Harnessing the Cooperative Advantage to Build a Better World

A Global Forum on Cooperatives

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Board of Director, NATCCO, Philippines
THE NATIONAL CONFEDERATION OF COOPERATIVES

NATCCO
OUTLINE

• Introduction
• The Coop Sector
• NATCCO
  – Transformation
  – Products and Services and the Partnerships
  – NATCCO @ 2017
<table>
<thead>
<tr>
<th>OUR STORY</th>
<th>Structure</th>
<th>NETWORK</th>
<th>NATCCO</th>
</tr>
</thead>
<tbody>
<tr>
<td>Coops</td>
<td></td>
<td>532</td>
<td></td>
</tr>
<tr>
<td>Members</td>
<td></td>
<td>2.0 M</td>
<td></td>
</tr>
<tr>
<td>Share Capital</td>
<td>29%</td>
<td>12.76B</td>
<td>230M</td>
</tr>
<tr>
<td>Deposit Liabilities</td>
<td>44%</td>
<td>19.36B</td>
<td>597M</td>
</tr>
<tr>
<td>Loans Payable</td>
<td></td>
<td></td>
<td>613M</td>
</tr>
<tr>
<td>Loan Releases</td>
<td>78%</td>
<td>34.32B</td>
<td>700M</td>
</tr>
<tr>
<td>Loans Receivables</td>
<td>68%</td>
<td>29.92B</td>
<td>1.0B</td>
</tr>
<tr>
<td>Assets</td>
<td>100%</td>
<td>44 Billions</td>
<td>1.5B</td>
</tr>
</tbody>
</table>
Coop Sector
(Re-registered and Newly registered coops)

• No. of coops : 20,716

• Individual Members : 7,378,037

• Assets : P163 Billions

• Paid Up Capital : P 35 Billion
# Assets and Numbers

<table>
<thead>
<tr>
<th>Category</th>
<th>Micro coops (3 Million below)</th>
<th>Small Coops (3-15 Million)</th>
<th>Medium Coops (15-100 Million)</th>
<th>Large Coops (over 100 Million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assets</td>
<td>₱7.44B</td>
<td>₱17.5 B</td>
<td>₱39.15 B</td>
<td>₱81.89B</td>
</tr>
<tr>
<td>%</td>
<td>5%</td>
<td>12%</td>
<td>27%</td>
<td>56%</td>
</tr>
<tr>
<td>Number</td>
<td>13,477</td>
<td>3,231</td>
<td>1,347</td>
<td>295</td>
</tr>
<tr>
<td></td>
<td>73.4%</td>
<td>17.6%</td>
<td>7.3%</td>
<td>1.6%</td>
</tr>
</tbody>
</table>
# From Three Tier to Two Tier

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Members</td>
<td>5 Regional Training Centers</td>
<td>Regional Federations</td>
<td>Regional Federations</td>
<td>Regional Federations</td>
<td>Primary Coops + Federation</td>
</tr>
<tr>
<td>Roles/Businesses</td>
<td>Secretariat and coordinating body</td>
<td>Multi-service national co-op federation</td>
<td>Strategic Planning 2000-2004</td>
<td>GA Resolution to study the restructuring from 3 tier to 2-tier</td>
<td>GA approved by-laws for the shift to 2 tier</td>
</tr>
</tbody>
</table>
NATCCO ASSETS:
Growth in a Transforming Organization
## NATCCO and the Coop Sector

<table>
<thead>
<tr>
<th>Category</th>
<th>Micro Coops (3 Million below)</th>
<th>Small Coops (3-15 Million)</th>
<th>Medium Coops (15-100 Million)</th>
<th>Large Coops (over 100 Million)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td>P.0585B</td>
<td>P1.0 B</td>
<td>P7.5 B</td>
<td>P32.5B</td>
</tr>
<tr>
<td><strong>Sector Assets</strong></td>
<td>P7.44B</td>
<td>P17.5 B</td>
<td>P39.15 B</td>
<td>P81.89B</td>
</tr>
<tr>
<td><strong>25% NATCCO Assets</strong></td>
<td>1%</td>
<td>6%</td>
<td>19%</td>
<td>40%</td>
</tr>
<tr>
<td><strong>2.4% Number</strong></td>
<td>0.45%</td>
<td>3.74%</td>
<td>13.44%</td>
<td>28.47%</td>
</tr>
</tbody>
</table>
2,085,243 INDIVIDUALS

532 cooperatives, 44 Billions, >1,066 offices

- MEDIATION, CONCILIATION AND ETHICS COMMITTEE
- ELECTION COMMITTEE
- BOARD OF DIRECTORS (15)
- AUDIT COMMITTEE
- INSPECTION & SUPERVISION COMMITTEE/STAB FUND COM.

