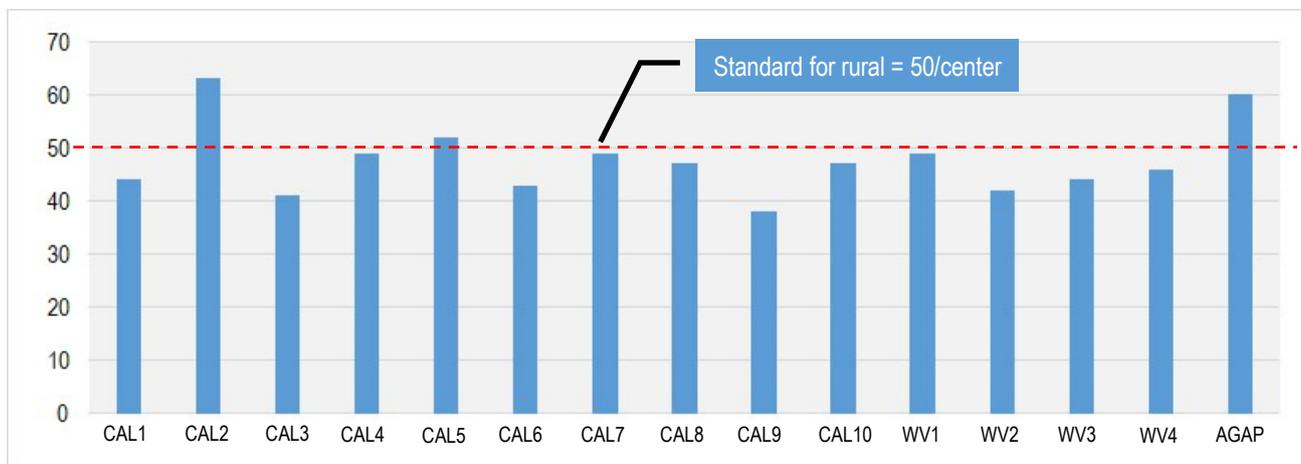
CENTER PERFORMANCE CLASSIFICATION



CENTER FILL-UP

The branches are working hard to achieve the center fill-up standard which will increase their efficiency. Some branches are constrained by localized lockdowns on account of the pandemic.

CENTER FILL-UP BY AREA

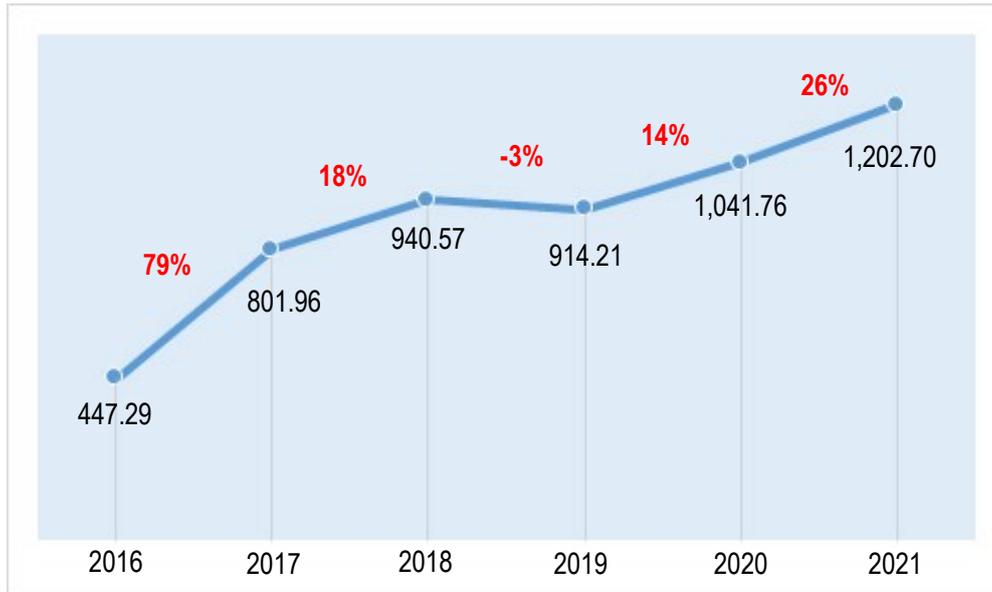


STRATEGIC GOAL

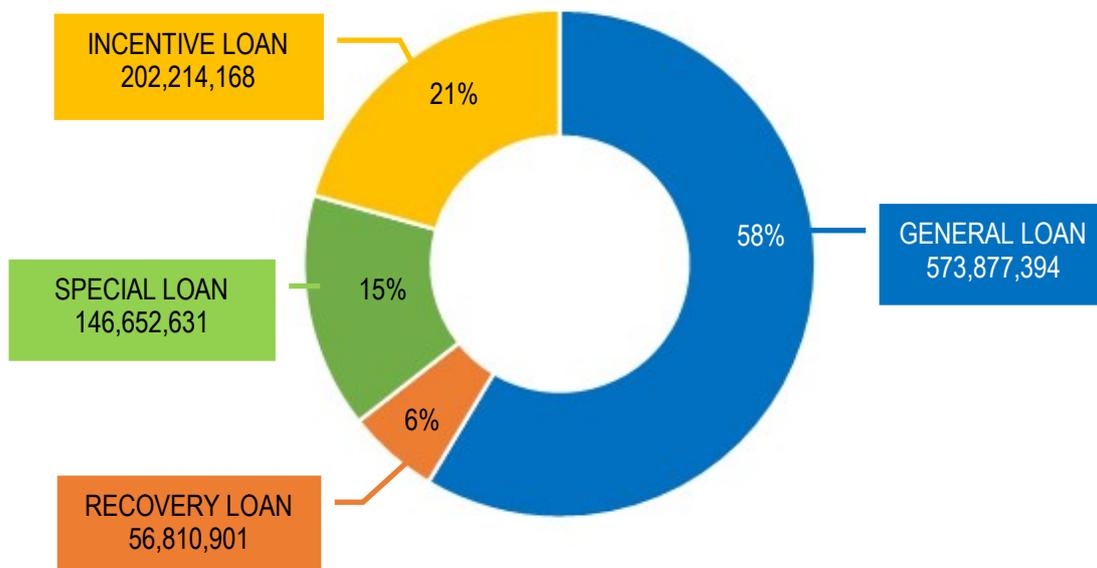
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LOAN PORTFOLIO

LOS achieved is 99% of target for the first quarter. ASHI has firmed up its billion mark. However, in terms of type of loan, only eighty-six percent (86%) of current members have a General Loan. The branches are urged to focus on encouraging members to increase their General Loan since this is the major contributor to sustainability.



