

HPP Employees Multipurpose Cooperative

An Overview

Val Hilario

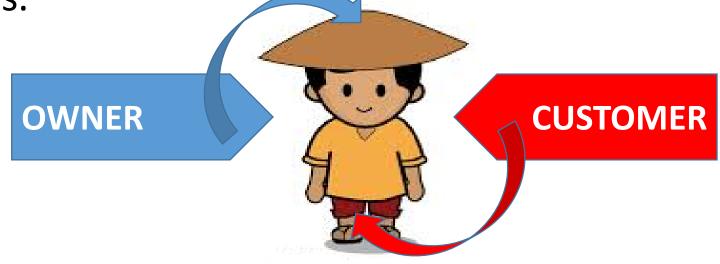
What is a cooperative?

• Based on Republic Act 9520 (Philippine Cooperative Code of 2008):

A cooperative is an autonomous and duly registered association of persons, with a common bond of interest, who have voluntarily joined together to achieve their social, economic, and cultural needs and aspirations by making equitable contributions to the capital required, patronizing their products and services and accepting a fair share of the risks and benefits of the undertaking in accordance with universally accepted cooperative principles.

Members are Owners are Customers

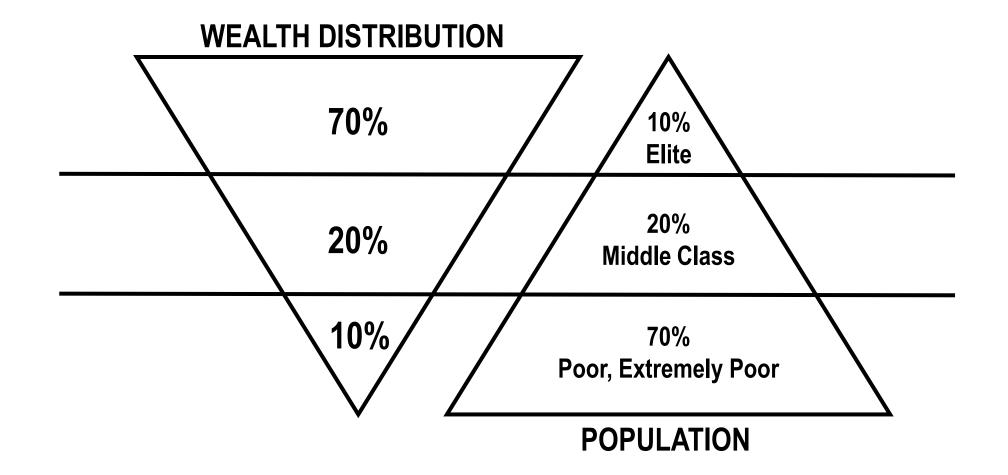
In a cooperative, members provide the capital the cooperative needs to run the business; therefore, members are the real owners of the cooperative. At the same time, they are its main customers. For this reason, the success of the cooperative also depends on how well members patronize its business.



Corporation vs Cooperative

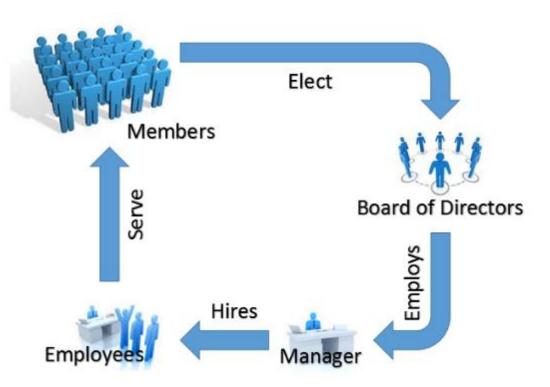
CORPORATION	COOPERATIVE
Business	Business
Professionally Managed	Professionally Managed
Legal Entity	Legal Entity
Securities and Exchange Commission	Cooperative Development Authority
Shareholders ≠ Customers	Shareholders = Members = Customers
Number of votes depend on investment	One Member, One Vote
No Patronage Refund	Patronage Refund
Taxable	Tax Free

What Cooperatives try to Address



Members are the Highest Governing Body

As owners, members are the supreme authority and they exercise that authority when they meet in a general assembly every year, and through the board of directors and other committees they elect democratically during the assembly. These elected officers are accountable to them.



Cooperative Values and Guiding Principles

Values

Self-help, Democracy, Equality, Equity, Solidarity

Principles

- 1. Voluntary and Open Membership
- 2. Democratic Member Control
- 3. Member Economic Participation
- 4. Autonomy and Independence
- 5. Education, Training, and Information
- 6. Cooperation Among Cooperatives
- 7. Concern for the Community



Cooperatives around the world adhere to these same Values and Principles.

