

“MEANINGFUL CELEBRATION OF THE INTERNATIONAL YEAR OF COOPERATIVES 2012: CU REACHING OUT ¼ OF THE PYRAMID”

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 Founder and Managing Director, CARD MRI
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 U Convention Center, Bangkok Thailand

International Year of Cooperatives 2012

To highlight the contribution of cooperatives to socio-economic development. Specifically, to:

- increase public awareness about cooperatives
- promote awareness of global network of cooperatives
- promote the formation and growth of cooperatives
- encourage Governments and regulatory bodies to establish policies, laws and regulation conducive to cooperative formation and growth

Credit Union Microfinance Innovation (CUMI)

- Focused on building the long term sustainability of the poor by developing the habit of thrift and financial discipline
- Credit (loan) is not a right but a privilege. Loan will be granted to finance small business to generate new income or expand existing business not for consumption purpose.

Credit Union Microfinance Innovation (CUMI)

- Flexibility on the membership requirement such as the Share Capital contribution. In the traditional approach, members have to contribute at least US\$ 50 for membership. In CUMI, the share can be paid in small instalments.
- Education – on family financial planning, savings habit, business management etc.
- Business Development Services provided by the credit unions and its federations.

CARD Mutually Reinforcing Institutions
 “Mga Institusyon sa Iisang Misyon”

CARD MRI Business Model

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    graph TD
      A[CARD NGO as the TRAILBLAZER] --> B[CARD Bank absorbs NGO branches once viable and the license has been approved by BSP]
      B --> C[CARD SME Bank absorbs graduate clients to assist them with bigger capitals]
      C --> D[CARD MBA provides microinsurance to client in terms of life, loan, retirement fund and PhilHealth. CaMIA, on the other hand, provides non-life insurance]
      D --> E[CMDI- School of Microfinance while CMI handles technical support (products and services, accounts, employee records)]
      E --> F[BDSFI assists clients in marketing their products locally and internationally]
  
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The CARD MRI: December 2010

Operations Update

Total Number of Clients Served	1,418,889
Number of Clients including Savers	1,263,489
Total Number of Clients with Loans	1,244,582
Total Number of Insured Persons	6,222,735
Amount of Loans Outstanding	P 5,149,639,411
Total Amount of Savings/CBU	P 2,772,771,399
Repayment Rate	99.50%
Total Number of Staff	5,940
Total Number of Offices	1,232

The CARD MRI: December 2010

Financial Update

Total Asset	P9,394,040,523
Total Liabilities	P7,484,261,088
Total Equity/Fund Balance	P1,909,779,435
Operational Self-Sufficiency	118.36%
Financial Self-Sufficiency	107.63%

Geographical presence of CARD MRI

Partnership Program with TYM in Vietnam since 2005

First International NGO Office in Cambodia since 2006

Partnership Program in Indonesia since February 2008

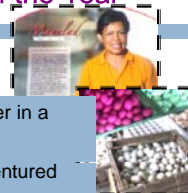


Partnership Program in Hongkong since 2007

NGO office in Laos starting 2009

More than 1,227 Offices all over the Philippines since 1986

the story of Ms. Agnes Ornos Citigroup Microentrepreneur of the Year Maunlad Award Nominee



- > Used to be a part-time development worker in a local NGO in Victoria, Oriental Mindoro
- > Started to process salted and gradually ventured into balut-making in 1997
- > Her enterprise provides indirect employment to helpers of dealers of processed eggs and suppliers in Mindoro
- > Has been a member of CARD since 2002 with her cumulative loan disbursed amounting to more than P300,000.00 and savings of P30,000.00

the story of Ms. Agnes Ornos Citigroup Microentrepreneur of the Year Maunlad Award Nominee



... with the help of CARD

- > the family was able to purchase a lot and was able to build a store in the public market of Victoria
- > they were able to buy ¼ hectare of lot for their duck farm
- > has tremendously enhanced her social capital which can be harnessed for her business and value of enterprise

the story of Ms. Nolie Estocado Citigroup Microentrepreneur of the Year Luzon Awardee



- > Manufactures decorative tin and wire handicrafts and sells to exporters
- > Experienced a great obstacle when a buyer reneged from its purchase order worth P1.5M
- > Her business has provided employment for its neighbors, thus, creating a local industry in its community
- > Has been a member of CARD since 2003 and already has availed 5 cycles

the story of Ms. Nolie Estocado
Citigroup Microentrepreneur of the Year
Luzon Awardee

- Values the step loan characteristics of CARD methodology as it provides an incentive to take the responsibility seriously with the promise of a larger loan in the next cycle
- Has very impressive positive growth in their business
- Manifests a room for efficiency gains in terms of mechanizing aspects of the production process and an opportunity for improvement in diversifying their buyer base



Thank you