LOAN DISTRIBUTION BY CATEGORY



1

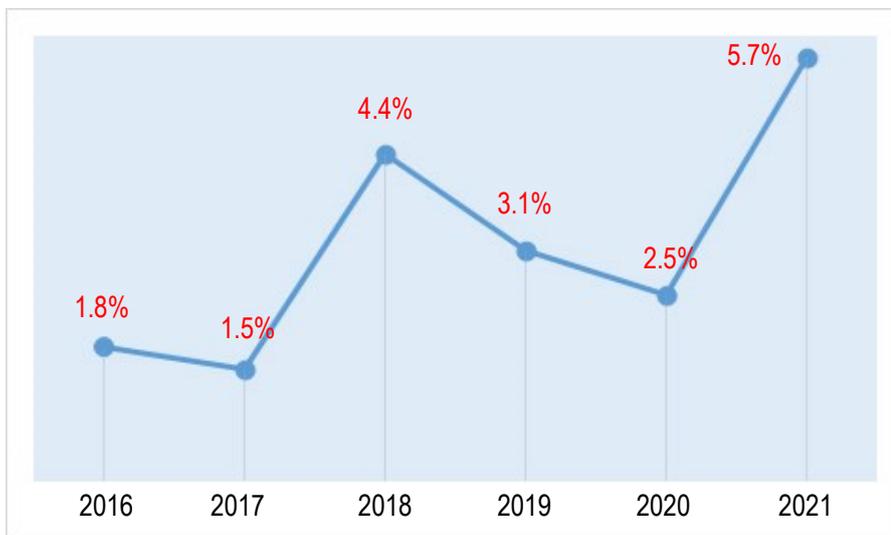
STRATEGIC GOAL

An innovative sustainably-managed institution

LOAN DISBURSEMENT VS COLLECTION PER MONTH (JAN 2020 TO MARCH 2021)



PORTFOLIO AT RISK



| AGING ANALYSIS | AMOUNT |
|----------------|------------------|
| ACTIVE | 1,133,662,037.48 |
| 1-30 | 9,473,541.60 |
| 31-60 | 3,334,117.71 |
| 61-90 | 3,713,245.49 |
| 91-180 | 7,771,507.52 |
| 181-365 | 36,565,673.42 |
| >365 | 8,201,971.08 |

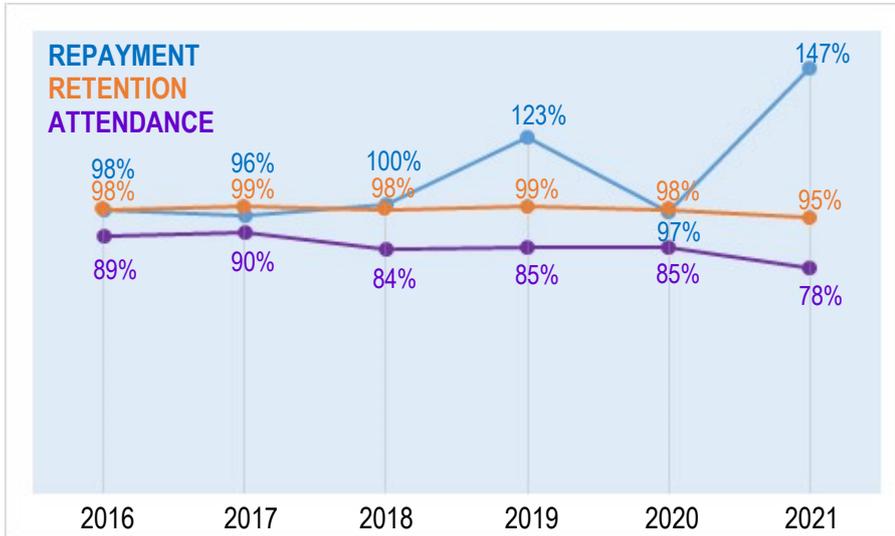
CALABARZON A which has been severely affected by successive localized lockdowns in almost of its areas accounts for 75% of the PAR. CALABARZON B has the least PAR (3%).

| | | |
|---------------|-------------|------------------|
| PAR AMOUNT | 69 MILLION | 5.7 % of the LOS |
| RECOVERY LOAN | 145 MILLION | 12% of the LOS |