There are different types of Cooperatives

- Agrarian Reform
- Consumers
- Cooperative Bank
- Credit
- Education
- Electric

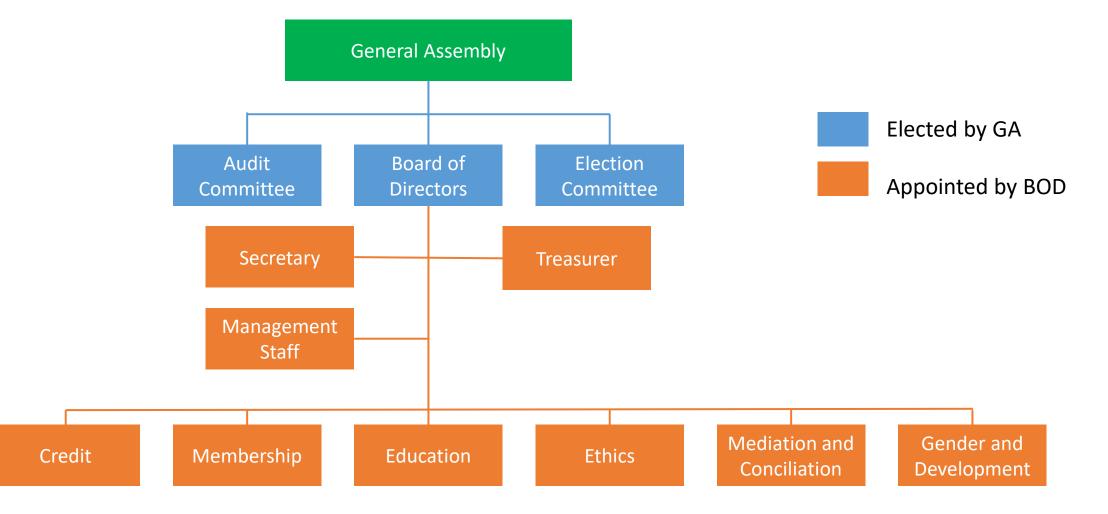
- Fishermen
- Insurance
- Marketing
- Multi-Purpose
- Producers
- Service

- Transport
- Water Services
- Workers
- Others



• HPPEMC is a Multipurpose Cooperative.

Typical Organizational Structure



The HPP Employees Multipurpose Cooperative



Centered on Employees, Promote thrift among members, Forced savings, Meet financial needs

What is <u>HPPEMC</u>?

- A multipurpose cooperative of DXC, HPE, HPI, Computer Sciences Corporation, Micro Focus, and ITSM Corporation employees in the Philippines. Other IT/BPO Companies may join by entering into a MOA with HPPEMC.
- Originally registered with the Cooperative Development Authority of the Philippines as HPP Employees Credit Cooperative on August 27, 2014 with a starting share capital of P64,000.00 from 20 founding members.



HPPEMC Today (end Jul 2020)

2014: From 20 Founding Members and P64,000.00 Capital



P 123,664,319.95 TOTAL LOANS RELEASED (end 2019 figures)

~4000 PETTY CASH, **~1200** BIRTHDAY LOANS, **~650** MULTIPURPOSE LOANS, **~250** EDUCATIONAL LOANS, **~120** HOUSING LOANS, **~100** CAR LOANS, **~100** TRAVEL LOANS, **~100** HOSPITALIZATION LOANS, **~100** EMERGENCY LOANS, **~75** CREDIT CARD BUSTER LOANS, **~50** APPLIANCE LOANS, **~15** WEDDING LOANS

What's in it for members?

- Forced Savings allows employees to save through auto-payroll account deductions
- Investment earn dividends on share capital contributions
- Loans low interest and fast processing





Sample HPPEMC Loan Products

http://hpp.coop/services/loan-products

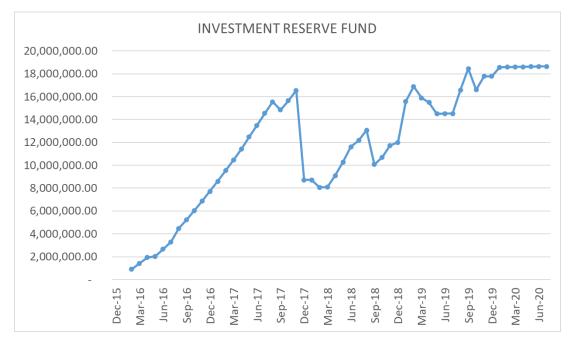
Loan Type	Loan Entitlement	Loan Ceiling	Diminishing Interest Rate	Effective Monthly Rate	Service Fee	Retention Fund	Maximum Payment Term
Petty Cash	P5,000	P5,000	N/A	2%	P100	None	1 month
Emergency	P10,000	P10,000	16%	0.79%	P200	None	6 months
Birthday Loan	See Birthday Loan Table	P20,000	16%	As low as 0.79%	P200	None	6 months
Educational	5 x equity	P50,000	18%	0.83%	P200	10%	12 months
Hospitalization	5 x equity	P50,000	18%	0.83%	P200	10%	12 months
Appliance	5 x equity	P50,000	24%	1.12%	P200	10%	12 months
Motorcycle	5 x equity	P50,000	24%	1.12%	P200	10%	12 months
Wedding	5 x equity	P50,000	24%	1.12%	P200	10%	12 months
Travel	5 x equity	P50,000	24%	1.12%	P200	10%	12 months
Multipurpose	5 x equity	P100,000	36%	1.74%	P200 or 0.5%	10%	24 months
Housing	5 x equity	P100,000	18%	0.83%	P200 or 0.5%	10%	24 months
Car Equity	5 x equity	P100,000	18%	0.83%	P200 or 0.5%	10%	24 months
Associate Loan	75% Equity	75% Equity	16%	0.79%	P200 or 0.5%	None	24 months
Share Capital Loan	Equity	Equity	16%	0.79%	P200 or 0.5%	None	24 months

