
# 2010 ANNUAL REPORT

NEGROS WOMEN FOR TOMORROW FOUNDATION, INC.

LEVEL UP!

We are on our 26 years of existence and I must admit, with honor and pride, that we have gone a long way from a struggling micro-finance entity to one of the five largest MFIs in the Philippines today. All these achievements were made possible because we were always faithful to our mission, vision and objectives in breaking the cycle of poverty amongst our people and made them truly "Dungganon". This word "Dungganon" is our trademark which has resonated not only in the Philippines but also in the global world of micro-finance where NWTF is known and appreciated.

We have reached the one billion mark in loans and collections - truly a spectacular figure when taken in the context of our clients who are mostly coming from the poorest of the poor - and this number is still climbing as shown in the cover of this annual report. Also, noteworthy is our entrance to high-tech banking- our cash card program which enables our clients to manage their accounts thru ATMs, point-of-sale terminals or mobile phones. This, to me, is one of the most wonderful services that our poor clients enjoy in having access to modern information technology. Likewise, in 2010, NWTF became a full-fledged field partner of KIVA with a monthly fundraising limit of $100,000 which can be availed by our qualified clients. This is a major source of funding which is interest free, giving NWTF's credit a major competitive advantage.

Our success serves as an inspiration to continue our commitment to improve the lives of our beneficiaries and their families. Specifically, our client's service department has designed various programs to meet their non-financial needs like education through our scholarship program in partnership with Vittana.

And so in 2010, we opened up six (6) new branches in Panay Island to bring our products and services within the reach of a greater number of beneficiaries. Backed by an impressive financial performance, we are confident that we can increase our outreach and in so doing, contribute to the economic recovery of our country as envisioned by the leaders of our government today.

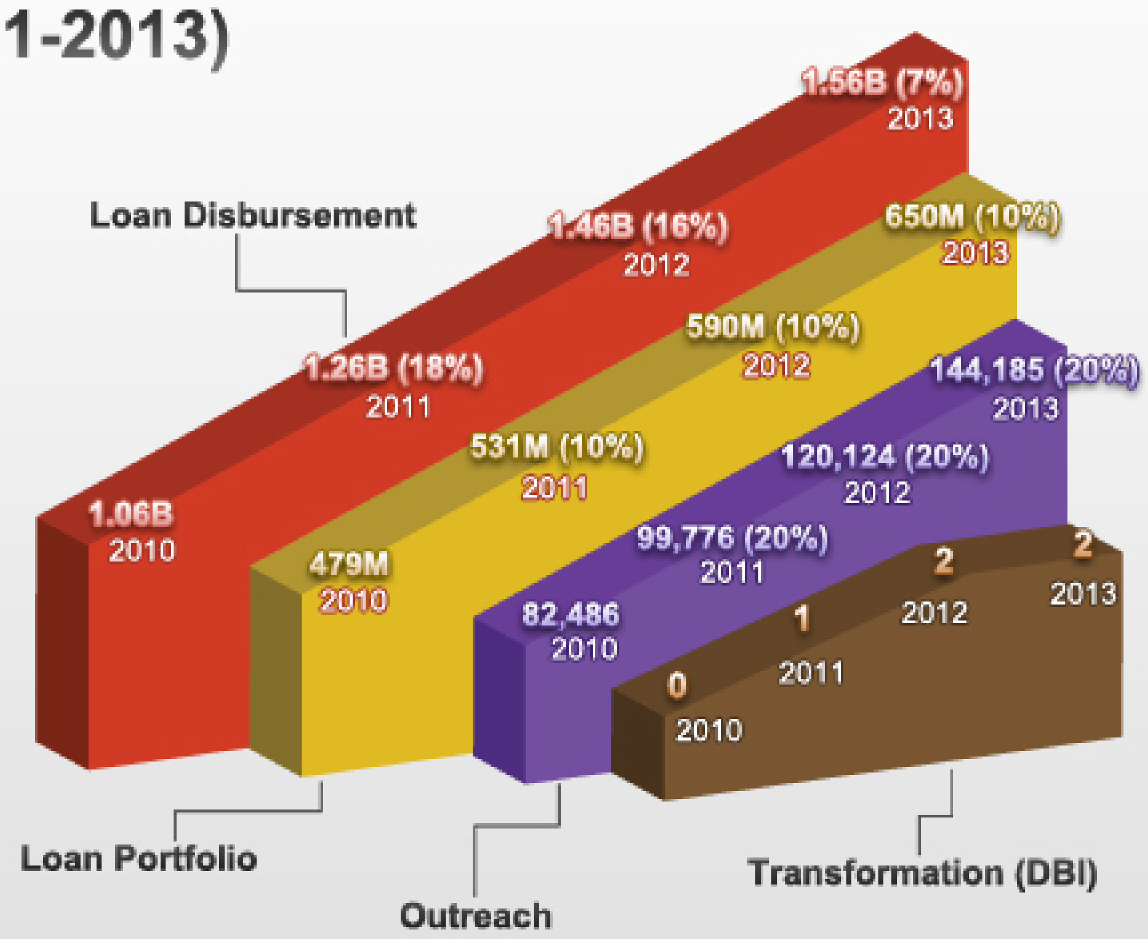
To one and all - thank you and God bless.

