



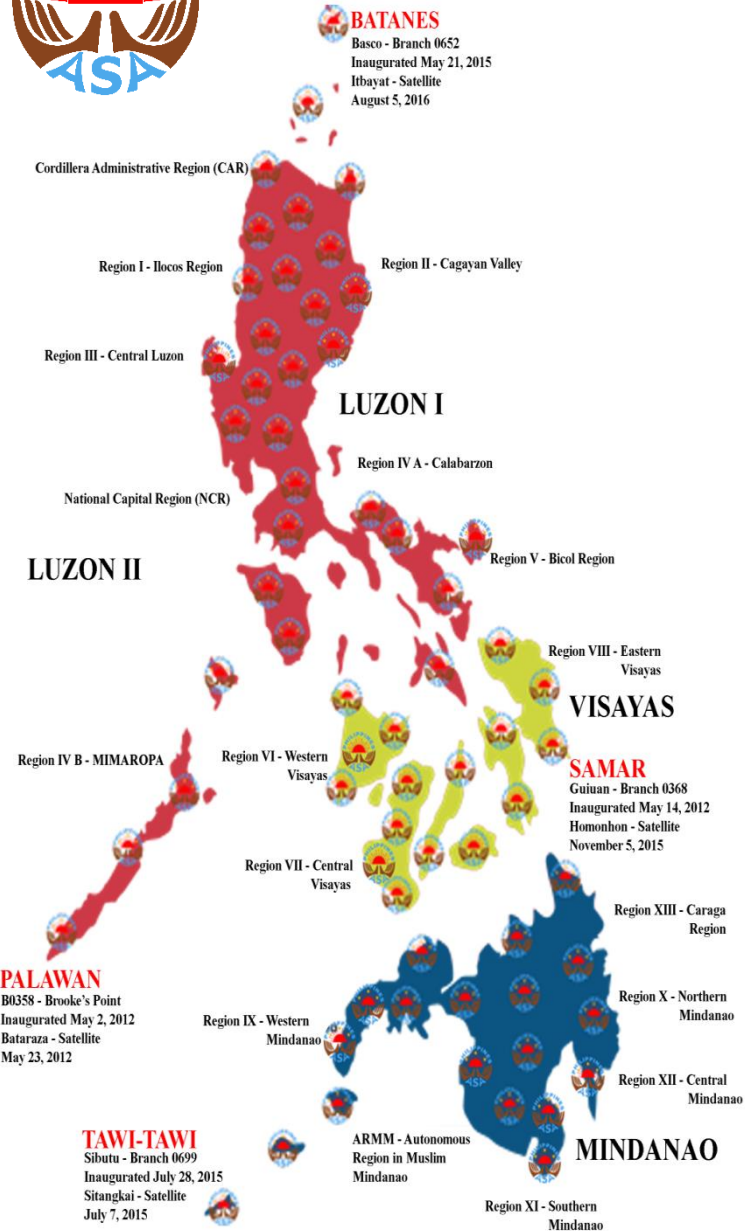
# **ASA PHILIPPINES FOUNDATION, INC. (A MICROFINANCE NGO)**

**MCPI Conference  
Breakout Session: MFI Exchange  
Portfolio Management**  
August 24, 2022, Wednesday, 3:30-5:00 p.m.

---

Ferdinand U. Jikiri  
Senior Director II





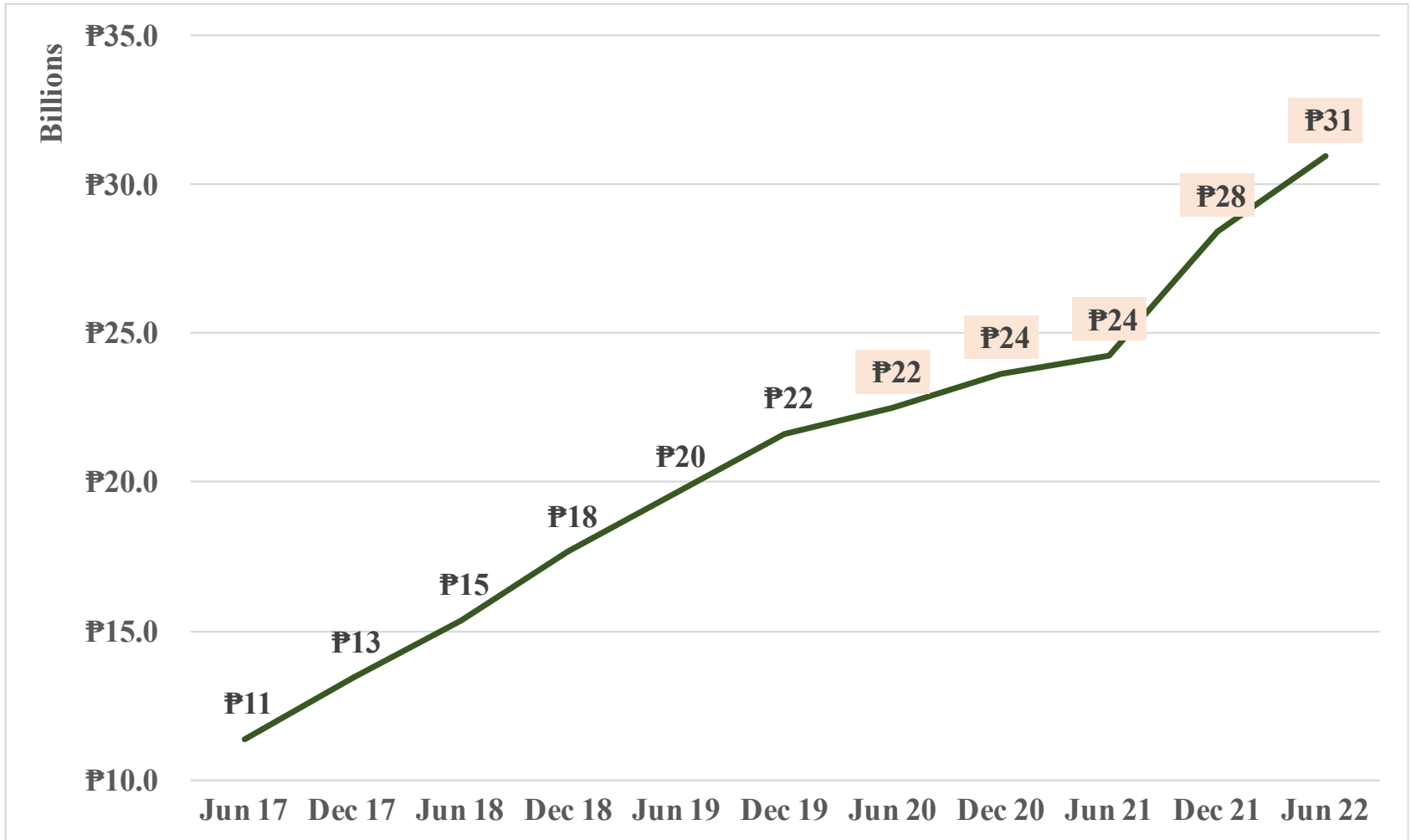
# OUR PRESENCE

	ASA Philippines	Philippines	%
<b>Barangays</b>	<b>26,087</b>	<b>42,039</b>	<b>62%</b>
<b>Municipalities</b>	<b>1,284</b>	<b>1,489</b>	<b>86%</b>
<b>Cities</b>	<b>145</b>	<b>145</b>	<b>100%</b>
<b>Provinces</b>	<b>82</b>	<b>82</b>	<b>100%</b>

	Branches	%
<b>Luzon</b>	<b>856</b>	<b>51%</b>
<b>Visayas</b>	<b>429</b>	<b>25%</b>
<b>Mindanao</b>	<b>398</b>	<b>24%</b>
<b>TOTAL</b>	<b>1,683</b>	<b>100%</b>