LOAM AMOUNT	HPPEMC TENURE REQUIREMENT
Up to P25,000	3 months
P25,001 to P50,000	6 months
P50,001 to P75,000	9 months
P75,001 to P100,000	12 months

LOAM AMOUNT	CO-MAKERS NEEDED
Up to P5,000	0
P5,001 to P25,000	1
P25,001 up	2

	2014	2015	2016	2017	2018	2019	YTD 07/31/20
ASSETS							
Cash and Cash Equivalents	94,050.00	768,741.20	1,520,322.02	7,499,755.23	5,987,728.43	7,893,245.81	17,624,219.72
Loans Receivable	52,500.00	5,650,944.71	11,297,708.89	15,939,920.59	20,579,778.13	24,659,810.33	22,632,842.2
Investment Property				9,366,430.01	9,366,430.01	9,366,430.01	9,366,430.0
Equipment/Inventory/Prepaid Exp/Supplies		57,541.65		70,608.37	516,537.99	779,748.43	1,917,296.0
Long-Term Investment - NATCCO			100,000.00	100,333.33	104,338.89	108,459.04	108,459.0
Investment in St. Peter						103,140.00	114,600.0
Investment Reserve Fund			7,760,324.58	8,706,660.10	12,004,755.56	17,795,493.20	18,640,380.7
TOTAL ASSETS	146,550.00	6,477,227.56	20,678,355.49	41,683,707.63	48,559,569.01	60,706,326.82	70,404,227.7
LIABILITIES							
Savings Deposit	59,758.77	585,095.37	1,670,107.67	2,106,465.44	3,627,055.24	7,923,021.67	11,858,352.2
Time Deposit		301,125.00	392,392.54	451,804.17	711,394.29	635,115.37	903,246.7
Accounts Payable	16,297.50	22,000.00	87,834.88	6,378.82	1,247.50	29,467.18	40,039.8
Unearned Income		52,514.79	8,858.13	-			
Due to Federation		2,576.48	96,742.79	169,216.19	193,034.45	111,949.65	106,949.0
Members Raffle Fund			163,247.48	308,955.97	336,860.00	266,070.00	356,960.3
Damayan Fund			14,780.00	-			
Interest on Share Capital Payable		79,355.50	640,330.90	498,471.91	836,169.85	1,411,174.37	
Patronage Refund Payable		34,009.50		213,630.82	92,907.76	249,030.77	
Finance Lease Payable				9,326,430.01	1,560,895.69	936,537.37	572,328.3
EQUITY							
Share Capital & Retention Fund	103,700.00	5,206,168.35	16,263,426.04	26,050,987.18	37,120,397.25	44,938,486.34	50,312,734.9
Statutory Funds	(33,206.27)	194,382.57	1,340,635.06	2,551,367.12	4,079,606.97	4,205,474.10	4,111,274.1
Net Surplus				-			2,142,342.1
TOTAL LIABILITIES AND EQUITY	146,550.00	6,477,227.56	20,678,355.49	41,683,707.63	48,559,569.00	60,706,326.82	70,404,227.7

Investment Reserve Fund

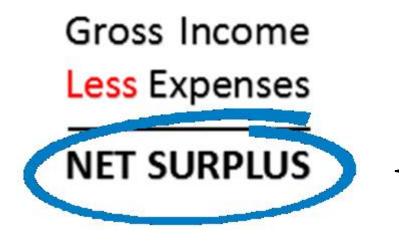


- 30% of monthly collection goes to IRF or Investment Reserve Fund for the purpose of building up capital for future investment or business venture.
- Monthly collection is currently at around P5M. Thus, around 1.7M goes to IRF every month.
- Our IRF allowed us to acquire 2 Ayala condominium units in Tagaytay in 2017.