**WILHELMINA R. GONZALES**
Chairman of the Board


# GOALS IN THE NEXT 3 YEARS (2011-2013)

## INCREASE OUTREACH BY 20% ANNUALLY

- Continue to implement CEP
- Opening of 6 new branches every year
- No ICF Withdrawals in the Center
- Institutionalize the monitoring of maturing loans for faster turnover of loans
- Provide motor vehicles to hard to reach areas
- Roll out Bancnet – NWTF Loan Disbursement
- Bank branching/Transformation




## ENHANCEMENT OF EXISTING PRODUCTS AND SERVICES

- Expansion of insurance program
- Telemedicine
- Medical Clinic/Pharmacy
- Philhealth incentives for clients
- Asset Acquisition and Asset Leasing
- Memorial Services
- Educational Loan

## CUSTOMER VALUE PROPOSITION

- Business Trainings/Seminars
- Business Advisory Services
- Environmental Awareness
- Educational Services
- Risk Management Innovation
- Community Loans

## LEARNING AND GROWTH

- Staff scholarship
- Performance Management (incentives, salary packages, bonuses, etc.)
- Market Research and product assessments
- NWTF branding
- Information Capital

## ENVIRONMENT

- Proper implementation of GRT process
- Promotion of all environment friendly products
- Annual Tree planting/other environment friendly activities-March 8

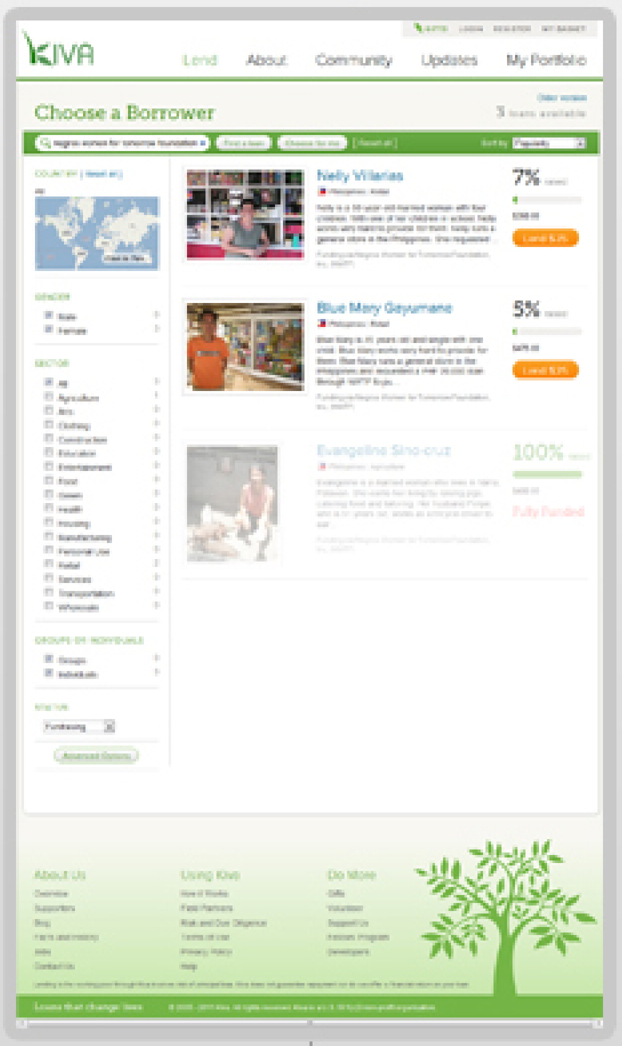

In 2009, the Research Department, together with the Operations Department, conducted a market research of potential areas in Panay Island to expand the reach of Project Dungganon.


With the approval of the executive directors and the board of trustees, six branches were opened in the Island of Panay for 2010.

| BRANCH | DATE OPENED | ACTIVE MEMBERS AS OF DECEMBER 2010 | PORTFOLIO AS OF DECEMBER 2010 |
|---|---|---|---|
| Banga | March 1, 2010 | 997 | 3.2M |
| Numancia | March 1, 2010 | 1,067 | 3.6M |
| Ivisan | May 1, 2010 | 1,012 | 2.4M |
| Pan-ay | May 1, 2010 | 1,043 | 3.0M |
| Sara | July 1, 2010 | 744 | 2.1M |
| Dumangas | July 1, 2010 | 839 | 2.1M |

KIVA

In August 2010 NWTF successfully met all the conditions that Kiva set for their full-fledged field partners.





Simultaneous to the change from Pilot to Active mode, Kiva also increased the monthly fund raising limit from $25,000 to $100,000 per month.

| YEAR WITH KIVA | LOANS | PORTFOLIO |
|---|---|---|
| July to Dec 2009 | 398 | PHP 6,151,000 |
| Jan to Dec 2010 | 3,718 | 32,571,100 |
| **TOTAL** | **4,116** | **PHP 38,722,100** |

The partnership with Kiva has brought new challenges to NWTF. Armed with hope and dreams, NWTF is continuing to soar to great heights.

**DUNGGANON CARD** *is a cash card account that will allow clients to pay and receive their loans, transfer money, manage their accounts, purchase goods and a lot more either thru ATMs, point-of-sale terminals or mobile phones.*

This system is being developed in partnership with Channel Technologies Inc (CTI) - a recognized technology solutions provider in the Philippines.

It allows NWTF to really know its clients and use this information to offer them well-suited products and services.

This system hopes to give microfinance clients equal access to financial and retail products as what any regular commercial bank customer would have.

Retailers or agents were set-up from the centers to allow clients to make their payments in their respective barangays/villages.