STRATEGIC GOAL

An innovative sustainably-managed institution

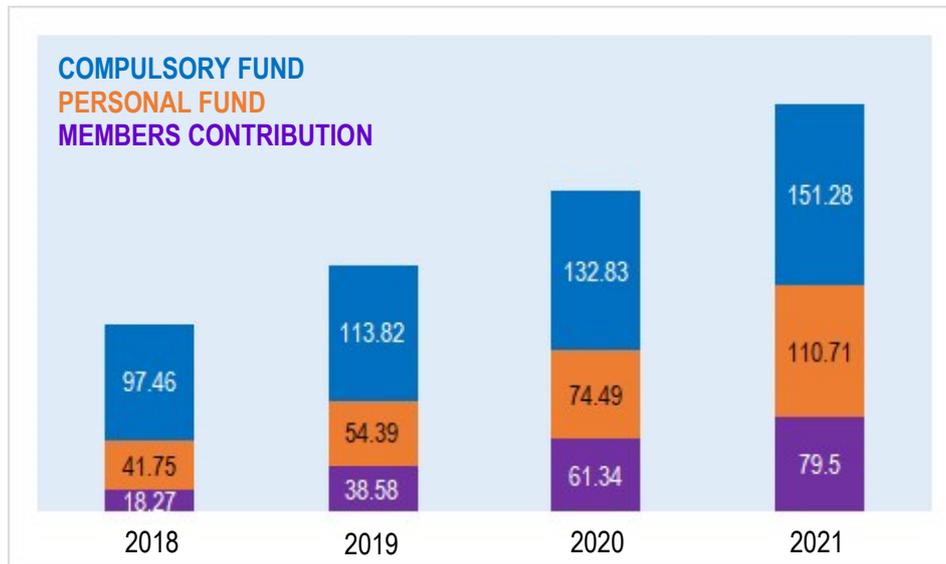
MEMBERS PERFORMANCE INDICATOR



| | |
|--------------------------------|---------|
| No. of Loan Accounts | 121,888 |
| No. of Active Borrowers | 75,751 |
| No. of Loans per borrower | 1.6 |
| Average loan size per borrower | 16,000 |

SAVINGS

COMPARATIVE SAVINGS BALANCE



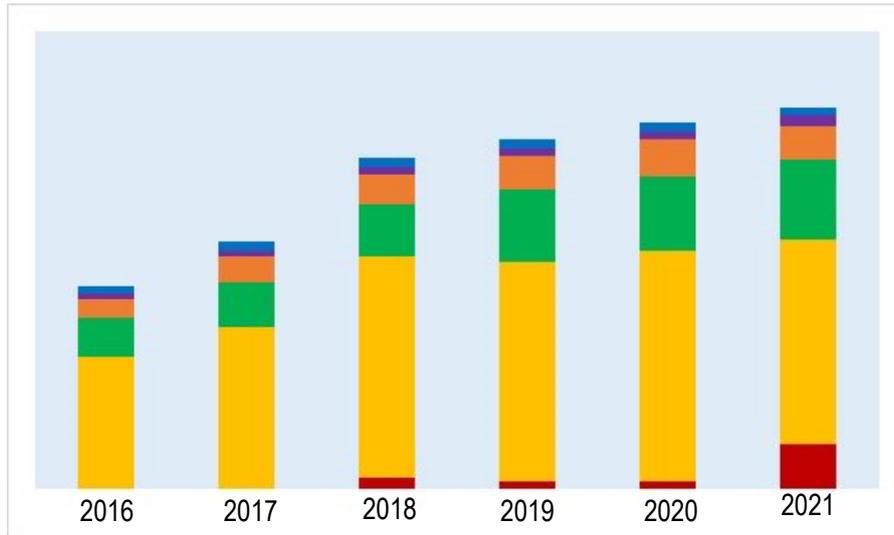
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STRATEGIC GOAL

Efficient and effective workforce

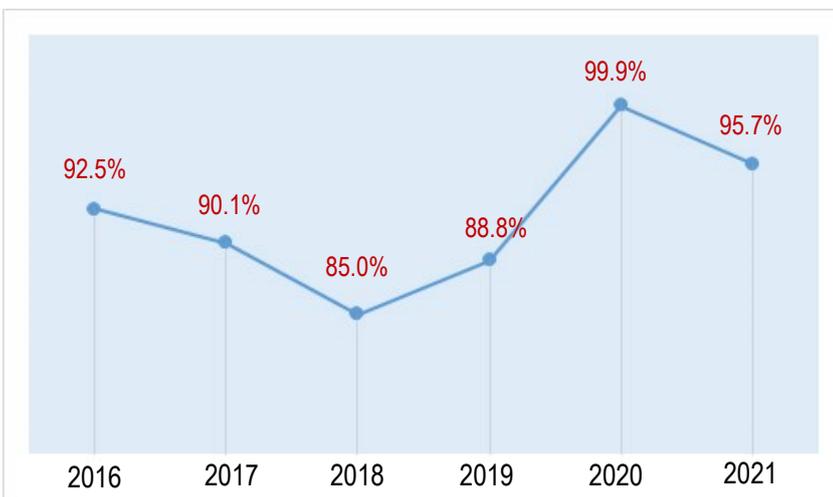
STAFFING COMPOSITION

Staff hiring now makes use of virtual conference platforms. Two batches of DO trainees have been deployed to the branches: Batch 1 yielded 27 DOs who are now in Proby 2 training while Batch 2 has 80 in Proby 1 stage. Batch one has contributed 156 groups (780 new members).



| | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|-----------------|------|------|------|------|------|------|
| Top Management | 11 | 14 | 15 | 15 | 15 | 15 |
| Middle Managers | 10 | 9 | 13 | 14 | 15 | 17 |
| HO Support | 34 | 46 | 52 | 59 | 63 | 60 |
| BM and AO | 66 | 80 | 93 | 124 | 131 | 129 |
| DO Regular | 232 | 282 | 383 | 385 | 403 | 356 |
| DO Probationary | 0 | 0 | 22 | 13 | 13 | 80 |