Loans Released

Loan Type	2015 Released	2015 Total Loan Amount	2016 Released	2016 Total Loan Amount	2017 Released	2017 Total Loan Amount	2018 Released	2018 Total Loan Amount	2019 Released	2019 Total Loan Amount
PETTY CASH LOAN	68	340,000.00	404	2,018,095.00	811	4,032,200.00	1201	5,992,800.00	1460	7,301,110.37
BIRTHDAY LOAN	74	738,000.00	211	2,088,900.00	282	2,800,012.76	273	3,700,689.03	355	5,687,506.23
HPP EPP 0% PROMO	11	358,090.00	32	406,717.88	2	16,090.00	6	302,960.00	1	35,990.00
MULTIPURPOSE LOAN	36	2,601,613.90	90	4,908,176.38	158	7,230,572.01	171	7,732,520.67	156	8,681,493.05
EDUCATION LOAN	36	1,775,950.00	46	1,998,332.94	54	2,381,169.33	54	2,070,415.17	53	2,103,817.78
HOUSING EQUITY LOAN	4	319,000.00	27	2,223,034.13	34	2,171,520.80	25	1,563,452.43	22	1,952,686.68
CAR EQUITY LOAN	4	440,000.00	30	2,220,018.50	23	1,548,631.70	18	1,635,454.98	25	2,258,300.00
TRAVEL LOAN	6	220,000.00	21	668,890.30	17	637,344.68	30	804,879.53	30	1,084,897.94
EMERGENCY LOAN	6	60,000.00	22	215,000.00	20	190,000.00	13	130,000.00	12	103,524.68
HOSPITALIZATION LOAN	10	501,600.00	14	607,200.00	19	742,461.95	13	548,315.83	11	459,704.23
APPLIANCE LOAN	3	165,680.00	7	344,023.47	7	195,964.69	13	539,868.91	16	501,270.00
CREDIT CARD BUSTER LOAN	6	296,487.64	10	410,391.86	15	504,587.83	9	337,767.73	6	148,875.98
CO-MAKER LOAN	0	-	2	67,245.36	31	469,922.05	18	189,539.75	28	421,078.65
EPP LOAN (REGULAR)	3	52,833.00	0	-	7	236,500.00	1	5,379.00		
WEDDING LOAN	2	110,000.00	1	55,000.00	1	55,000.00	1	55,000.00	4	220,000.00
ABENSON LOAN	0	-	2	47,187.80	3	54,219.00	3	64,658.00	1	7,914.50
SHARE CAPITAL LOAN	0	-	0	-	61	2,476,499.02	104	4,660,643.34	164	6,992,117.56
ASSOCIATE MEMBER LOAN	0	-	0	-	3	48,035.00	7	277,500.00	12	758,000.00
MOTORCYCLE					3	115,500.00	4	154,000.00	2	77,000.00
Special Loan							3	532,548.36	6	1,406,940.59
TOTAL	269	7,979,254.54	919	18,278,213.62	1551	25,906,230.82	1967	31,298,392.73	2364	40,202,228.24

Allocation and Distribution of Net Surplus



- 10% General Reserve Fund (Minimum)*
 - 1% Education and Training Fund
 - 3% Community Development Fund
 - 3% Optional Fund (for Land and Building)
- 83% Distributed to members as dividends and patronage refund

The HPP Board of Directors (2019-2020)

Board of Directors

- Kat Salangsang-Garcia Chairperson
- PM Espadon Vice Chairperson
- Mike Nicolas Board Member
- Jody Salas Board Member
- Ogie Cortezano Board Member
- Jeffrey Paradero Board Member
- Gege de Guzman Board Member