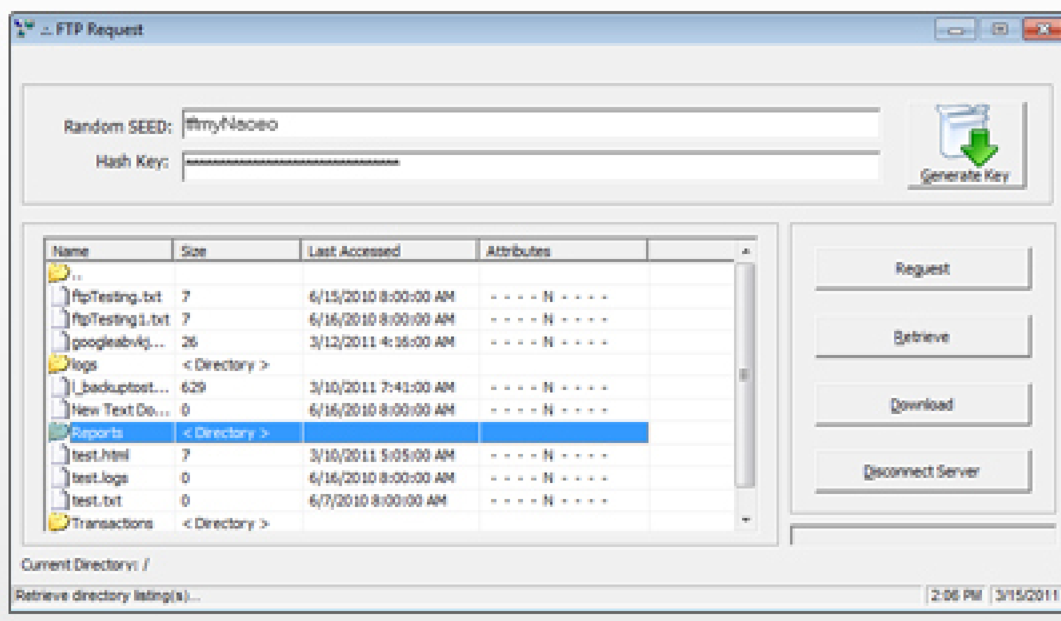

Clients started paying their weekly amortizations thru their mobile phones.

**2010**

Start of the initial roll-out of Dungganon Card to NWTF branches where orientations, workshops and meetings were conducted for both clients and staff.


Victorias, Kabankalan, La Castellana, Hinoba-an and Binalbagan branches are slowly reaping the benefits of:

- speed,
- convenience and
- ease of transactions




Dungganon Cash Card introduction not only benefits the clients but also the microfinance staff.

It allowed NWTF to rethink some of its internal processes, thus generating efficiencies that allow staff to concentrate on core functions, redounding to better customer service.

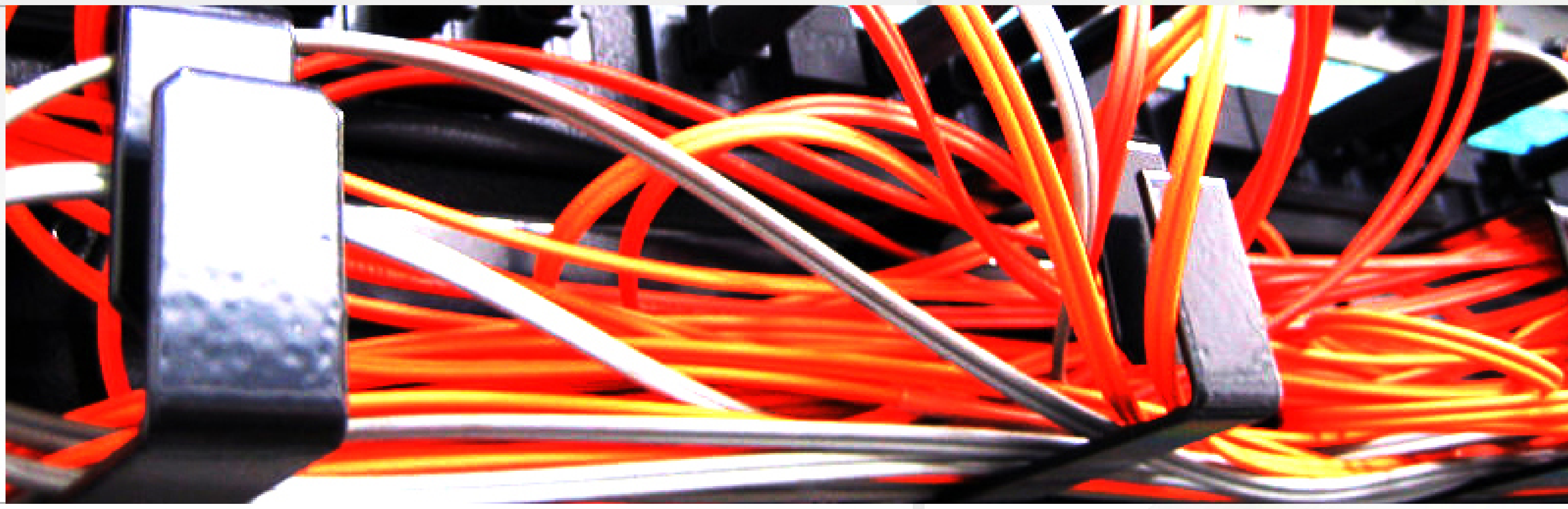
Loan officers now have less to record with the simplified weekly collection sheets, resulting in shorter center meetings.

Branch back-office staff also spends less time on checking these collection sheets as they are already performed automatically by the system, giving them more time to analyze reports and improving loan processing times.

The goal is really to make this an enabling solution for the delivery of various products and services.

The immediate target is to migrate 70-80% of the branches to paying their loans using this system by the end of 2011.

NWTF is doing this because it truly wants each and every microfinance client to feel the benefits of the system and make them truly empowered.



| Microsoft License | Status |
|---|---|
| 2005 | 50% discount |
| 2010 | FREE |

## Microsoft Licensed Software

Through an online Microsoft conference, the MIS Manager of NWTF saw an opportunity to apply for a grant that was accepted by the Microsoft Company. On March 22, 2010, NWTF was awarded FREE Microsoft licensed software.

## Personnel Information System

With the deployment in 2009 and the complete encoding of reports in 2010, the Personnel Information System (PIS) of the MIS for NWTF is being used as a computer based system for maintenance of the human resources of the organization.



PIS Screenshot

This system can assist the organization to have better administration and management. Decisions that need immediate attention can be made possible because of arranged and accurate information.


**Ester Lumbo** hails from **Calatrava, Negros Occidental** and is in the business of manufacturing export-quality bags made of pandan.