- Management
- Head, INTERNAL AUDIT GROUP
- Head, Inspection and Supervision

NATCCO NETWORK
# NATCCO Network: Number of Offices

<table>
<thead>
<tr>
<th>Area</th>
<th>Head Offices</th>
<th>Branches</th>
<th>Total</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mindanao</td>
<td>104</td>
<td>206</td>
<td>310</td>
<td>29%</td>
</tr>
<tr>
<td>Visayas</td>
<td>145</td>
<td>152</td>
<td>294</td>
<td>28%</td>
</tr>
<tr>
<td>NCR</td>
<td>55</td>
<td>40</td>
<td>95</td>
<td>8%</td>
</tr>
<tr>
<td>Luzon</td>
<td>228</td>
<td>143</td>
<td>367</td>
<td>34%</td>
</tr>
<tr>
<td>Total</td>
<td>532</td>
<td>541</td>
<td>1,066</td>
<td>100%</td>
</tr>
</tbody>
</table>
VM Revised as of March 24, 2012

VISION

The most trusted integrated financial cooperative network.

MISSION

To build the socio-economic capabilities of cooperatives through the delivery of superior financial products and allied services.
<table>
<thead>
<tr>
<th>Safe and sound cooperative System</th>
<th>Stabilization Fund System</th>
<th>Liquidity Fund Supervision Information Technology ACCESS Branding System of solidarity among cooperatives</th>
</tr>
</thead>
<tbody>
<tr>
<td>Safe and sound cooperatives</td>
<td>Treasury and Credit Education, Training and Consultancy MICOOP Cash Management Systems Information Technology</td>
<td></td>
</tr>
<tr>
<td>Safe and sound federation</td>
<td>Branding of the federation ISO certification External Rating Awards</td>
<td></td>
</tr>
</tbody>
</table>
## Women and Youth in Leadership Capacity Building and Empowerment

<table>
<thead>
<tr>
<th>Women rep in the BOD (By-Laws)</th>
</tr>
</thead>
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<td>33% (5 out of 15) women in the BOD; No women in the Committees. 3rd Woman Chairperson</td>
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<tr>
<th>77 pax from 45 coops in 2012 Gender and Development Congress</th>
</tr>
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<th>Special project on Gender Equality and Social Performance</th>
</tr>
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<thead>
<tr>
<th>Member of the ICA-ROAP Standing Committee for Women</th>
</tr>
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<tr>
<th>Board of Trustee, Asian Women in Cooperative Development Forum</th>
</tr>
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<tr>
<th>57 youth representatives from 27 cooperatives participated in the 2012 Youth Congress</th>
</tr>
</thead>
</table>
NATCCO SERVICES

• Treasury and Credit
  – Mobilization of internal and external funds
  – Credit Services

• Information Technology
  – Hosting of the centralized system for savings and credit cooperatives
  – ATMs; Member of MEGALINK, one of the ATM networks in the country

• Education, Training and Consultancy
  – Professionalization of cooperatives
  – Branding of cooperatives

• MICOOP (Microfinance Innovation in Cooperatives)
  – Technical consultancy
  – Financial package

• Cash Management Services
  – Local and Foreign money transfer (partnership with Western Union)
  – Credit Cards (in partnership with RCBC)

• Stabilization Fund
  – Helping prevent losses of cooperatives
Treasury and Credit

- Largest central fund in the whole country among Federations, 1.08B portfolio
- 72% net loans structure
- 1.18% PAR, compliant to provisions for probable losses
Cash Management Services

222 locations
BSP requirement on the “Remittance” in the By-Laws

Number 1 money remittance company in the WORLD
379, 000+ Agent-Locations in over 200 countries and territories

Anywhere! Anytime! 24/7
1st Centralized System for Coops in the Philippines

31 ATMs

173

HEAD OFFICE

COOP BRANCHES

DATA CENTER

COOP A COOP B COOP C

MEMBERS

UCCB DBP ONB BSVI MASS SPECC BDO LBC UNIONBANK MAXBANK GLOBE CASH ENCASH ERBB
Top 3 in Host Availability
(May 2012)
Education, Training and Consultancy

117 training events
779 coops
3,035 cooperators

CONSULTANCY
36 coops, 90%

ACCESS Branding
8 coops, 75%

CDA accredited Training Provider
> 4.68 Rating
40 coops, 44,434 children with 82% saving P14.2M, 237 schools, 1,917 teachers
AFLATOUN

- MOA with the Department of Education and Cooperative Development Authority
- Parent Teachers Association
- Primary Cooperatives
- Children in School
- International Movement of AFLATOUN
- Rabobank Foundation Grant
MICCOOP

- Technical and financial package to set up coop offices/branches doing microfinance
- Initial grant from Plan International, CORDAID, ICCO
- 470M loan from funds
- More than 73 MICOOP branches
MICCOOP-DAR

DAR Grant for Capacity Building
NATCCO Loan: 172M
Releases of branches: 388M

From the 32T Members of the ARC Coops
-52M share capital
-48M deposits
5,000,000 INDIVIDUALS
500,000 AFLATOUN participants

> 1,000 cooperatives, 100 Billions, >1,800 offices

NATCCO by 2017
5 Million Filipinos with Potential Access to Financial Services anytime, anywhere

- 400 offices
- 1,800 offices
- 150 ATMs
- 500 POS
- Mobile Banking
- INTERNET BANKING

NATCCO NETWORK
THANK YOU!!!