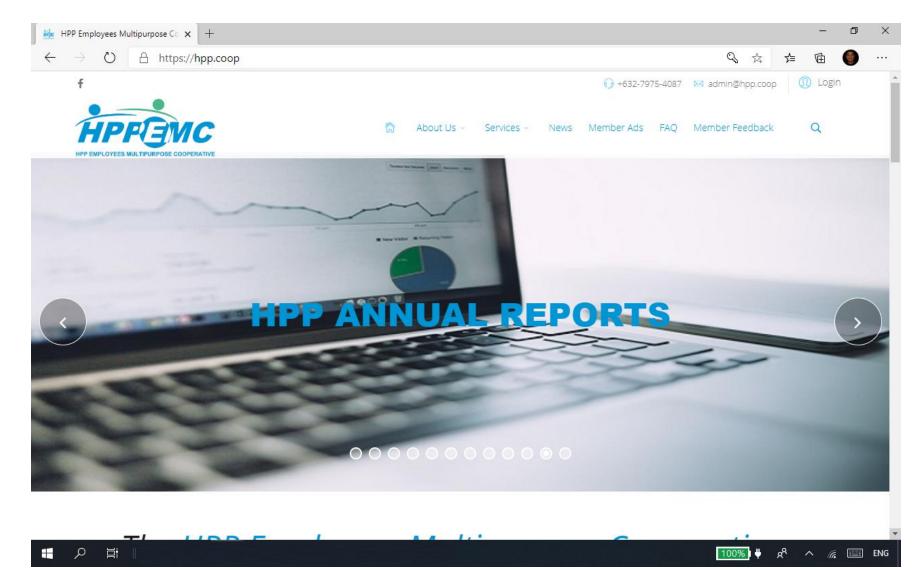
Office of the Secretary

- Joyce Ramos
- Office of the Treasurer
 - Myra Mancilla

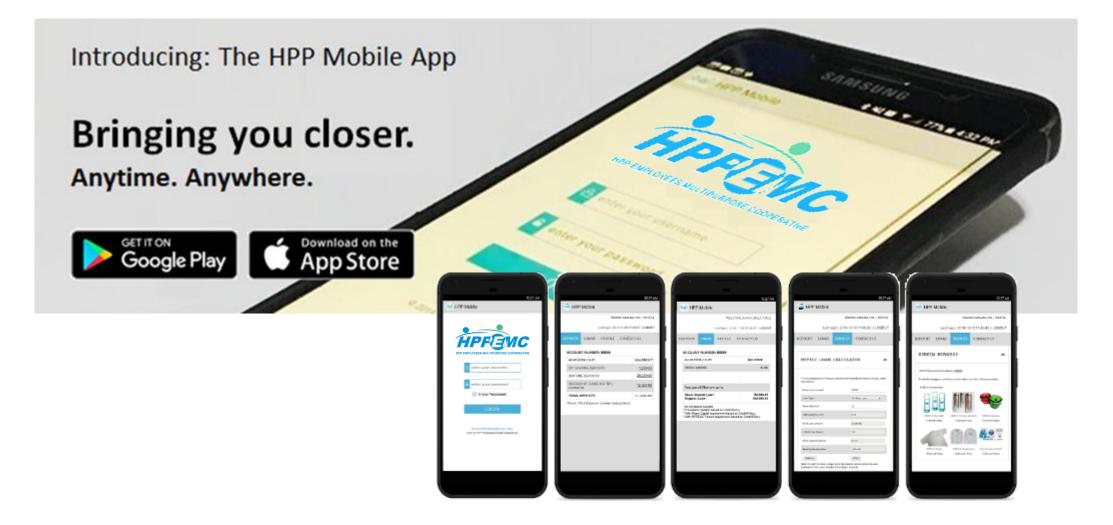


Products and Services

The HPP Website



The HPP Mobile App



The HPP Catering Business



The HPP Tagaytay Condo

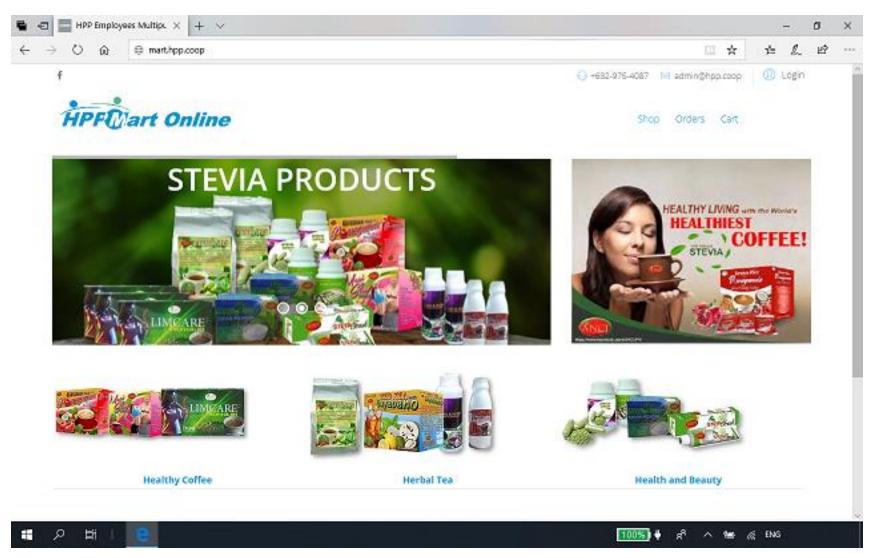


HPP Vacation Home

Your Home Away From Home



eCommerce Site



The HPP HMO Plan

- Cooperative Health Management Federation
 - Designed for dependents
 - Premium (Ward Plan)



AGE	ROOM AND BOARD	ANNUAL PREMIUM (per head)	ANNUAL PREMIUM (per head) w/ HIB P 500	MAXIMUM BENEFIT LIMIT (MBL) /ILLNESS
12-65	WARD	₽ 3,600.00	₽ 4,100.00	₽ 60,000.00 / ILLNESS
66-70	WARD	₽ 7,200.00	₽ 7,700.00	₽ 60,000.00 / ILLNESS
71-75	WARD	₽ 10,800.00	₽ 11,300.00	₽ 60,000.00 / ILLNESS

The HPP Life Plan



HPP Damayan Benefit Fund

- One of the unique assistance to members, by members.
- Any Regular Member of the cooperative who lost a dependent will get P10,000.00 assistance from the cooperative.*

* Coverage includes members and dependents up to the 1st degree of affinity and consanguinity plus siblings.

