

# ENTERPRISE BANK



**Keeping  
business  
personal**

# 2010

Annual Report



# core values

## Vision

To be a **strong regional bank** within greater Mindanao that leads in the delivery of **high quality** financial products and services that promote, support, and **encourage entrepreneurship** in the countryside.

## Mission

Provide innovative financial products and services to small and medium-sized enterprises, micro entrepreneurs, especially women, and to members of low-income groups and to ensure that credit is utilized appropriately to improve their economic well-being.

Promote savings consciousness as a means to attaining self-sufficiency and self-reliance.

Strive to offer highest quality service and customer value by investing in human resource development.

Provide a work environment that will stimulate the employees to be innovative and enable them to realize their professional objectives.

Make certain that each employee will be given the opportunity for professional advancement as merited and have the right to economic security and stability.

Guarantee that shareholder's value is enhanced through prudent investment undertakings and efficient operations.

Abide by the laws and regulations of the Philippines to which it is subject and adhere to international standards within core operations.

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2010



““ This year’s annual report  
puts in the center stage  
the advocacy and  
commitment of  
Enterprise Bank as one of  
the leading institutions that  
provides financial services  
to the growing number  
of micro entrepreneurs  
in Mindanao. ””



# The Results of Business Operations

**“In 2010, EBI celebrated its 34th year anniversary of bringing financial services within the reach of small lot farmers, fisherfolk, micro small and medium enterprises, salaried employees, and all those in between.”**



# Facts & Figures

**“As all financial and operation indicators continued to level-up versus the figures of the previous year, the management of Enterprise Bank, Inc. (EBI) focused in increasing the bank’s capability to meet the bigger challenges as it moves up to the next level.”**

**The following figures per product reflect EBI’s performance in the core business for the last three years.**

## CORE BUSINESS

Overall portfolio increased by 11.5% from PhP1.078 billion in 2009 to PhP1.204 billion in 2010. Moreover, disbursement grew from PhP2.025 billion of the previous year to PhP2.115 billion this year.

### OVERALL LOANS PERFORMANCE

	2008	2009	2010
Portfolio	701,829,257.13	1,078,307,889.82	1,201,912,562.07

Small Business Loan (SBL) and Microfinance both contributed significantly to overall disbursement during the year, in line with the vision of the bank to contribute to overall development of the mSME sector. The principal goal in the next five years is to increase the share of the mSME loan portfolio from the present level of 38% to at least 50% of overall loan portfolio.

By year-end of 2010, SBL had 490 active clients while Microfinance and Consumer Loans had 46,826 and 33,632 respectively.

### MICROFINANCE

	2008	2009	2010
Portfolio	148,674,325.13	218,734,860.10	243,816,617.59

The increase in portfolio of microfinance operations was brought about by opening of expansion areas such as South Cotabato, Cagayan de Oro and Valencia.

Auxiliary product offerings to existing clients also contributed to portfolio growth. However, to manage risks, the management reviewed the clients’ capacity to pay and decided to temporarily stop the auxiliary loans until the 4th quarter of the year to avoid client over-exposure to loans.

For 2011, the bank is implementing the new structure that will maximize productivity and enhance customer service to enable easier control and monitoring.

### CONSUMER LOANS

	2008	2009	2010
Portfolio	402,112,164.45	646,706,087.24	745,599,980.85

The management has made conscious efforts to control the growth of Consumer Loans in consonance with the mission of EBI being an entrepreneur’s bank. Despite this, Consumer Loans posted almost 115% growth in portfolio over last year. The bulk of the portfolio came from Salary Loans of teachers and government employees, implemented through an ATM hold-out agreement.

## SMALL BUSINESS LOANS

	2008	2009	2010
<b>Portfolio</b>	<b>151,042,767.55</b>	<b>212,866,942.58</b>	<b>214,493,759.56</b>

SBL is the youngest among EBI's loan product offerings, and stiff market competition abodes the niche where the banks intend to compete in enterprise loan. Due to amortized nature of the loan product, the bulk of the marketing efforts especially at the last two quarters of 2010 will be seen in our balance sheets on the first two quarters of 2011.

The increase in portfolio and disbursements in SBL is due to the market's awareness/recognition of EBI in the areas where we operate.

The new and focused SBL structure implemented in the 3rd quarter of the year is expected to boost the portfolio in 2011. Next year, SBL will maximize the potentials of agri-business by establishing a market chain for entrepreneurs involved in rice, corn, banana, coconut, sugarcane and cassava, and financing their needs for additional capitalization and market expansion.



Davao - Badajna Branch

## DEPOSIT

	2008	2009	2010
	<b>265,363,234.07</b>	<b>402,488,474.40</b>	<b>485,990,204.56</b>

The increase in deposit level shows that EBI was able to get the clients' trusts. This was made possible through the combination of increased capability of the bank's banking software, increased capability of branch personnel and subliminal yet effective branding efforts. All these led to enhanced customer service and projected an image of EBI as a stable and reliable banking institution.

Significantly, we made headway in our deposit-taking efforts because of the development of new deposit products and increased deposit-taking efforts of the branch heads.



ENTERPRISE BANK

enhancing the way we do business for better customer service

The opening of additional branches and kiosks in strategic areas further boosted the bank's reputation on stability.

To date, EBI has increased its network to 21 branches and 19 service outlets, operated by 600 employees who were retained for both their skills and "organizational fit".

	No. of Branches	No. of Service Outlets
2008	16	15
2009	16	18
2010	21	19

New EBI branches were opened last year in Digos City, Matina and Buhangin in Davao City and Koronadal.

For 2011, preparations will start to convert all kiosks into Microfinance Banking Offices (MBOs), or mini SME centers where clients get easy access to different financial products and services. This will hopefully increase the income of our kiosks through fee-based products.

## INFORMATION AND TECHNOLOGY

A better and tested software significantly increased the bank's capability and efficiency which subsequently allowed the expansion of its products and services.

Last year, the bank invested into Byte per Byte System, a banking software that integrates deposit, loans and accounting systems. This software made possible all online and real time transactions which was a big leap from the stand-alone platform of the old system.

The long process of changing the core banking software which was also started last year posted significant progress. There were series of user's training conducted for the branches and support departments before the actual conversion.

By the end of 2010, converted branches were already making use of a high performance central server running the data center located at Davao Office. A back-up server has also been running at the Tagum Branch.

Conversion of all branches to Byte per Byte system is expected to be completed in February next year.



development of new products

changing core banking software



continuing capacity building of employees



## HUMAN RESOURCE

The development of our human resource as a means to increase productivity and investment returns has long been seamlessly interwoven in all our undertakings.