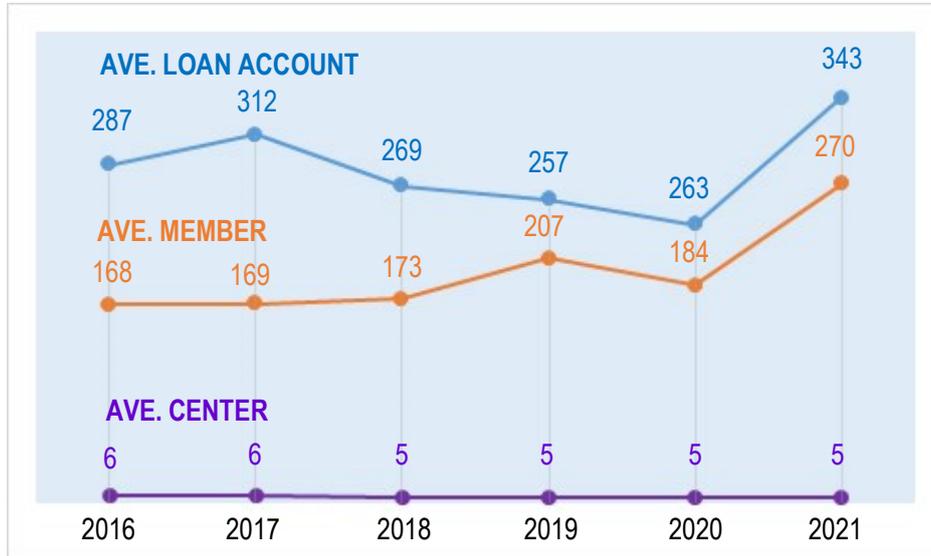
STAFFING RETENTION



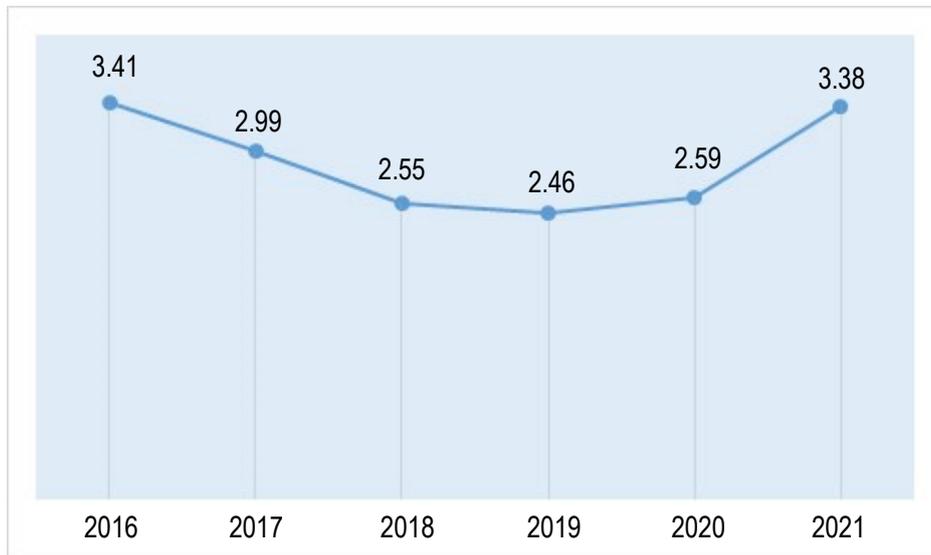
The reasons for 25 regular staff resignations (19 DOs, 5 AOs and 1 department associate)

- ⇒ Family matters = 8
- ⇒ Job opportunities = 9
- ⇒ Failed PIP = 1
- ⇒ Dismissal = 6
- ⇒ AWOL = 1

STAFF PRODUCTIVITY



AVERAGE LOAN OUTSTANDING PER DO
(AMOUNT IN MILLION PESOS)



STAFF TRAINING AND DEVELOPMENT

- ⇒ Regular virtual “Staff Kumustahan” with HRAD
- ⇒ PII Orientation and Review Session
- ⇒ A two-day refresher session on operational processes for Managers
- ⇒ Direction Setting with Department Heads
- ⇒ BDD Team attended Empowerment through Entrepreneurship Culminating Activity
- ⇒ Data Privacy Management virtual training to staff.
- ⇒ Enculturation program conducted in WV
 - Part 1 = 16 branches plus Antique regional center staff
 - Part 2 = 9 branches
- ⇒ Recollection - Attitude, Ethics and Commitment for CAL 5
- ⇒ Delinquency Risk Management for CAL 2
- ⇒ MOI Training for Dept heads & Manager
- ⇒ Financial Literacy 1 Refresher Course: 178 attended the training

DEVELOPMENT OFFICER TRAINING

- ⇒ Orientation on the revised DO curriculum
- ⇒ Finalized DO training curriculum

STAFF ASSISTANCE AND BENEFITS

- ⇒ Staff Damayan released to 6 staff amounting to Php 110,000.00 pesos.
- ⇒ Facilitated the following
 - Sickness benefit to 7 employees = Php 32,930.00
 - Maternity benefit to 8 employees = Php 466,124.99
- ⇒ Online surveys to find out attitude towards Covid-19 vaccination were conducted to guide management in the purchase of vaccination. Vaccination hesitancy seems overwhelming. The staff was exposed to webinars to enlighten them about the vaccines. The acceptance appears to be slow.
 - Phase 1 - 15% of 499 employees favored being vaccinated.
 - Phase 2 - 26% of 383 employees favored being vaccinated
 - Phase 3 - 36% of 615 employees favored being vaccinated.For those interested to be vaccinated, 200 complete vaccinations have been reserved for now.

STAFF TRAINING AND DEVELOPMENT

LEADERS TRAINING INITIATED AT BRANCH AND CENTER LEVEL

| | |
|-----------------------|-------|
| Financial Literacy | 2,334 |
| Livelihood Programs | 2 |
| Leadership and Values | 3,638 |

LEADERS TRAINING FACILITATED BY HRDD

| | |
|-------------------------------|-----|
| Financial Literacy (FinLit 1) | 732 |
| Financial Literacy (FinLit 2) | 114 |

MEMBERS WHO AVAILED BY THE FOLLOWING

| | |
|-------------------|--------|
| Members with 100K | 78 |
| PureIt Products | 110 |
| Solar Products | 2,460 |
| WASH Program | 21,242 |

MEDICAL HEALTH CARE SERVICES

- ⇒ Out of 87 members who underwent eye screening, 26 have gone through cataract/pterygium surgery.
- ⇒ Medical equipment sponsored by Medicaid Foundation were awarded to 6 senior citizens who needed them.

