



# 2023 GENERAL ASSEMBLY

# MEMBERSHIP



## Membership Recruitment

- Ended the year at 37,557 with 160 AG Companies
  - Recruited 3,361 new members
  - Additional 9 new member companies
  - Held 51 virtual general assemblies nationwide and final face to face general assembly

# MEMBERSHIP PENETRATION IN THE AGC











## Summary as of December 2022

51,828 regular employees

**37,557 members**

**68%** membership penetration rate

	14 companies 1,648 employees	<b>989 members</b> <b>60%</b> <i>penetration rate</i>		5 companies 1,768 employees	<b>831 members</b> <b>47%</b> <i>penetration rate</i>
	3 companies 17,642 employees	<b>14,977 members</b> <b>85%</b> <i>penetration rate</i>		24 companies 6,684 employees	<b>4,692 members</b> <b>70%</b> <i>penetration rate</i>
	15 companies 12,930 employees	<b>4,662 members</b> <b>36%</b> <i>penetration rate</i>		17 companies 3,667 employees	<b>1,269 members</b> <b>35%</b> <i>penetration rate</i>
	50 companies 5,499 employees	<b>3,924 members</b> <b>71%</b> <i>penetration rate</i>	Associates	<b>2,546 members</b>	
	14 companies 785 employees	<b>679 members</b> <b>86%</b> <i>penetration rate</i>	Manila Water Group	2,145 members	
			AC Education	843 members	

# MEMBERSHIP



## Membership Engagement:

- 27th Year Anniversary activities
  - > Charity Bingo
  - > HR Summit
  - > Halloween Blood Drive
- Partnership with Landers and Anytime Fitness

# LOANS PROGRAM



- Loan releases amounted to P1.84Bn
  - > Improved appetite for loans
    - P461Mn or 33% ↑ than 2021
- Special loan offerings:
  - > Multi-Purpose Loan of up to P2Mn
  - > Afford-a-Loan
  - > Anniversary raffle and giveaways

# LOANS FACILITIES



## A. Regular Loan

- Up to P1Mn\* loan amount with no required collateral and supporting documents
- Maximum term of four (4) years
- Processing Fee of 0.5% of the loan amount
- With competitive ave./mo. add-on interest rates:
  - Before Patronage Refund: 0.82% - 1.10%
  - After Patronage Refund: 0.71% - 0.96%
- Loan release within 3 - 5 days from receipt of the Coop

*\*Subject to the Company's Net Take Home Pay requirement and loan eligibility guidelines*

# LOANS FACILITIES



## B. Housing and Car Loan Program

- For purchase of brand-new Ayala properties and Ayala Auto brand vehicles
- Up to P12Mn for Housing Loan and P3Mn for Car Loan

*\*Subject to the Company's Net Take Home Pay requirement and loan eligibility guidelines*

# LOANS FACILITIES



## AYALA COOP NEW LOAN OFFSETTING GUIDELINES

New loan application guidelines for offsetting/paying-off existing loans.

### OLD

Existing loan for pay-off must be at least 6 months paid.

The same principal amount for both the new loan and the existing loan is allowed.

### NEW

6 months paid requirement is waived

The principal amount of the new loan applied must be 30% higher than the principal amount of the existing loan for pay-off.

Example:  
Old principal amount = P100,000  
30% of old principal amount = 30,000

NEW LOAN AMOUNT FOR APPLICATION = P130,000



# COLLECTIONS



- Provision for Probable Losses on Loans  
P28.7 million vs. P22.9 million in 2021
  - > ↑ Provision rate from 20% to 35% for 31 - 360 days past due loans to comply with CDA's policy
    - Resulted to P7Mn additional Allowance
  - > PDO rate 4.18% vs. 3.73% in 2021

## Customer Service

- > Re-organized and set-up dedicated teams for BPI and non-BPI groups  
BPI : [coopcare@ampc.org.ph](mailto:coopcare@ampc.org.ph)  
Non-BPI : [customerservice@ampc.org.ph](mailto:customerservice@ampc.org.ph)
- > Put in place a new Customer Service Head

## Information Technology

- > Hired a new Chief Information Officer (CIO)
- > On-going review of IT infrastructure, online members' systems access and cybersecurity

# AWARDS / RECOGNITION



- Awarded by the CDA Makati Cooperative Development Office :
- (1) Outstanding Cooperative with Community Social Responsibility
  - (2) Outstanding Cooperative with Business Continuity Plan (BCP)







# CORPORATE SOCIAL RESPONSIBILITY





# 2022 CSR PROJECTS

		<b>AMOUNT OF DONATION</b>	<b>NUMBER OF BENEFICIARIES</b>
	<b>A. Education</b> - Brigadang Ayala, school kits & equipment, scholarships (APEC & Caritas)	P7.33 Million	13,123
	<b>B. Covid Assistance</b>	P1.28 Million	220
	<b>C. Sports and Wellness</b> - Atletang Ayala, feeding programs, blood drive, mental health	P1.25 Million	124
	<b>D. Disaster/Calamities</b> - Emergency response food packs to victims of typhoons	P306 Thousand	500
	<b>E. Koop Kapatid Program</b> - Assistance to micro coops : PWD Coop & Inang Kalisakasan Agri Coop	P180 Thousand	146