Significantly, for the year 2010, the Human Resource Management and Development (HRMD) department with the end view of upscaling both transactional and developmental HR services and programs suited to the needs of its workforce were ushered the following initiatives:

- Institutionalized the scorecard as part of the bank's performance management system (PMS) for a more efficient and accurate measure of employee performance, and from this, an improved incentive scheme will be developed.
- Internet or web-based training program for the continuing capacity building and development of employees (online technical coaching and webinar)

at lesser costs which piloted the SBL coaching project.

- Renaming its human resource development division to Knowledge and Capacity Building (KCB) division, the department has gradually embarked on activities and measures in consonance with HR's two divisions' vision statements -- HRM to be 90% paperless by June 2012 and KCB to be 70% e-learning mode by June 2012.

For 2011, the HR department will continue to be streamlined with the outsourcing of payroll preparations and automate and outsource consolidation of PMS and training manuals. It also hopes to provide a more focused approach in servicing the micro finance department's HR needs.



## FINANCIAL RESULTS

The bank achieved a steady growth in resources, profitability and liquidity during the last three years driven by loan portfolio growth and deposits. During the year, institutional mechanisms were put in place to drive the loan deposit ratio to a much higher level as well as improve efficiencies in lending operation to reduce the operating cost ratio.

The year's efforts translated into quantitative achievements are summarized as follows:

In Million Pesos	2008	2009	2010
Net Income before Tax	24.48	29.68	37.38
Total Loans - Net	643.96	1,029.65	1,147.23
Total Deposits	265.37	402.49	488.01
Total Assets	940.77	1,333.72	1,473.46
Return on Assets	1.90%	1.87%	1.90%
Return on Equity	14.70%	16.45%	19.19%

## MAJOR PROJECTS FOR 2011

### 1. Conversion to Thrift Bank

During the year, the board has accepted the investment proposals of Triple Jump of the Netherlands and Equator Capital Partners in the Thrift Bank that will be set up in 2011. The application for conversion of Enterprise Bank to a thrift bank has been approved by the Monetary Board and pertinent legal documents have been submitted to BSP for the issuance of the permit to operate that is expected in 2011. Investment agreements are expected to be approved in 2011 and capital contribution expected towards the end of the same year. The investments will strengthen the capital base.

### 2. BANCNET Membership

The Bank has approved to become a member of Bancnet in 2011. Bancnet is considered the largest interbank network in the Philippines in terms of the number of member banks and annual transactions. Bancnet will provide EBI access to its ATM network, and host the switch and security servers that will enable the bank to launch a full range of ATM products and services to its clients.

EBI will operate five strategically-located ATMs by fourth quarter of 2011 under the Bancnet network. In addition, the bank will be able to issue its own ATM cards by the first quarter of 2012, which will boost deposit generation and replace third-party cash cards used in microfinance and consumer lending operations.

### 3. Rebranding of Product Offerings

Emphasis on product selling will be given a priority. Deposit products will be rebranded to carry names with better recall. Although EBI cannot match the name of big commercial banks as brands, we can compete in terms of product offer. With client-friendly features like low maintaining balance or a little higher interest rate, these products may fare good and attract more retail customers.

In 2010, EBI celebrated its 34th year anniversary of bringing financial services within the reach of small lot farmers, fisherfolk, micro small and medium enterprises, salaried employees, and all those in between.

Since its inception on May 10, 1976, EBI took on the task of a blue-collar worker in rural finance back when countryside banking was the least promising. Despite the difficulties in the early years, the bank managed to keep its head above water with innovative financial services and improved risk management on the side.

It has been an exciting ride all throughout and we want to especially thank our dedicated team of employees, the executive management team, the directors, the business partners, and of course, the community and its members who continue to trust us with their hard-earned money - they have all played a huge part in the bank's success.

**Atty. Ronald E. Alvizo**  
Chairman of the Board/President

### EBI ATMs



### agri-business financing



### marketing



# The Board of Directors

## **Atty. Ronald E. Alvizo**

Chairman of the Board

## **Ignacito U. Alvizo**

Chairman

Asset and Liability Committee

## **Maximino A. Salang, Jr.**

Chairman

Audit and Risk Committee  
and Credit Committee

## **Dr. Carla Divina S. Virtudazo**

Chairman

Human Resource Committee  
and Corporate  
Governance Committee

## **Atty. Randy E. Alvizo**

Corporate Secretary



### **Atty. Ronald E. Alvizo**

Chairman of the Board  
President/CEO

This lawyer has 14 years experience in microfinance and rural banking operations. His expertise lies in the areas of rural financing, product development and implementation, corporate planning and banking and corporate law.

He studied Bachelor of Laws at the Ateneo de Davao University and earned his Masters Degree in Entrepreneurship at the Asian Institute of Management.

He was also one of the pioneering organizers of the Mindanao Microfinance Council, an organization of MF institutions working towards the professionalization of the industry.

One of Atty. Ronald Alvizo's special projects for 2011 is financial inclusion or making the banking products and services available to clients in the countrysides not usually served by formal financial institutions. To him, EBI's contribution to nation building is by building vibrant communities one enterprise at a time.

### **Ignacito U. Alvizo**

Director  
Founder, Enterprise Bank, Inc.  
Chairman, Asset and Liability Committee  
Chairman, Kamayo Mindanao Foundation

Ignacito Alvizo's expertise in the field of microfinance is recognized by the microfinance communities in the Philippines and abroad. He is a Certified Public Accountant who has an extensive working experience as a consultant in microfinance and SME development in the counties of Africa, Middle East and Asia.

He graduated from the University of San Carlos with a degree in Commerce and obtained a diploma in Small Enterprise Promotion with distinction from Delft University Research Institute for Management Science in Holland. He was for two terms the President of the Mindanao Microfinance Council.

All his experiences and knowledge became tangible when he transformed Enterprise Bank from a single unit rural bank in Surigao del Sur into an emerging thrift bank that has gained its own niche in MSME financing in Mindanao.

Aside from being a member of the Board of EBI, part of his time is being spent on the bank's social corporate arm, the Kamayo Mindanao Foundation that is responsible for delivering the non-financial services to EBI's clients.



**Atty. Randy E. Alvizo**  
Director/Corporate Secretary

Atty. Randy E. Alvizo is a practicing lawyer specializing in court pleadings and maritime laws. He is a partner at the Alvizo Law Office that handles the legal concerns of the bank.

He finished his degree in Political Science from the University of the Philippines-Cebu and earned his Bachelor of Laws at the Ateneo de Davao University.

Before going full-time with his private practice, Atty. Alvizo also served as EBI's Human Resources Head and Legal Officer.