HPP Coffee Brand

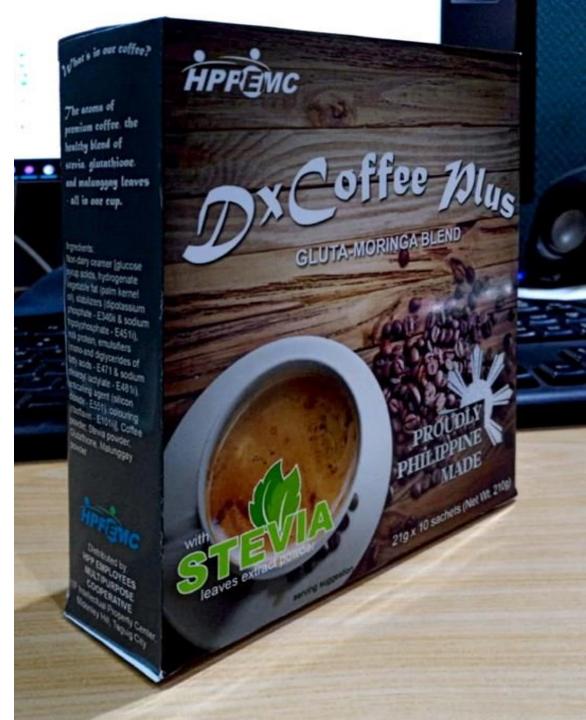
DxCoffee Plus

The aroma of premium coffee, the healthy blend of stevia, glutathione, and malunggay leaves - all in one cup.

STEVIA is a natural sweetener herbal plant that has been proven to provide many health benefits including lower blood pressure, diabetes control, weight loss, cancer prevention, lower cholesterol levels, oral health, skin care, and osteoporosis prevention. Stevia contains zero calories, zero cholesterol, zero sugar, and has zero glycemic index.

GLUTHATHIONE is an extremely powerful antioxidant used by the body to protect against cellular and tissue damage. Boosting glutathione is said to help in the treatment of cancers, liver diseases, and memory loss, among others.

MALUNGGAY of moringa leaves is a miracle vegetable rich in many important nutrients, including protein, vitamin B6, vitamin C, riboflavin and iron. It helps to lower blood sugar levels, has anti-inflammatory properties, strengthens the immune system, and lowers cholesterol levels.



Sample HP Laptops at 0% Interest

Intel[®] Core[™] i3

Windows 10

4GB

14"

HP 14S-CF3056TU

1TB HDD +256GB SSD

Cash Price: P26,590.50

SRP: P27,990.00 (12 Months, 0% Interest)



14"

Windows 10

MS Office Pre-Installed

Cash Price: P25,490.00

SRP: P25,990.00 (12 Months 0% Interest)

HP Learn From Home Solutions

HP 14S-CF3080TU

Available mid-September

8GB 512GB SSD

Windows 10

14"

Control on the second second

Available mid-September

44

Available mid-August

MS Office Pre-Installed

SRP: P30,990.00 (12 Months 0% Interest) Cash Price: P30,490.00



HP Learn From Home Solutions



HP Smart Tank 515 Wireless All-in-One



Print, Scan, Copy Wireless (Wi-Fi) Continuous Ink Tank System

SRP: P9,295.00 (12 Months, 0% Interest) Cash Price: P9.016.00

HPP LPG Dealership Program







Birthday Loan

- Online Application via hpp.coop website
- Approval and loan release within 24-48 hours





As a gift from your cooperative, during the month of your birthday, you are entitled to a **Birthday Loan** of up to **P20,000.00** depending on your HPPEMC tenure (see table).

Whether you want to celebrate with your family, treat your friends, or simply get something special for yourself, the coop's Birthday Loan can make it lighter for you!

HPPECC	Loanable	Payment	Monthly	Co-Makers
Tenure	Amount	Term	Amortization	Needed
6 Months	₽5,000.00	3 Months	₽1,711.31	0
9 Months	₽10,000.00	6 Months	₽ 1,745.30	0
12 Months	₽15,000.00	12 Months	₱1,360.96	0
24 Months	₽ 20,000.00	12 Months	₽1,814.62	0



The HPP Members Raffle Fund

- A grand raffle among Members held during the Annual General Assembly Meeting scheduled every March.
- P50.00/member/month will be collected from all Regular Members which will be equivalent to one (1) raffle ticket.
- Each Member will accumulate one (1) raffle ticket per month.
- A total of twelve (12) tickets can be accumulated.
- Buying of additional tickets is not be allowed.