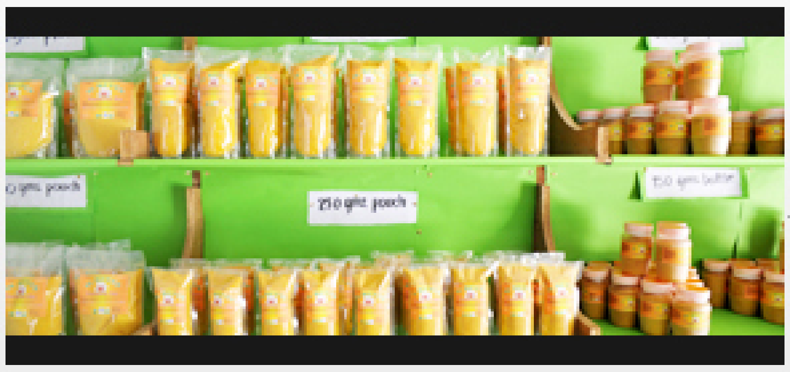
**Her business began in 1996** when she moved back to Calatrava from Manila after she had her newborn daughter treated for a heart ailment. Her business grew with the help of Project Dungganon, the microfinance program of NWTF.

**She currently employs 30 workers** who make native pandan bags that are sold in Cebu, Bacolod, and as far as Hawaii.

## MASIKAP NATIONAL WINNER

Awarded on November 17, 2010 at the
Tall Galleries, Metropolitan Museum of Manila, BSP Complex


Mary Jane Reyes from Mabinay, Negros Oriental produces turmeric tea, an herbal product that is starting to make waves in the country.

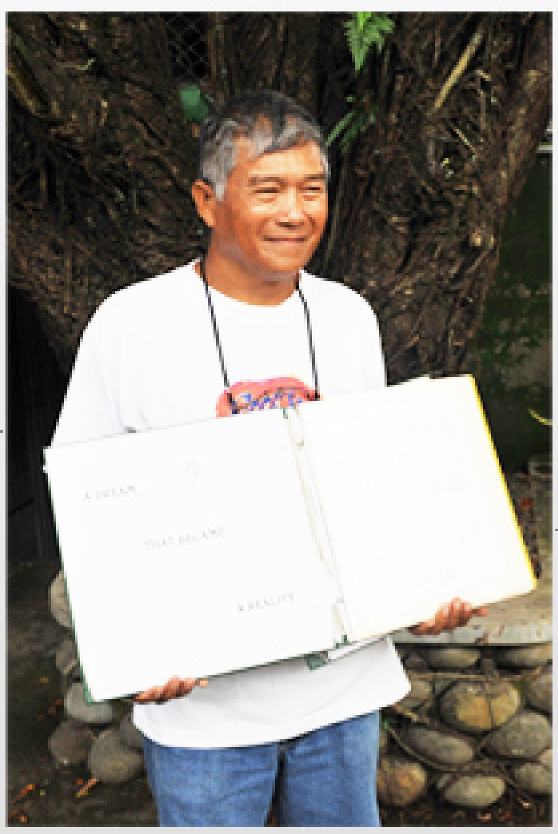


Turmeric tea relieves digestive and liver problems and is a powerful anti-oxidant that helps in the prevention of cancer.

With the help of NWTF's microfinance program, Project Dungganon, Mary Jane ventured in producing this wonder tea that eventually became a successful business endeavor.

On November 17, 2010, Mary Jane received the CITI Mircoentrepreneur of the Year Masikap Visayas Award


Enrico Jingco is not your ordinary farmer. He has gradually built an impressive integrated farm which has become a local landmark in his hometown of Murcia in Negros Occidental.




The integrated farm produces its own energy through solar, hydroelectric and biogas means. It also has a recycling and waste management facility.

With all his noble endeavors, Enrico is revered by his peers and was even awarded the Gawad Saka by the former President Gloria Macapagal Arroyo in 2003.

On November 17, 2010, Enrico received the CITI Mircoentrepreneur of the Year Maunlad Visayas Award


Barangay Minoyan: gateway to Mount Kanlaon National Park; cradle to Mambukal Mountain Resort and home to Sonia Palmes.

Located on top of a hill, the rice lands they developed forms a stairway to heaven like the rice terraces in Banawe. The rice field yields an average of 80 cavans of palay per hectare at 5 croppings every 2 years.


Leopoldo Palmes, Husband of Sonia

Mrs. Sonia C. Palmes was able to loan from Dungganon Bank, Inc. more than P350,000.00 worth of credit which were paid in full and on-time.

On September 24, 2010, Mrs. Sonia C. Palmes was a recipient for the Regional Award in Visayas and as a National Awardee of the National Livelihood Development Corporation (NLDC) Sikap Award 2010.

The SIPAG Award (Sariling Impok Kita at Pag-asenso) is given annually by the NLDC to recognize and promote as best practices the remarkable achievements of its microfinance partners and individual clients.

vittana

For years now, NWTF has been granting scholarships to deserving children of its clients, but with limited resources, only a few could avail of it. NWTF's growing partnership with Vittana is opening a new avenue for NWTF's clients.

*Vittana is an Indian word for "seed"*

A seed that will enable the next generation to jumpstart their own lives. The ultimate goal of this partnership is to equip young people with high value and in-demand skills that will enable them to earn a higher income.

## HOW THE PARTNERSHIP WORKS

- Internet
- Vittana
- Online Platform
- Lend Money
- NWTF Students


Through mutual connections, NWTF was introduced to Vittana, a peer-to-peer lending organization based in Seattle, Washington USA, that is focused on helping young people get access to higher education.

With two TESDA-accredited vocational schools in Binalbagan and Kabankalan providing skills training in welding, NWTF is ensuring that the program is designed well for the benefit of all stakeholders.

Because like Vittana, NWTF also believes "*in the power of education to change circumstances forever and in its ability to help young people take charge of their lives.*"

## NWTF

***works with the schools***

***manages the student loans***

- covers the tuition of the children and relatives of its clients

***loan is disbursed in the student's name***

- but the NWTF client – usually the mother – acts as the guarantor for the loan.


## IN CELEBRATION OF DIABETES AWARENESS WEEK

JULY 25-31, 2010

- Medical Mission
- RBS Screening
- Poster Making Contest
- Slogan Contest

The Diabetes Information Team (DIT) led by Dr. Angel Araneta, President of DIT, together with other doctors like Dr. Cuaycong, Dra. Maapni and Dr. Tagle, participated in the celebration of diabetes awareness week.