He was among the early officers who helped laid the foundation on which a stronger, more stable and fast-growing EBI stands today.



**Dr. Carla Divina S. Virtudazo**  
Director  
Chairperson, Human Resource and Corporate Governance Committees

Dr. Carla Virtudazo is the human resource and organizational development expert of the Board. She finished her doctorate degree in Business Education as well as masters degrees in Community Development and Industrial and Organizational Psychology in University of the Philippines-Diliman and Ateneo de Manila University, respectively.

She started her career in microfinance and SME development while working for institutions such as the Department of Trade and Industry and the University of the Philippines Institute for Small-Scale Industries.

She is now an active consultant in Asia, Pacific, Africa and the Middle East for projects in micro and small business development, technical-vocational education and training, alternative learning systems, and customized marketing research.

As chairperson of the Human Resource Committee of the Board, she mentors the Human Resource Department of Enterprise Bank in strategy and implementation of capacity building programs as well as in transactional human resource management.



**Maximino A. Salang, Jr.**  
Director  
Chairman, Audit and Risk, and Credit Committees

Maximino A. Salang, Jr. is a businessman in Davao City, engaged in construction, heavy equipment rental, banana plantation export producer and container yard (shipping van) operations.

His expertise lies in marketing and business management. All these make him an ideal head of the Credit Committee where he balances risks and potentials of the clients' businesses.

He has been a member of the board since 2007. He finished his degree in Bachelor of Science in Business Administration from Southwestern University in Cebu.

# The Senior Management

**Atty. Ronald E. Alvizo**  
President and CEO

**Jennifer D. Suelto**  
Senior Vice President  
Finance

**Kent Patrick A. Young**  
Senior Vice President  
Operations

**Dorefel A. Barit**  
Asst. Vice President  
Credit Review and  
Risk Management

**Nelson P. Casiano**  
Asst. Vice President  
Human Resource Management  
and Development



Atty. Ronald E. Alvizo



Jennifer D. Suelto



Kent Patrick A. Young



Dorefel A. Barit



Nelson P. Casiano

# ENTERPRISE BANK

branches and service outlets



expanding and growing to serve you better...

<b>Branches Service Outlets</b>			
<p><b>Head Office</b> National Highway, Lianga, Surigao del Sur ebi_headoffice@yahoo.com</p>		<p><b>Digos Branch</b> Rizal Avenue, Digos City (082) 553-2812</p>	<p><b>Kidapawan Kiosk</b> Datu Ingkal St. Kidapawan City Tel. No. (064) 288-5740</p>
<p><b>Aras-asan Branch</b> National Highway, Aras-asan, Cagwait, Surigao del Sur ebi_aa2004@yahoo.com</p>		<p><b>General Santos Branch</b> Ground Floor CAP Bldg., corner Pendatun Ave., Anonas St., General Santos City Tel. No. (083) 301-8986</p>	<p><b>Polomolok Kiosk</b> Cannary Rd. cor. Cadena de Amor, Polomolok, South Cotabato</p>
<p><b>Barobo Branch</b> National Highway, Barobo, Surigao del Sur ebi_barobo@yahoo.com</p>		<p><b>Koronadal Branch</b> Ledesma Bldg., Abad Santos St., Zone 3, Koronadal City Tel. No. (083) 520 – 1334</p>	<p><b>Isulan Kiosk</b> Isulan Paint Trade Center, National Highway, Isulan, Sultan Kudarat</p>
<p><b>Bislig Branch</b> Espiritu St., Mangagoy, Bislig, Surigao del Sur Tel. No. (086) 853-2263</p>		<p><b>Hinatuan Branch</b> Corner Magallanes St. and Bandola St., Hinatuan, Surigao del Sur Tel. No. (086) 853-6113</p>	
<p><b>Butuan Branch</b> G/F, Intino Building, J.C. Aquino Ave., Butuan City Tel. No. (085) 815-4408</p>		<p><b>Ozamis Branch</b> 2nd Floor Ramiro Bldg., Rizal Ave., corner Juan Luna St., Ozamis City, Misamis Occidental Tel. No. (088) 564-2698</p>	<p><b>Molave Kiosk</b> 753 Capistrano St., Molave, Zamboanga del Sur Tel. No. (088) 521-4628</p>
<p><b>Cagayan de Oro Branch</b> 1st Floor Centro Mariano Bldg, Osmeña St., Cagayan de Oro City Tel. No. (088) 272-3869</p>		<p><b>Panabo Branch</b> Unit 1 Centino Realty, Quezon St., Panabo City Tel. No. (084) 822-3420</p>	<p><b>Sto. Tomas Kiosk</b> Taylor Bldg. Fd. Rd. #3 Sto. Tomas, Davao del Norte Tel. No. (084) 829-1331</p>
<p><b>Davao – Bajada Branch</b> Unit 1A - 3A GGO Summit Bldg., J.P. Laurel Ave., Bajada, Davao City Tel. No. (082) 225-8892</p>		<p><b>San Francisco Branch</b> Quezon St., San Francisco, Agusan del Sur Tel. Nos. (085) 839-3334/3438624</p>	<p><b>Bayugan Kiosk</b> Yakal Street, Taglatawan, Bayugan City Tel. No. (085) 830-4420</p>
<p><b>Davao – Buhagin Branch</b> Unit #6 Plug Holdings Inc., Nat'l Highway, Brgy. Buhangin, Davao City Tel. No. (082) 300-5034</p>		<p><b>Trento Kiosk</b> Block Tienda Bldg., Purok 7, Trento, Agusan del Sur</p>	<p><b>Nabunturan Kiosk</b> P-1, Sta. Teresita St., Nabunturan, Compostela Valley Province Tel. No. (084) 376-0172</p>
<p><b>Davao – Matina Branch</b> Km. 6 McArthur Highway, Matina Balusong, Brgy. Matina Crossing, Davao City Tel. No. (082) 297-4009</p>		<p><b>Tagum Branch</b> Dalisy St., Gante Road, Brgy. Magugpo West, Tagum City Tel. Nos. (084) 822-6462/400-4378</p>	<p><b>Mati Kiosk</b> Door 10, MJI Bldg., Rizal Ext., Mati City Tel. No. (087) 811-2054</p>
		<p><b>Dipolog Kiosk</b> EG Bldg., Arellano cor. Echavez St., Dipolog City Tel. No. (065) 212-4160</p>	<p><b>Toledo Kiosk</b> Sangi Road, Sangi, Toledo City Tel. No. (032) 466-1407</p>
		<p><b>Iligan Kiosk</b> Philam Bldg., S. Lluch St., Saray Pob., Iligan City Tel. No. (063) 221-0183</p>	<p><b>Madrid Kiosk</b> Barangay Quirino, Madrid, Surigao del Sur Tel. No. (086) 213-4034</p>
		<p><b>Gingoog Kiosk</b> Trinidad Baol corner C.V. Lugod, Gingoog City</p>	<p><b>Valencia Branch</b> G. Laviña Ave., Guinoyoran Rd., Poblacion, Valencia City Tel. No. (088) 828-2086</p>
		<p><b>Surigao Kiosk</b> 00515 Burgos St., Surigao City Tel. No. (086) 826-4219</p>	

# The real face of microfinance

Lush rice fields. Cool and pollution-free barrio breeze. Wailing piglets and chickens scratching the grounds for worms. It's fun to watch the mothers having fun, teasing each other, laughing on each shared joke and exchanging plans and ideas with the Enterprise Bank Account Officer.