Ways to Save and Earn

SHARE CAPITAL

- ✓ Fixed Investment
- ✓ P100 Per Share
- ✓ Earns Dividends
- ✓ Monthly (P500 Minimum)

RETENTION FUND

✓ 10% of Loan✓ Goes to Share Capital

SAVINGS DEPOSIT

- ✓ Withdrawable Anytime
- ✓ Optional/No Minimum
- ✓ 1.25% Interest tax-free

TIME DEPOSIT

- ✓ 2.5% Interest tax-free
- ✓ P20,000 Minimum
- ✓ 91-Day Term



Who can become members?

All employees of DXC/HPI/HPE/CSC/Micro Focus/ITSM (aka "Member Companies") in the Philippines can become members. Resigned employees can be associate members. Other IT/BPO Companies may join by entering into a MOA with HPPEMC.

Types of Membership

- 1. Regular Member active employees of Member Companies
- 2. Associate Member ex-employees of Member Companies, employees of HPPEMC, other IT/BPO Companies with MOA, as well as family members of Regular and Associate Members; has limited rights and privileges; no voting rights

Sample Loan Computation

Loan Type	Petty Cash	For immediate cash need
Loan Terms	1	Petty Cash has fixed 1-month term
Loan Amount	P5,000.00	Maximum loanable for Petty Cash is P5,000
Retention Fund	0.00	No Retention Fund requirement for Petty Cash
Interest	2%	Interest rate per month
Service Fee	100.00	One-time processing fee
Monthly Amortization	P5,100.00	Deducted next pay period
Net Proceeds	P4,900.00	Net amount borrower gets upon release of loan

Sample Loan Computation

Loan Type	Car Equity	For purchase of car
Loan Terms	24	Months
Loan Amount	P100,000.00	
Retention Fund	P10,000.00	Goes to borrower's capital build-up
Effective Monthly Interest	0.83%	Interest rate per month
Service Fee	500.00	One-time processing fee
Monthly Amortization	P5,491.65	Monthly payments
Net Proceeds	P99,500.00	Net amount borrower gets upon release of loan

Messages From Our Supporters



Taguig City Philippines



MESSAGE

My warmest greetings to the HPP Employees Credit Cooperative (HPPECC) as you hold your 2nd Annual General Assembly.

We in government are pleased to have a partner in HPPECC in uplifting the lives of our people. I thank you for choosing the City of Taguig as the home of your cooperative. Together with the Cooperative Development Office of Taguig, rest assured that you will have our full support in building a community that promotes inclusive growth and where the cooperative sector is strong.

As we pursue our vision of a loving, caring, peaceful and progressive city, we will continue to count on cooperatives like HPPECC to help us achieve that dream. I hope that we can continue to work together in the years ahead and that this occasion will provide you the encouragement to further pursue our common goal of enriching the lives of our people.

Taguig City Hall, Gen. Antonio Luna St. Tuktukan, Taguig City 1637 Philippines Tel. No. (632) 555 7800 Fax No. (632) 642 3588 www.taguig.gov.ph



MALEAARST "HANT" CAYETANO City Mayor



SENATE MAJORITY LEADER ALAN PETER CAYETANO MESSAGE TO MEMBERS OF THE HPP EMPLOYEES CREDIT COOPERATIVE ON THEIR 2ND GENERAL ASSEMBLY

I am extending my warmest greetings to all the members of HPP Employees Credit Cooperative!

Considering that this is just your second General Assembly, what you have accomplished in your first year of operation shows clear proof that with hard work and an honest leadership, everyone can make a difference.

Today, our country remains hounded by problems like high prices of goods, lack of jobs, and low income, which prevent our people from enjoying the fruits of our growing economy. But amidst the challenges that we are facing, our grand plan for the future remains the same. We remain committed to our goal of creating real change for every Filipino family.

We have always believed that developing the country's cooperative sector will help open better growth corridors for ordinary Filipino workers. That is why, in 2013, we launched our PTK (Presyo, Trabaho, Kita/Kaayusan) agenda that aims to provide better livelihood opportunities to marginalized sectors and small cooperatives that do not have enough access to capital to sustain their livelihood.

Our initiatives in the public sector continue to change lives, but we cannot fulfill our goal of achieving inclusive growth by ourselves. Your respectable organizations play a vital role in this journey, as a strong cooperative sector is known to benefit economies all around the world. This is why we encourage you to continue doing your part, capitalize on the momentum that you have gained in the past year. And together, let us all strive to build a more empowered Philippines.