The main highlight was the FUN-Robics which started with the LAKAT SIKAT at 6:00am on July 31, 2010 with groups coming from the Bacolod City Public Plaza, Bacood City Health Office and Robinson's Place with an end point at the Provincial Multi-Purpose Gym.

### 20 GROUPS JOINED THE FUN-ROBICS COMPETITION

**13 PROJECT DUNGGANON TEAMS**

- Barangay Batic, Pulupandan
- Cadiz City Group 2
- Cadiz City Group 1
- Cauayan Group 1
- Escalante City
- Kabankalan City
- Alangilan
- Bago City
- Cauayan Group 2
- Talisay City
- Barangay Balaring, Silay City
- Silay City
- Cauayan Group 3

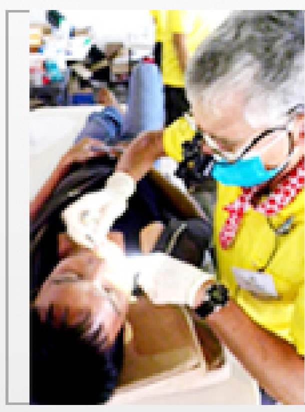
Project Dungganon Cauayan Branch was the champion of the 3rd FUN-Robics Invitational.

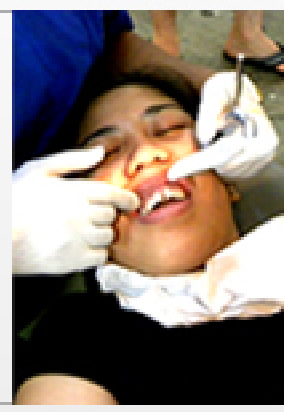
With teamwork and performance, the 350 Project Dungganon members have proven themselves a worthy player in the **SPIRIT OF FUN!**

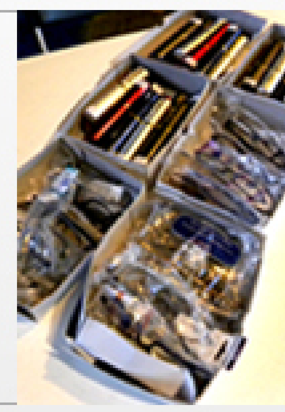
NWTF Project Dungganon in cooperation with Rotary Club of Bacolod-West, Rotary Club of Richmond Sunrise, Rotary Club of Port Coquitlam Centennial and Dentistry with Heart held a Dental Mission in Atleta Gym, Talisay City from March 1 to 4, 2010.

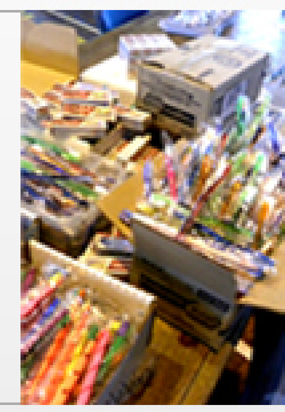
EXTRACTION

FREE READING GLASSES









FILLING OF TEETH

DENTAL FREEBIES

Children received smile toys and dental freebies.

Staff also received metal tumblers and Vancouver pins as remembrance of their participation.

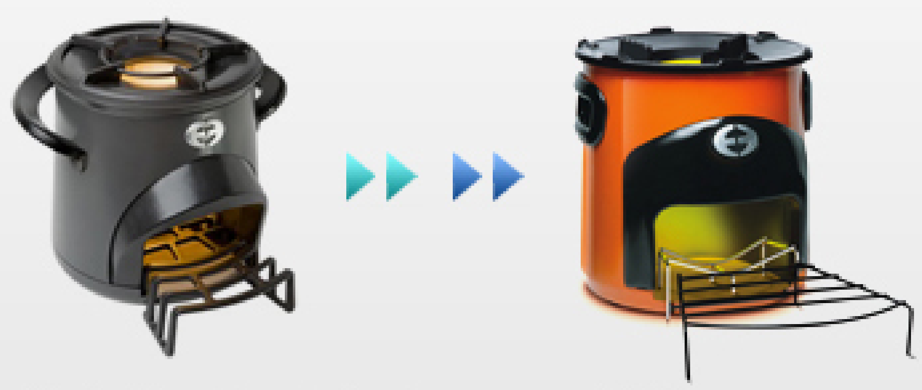
His Excellency Mr. Robert Desjardins, Canadian Ambassador to the Philippines, graced the event.

A group of Canadian dentists with their assistants and some staff from the NWTF worked hand in hand to make this program a success.

With brighter smiles, NWTF has provided a different facet of health services through the dental mission.


*"Indoor and outdoor air pollution is a rapidly growing crisis in developing countries. Envirofit applies innovative technological solutions to reduce pollution and improve the health, environment and economy of people around the globe."*

With the introduction of Envirofit S-2100 last year, NWTF has now adopted the new G-3300.



Please visit this site for the video tutorial: www.nwtf.ph

| | 3-Stone Wood | Fire S-2100 | G-3300 |
|---|---|---|---|
| Carbon Monoxide | 100 g | 50g | 20g |
| Particular Matter | 4500 mg | 2250mg | 1500mg |
| Fuel Consumption | 2000 g | 1000g | 800g |
| Fuel Savings | | | 60% |
| Emissions Deduction | | 80% | 80% |
| Time Efficient | | | 50% |
| Light Weight | | 10.4kg | 6.2 kg |
| Warranty | | 1 Year | 2 Years |

## BENEFITS

Save money • Use less fuel • Easy to clean • Easy to use; Cook faster • No blow pipe required • Provide a clean and healthy home for your family • High heat production • Built with quality, durable material

Researchers at Envirofit are designing clean-burning stoves that reduce smoke and use less wood.

"Users feel the stove is safer than a traditional 'kalan.'"
– PD Members

"Users are confident that in the long run they will save money by using the stove."
– PD Members

# SUNTRANSFER

Through the years NWTF has been offering non-financial products that have become beneficial to the Project Dungganon members. With technology upgrading every 6 months to a year, NWTF continues to present these innovative products to its clients in the efforts that it will be useful to their business and their homes.