The place for the center meeting was a small "purok" or kubo made of bamboo slats and nipa at the heart of Barrio San Vicente, Prosperidad, Agusan del Sur. The bamboo seats were tidy and shiny, obviously recently waxed. Newly-washed yellow curtains were neatly adorned to shield the sunrays from permeating inside the purok.

Around it were paddies recently planted with rice and clusters of small wooden houses fenced with shrubby flowering plants. It's not a hard place to locate actually. "You can easily spot the meeting place if you see lots of slippers at the doorstep or at the entrance of the house," an EBI Account Officer enthused.

Inside a purok was the small group of mothers clutching coin purses and wallets while waiting eagerly for the meeting to start. Beaming with timid grins they

greeted each other with "maayong buntag" (good morning) the moment a co-member entered the kubo. They coyly compressed to give space for the newcomers to sit on the long bench. Then, a petite mother motioned that the meeting was about to start in two minutes.

The meeting commenced with the pledge recited in unison by the mothers and the Account Officer. Amazingly, the group practiced proper parliamentary procedures as the meeting progressed.

They had the reading of minutes, adoption of minutes, presentation of new policies, reporting of payments and collections for the Microfinance Loans the members have availed from the bank and the open forum. As agreed policies of the ADIDAS center members, exchange of superfluous comments and eating were not allowed until all reporters completed the presentation.

When the meeting was finished, everyone loosened up. The account officer listened intently as one by one the mothers shared their expectations and experiences how the bank helped them tend and sustain their farms.

**Nenita Artos, a longtime member of ADIDAS CENTER, shared how she was able to buy two hectares of land planted with falcata and how she was able to send her children to college. Presently, her son is working abroad. "I was able to pay his placement fee with the help of Enterprise Bank," Nang Nene as she was locally known, recollected with pride.**

Most of the ADIDAS center members are rice/vegetable farmers and livestock raisers. Some also own little



**This is the real face of Microfinance. This is and will always be the incessant advocacy of ENTERPRISE BANK and KMFI.**

sari-sari stores and tend backyard livestocks to be able to sustain their daily subsistence before the harvest come.

To ensure that the loaned amount won't be spent for other unnecessary things, loans releases were not granted after harvest time when farmers had just sold their produce and have money earned out of their crops' profit. The ADIDAS Center Account Officer further explained that this was done to prevent the farmers from incurring unnecessary credits.

# KMFI

## The Corporate Social Responsibility

KMFI is the "arm" of EBI in extending financial assistance to the micro entrepreneurs in the countrysides to help them become self-sufficient and self-reliant. Founded on August 12, 2004, KMFI, known as Kalisod Mo Tabangan Ko Microenterprise Development for Community (KMTK-MeDevCo) pioneered in the delivery of microfinance development services in Lianga, Surigao del Sur and its neighboring areas.



Enterprise Bank, in partnership with its corporate arm, the Kamayo Mindanao Foundation Inc. (KMFI) also conducts trainings to teach the members livelihood skills and basic budget management to augment and stretch their income.

Lush rice fields. Cool and pollution-free barrio breeze. Wailing piglets and chickens scratching for worms. I watched the mothers had fun, teasing each other, exchanging and laughing on each shared joke and exchanging plans and ideas with the Account Officer.

This is the real face of Microfinance. This is and will always be the incessant advocacy of ENTERPRISE BANK.

For Enterprise Bank and KMFI, Microfinance is more than giving financial assistance to the farmers. They also extend trainings and seminars to educate the farmers how to manage their finances.

This is the way EBI and KMFI teach the cluster members to be self-reliant and creative to find ways how to sustain their daily needs. "EBI and KMFI don't just give fish but are actually teaching the simple folks to fish," an account officer shared alluding to a biblical quotation.

**While others dole out clothes and food for the day, Enterprise Bank through KMFI give education and help build communities that last a lifetime...**



## MICROFINANCE INVOLVEMENT

### Program HOPE (Holistic Opportunities towards People Empowerment)

Program HOPE has three components which are aimed to enhance micro-entrepreneurial capabilities of the entrepreneurial poor.

The implementation of Micro-Entrepreneurs' Guild strengthened the relationship between EBI and the clients. This was implemented to develop community organizing skills of field personnel as well as the center leaders.

Financial Education Project was put into operation to increase the financial literacy of clients. Enterprise Development Project was likewise designed to improve the skills of the clients in relation to the type of business and demand in market.

Lastly, the Social Involvement Project offered clients the opportunity to learn environmental conservation and protection.

### Health Plus

Health Plus provides an easy access of essential medicines and family planning commodities to people in the barangays. Authorized by the Food and Drug Authority, Health Plus outlets are operated by trained barangay health workers under the supervision of a licensed pharmacist.

Outlets are usually located near barangay health stations and health centers mainly in rural areas.

### Research and Development

The Progress-Out-Of-Poverty Index (PPI), was introduced by Grameen Foundation as a tool for determining the poverty levels of the clients. This determinant aids bank

Nestled in a laid-back community in Lianga, Surigao del Sur is a development center which advocacy is to help build a self-sustaining enterprises and livelihood for the micro-entrepreneurs.

personnel in identifying which microfinance products and services are most appropriate for the clients.

KMFI had already conducted several studies to profile the poverty status of the clients of EBI. From the study results, EBI was able to draw significant relationship of poverty likelihood to other factors such as age, number of household members, duration as client and number of loan cycles availed.

### The K-Sustaining Membership Project

Member clients are given other loan opportunities through K-Sustaining Membership Project. Educational loan, emergency loan and funeral loan are made available to assist them in times of need to spare their savings. K-SMP is a practical method to curb delinquencies as there are cases when clients use their cash intended for livelihood for other emergency purposes.