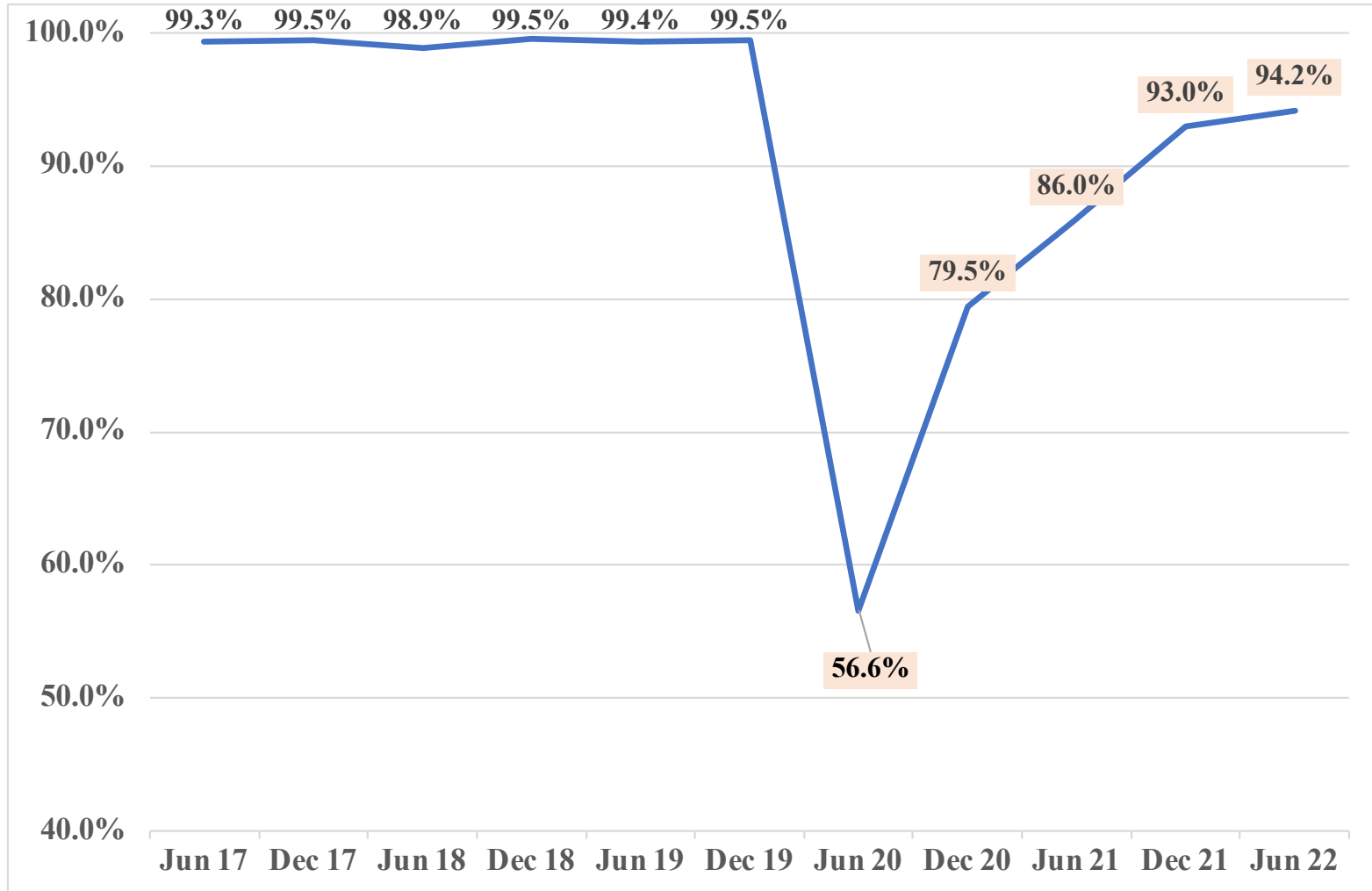


# GROSS LOAN PORTFOLIO



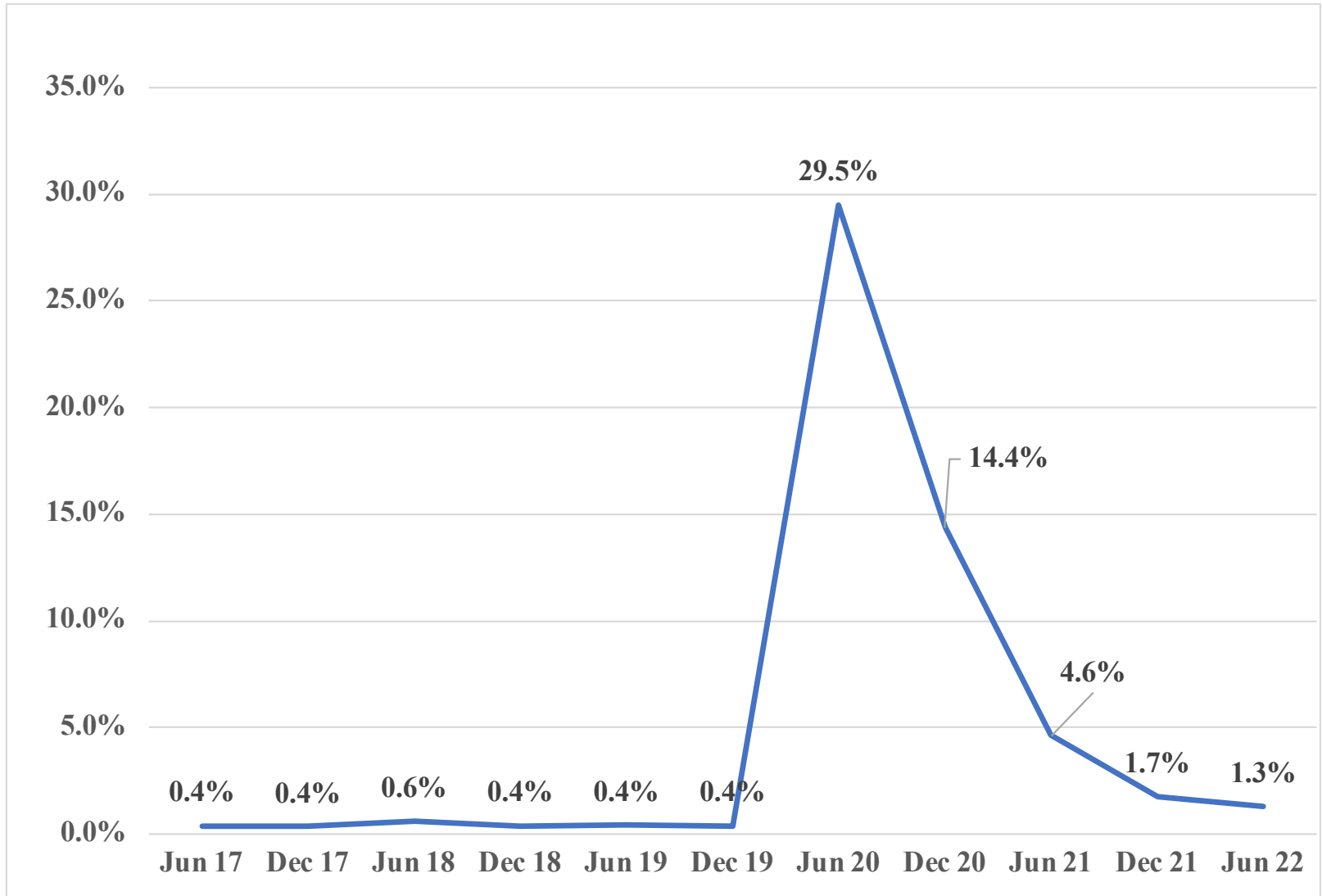


# COLLECTION RATES





# PAR RATIOS





# FINANCIAL IMPACT OF COVID-19 PANDEMIC TO THE FOUNDATION'S OPERATIONS IN 2020



- Recognition of additional reserve for loan loss on loans receivables amounting to PhP2.6 billion
- Implementation of mandatory moratoriums / grace periods – about 4 months
- Additional administrative expenses were incurred to ensure the physical and psychosocial health and safety of employees and clients
- Decline in total revenues by 24%



# MEASURES TO MITIGATE THE ADVERSE EFFECTS OF THE COVID-19 PANDEMIC



- Availled loans from FIs to finance the operations while experiencing low collections
- Offered interest free-loans called 'MALASAKIT FINANCING' to help its clients finance its entrepreneurial activities
- Provided cash relief assistance
- Created a separate team within the Foundation called 'Portfolio Recovery Management Team'
- Strengthen social media platforms and other means of communications





# MALASAKIT FINANCING DISBURSEMENTS

Year	Amounts	
2020	₱	840,810,000
2021	₱	1,659,528,000
2022	₱	2,629,606,000
<b>TOTAL</b>	<b>₱</b>	<b>5,129,944,000</b>

**MALASAKIT FINANCING** provides clients with non-interest bearing loans to assist them in financing their entrepreneurial activities.







# LESSONS LEARNED



- Sensemaking approach
- Importance of ASA's mantra: BWYC or Be With Your Client
- Integrated approaches through a continued and expanded focus on CCS (Client Community Services)
- Integrated value creation among all stakeholders



# **ASA PHILIPPINES FOUNDATION, INC. (A MICROFINANCE NGO)**

**MCPI Conference  
Breakout Session: MFI Exchange  
Portfolio Management**  
August 24, 2022, Wednesday, 3:30-5:00 p.m.

---

Ferdinand U. Jikiri  
Senior Director II