MEMBERS OUTREACH PROGRAM

- ⇒ 400 pcs. of face mask/shield donated by partner USTHS`70 Medical Team awarded to members in Region B.
- ⇒ Gift Packs from Waltermart and JGF.

MARKETING SUPPORT MEMBERS

- ⇒ AFAP accreditation in the Municipality of Pangil, Laguna
- ⇒ Partnership with Green Nature (Plant Catalyst)
- ⇒ Planning session with JGF for Direct to Restaurant Delivery
- ⇒ Price negotiation for Ginger (Clusters in ARB)
- ⇒ Linking with the Municipal Agriculture Office of Pililla, Rizal
- ⇒ AFAP was featured in the Department of Agriculture 2021 Calendar and in the Official Magazine of DA-CALABARZON (KABALIKAT- October-December 2020)



INSURANCE BENEFIT CLAIM

- ⇒ 5,445 count of claims were processed including the 123 claims under 0-180 days laddering category.

| MICROINSURANCE | | | | | | | | | |
|----------------|--------------------|-------------|---------------|-------------|------------|------------|------------|-------|-------------------|
| Insured | Count of Mortality | Average Age | Basic Life | A & D Count | Amount | DAHB Count | Amount | Count | Proper Assistance |
| Principal | 138 | 57 | 6,675,000.00 | 4 | 126,300.00 | 9 | 34,300.00 | 5,030 | 13,551,550.00 |
| Spouse | 154 | 59 | 4,320,000.00 | 4 | 122,800.00 | 7 | 39,900.00 | | |
| Child | 64 | 30 | 925,000.00 | 4 | 77,800.00 | 8 | 35,700.00 | | |
| Parent | 15 | 59 | 220,000.00 | | | | | | |
| Sibling | 8 | 29 | 115,000.00 | | | | | | |
| | 379 | | 12,255,000.00 | 12 | 326,900.00 | 24 | 109,900.00 | 5,030 | 13,551,550.00 |

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STRATEGIC GOAL

Responsible ASHI communities in caring for the planet

SUSTAINABLE PROGRAMS IN PRESERVING AND PROTECTING THE ENVIRONMENT

| | ACTUAL |
|---|--------|
| No. of centers with eco-yard | 306 |
| No. of community clean and green activities | 380 |
| No. of trees planted (GL=1 tree) | 8,810 |

PLANS FOR THE NEXT QUARTER

A. IMPROVED MIS

In the process of designing an MIS program that is

- ⇒ tailor fit for our needs
- ⇒ that will provide more timely data to fend off fraud
- ⇒ that will lessen use of paper
- ⇒ that will move ASHI closer to cashless payments
- ⇒ that will mechanize accounting
- ⇒ Perfect use of HRIS
- ⇒ Completion of Asset Registration & Asset Management Systems

B. NEW INSURER

By June of this year, our new insurer will be SUNLIFE GREPA FINANCIAL, INC. for Life insurance and STRONGHOLD Insurance Co. Inc. for property. This move will bring about these improvements:

- ⇒ Member's life benefit will be P70,000 (up from 50,000) for an additional P5 weekly payment
- ⇒ No more laddering
- ⇒ Higher payment for accidents

C. INCREASE PROFESSIONALISM AND PRODUCTIVITY

To fortify professionalism among staff:

- ⇒ Review fidelity to mission (Code of conduct, Pangako ng Tauhan)
- ⇒ Review on ASHI policies, internal controls, and previously issued memos
- ⇒ Financial Audit of Branches (Asset & Liability Accounts and Expense Accounts)

To tighten checks and controls:

- ⇒ Design an audit program to check on loyalty to required processes and controls (operational processes like Center Meeting and GOT)
- ⇒ Tighter monitoring on the observance of processes

4

STRATEGIC GOAL

Responsible ASHI communities in caring for the planet

Train AMs and BMs

- ⇒ Train on Personal Information Interview & PPI analysis.
- ⇒ Test Audit on MIDAS Processes
- ⇒ “Resilient Life, Resilient Business Curriculum” with 14 modules. (In partnership with Grameen Foundation)
- ⇒ BWB – Financial Literacy

Spiritual Formation

- ⇒ Enculturation program for WV staff continues
- ⇒ Calabarzon B BMs and AOs will go on retreat end of June
- ⇒ Calabarzon A branch by branch review of values and attitude

D. Members Social Development Program

- ⇒ Financial Literacy 1 & 2
- ⇒ Zonta-Finex Basic Financial Literacy Training (65 K Awardees)
- ⇒ Chemonics Project targeting 1,300 members
- ⇒ Roll out SDP curriculum designed by Training Department

E. AGAP

- ⇒ ASHI Entrepreneurship Program (AEP) expansion
- ⇒ Product sampling for Direct to Restaurant (JFC)
- ⇒ Train additional staff in Western Visayas for BDA Marketing
- ⇒ Coconut Farmers Study w/ Grameen Foundation

ANNEX A

- ⇒ Statement of Financial Position (Balance Sheet)
- ⇒ Statement of Comprehensive Income (Income Statement)
- ⇒ MNRC MF-NGO Performance Scorecard

SPECIAL FORM OF FINANCIAL STATEMENTS FOR MFI-NGONAME OF CORPORATION: **AHON SA HIRAP, INC. (A MICROFINANCE NGO)**CURRENT ADDRESS: **76 8TH AVENUE, BRGY. SOCORRO, CUBAO, QUEZON CITY**TEL. NO.: **(+632) 8913-2452**fax no. **(+632) 8912-0688**

COMPANY TYPE:

STATEMENT OF FINANCIAL POSITION

| | 2021 | 2020 |
|---|----------------------|----------------------|
| 1-00-00-00-00 ASSETS | 1,328,325,829 | 1,208,225,003 |
| 1-01-00-00-00 Current Assets | 1,246,587,274 | 1,138,978,678 |
| 1-01-01-00-00 Cash and Cash Equivalents | 118,889,307 | 102,966,365 |
| 1-01-03-00-00 Loans Receivables | 1,101,586,243 | 1,007,152,004 |
| 1-01-04-00-00 Other Receivables | 6,478,039 | 7,923,153 |
| 1-01-05-00-00 Financial Asset at Fair Value through Profit or Loss (FVPL) | 11,679,844 | 10,880,052 |
| 1-01-12-00-00 Other Current Assets | 7,953,841 | 10,057,103 |
| 1-02-00-00-00 Non Current Assets | 81,738,555 | 69,246,325 |
| 1-02-01-00-00 Loans Receivables | 1,177,297 | 191,808 |
| 1-02-02-00-00 Financial Asset at Fair Value through Profit or Loss (FVPL) | 1,176,068 | 439,576 |
| 1-02-09-00-00 Property and Equipment | 76,427,190 | 65,656,941 |
| 1-02-14-00-00 Other Non Current Assets | 2,958,000 | 2,958,000 |
| LIABILITIES AND FUND BALANCE | 1,328,325,829 | 1,208,225,003 |
| 2-00-00-00-00 LIABILITIES | 1,169,560,165 | 946,391,760 |
| 2-01-00-00-00 Current Liabilities | 1,095,016,898 | 868,125,396 |
| 2-01-01-00-00 Microsavings | 341,485,168 | 269,469,111 |
| 2-01-02-00-00 Loans Payable - Current | 649,490,701 | 543,357,649 |
| 2-01-03-00-00 Accrued Expenses | 5,797,892 | 8,581,883 |
| 2-01-04-00-00 Accounts Payable | 48,956,314 | 16,008,405 |
| 2-01-08-00-00 Lease Obligation - Current | 1,386,861 | - |
| 2-01-09-00-00 Fund Held in Trust (Branch fund Payable) | 42,313,245 | 26,075,756 |
| 2-01-10-00-00 Other Current Liabilities | 5,586,716 | 1,822,100 |
| 2-02-00-00-00 Non Current Liabilities | 74,543,267 | 78,266,364 |
| 2-02-01-00-00 Loans Payable - Non Current | 24,351,667 | 43,789,047 |
| 2-02-02-00-00 Retirement and Past - Employment Benefit Payable | 49,252,492 | 32,945,440 |
| 2-02-05-00-00 Other Non - Current Liabilities | - | - |
| 3-00-00-00-00 FUND BALANCE | 158,765,663 | 261,833,243 |
| 3-01-00-00-00 Capital Contribution | 900 | 900 |
| 3-02-00-00-00 General Fund | 149,429,677 | 261,001,924 |
| 3-03-00-00-00 Restricted Fund | 9,335,086 | 830,419 |
| 3-05-00-00-00 Other Fund Balance Accounts | - | - |

SPECIAL FORM OF FINANCIAL STATEMENTS FOR MFI-NGO

NAME OF CORPORATION: **AHON SA HIRAP, INC. (A MICROFINANCE NGO)**

CURRENT ADDRESS: **76 8TH AVENUE, BRGY. SOCORRO, CUBAO, QUEZON CITY**

TEL. NO.: **(+632) 8913-2452**

fax no. **(+632) 8912-0688**

COMPANY TYPE:

| STATEMENT OF FINANCIAL POSITION | Trend analysis | | | Common Size Statement | | |
|---|----------------|---------|---------|-----------------------|---------|---------|
| | 2021 | 2020 | 2019 | 2021 | 2020 | 2019 |
| 1-00-00-00-00 ASSETS | 122.22% | 111.17% | 100.00% | 100.00% | 100.00% | 100.00% |
| 1-01-00-00-00 Current Assets | 120.45% | 110.06% | 100.00% | 93.85% | 94.27% | 95.23% |
| 1-01-01-00-00 Cash and Cash Equivalents | 101.78% | 88.15% | 100.00% | 8.95% | 8.52% | 10.75% |
| 1-01-03-00-00 Loans Receivables | 123.29% | 112.72% | 100.00% | 82.93% | 83.36% | 82.21% |
| 1-01-04-00-00 Other Receivables | 92.43% | 113.04% | 100.00% | 0.49% | 0.66% | 0.64% |
| 1-01-05-00-00 Financial Asset at Fair Value through Profit or Loss (FVPL) | 122.65% | 114.25% | 100.00% | 0.88% | 0.90% | 0.88% |
| 1-01-12-00-00 Other Current Assets | 98.56% | 124.62% | 100.00% | 0.60% | 0.83% | 0.74% |
| 1-02-00-00-00 Non Current Assets | 157.56% | 133.48% | 100.00% | 6.15% | 5.73% | 4.77% |
| 1-02-01-00-00 Loans Receivables | 352.16% | 57.37% | 100.00% | 0.09% | 0.02% | 0.03% |
| 1-02-02-00-00 Financial Asset at Fair Value through Profit or Loss (FVPL) | 286.50% | 107.08% | 100.00% | 0.09% | 0.04% | 0.04% |
| 1-02-09-00-00 Property and Equipment | 158.64% | 136.29% | 100.00% | 5.75% | 5.43% | 4.43% |
| 1-02-14-00-00 Other Non Current Assets | 100.00% | 100.00% | 100.00% | 0.22% | 0.24% | 0.27% |
| LIABILITIES AND FUND BALANCE | 122.22% | 111.17% | 100.00% | 100.00% | 100.00% | 100.00% |
| 2-00-00-00-00 LIABILITIES | 139.82% | 113.14% | 100.00% | 88.05% | 78.33% | 76.97% |
| 2-01-00-00-00 Current Liabilities | 150.79% | 119.54% | 100.00% | 82.44% | 71.85% | 66.82% |
| 2-01-01-00-00 Microsavings | 165.14% | 130.31% | 100.00% | 25.71% | 22.30% | 19.03% |
| 2-01-02-00-00 Loans Payable - Current | 142.56% | 119.26% | 100.00% | 48.90% | 44.97% | 41.92% |
| 2-01-03-00-00 Accrued Expenses | 95.88% | 141.92% | 100.00% | 0.44% | 0.71% | 0.56% |
| 2-01-04-00-00 Accounts Payable | 284.38% | 92.99% | 100.00% | 3.69% | 1.32% | 1.58% |
| 2-01-08-00-00 Lease Obligation - Current | - | - | - | 0.10% | 0.00% | 0.00% |
| 2-01-09-00-00 Fund Held in Trust (Branch fund Payable) | 176.92% | 109.03% | 100.00% | 3.19% | 2.16% | 2.20% |
| 2-01-10-00-00 Other Current Liabilities | 46.12% | 15.04% | 100.00% | 0.42% | 0.15% | 1.11% |
| 2-02-00-00-00 Non Current Liabilities | 67.60% | 70.97% | 100.00% | 5.61% | 6.48% | 10.15% |
| 2-02-01-00-00 Loans Payable - Non Current | 27.71% | 49.83% | 100.00% | 1.83% | 3.62% | 8.09% |
| 2-02-02-00-00 Retirement and Past - Employment Benefit Payable | 219.85% | 147.06% | 100.00% | 3.71% | 2.73% | 2.06% |
| 2-02-05-00-00 Other Non - Current Liabilities | - | - | - | 0.00% | 0.00% | 0.00% |
| | - | - | - | 0.00% | 0.00% | 0.00% |
| 3-00-00-00-00 FUND BALANCE | 63.43% | 104.61% | 100.00% | 11.95% | 21.67% | 23.03% |
| 3-01-00-00-00 Capital Contribution | 100.00% | 100.00% | 100.00% | 0.00% | 0.00% | 0.00% |
| 3-02-00-00-00 General Fund | 59.70% | 104.27% | 100.00% | 11.25% | 21.60% | 23.03% |
| 3-03-00-00-00 Restricted Fund | - | - | - | 0.70% | 0.07% | 0.00% |
| 3-05-00-00-00 Other Fund Balance Accounts | - | - | - | 0.00% | 0.00% | 0.00% |

SPECIAL FORM OF FINANCIAL STATEMENTS FOR MFI-NGO

NAME OF CORPORATION: AHON SA HIRAP, INC. (A MICROFINANCE NGO)

CURRENT ADDRESS: 76 8TH AVENUE, BRGY. SOCORRO, CUBAO, QUEZON CITY

TEL. NO.: (+632) 8913-2452 fax no. (+632) 8912-0688

COMPANY TYPE:

STATEMENT OF COMPREHENSIVE INCOME

| | 2021 | 2020 |
|---|--------------------|-------------------|
| 4-00-00-00 REVENUE | 104,979,231 | 91,406,184 |
| 4-01-00-00-00 Revenue from Microfinance Activities | 101,712,932 | 77,586,111 |
| 4-02-00-00-00 Interest from Deposits | 12,916 | 27,272 |
| 4-03-00-00-00 Donations and Grants | - | 11,100 |
| 4-06-00-00-00 Other Income | 3,253,384 | 13,511,701 |
| 5-00-00-00-00 COSTS/EXPENSES | 73,066,190 | 82,853,249 |
| 5-01-00-00-00 Operating Costs | 62,690,597 | 63,764,362 |
| 5-01-01-00-00 Finance Costs | 13,491,856 | 13,125,105 |
| 5-01-02-00-00 Impairment Losses | - | - |
| 5-01-03-00-00 Personnel Costs | 30,242,033 | 35,542,096 |
| 5-01-04-00-00 Other Operations - Related Expenses | 18,890,337 | 12,744,684 |
| 5-01-05-00-00 Client and Community Services | 66,371 | 804,922 |
| 5-02-00-00-00 Administrative Costs/Expenses | 10,375,593 | 19,088,888 |
| 5-02-01-00-00 Personnel Costs | 7,508,055 | 13,881,146 |
| 5-02-02-00-00 Other Administrative - Related Expenses | 2,866,508 | 5,195,930 |
| 5-02-02-10-00 Miscellaneous | 1,031 | 11,811 |
| 6-00-00-00-00 TAXES | 2,098,890 | 1,822,100 |
| 7-00-00-00-00 NET INCOME | 29,814,151 | 6,730,835 |

SPECIAL FORM OF FINANCIAL STATEMENTS FOR MFI-NGO

NAME OF CORPORATION: AHON SA HIRAP, INC. (A MICROFINANCE NGO)

CURRENT ADDRESS: 76 8TH AVENUE, BRGY. SOCORRO, CUBAO, QUEZON CITY

TEL. NO.: (+632) 8913-2452 fax no. (+632) 8912-0688

COMPANY TYPE:

STATEMENT OF COMPREHENSIVE INCOME

| | Trend analysis | | | Common Size Statement | | |
|---|----------------|----------------|----------------|-----------------------|----------------|----------------|
| | 2021 | 2020 | 2019 | 2021 | 2020 | 2019 |
| 4-00-00-00 REVENUE | 115.41% | 100.49% | 100.00% | 100.00% | 100.00% | 100.00% |
| 4-01-00-00-00 Revenue from Microfinance Activities | 115.49% | 88.40% | 100.00% | 96.89% | 85.18% | 96.83% |
| 4-02-00-00-00 Interest from Deposits | 46.09% | 97.32% | 100.00% | 0.01% | 0.03% | 0.03% |
| 4-03-00-00-00 Donations and Grants | - | - | - | 0.00% | 0.01% | 0.00% |
| 4-06-00-00-00 Other Income | 113.89% | 473.02% | 100.00% | 3.10% | 14.78% | 3.14% |
| 5-00-00-00-00 COSTS/EXPENSES | 95.10% | 107.84% | 100.00% | 69.60% | 90.64% | 84.74% |
| 5-01-00-00-00 Operating Costs | 103.99% | 105.78% | 100.00% | 59.72% | 69.76% | 66.27% |
| 5-01-01-00-00 Finance Costs | 112.49% | 109.43% | 100.00% | 12.85% | 14.36% | 13.19% |
| 5-01-02-00-00 Impairment Losses | 0.00% | 55.38% | 100.00% | 0.00% | 1.69% | 3.07% |
| 5-01-03-00-00 Personnel Costs | 108.24% | 127.20% | 100.00% | 28.81% | 38.88% | 30.72% |
| 5-01-04-00-00 Other Operations - Related Expenses | 110.99% | 74.88% | 100.00% | 17.99% | 13.94% | 18.71% |
| 5-01-05-00-00 Client and Community Services | 12.45% | 150.97% | 100.00% | 0.06% | 0.88% | 0.59% |
| 5-02-00-00-00 Administrative Costs/Expenses | 62.70% | 115.35% | 100.00% | 9.88% | 20.88% | 18.19% |
| 5-02-01-00-00 Personnel Costs | 60.45% | 111.76% | 100.00% | 7.15% | 15.19% | 13.66% |
| 5-02-02-00-00 Other Administrative - Related Expenses | 70.81% | 128.34% | 100.00% | 2.73% | 5.68% | 4.45% |
| 5-02-02-10-00 Miscellaneous | 1.29% | 14.75% | 100.00% | 0.00% | 0.01% | 0.09% |
| 6-00-00-00-00 TAXES | 178.63% | 155.08% | 100.00% | 2.00% | 1.99% | 1.29% |
| 7-00-00-00-00 NET INCOME | 230.19% | 51.97% | 100.00% | 28.40% | 7.36% | 14.24% |

| MNRC Scorecard | | | | | | |
|--|--------------------|------------------|--|---------------|---------------------------|---------------------------|
| Name of MF-NGO: Ahon Sa Hiras, Inc. (A Microfinance NGO) | | | | | | |
| | | | | | 2021 | 2020 |
| | Full Points (1) | Raw Score (2) | Percentage Rating (3) = [(2)/(1)]*100 | Weight (4) | Weighted Score (3)*(4) | Weighted Score (3)*(4) |
| Governance | 110 | 96 | 87.27 | 0.3 | 26.18 | 25.64 |
| Financial | 100 | 80 | 80 | 0.4 | 32.00 | 33.20 |
| Social | 30 | 30 | 100 | 0.3 | 30.00 | 30.00 |
| Total | | | | | | |
| Large MF-NGO | | | | | 88.18 | 88.84 |

PESO Rating: Performance Standard for all Types of Microfinance Institution (MFIs) in the Philippines

Name of MFI: AHON SA HIRAP, INC. (A Microfinance NGO)

Region of Operations: CALABARZON and WESTERN VISAYAS

Name of Microfinance Loan Product(s): Micro Loans, Micro savings, and Micro Insurance (in partnership with Pioneer)

Month and Year of Rating: March 31, 2021

Period Rated (Month/Day/Year to Month/Day/Year): January 1, 2021 to March 31, 2021

Beginning/Baseline of Period Rated (Month/Day/Year): January 1, 2021 All "Beginning" data refer to this baseline date.

Ending of Period Rated (Month/Day/Year): March 31, 2021 All Ending data refer to this baseline date.

| Indicators/Weights | Standard | 2021 | 2020 | Highest Possible # of Points | 2021 | 2020 |
|---|-----------------------------|-------------------|-------------------|------------------------------|--------------------|--------------------|
| | | MFI's Performance | MFI's Performance | | Points for the MFI | Points for the MFI |
| I. Portfolio Quality (40%) | | | | | | |
| a. Portfolio At Risk (20%) | 5% or less | 5.75% | 2.32% | 20 | 15 | 20 |
| b. Loan loss reserve ratio (20%) | 100% | 177.08% | 100.00% | 20 | 20 | 20 |
| II. Efficiency (20%) | | | | | | |
| a. Operating Expense Ratio(10%) | 30% or less | 5.59% | 6.53% | 10 | 10 | 10 |
| b1. Loan officer productivity - group loans (5%) ^w | 200 or more | 190 | 169 | 5 | 3 | 3 |
| b2. Loan officer productivity - individual loans (5%) ^w | 100 or more | N/A | N/A | 5 | 5 | 5 |
| III. Sustainability (25%) | | | | | | |
| a. Operational Self-sufficiency (5%) | 110% or more | 143.40% | 109.96% | 5 | 5 | 4 |
| b. Financial Self-sufficiency (5%) | 100% or more | 79.89% | 69.65% | 5 | 0 | 0 |
| c. Loan Portfolio Profitability (5%) | Greater than inflation rate | 3.01% | 0.87% | 5 | 0 | 0 |
| d. Return on Assets (5%) | 5% or more | 2.33% | 0.56% | 5 | 3 | 3 |
| e. Return on Equity (5%) | 10% or more | 14.08% | 2.51% | 5 | 5 | 3 |
| IV. Outreach (15%) | | | | | | |
| a. Growth in number of active borrowers (5%) | 5% or more | 7.51% | 17.06% | 5 | 5 | 5 |
| b. Growth in loan portfolio (5%) | 5% or more | 15.48% | 16.45% | 5 | 5 | 5 |
| c. Depth of outreach (5%) | Less than 20% | 31.15% | 13.83% | 5 | 4 | 5 |
| TOTAL SCORE: | | | | | 80 | 83 |
| ^w If the MFI uses only one lending methodology, add 5 points to total score. | | | | | | |