### Human Resource Development

It is important for Enterprise Bank and KMFI to have well-trained, properly-equipped and dedicated account officers and staff in its forefront who believe and embrace its advocacies. To sustain their efficiency, periodic trainings especially on Microfinance and Capacity Development for both Account Officers and Microfinance Social Development Officers are conducted to teach account officers the knowledge and skills in marketing and collecting and at the same time, performing the tasks of a development worker.

To date, Human Resource Development administered a total of 12 trainings for January to December, 2010.

## Board of Trustees

- Ignacito Alvizo
- Atty. Ronald Alvizo
- Emma Requilme
- Dr. Editha Mosquera
- Atty. Romelia Ongayo



Kamayo Mindanao Foundation, Inc. (KMFI) started with a humble vision of community economic development – to see families being self-sufficient and self-reliant.

Founded on August 12, 2004 as Kalisod Mo Tabangan Ko Microenterprise Development for Community (KMTK-MeDevCo) Foundation Inc., KMFI pioneered in the delivery of microfinance development services with its mission in assisting poor families. It was later renamed as Kamayo Mindanao Foundation Incorporated (KMFI).

As the social corporate arm of Enterprise Bank, KMFI extends social enterprise development initiatives to the micro entrepreneurs in the countrysides, thus putting a human face to development.



They started off doing business with only guts to wager and used life's adversities to achieve their dreams for better life. With Enterprise Bank as business partner, they are assured of a sustainable business and stable income source and comfortable lifestyle even during retirement age.

## our clients...

**I**sabelita O. Villarin or Nanay Sabel is a simple housewife and a hardworking agri-entrepreneur who owns a 3.8 hectare of land she inherited from her parents situated in the northern Barangay of Cuambogan in Tagum City. A decade ago, she had difficulty in turning such idle land into a money-making property. Fate smiled on her when Enterprise Bank introduced its microfinance program back in 2003.

She was then the Chair of Committee on women's welfare in their Sangguniang Barangay and President of the Council of Women when she learned about this program. Since there was no existing livelihood program in their barangay that time, she initiated to organize a 25-member group. All members underwent various of seminars conducted by an account officer of Enterprise Bank.

With the loan of PhP50,000.00 she had availed from EBI, she was able to sustain her banana farms. "My land would have been idle up to now if not for Enterprise Bank" she shared.

Nanay Sabel is also an active and hardworking center chief. With initial membership of 25 individuals, her center has grown and has spun off to other centers. She also monitors the center's credit status and sees to it that no late loan or default payment would be incurred by the members. Her center is Class A which means, it has low delinquency rate.

To date, Nanay Sabel is the leading EBI microfinance dependable and credit-worthy client in her community.

**D**espite being near the retirement age, Arean Ananoria doesn't show signs of slowing down in his expanding business. In fact, his choice to have Enterprise Bank as his business partner is part of his grand plans to establish more business enterprise in preparation for his plans as a private citizen.

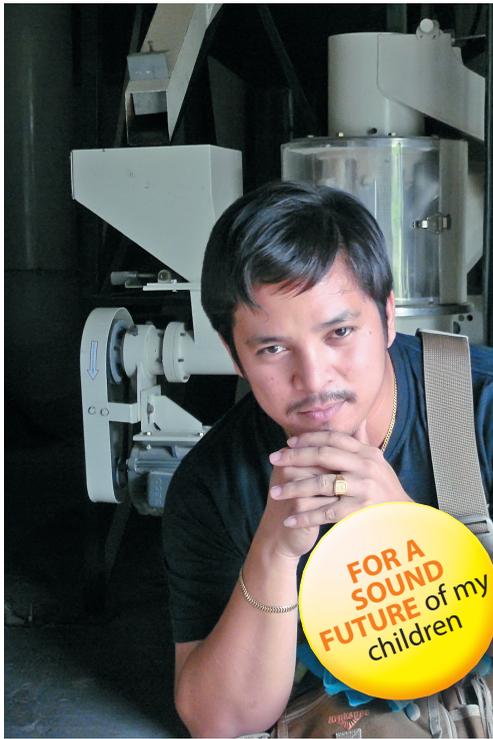
"EBI is one bank that takes care of its clients. It ensures expeditious and hassle-free processing of loans. Plus, its account officers are very accommodating to the clients," Mr. Ananoria shared.

Mr. Ananoria used the loaned amount he got from the Enterprise Bank to sustain his gasoline station, expand his convenience store and other agri-related businesses.

As the present planning officer of the very progressive Municipality of San Francisco, Agusan del Sur, his experience as such apparently beefs up his being a good planner of his own personal businesses too.

This big man with a big heart may be meticulous with government matters but when it comes to his grandchildren, he is a softy teddy bear. "After retiring from the public office, I look forward to spend more time with my three grandchildren while at the same time, attending to my business." The 63-year-old grandfather mused.

Mr. Ananoria obviously plans a better roadmap after his retirement from the government service.



“No guts, no glory” seems to be the battle cry of these resolute entrepreneurs who are out to carve their own destiny through business. They even welcome in any business endeavor. Most of the time, they always emerge ahead of the pack.

## our partners

**B**orn from families of businessmen, Jackie Ondoy and his wife Jeannie are set to establish profitable business stronghold in Libungan, North Cotabato. At young age, they already own a grocery store and are doing good in their rice and corn dealership. Their scope of operations extends to southern and western Mindanao.

While at the same time, tending to their two children the couple personally manage their grocery store and rice and corn retail store. With the help of their fifteen dedicated employees, their businesses are slowly expanding and their clients increase in folds.

Seeing the potential to expand their business, they sought to apply for loans from the Enterprise Bank for additional capital.

Like most Enterprise Bank clients, they are also very satisfied with the bank's services. The loans releases are not delayed, the account officers are accommodating and competent.

Despite the stiff competition in their turf, the couple are confident that their business will yield sure return of investment. They have stable clients and dependable suppliers and their business establishments are located near the public areas.

Equipped with sharp business acumen, solid partnership with EBI and enough capital for a new business venture, this young entrepreneur is going not nowhere but forward.

**A**chieving success for Norberto Pilapil did not come in a snap of his fingers. It was no easy feat. For years, he dreamed to have a business of his own to prepare for his children's education. With the proceeds he had from the four pigs he sold as his capital, he started his agri-feeds business in Poblacion Matanao, Davao del Sur.

Norberto is a hands-on businessman. He personally runs his Kart and Kyle's Agri-feeds Store. His constant interaction with his costumers makes him updated and aware of the trends and needs of the hog and poultry raisers in the Municipaity of Matanao.

Despite having many competitors in the area, customers prefer to frequent his store. And in a short span of time, his Kart and Kyle's Agri-feeds Store has branched out and Norberto is presently operating five different outlets distributed in Digos City and Bansalan areas.