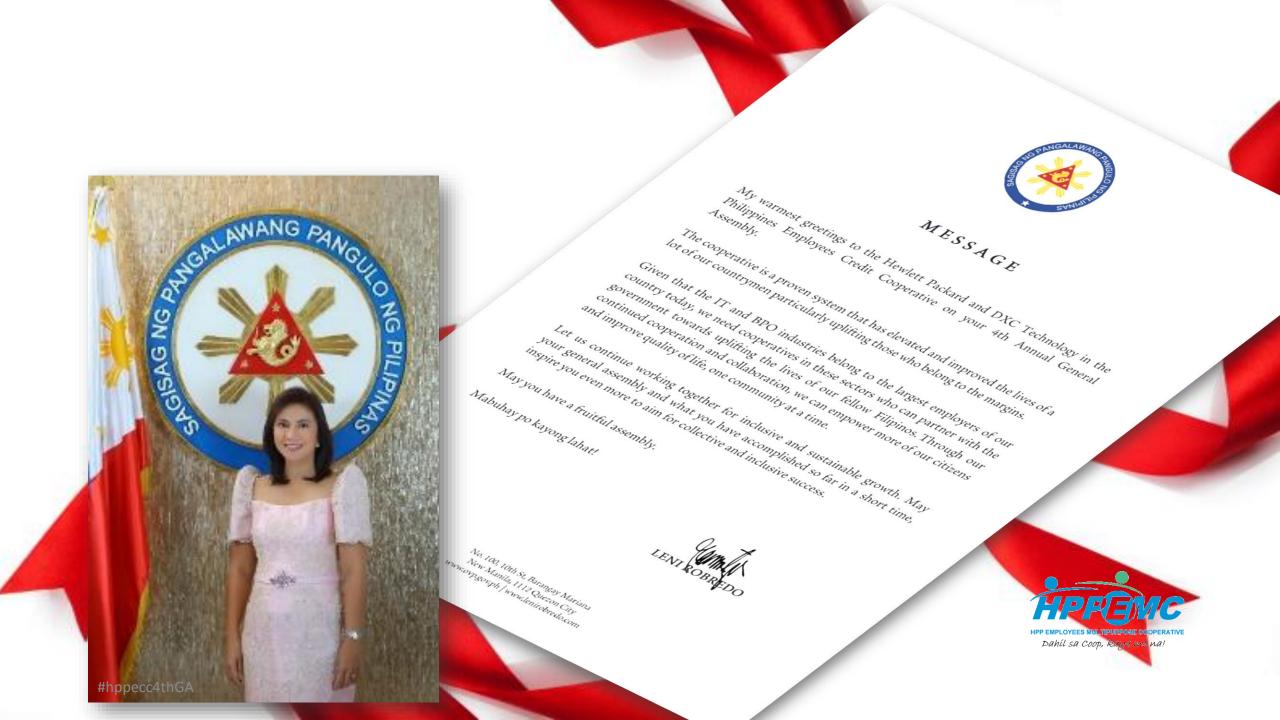
Congratulations on succeeding in your past endeavors! I wish you greater luck in the future ones!

Senator Alan Peter S. Cayetano SENATE MAJORITY LEADER



Rm. 603, 6F G SIS Complex, Senate of the Philippines, Roxas Blvd, Pasay City





Message from President

4 GIS

Rodrigo Duterte

PANGULO



MALACAWAN PALACE

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anong its members

I Wish SOIL & SUCCESSION EVENI

March 2019 A

THE PRESENCE TO THE PHILIPPINES

Togetter, let us work steadfastly in promoting equily and inclusive as productive and meaningful these as Ve empower our people to lead more productive equity and inclusivity as

RODRICO ROADUTERTE

Message from Former Senator

Mar Roxas

"The Father of the BPO industry in the Philippines."

MAR ROXAS

My warmest greetings to the HPP Employees Credit Cooperative on your 5th Annual General Assembly!

I have always believed that Filipinos have the talent, skills, and determination to do well not only for themselves, but also for the Philippines. All you have to do is give them the right opportunities, point them to the right direction, and they will do the rest.

The BPO industry is proof of this. More than a million Filipinos are now earning enough to support their families, without having to work abroad. Plus, the money they spend on cab fares, restaurants, travel, subscriptions and others contribute to our economy.

I was very excited when I heard about HPPECC. Providing access to credit to BPO employees is a very good way of ensuring that their gains today would be more permanent. It would also open new doors of opportunities for them that will in turn redound to our economy.

I congratulate the officers, management, and members of HPPECC for all your hard work and accomplishments to date. Keep up the good work! More power and I wish you a meaningful assembly.

Mapy



HPPEMC Office



Janet Abrigo Admin Assistant

11F IPC (Behind Reception Area)

How To Join

- Visit <u>www.hpp.coop</u> and fill up the Online Membership Application Form.
- Initial Share Capital: P1,000.00
- One-time Membership Fee: P200.00
- Minimum Monthly Capital Build-Up: P500.00











For More Information

- 1. Visit us at:
 - Office: 11F IPC
 - Hotline: (02) 7975-4087
 - Call/Text: (0917) 707-1728
 - Website: https://www.hpp.coop
- 2. Email us at admin@hpp.coop
- 3. Like us on <u>http://www.facebook.com/hppecc</u>
- 4. Watch our video on https://www.youtube.com/watch?v=ZVV6Gx_EsrU
- 5. Check CDA at <u>http://www.cda.gov.ph</u>

Questions?





hil sa coop, kaya mo na!