## SUNTRANSFER 2: SOLAR LAMP AND MOBILE PHONE CHARGER

| SUNTRANSFER 2 | OLD | NEW |
|---|---|---|
| **LIGHT**<br>• 3 settings for light:<br>low - 150 hours<br>medium - 15 hours<br>high - 6 hours<br>• Remote Power on/off switch (cable 3m) | Without charging indicator | With charging indicator |
| **MOBILE CHARGER**<br>• Use cable with 8 adapters for the most common mobile phones<br>• High power LED: 90-100 lumen/W<br>• Module: 2 Wp crystalline silicon solar module with aluminum frame and tempered glass<br>• Optional power extension up to 4Wp<br>• Battery: durable, long life GEL-battery 6V / 4.5 Ah<br>• Water and dust resistant, standard IP 65<br>• CE & ROHS Certificate | Need to turn on light to charge phone | No need to turn on light to charge phone |

"The solar lamp is considered much safer and cleaner than candles or a kerosene lamp." – Project Dungganon Members

"Everyone interviewed agreed that the solar lamp helps them make more money." – Project Dungganon Members

# REPORT OF INDEPENDENT AUDITORS

## THE BOARD OF TRUSTEES AND MEMBERS
## NEGROS WOMEN FOR TOMORROW FOUNDATION, INC.

We have audited the accompanying separate financial statements of Negros Women for Tomorrow Foundation, Inc. (a nonstock, nonprofit corporation), which comprise the separate statements of financial position as at December 31, 2010 and 2009 and the separate statements of comprehensive income, separate statements of changes in fund balances and separate statements of cash flows for the years then ended, and notes, comprising a summary of significant accounting policies and other explanatory information.

### *Management's Responsibility for the Separate Financial Statements*

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

### *Auditors' Responsibility*

Our responsibility is to express an opinion on these separate 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 audit to obtain reasonable assurance about whether the separate financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the separate financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the separate financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and fair presentation of the separate financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on 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 separate 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 separate financial statements present fairly, in all material respects, the unconsolidated financial position of Negros Women for Tomorrow Foundation, Inc. as at December 31, 2010 and 2009, and its unconsolidated financial performance and its unconsolidated cash flows for the years then ended in accordance with Philippine Financial Reporting Standards.

### Report on the Supplementary Information Required Under Revenue Regulations 15-2010

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplementary information on taxes, duties and license fees in Note 20 to the financial statements is presented for purposes of filing with the Bureau of Internal Revenue and is not a required part of the basic financial statements. Such information is the responsibility of management. The information has been subjected to the auditing procedures applied in our audit of the basic financial statements. In our opinion, the information is fairly stated in all material respects in relation to the basic financial statements taken as whole.

**MANABAT SANAGUSTIN & CO., CPAs**

**VIRGILIO L. MANGUILIMOTAN**
Partner
CPA License No. 0035026
SEC Accreditation No. 0047-AR-2
Tax Identification No. 112-071-561
BIR Accreditation No. 08-001987-11-2010
Issued June 30, 2010; Valid until June 29, 2013
PTR No. 2639620MB
Issued January 3, 2011 at Makati City

*March 17, 2011*
*Makati City, Metro Manila*

**NEGROS WOMEN FOR TOMORROW FOUNDATION, INC.**
**Consolidated Performance Indicators**

**For the period ended December 31, November 30, 2010 and December 31, 2010**

| | 2009 | 2010 | |
|---|---|---|---|
| | December | November | December |
| **I. OUTREACH** | | | |
| Recognized members | 212,143 | 242,214 | 244,296 |
| Total outreach | 131,686 | 151,944 | 153,265 |
| Active members | 83,466 | 92,025 | 92,484 |
| Active borrowers | 78,025 | 84,399 | 85,808 |
| **II. COLLECTION EFFICIENCY & PORTFOLIO QUALITY** | 94.24% | 97.42% | 97.48% |
| Total collections during period | 1,000,362,847 | 1,008,989,069 | 1,071,962,895 |
| Amt. Due during period plus Amt. Past due | 1,061,485,577 | 1,035,760,886 | 1,099,692,993 |
| **III. PORTFOLIO AT RISK** | 3.31% | 3.20% | 3.13% |
| Balances of loans past due (31 - days up) | 13,777,275 | 13,958,257 | 15,226,484 |
| Value of loans outstanding | 416,231,997 | 436,695,630 | 485,723,537 |
| **IV. SUSTAINABILITY :** | | | |
| **OPERATING COST RATIO** | 33.87% | 33.28% | 33.72% |
| Operating Expense | 145,849,163 | 141,922,312 | 152,064,323 |
| Ave. loans outstanding | 430,553,155 | 426,463,813 | 450,977,767 |
| **OPERATIONAL SELF-SUFFICIENCY** | 107.71% | 112.71% | 109.05% |
| Operating Income | 199,513,888 | 178,810,642 | 187,641,277 |
| Total Operating Expense | 185,226,360 | 158,641,339 | 172,073,544 |
| **FINANCIAL SELF-SUFFICIENCY** | 105.65% | 109.74% | 105.32% |
| Operating Income | 199,513,888 | 178,810,642 | 187,641,277 |
| Adj. Total Operating Expense | 188,837,412 | 162,940,720 | 178,167,588 |
| **V. CAPITAL ADEQUACY/LEVERAGE** | | | |
| **EQUITY TO ASSET RATIO** | 27.63% | 29.60% | 28.09% |
| Total Equity | 187,171,787 | 208,293,468 | 203,691,898 |
| Total Assets | 677,449,907 | 703,604,379 | 725,208,088 |
| **VI. LIQUIDITY** | | | |
| **CURRENT RATIO** | 136.18% | 131.56% | 133.29% |
| Current Assets | 579,435,823 | 610,887,960 | 631,007,599 |
| Current Liabilites | 425,499,953 | 464,332,412 | 473,408,099 |