“At first, when the account officer from EBI offered me their business loan portfolio, I was hesitant because I've been disappointed with other banks' services,” Norberto shared. He further revealed that other banks always promised to grant loans but the processing takes too long that he sometimes missed good business opportunities. “Worse, they simply disapprove the loan without even a notice,” he added.

Mr. Pilapil is very grateful that Enterprise Bank trusts him enough to grant his loans to finance the constructions and for additional capital of his other branches

“Moreover, I am very satisfied with their fast loans processing too. I've finally found a perfect business partner in Enterprise Bank,” Mr. Pilapil concluded.

**ENTERPRISE BANK**  
Keeping business personal

Because we believe that entrepreneurship helps build vibrant communities.

Enterprise Bank has touched the lives of more than 70,000 SME and consumer clients.

AVAIL of the following loan products:  
Microfinance Loans  
Small Business Loans  
Consumer Loans

**microfinance**

The **Kalisod Mo Tabangan Ko (KMTK)** is a credit program which adopts the basic GreenBank model of **solidarity lending** to clients belonging to the **entrepreneurial** segment of the society.

Keeping Business Personal  
Enterprise Bank, Inc.

## LOAN PRODUCTS

### Microfinance

**Livelihood Loan** – Provides additional working capital for enterprising women who are willing to join small savings and borrowing group.

**Micro-agri Loan** – Answers needs of farmers for inputs and labor costs.

**House Repair Loan** – Offered to livelihood and micro-agri loan clients who have been with the program for at least one year. This product is intended for the clients' house repair and improvements projects.

**Multi-purpose Loan** - To ensure that loans intended for business enterprises are really used for the purpose, the multi-purpose loan is offered to clients to use for their other financial needs such as in times of emergencies, sickness, enrollments and similar circumstances. This product is also available to microfinance clients who had been with the bank for at least one year.

**Consumer Loan** is available to employees of EBI-accredited private and public institutions, regardless of loan purpose.

**Small Business Loan** is designed for individuals engaged in micro or small-scale industries. It offers term loan or working capital financing with flexible payment terms based on the client's business cash flow.

**ENTERPRISE BANK, INC.**  
Keeping business personal

**DEPOSITS**

**SMALL BUSINESS LOAN**

Because we believe that entrepreneurship helps build vibrant communities and a strong nation...

**MICRO-FINANCE LOAN**

The **Kalisod Mo Tabangan Ko (KMTK)** is a credit program which adopts the basic GreenBank model of **solidarity lending** belonging to **entrepreneurial** segment of the society.

Keeping Business Personal

Problems with money transfer?  
**EB1 EASY PADALA CASH CARD**  
With **EB1 EASY PADALA CASH CARD**, you are assured that your hard-earned money reaches your loved ones without delay, wherever they may be.

## DEPOSIT PRODUCTS

**Savings Account** - with an affordable maintaining balance of just P200.00, the account earns 1% p.a.

**Checking Account** – offers entrepreneurs the convenience of paying bills and other business transactions through checks, with low maintaining balance of P3,000 for individuals and P10,000 for corporations.

**Asenso Checking** - with higher interest rate, Asenso checking bears 3.5% interest rate p.a. for a minimum maintaining balance of P25,000. This account also comes with a passbook for easier balance monitoring.

## OTHER SERVICES

- Collecting agent for Social Security System & Philhealth premiums
- Money Transfer Services
- Payroll Servicing
- Cash Cards





Triodos Doen, based in Netherlands invests in microfinance institutions in the form of loans and equity investments. EBI received its first loan for microfinance in 2007.



investing in people

Oikocredit is one of the world's largest sources of private funding to the microfinance sector. It also provides credit to trade cooperatives, fair trade organizations and small-to-medium enterprises in the developing world.



PlaNet Finance Group is a leading microfinance group whose mission is to alleviate poverty through financial inclusion. This partnership will create fully-integrated investment processes, enabling PlaNIS to expand its local presence and increasing synergies between responsAbility and PlaNet Finance Group.



Oxfam Novib is the Dutch affiliate of the international Oxfam organization. It is an association dedicated to establishing a fair world with base in the Hague. EBI became a recipient of a working capital in October, 2006.



Triple Jump is a microfinance investment manager based in Amsterdam, the Netherlands. It offers professional fund management services to investors, and provide loans and equity investments to microfinance institutions (MFIs).



investment management

Incofin Investment Management manages funds that invest in microfinance institutions (MFIs) in developing countries. As a specialist in rural microfinancing, Incofin's main goal is to reach out to people who live in more secluded rural areas and/or who are active in the agricultural sector. From its offices in Belgium, Colombia and India, it finances and supports organizations in over 40 countries.



**Peoples Credit and Finance Corporation**

PCFC is a government corporation created through Admin. Order 148 (September 8, 1994) as an alternative banking, financing and credit system that provides affordable credit specifically microfinance to the marginalized sector of the country. EBI became an accredited partner in 1997.



**NATIONAL LIVELIHOOD DEVELOPMENT CORPORATION**

7th Floor One Corporate Plaza, 845 A. Arnaiz Ave. Makati City, Philippines 1223

National Livelihood Development Corporation is a government corporation mandated to provide a fund delivery system and an organizational machinery for socialized livelihood credit. In 2005, EBI was granted larger credit line for lending to small, marginal farmers who are agrarian reform beneficiaries.



**Banko Sentral Ng Pilipinas**

The BSP supports the economic and social development objectives of the government through advocacy programs in microfinance, financial education and consumer protection, economic information and overseas Filipinos' remittances environment.



**LANDBANK**

The Landbank of the Philippines is a government financial institution that has assisted EBI in financing farmers SMEs and government employees since 1995.



The Development Bank of the Philippines, a government financial institution that granted EBI credit line specifically for housing projects for microfinance borrowers in January, 2006.



**The Bank of the Philippine Islands**

The Bank of the Philippine Islands brings its 156 years of banking experience in its partnership with EBI that started in 2009.



BPI Globe BankKO is a partnership among the BPI, Globe Telecom and Ayala Corporation to establish the country's first microfinance-focused bank that combines banking standards and delivery networks with mobile technology platforms within a business framework of social responsibility and sustainable development.



UCPB Savings Bank serves mainly middle-income professionals, medium-sized business and entrepreneurs in the urban areas and the bigger municipalities outside the Metro Manila. It provides deposit services, commercial and consumer credit facilities.



UCPB-CIIF is the corporate social responsibility arm of the UCPB-CIIF Group of Companies. EBI was accredited in July of 1996 as conduit in financing coconut farmers in Mindanao.