# CSR ACTIVITIES



Donated 2,283 school bags, including handwashing facilities, tablets for the teachers and sports equipment, in four (4) schools in Siargao Island



# CSR ACTIVITIES



Donation to PWD Coop for the renovation of their massage center





# CSR ACTIVITIES



Ayala Coop's Blood Drive which generated 58 blood bags out of 76 registrants



# **Ratification and Approval of all Acts and Resolutions**



# 2023 BUDGET



## Budget Assumptions:

<b>General Assumption</b>	<ul style="list-style-type: none"><li>● Business better than pre-pandemic level</li></ul>
<b>Membership</b>	<ul style="list-style-type: none"><li>● 41,700 net of regular and auto-terminations from 37,700</li><li>● 11% increase (7,700 new members)</li></ul>
<b>Loan Releases</b>	<ul style="list-style-type: none"><li>● <b>Total of ₱2.164 Bn from ₱1.827 Bn (18% increase</b></li></ul>
<b>Gross Revenue</b>	<ul style="list-style-type: none"><li>● 10% increase to ₱466Mn from ₱424Mn</li></ul>
<b>Net Surplus</b>	<ul style="list-style-type: none"><li>● 9% increase to ₱376Mn from ₱345Mn</li></ul>

# OPTIONAL FUND



**Legal Basis:** The Cooperative Development Authority issued a Memorandum dated March 26, 2020 allowing the utilization of the Optional Fund by the cooperative, if warranted by circumstances, for the benefit of its members and employees and subject to the confirmation of the General Assembly.

<b>BEGINNING BALANCE, Jan 1, 2022</b>	<b>₱3,982,219</b>	<b>100%</b>
<b>2022 Utilization:</b>		
Assistance to employees	(466,500)	12%
Net Balance Before 2022 Net Surplus Allocation	3,515,719	88%
Add 2022 Allocation (1% of Net Surplus)	3,446,166	
<b>ENDING BALANCE, Dec 31, 2022</b>	<b>₱6,961,885</b>	

# 2023 DEVELOPMENTAL PLANS



1. Customer Centricity
2. Operational Excellence
3. Organization Development
4. Community Service

# **APPOINTMENT OF EXTERNAL AUDITOR AND FIXING OF ITS REMUNERATION**



# EXTERNAL AUDITOR



## New appointment of:

Isla, Lipana & Co.

## Audit Fee:

P336,000 inclusive of VAT

# **Amendments of the Articles of Cooperation and By-Laws**





## AOC : Article VIII - Capitalization

- Increase of authorized share capital from PhP3,500,000,000.00 to PhP10,000,000,000.00, divided into:

## By-Laws:

- Sections 4 and 7
  - > To allow the General or Special Assembly, including Chapter Meetings, to be held in a fully or partial virtual format such as through videoconferencing
- Sections 10 and 13
  - > To allow the voting by the members through remote communication and/or other modes of electronic communication
- Sections 19, 20, 21, 23 and 25
  - > Change the composition of the Election, Audit, Credit, Mediation and Conciliation, and Ethics Committee from "three members" to "**at least** three members"
- Addition of Section 8 under Article 8 to include provisions on the procedures for voluntary Arbitration.

# ELECTION OF DIRECTORS



# Election of Directors



**HELEN GAELA**  
HR Group Head, AC Logistics



**ENRIQUE MANUEL JR.**  
Head, ALI Corporate Support HR



**RHEA ANJANETTE REYES**  
Head Human Resources & Corporate Services,  
Amaia Land Corp. and Bellavita Land Corp.

# **ELECTION OF AUDIT COMMITTEE MEMBERS**



# Election of Audit Committee



**CATHERINE ANG**

Executive Director and Chief Audit Executive,  
Ayala Corporation



**LORLYN ARCEO**

Chief Audit Executive, IMI Global Internal Audit



**ROSALIN PALACOL**

Chief Audit Executive, Globe

# **ELECTION OF ELECTION COMMITTEE MEMBERS**



Ayala Coop

# Election of Election Committee



**EVANGELINE BONGON**

Total Rewards Officer,  
AC Automotive Business Services, Inc. (AC Motors Group)



**NINO JESUS RANESES**

VP, Division Head of Business Banking Client Services,  
Fulfillment and Maintenance, BPI



**MA. CHIARA ZOTOMAYOR**

VP & Head, Human Resources,  
ACEN Corporation

# FINANCIAL REPORT





# FINANCIAL HIGHLIGHTS



In Million Pesos As audited by Isla Lipana & Co. .	<b>2022</b>	<b>2021</b>	<b>% Change</b>
Total Assets	<b>4,718</b>	<b>4,420</b>	<b>7%</b>
Loans Receivable - Net	<b>2,321</b>	<b>2,264</b>	<b>2%</b>
Members' Share Capital	<b>3,802</b>	<b>3,581</b>	<b>6%</b>
Gross Revenue	<b>424</b>	<b>403</b>	<b>5%</b>
Total Expenses	<b>80</b>	<b>75</b>	<b>6%</b>
Net Surplus	<b>345</b>	<b>328</b>	<b>5%</b>

**Ang Ayalang Nagkakaisa Sa Kaunlaran Sama Sama!**



**THANK YOU!**

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