## NEGROS WOMEN FOR TOMORROW FOUNDATION, INC.
(A Nonstock, Nonprofit Corporation)

### SEPARATE STATEMENTS OF FINANCIAL POSITION

| | December 31 | |
|---|---|---|
| **ASSETS** | **2010** | **2009** |
| **Current Assets** | | |
| Cash and cash equivalents | P 74,695,523 | P 120,868,447 |
| Receivables - net | 517,037,136 | 443,841,902 |
| Available-for-sale (AFS) securities | 25,502,945 | - |
| Other current assets | 11,376,590 | 12,892,967 |
| **Total Current Assets** | 628,612,194 | 577,603,316 |
| **Noncurrent Assets** | | |
| Investment in subsidiary | 55,000,000 | 55,000,000 |
| Property and equipment - net | 39,200,489 | 37,498,572 |
| Other noncurrent assets | 2,395,405 | 7,348,019 |
| **Total Noncurrent Assets** | 96,595,894 | 99,846,591 |
| | **P 725,208,088** | **P 677,449,907** |
| **LIABILITIES** | | |
| **Current Liabilities** | | |
| Accounts payable and accrued expenses | P 174,326,692 | P 116,416,900 |
| Accrued interest | 1,082,203 | 1,083,012 |
| Due to members | 270,582,624 | 239,177,859 |
| Retirement liability | 5,516,172 | 6,480,196 |
| Current portion of loans payable | 21,900,408 | 58,954,898 |
| **Total Current Liabilities** | 473,408,099 | 422,112,865 |
| **Noncurrent Liability** | | |
| Loans payable - net of current portion | 48,108,092 | 68,165,255 |
| **Total Liabilities** | 521,516,191 | 490,278,120 |
| **FUND BALANCES** | 203,691,897 | 187,171,787 |
| | **P 725,208,088** | **P 677,449,907** |

## NEGROS WOMEN FOR TOMORROW FOUNDATION, INC.
(A Nonstock, Nonprofit Corporation)

### SEPARATE STATEMENTS OF CHANGES IN FUND BALANCES

| | Years Ended December 31 | |
|---|---|---|
| | 2010 | 2009 |
| **GENERAL FUND** | | |
| Balance at beginning of year | P 124,477,321 | P 110,189,792 |
| Net excess of income over expenses for the year | 18,039,039 | 14,287,529 |
| Grants for operation | 952,377 | - |
| | 143,468,737 | 124,477,321 |
| **RESTRICTED FUND** | | |
| Transfers to restricted fund | 62,694,466 | 62,694,466 |
| Fund balance before unrealized loss on investment in AFS securities | 206,163,203 | 187,171,787 |
| Unrealized loss on investment in AFS securities | (2,471,306) | - |
| **Balance at end of the year** | **P 203,691,897** | **P 187,171,787** |