**SMALL BUSINESS CORPORATION**

Small Business Corporation, a financial institution offering a wide range of financial services specifically for small and medium enterprises, accredited EBI in 2006 as conduit for MSME financing.



The Philippine Business for Social Progress is composed of a group of businesses that want to create meaningful social change. The Foundation has over 230 corporate members and growing, who contribute millions of pesos every year to fund poverty reduction projects.

Financial Statements of  
**Enterprise Bank, Inc.** (A Rural Bank)  
December 31, 2010 & 2009

## REPORT OF INDEPENDENT AUDITORS

The Board of Directors and Shareholders  
**Enterprise Bank, Inc. (A Rural Bank)**

We have audited the accompanying financial statements of Enterprise Bank, Inc. (A Rural Bank), which comprise the statements of financial position as at December 31, 2010 and 2009, and the related statements of income, changes in equity and cash flows for the years then ended, and notes to financial statements comprising of a summary of significant accounting policies and other explanatory notes.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Philippine Financial Reporting Standards, and for such internal control as management determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with Philippine Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audits to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion of the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the financial statements present fairly, in all materials respects, the financial position of Enterprise Bank, Inc. (A Rural Bank) as of December 31, 2010 and 2009, and of its financial performance and its cash flows for the years then ended, in accordance with Philippine Financial Reporting Standards.

*Quilab Cablin Bato & Co*

TR No. CDO 215434 A  
January 3, 2011  
Cagayan de Oro City

March 31, 2011  
Cagayan de Oro City, Philippines

## STATEMENTS OF FINANCIAL POSITION

Enterprise Bank, Inc. (A Rural Bank)

<b>December 31</b>	<b>2010</b>	<b>2009</b>
<b>ASSETS</b>		
Cash	P198,967,277	P179,200,157
Loans and Receivables	1,147,229,504	1,029,654,536
Held-to-Maturity Investments	20,892,570	21,549,331
Bank Premises, Furniture, Fixtures and Equipment	58,763,879	61,802,669
Investment Property	12,873,029	13,215,635
Other Assets	34,736,076	28,294,712
	P1,473,462,335	P1,333,717,040
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
Liabilities		
Deposit Liabilities	P488,008,636	P402,488,473
Bills Payable	703,568,663	684,846,262
Other Liabilities	91,131,660	58,859,413
Unsecured Subordinated Debt	50,000,000	50,000,000
Total Liabilities	1,332,708,959	1,196,194,148
<b>Shareholders' Equity</b>		
Share Capital	50,835,500	50,835,500
Reserves	89,917,876	86,687,392
	140,753,376	137,522,892
	P1,473,462,335	P1,333,717,040

# STATEMENTS OF INCOME

Enterprise Bank, Inc. (A Rural Bank)

Years Ended December 31	2010	2009
<b>INTEREST INCOME</b>		
Loan and discounts	P277,107,583	P201,253,069
Bank deposits and investment securities	3,070,882	2,999,887
	<u>280,178,465</u>	<u>204,252,956</u>
<b>INTEREST EXPENSE</b>		
Bills payable	70,054,770	56,599,220
Deposit Liabilities	20,099,471	14,532,967
Subordinated debt	2,420,162	2,420,162
	<u>92,574,403</u>	<u>73,552,349</u>
<b>NET INTEREST INCOME</b>	187,604,062	130,700,607
PROVISION FOR IMPAIRMENT LOSSES	32,366,753	19,458,414
PROFIT AFTER LOAN IMPAIRMENT LOSSES	155,237,309	111,242,193
SERVICE FEES AND OTHER CHARGES	144,088,676	147,841,333
PROFIT BEFORE OTHER EXPENSES	299,325,985	259,083,526
<b>OTHER EXPENSES</b>		
Compensation and fringe benefits	119,801,853	93,917,734
Other operating expenses	126,139,687	120,810,108
Depreciation	16,008,659	14,672,604
	<u>261,950,199</u>	<u>229,400,446</u>
<b>PROFIT BEFORE INCOME TAX EXPENSE</b>	37,375,786	29,683,080
INCOME TAX EXPENSE		
Current	20,381,519	14,213,718
Deferred	(9,710,026)	(5,837,526)
	<u>10,671,493</u>	<u>8,376,192</u>
<b>PROFIT FOR THE YEAR</b>	P26,704,293	P21,306,888

## STATEMENTS OF CHANGES IN EQUITY

Enterprise Bank, Inc. (A Rural Bank)

December	2010	2009
<b>SHARE CAPITAL (Note 15)</b>		
<b>Preferred Shares – P100 par value</b>		
Opening balances	P8,215,700	P6,215,700
Additional preferred shares issued during the year	-	2,000,000
Closing balances	8,215,700	8,215,700
<b>Common Shares – P100 par value</b>		
Opening balances	42,619,800	42,619,300
Additional shares issued during the year	-	500
Closing balances	42,619,800	42,619,800
Total Share Capital	50,835,500	50,835,500
<b>RESERVES</b>		
<b>Surplus Reserves</b>		
Opening balances	11,446,973	10,290,973
Additions during the year	-	1,156,000
Closing balances	11,446,973	11,446,973
<b>Surplus and Undivided Profits</b>		
Opening balances, as originally stated	75,240,419	55,652,280
Adjustment to establish deferred assets in prior years	-	6,777,046
Opening balances, as restated	75,240,419	62,429,326
Dividends declared during the year	(5,000,000)	(5,000,000)
Direct credits (charges) during the year	(18,473,809)	(3,495,795)
Profit for the year	26,704,293	21,306,888
Closing balances	78,470,903	75,240,419
Total Reserves	89,917,876	86,687,392
	P140,753,376	P137,522,892

## STATEMENTS OF CASH FLOWS

Enterprise Bank, Inc. (A Rural Bank)

Years Ended December 31	2010	2009
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Profit before income tax expense	P37,375,786	P29,683,080
Add (deduct) adjustments for:		
Provision for impairment on loans and receivables	32,366,753	19,458,414
Depreciation	16,008,659	14,672,604
Interest income from bank deposits	(3,070,882)	(2,999,887)
Operating income before changes in working capital	82,680,316	60,814,211
Changes in working capital, excluding cash:		
Decrease in loans and receivables	(149,941,721)	(405,148,064)
Increase in other liabilities	35,342,588	6,991,120
Increase in deposit liabilities	85,520,163	137,122,238
Net cash used for operations	53,601,346	(200,220,495)
Interest income	3,070,882	2,299,887
Income taxes paid	( 13,741,834)	(6,029,506)
Net Cash used for Operating Activities	42,930,394	(203,250,114)
<b>CASH FLOWS FROM FINANCIAL ACTIVITIES</b>		
Increase in bills payable	18,722,401	180,523,895
Direct (charges) credits to surplus and undivided profits	(18,473,809)	(3,495,795)
Dividends declared	(5,000,000)	(5,000,000)
Proceeds from unsecured subordinated debt	-	50,000,000
Proceeds from issuance of additional preferred shares	-	2,000,000
Increase in surplus reserve	-	1,156,000
Proceeds from issuance of additional common shares	-	500
Net Cash (Used for) Provided from Financing Activities	(4,751,408)	225,184,600
<b>CASH FLOWS INVESTING ACTIVITIES</b>		
Net additions to property and equipment	(12,969,869)	(19,622,960)
Increase in other resources	(6,441,364)	(8,126,933)
Decrease (increase) in investment property	342,606	(4,981,584)
Increase in held-to-maturity investments	656,761	(233,644)
Net Cash Used for Investing Activities	(18,411,866)	(32,965,121)
<b>NET INCREASE (DECREASE) IN CASH</b>	19,767,120	( 11,030,635)
<b>OPENING CASH</b>	179,200,157	190,230,792
<b>CLOSING CASH</b>	P198,967,277	P179,200,157

# microfinance & enterprise bank

## **MICRO**finance

Microfinance is one of the most effective tools in poverty alleviation. Its positive gamut encompasses the needs of the marginalized sectors in the countrysides. It was slowly gaining popularity in 1990s when some of the other neighboring asian countries began to establish microfinance policies and various financial services that touched and changed the lives of mostly women clients.

To cite one, the Grameen (Village) Bank founded in 1983 in Bangladesh is one of the pioneers of this innovative microfinance approaches that provides credit to the poor. It successfully helps the world's poorest to escape from poverty and improve their lives through small loans to finance their crops and other backyard livelihood.

## **AS TOOL** against poverty

Acknowledging the scores of microfinance benefits, the Philippine government joined the fray and had formally engaged in Grameen patterned credit assistance in the same year, 1990. With its more than a hundred fertile islands, livestock and agri-industries are sure source of livelihood to its multi-cultural denizens which a large number belongs to the marginalized sector.

It was the late President Corazon Aquino who rallied the innovations of the Philippine Microfinance and Microenterprise industries as effective means to address poverty in the country. Through microfinance, the government was able to provide the poor with easy access to credit and small working capital for their productive livelihood activities.

In the same year of 1990s, the Philippine government created three crucial moves to support the propagation of microfinance. First, The National Union of Credit was established to formulate framework of policies that would hasten the delivery of services to the marginalized folks. Second was the drafting of the National Strategy for Microfinance that strategically defined the role of the private sector and adopts key policy principles of the market-oriented financial and credit systems. This National Strategy Microfinance draft was even presented during the first Microfinance Summit in Washington DC in 1997.

Third, the Philippine Government issued Executive Order 138 in 1999 by encouraging the participation of the private sectors in delivering credit services.

## **ENTERPRISE BANK** and...

Two decades before the microfinance gained its momentous popularity, a community bank based in Lianga, Surigao del Sur had been extending similar microfinance assistance to the local folks, especially the women sector. Established by Mr. Ignacito U. Alvizo and his fellow investors in May 10, 1976, the New Rural Bank of Lianga was already providing financial alternatives to the families who were adversely affected when logging was banned in the province of Surigao.



Imbued with commitment to help build vibrant and self-sustaining communities in Surigao del Sur and its neighboring areas, the New Rural Bank of Lianga which was later renamed as Enterprise Bank in 1998 became accredited by the PFCF as one of its program partners in Mindanao. The accreditation was the onset of the full blast implementation of the bank's diverse microfinance programs.

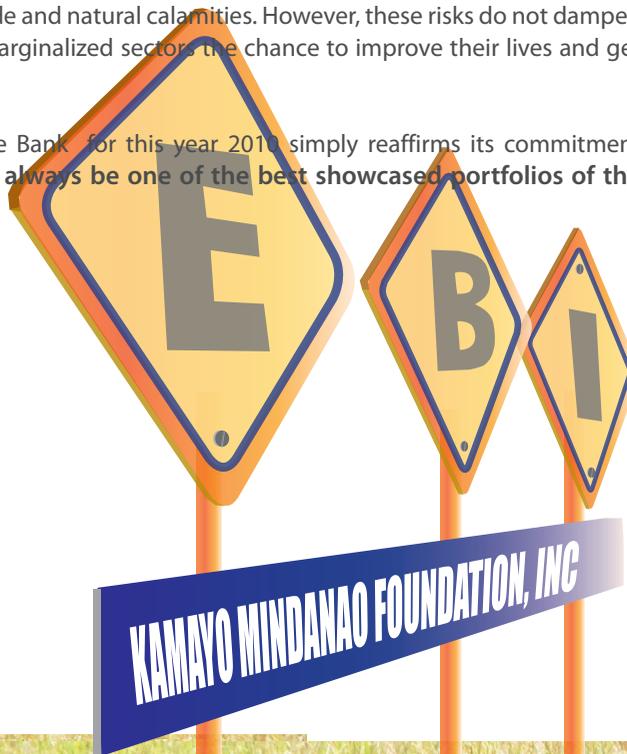
## **KAMAYO MINDANAO FOUNDATION, INC.**

Enterprise Bank, through the Kamayo Mindanao Foundation, Inc. (EBI's corporate arm) has already reached and benefited many households in the countryside with its easier to avail microfinance assistance (especially the micro-crop loans). To avail the loan, no hard collateral is required from the borrowers. Instead, they are organized into a center or cluster composed of not less than fifteen members as co-guarantors.

An account officer is tasked to oversee each cluster's production and livelihood activities so that the working capital will not be diverted to finance non-livelihood related activities. The account officer ensures that necessary system, control measures and intensified monitoring activities are effected to curb delinquency in loans payments.

For some financial institutions, offering microfinance assistance, especially micro-crop loans may be discouraging because loans repayments are dependent on crop yields which are likewise, dependent on many factors like weather and other man-made and natural calamities. However, these risks do not dampen the commitment of EBI to continue giving marginalized sectors the chance to improve their lives and get out of poverty.

The more intensified campaign of Enterprise Bank for this year 2010 simply reaffirms its commitment and advocacy. **For sure, microfinance will always be one of the best showcased portfolios of the Enterprise Bank.**



**Enterprise Bank**, has already reached and benefited many households in the countryside with its easier to avail microfinance assistance (especially the micro-crop loans). To avail the loan, no hard collateral is required from the borrowers. Instead, they are organized into a center or cluster composed of not less than fifteen members as co-guarantors.



[www.ebi.ph](http://www.ebi.ph)