## NEGROS WOMEN FOR TOMORROW FOUNDATION, INC.
(A Nonstock, Nonprofit Corporation)

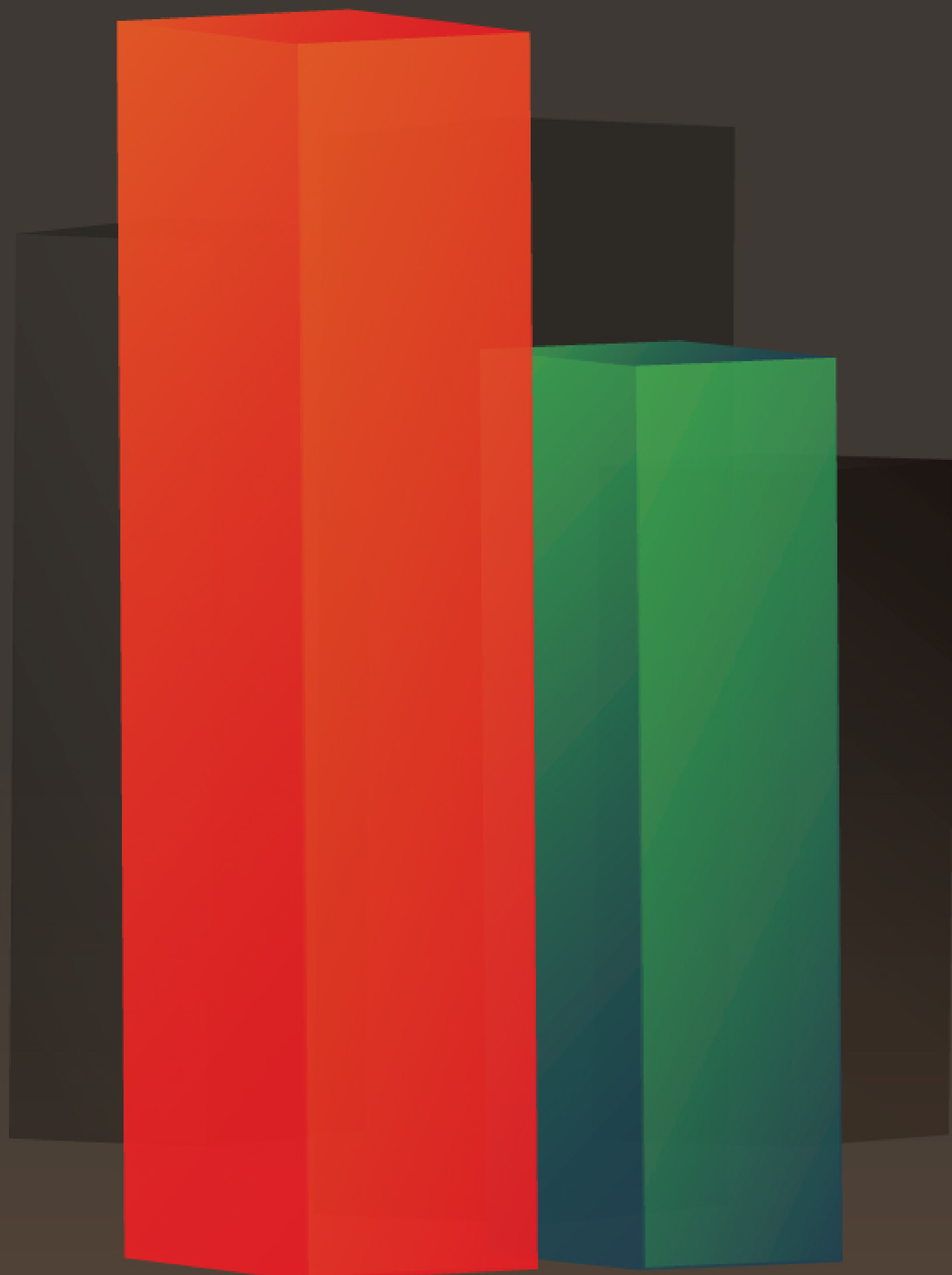
### SEPARATE STATEMENTS OF COMPREHENSIVE INCOME

| | Years Ended December 31 | |
|---|---|---|
| | **2010** | **2009** |
| **INTEREST INCOME** | | |
| Loans and advances to customers | P 154,935,185 | P 161,625,168 |
| Deposits and short-term placements with banks | 1,856,136 | 2,749,008 |
| | 156,791,321 | 164,374,176 |
| **INTEREST EXPENSE** | | |
| Loans payable | 7,439,410 | 16,135,555 |
| Due to members | 5,094,823 | 4,648,292 |
| | 12,534,233 | 20,783,847 |
| **NET INTEREST INCOME BEFORE IMPAIRMENT LOSSES** | 144,257,088 | 143,590,329 |
| **IMPAIRMENT LOSSES** | 5,544,731 | 15,860,252 |
| **NET INTEREST INCOME AFTER IMPAIRMENT LOSSES** | 138,712,357 | 127,730,077 |
| **OTHER INCOME(LOSS)** | | |
| Service fees | 28,660,513 | 29,810,789 |
| Gain on sale of investments | 1,683,786 | - |
| Foreign exchange gain(loss) | (844,859) | (576,158) |
| Miscellaneous | 1,891,566 | 3,171,984 |
| | 31,391,006 | 32,406,615 |
| **OTHER EXPENSES** | | |
| Salaries, wages and bonuses | 71,667,178 | 69,445,718 |
| Travel and transportation | 28,186,566 | 22,134,940 |
| Employee benefits | 11,094,971 | 11,920,857 |
| Depreciation | 6,638,379 | 7,546,750 |
| Representation and entertainment | 6,393,119 | 4,437,622 |
| Stationery and office supplies | 4,844,082 | 4,513,803 |
| Rent | 4,490,202 | 5,008,325 |
| Seminars and training | 4,104,830 | 3,694,234 |
| Light and water | 3,571,475 | 3,167,950 |
| Postage, telephone and telegram | 3,376,633 | 3,667,419 |
| Taxes and licenses | 1,686,715 | 1,440,184 |
| Professional fees | 1,645,610 | 1,045,040 |
| Repairs and maintenance | 1,202,027 | 1,355,937 |
| Insurance | 267,142 | 421,976 |
| Miscellaneous | 2,895,395 | 6,048,408 |
| | 152,064,324 | 145,849,163 |
| **NET EXCESS OF INCOME OVER EXPENSES** | P 18,039,039 | P 14,287,529 |
| **OTHER COMREHENSIVE LOSS** | | |
| Net change in fair value of AFS securities | (2,471,306) | - |
| **TOTAL COMPREHENSIVE INCOME** | **P 15,567,733** | **P 14,287,529** |

## NEGROS WOMEN FOR TOMORROW FOUNDATION, INC.
(A Nonstock, Nonprofit Corporation)

### SEPARATE STATEMENTS OF CASH FLOWS

| | Years Ended December 31 | |
|---|---|---|
| | **2010** | **2009** |
| **CASH FLOWS FROM OPERATING ACTIVITIES** | | |
| Net excess of income over expenses | P 18,039,039 | P 4,287,529 |
| Adjustments for: | | |
| Interest expense | 12,534,233 | 20,783,847 |
| Depreciation | 6,638,379 | 7,546,750 |
| Impairment losses on receivables | 5,544,731 | 15,860,252 |
| Gain on disposals of property and equipment | (50,911) | (10,482) |
| Receivables written-off | (3,373,884) | (14,950,168) |
| Interest income | (156,791,321) | (164,374,176) |
| Operating loss before working capital changes | (117,459,734) | (120,856,448) |
| (Increase) decrease in: | | |
| Receivables | (75,366,081) | 18,500,875 |
| AFS- Securities | (25,502,945) | - |
| Increase (decrease) in: | | |
| Accounts payable and accrued expenses | 57,908,983 | (23,659,090) |
| Retirement liability | (964,024) | 3,225,306 |
| Cash used in operations | (161,871,378) | (122,789,357) |
| Interest received | 156,791,321 | 164,374,176 |
| Interest paid | (12,278,898) | (20,923,437) |
| Net cash provided by (used in) operating activities | (16,869,273) | 20,661,382 |
| **CASH FLOWS FROM INVESTING ACTIVITIES** | | |
| Proceeds from disposal of property and equipment | 255,099 | 16,794 |
| Additions to property and equipment | (8,136,108) | (4,538,075) |
| (Increase) decrease in other assets | 4,286,351 | (2,728,884) |
| Net cash used in investing activities | (3,594,658) | (7,250,165) |
| **CASH FLOWS FROM FINANCING ACTIVITIES** | | |
| Increase in due to members | 31,404,765 | 8,385,079 |
| Payment of loans - net | (57,111,653) | (65,512,263) |
| Transfers to restricted fund | - | 62,694,466 |
| Net cash provided by (used in) financing activities | (25,706,888) | 5,567,282 |
| **NET INCREASE IN CASH AND CASH EQUIVALENTS** | (46,172,924) | 18,978,499 |
| **CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR** | 120,868,447 | 101,889,948 |
| **CASH AND CASH EQUIVALENTS AT END OF YEAR** | **P 74,695,523** | **P 120,868,447** |



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