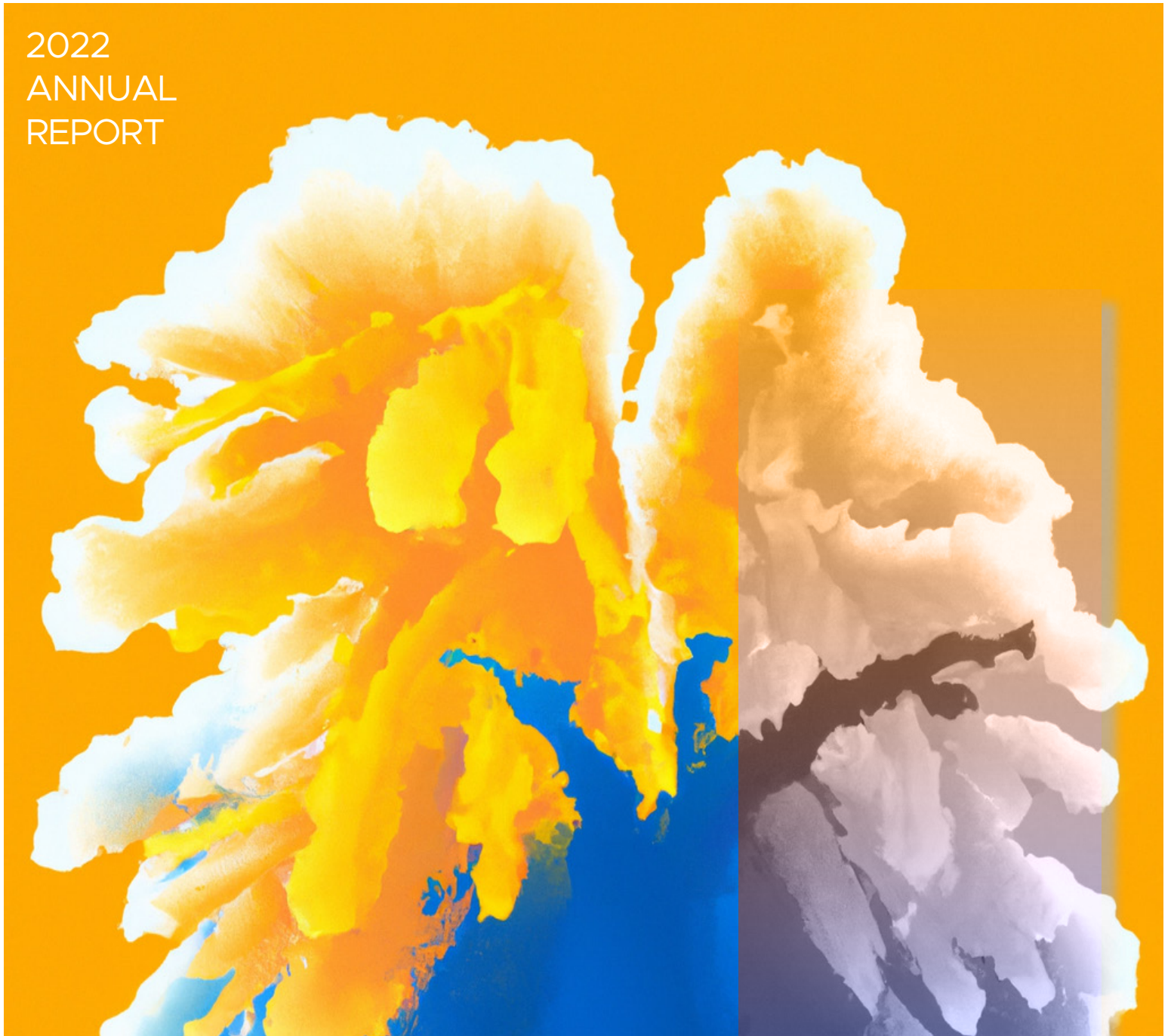


2022
ANNUAL
REPORT



FUELING GROWTH

*“As **JMH Microfinance, Inc.** envisions expansion and aims to be a leader in its areas of service, building a strong mycelium becomes paramount.” -The Cover*

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MESSAGE TO STAKEHOLDERS

As we embark on a new year, I want to express my deepest gratitude for your continued support and trust in JMH Microfinance, Inc. Despite the challenges brought by the pandemic, we stood strong and were able to make significant strides in our mission to help the enterprising less privileged.

I am proud to announce that in the past year, we expanded our areas of operation and opened seven (7) branches in Bulan 2, Juban, Sipocot, Matnog, Magarao, Aroroy, and Naga City. This brings our total number of branches to thirty-seven (37) scattered in the provinces of the Bicol Region. With this expansion, we were able to reach more potential clients who are in need of our financial and value-added services.

In 2023, as per our strategic plan, we are planning to add six (6) more branches to further extend our reach and impact. This expansion will contribute to our mission of providing financial services to the enterprising less privileged and empowering them to improve their lives and communities.

In addition, we have set a target to employ 431 new employees, allowing us to strengthen our team and better serve our growing client base. We are committed to providing employment opportunities and

fostering professional growth within our organization.

Furthermore, our efforts to expand have resulted in a substantial increase in our client base. We have set a target to serve 41,000 clients in the coming year, enabling us to provide financial assistance to a larger number of individuals and contribute to their economic empowerment.

Additionally, we are focused on further developing our loan portfolio. As part of our strategic plan, we aim to achieve a loan portfolio worth P564.45 Million. This growth will enable us to support more entrepreneurial ventures and create opportunities for our clients to improve their livelihoods.

These ambitious goals and targets are a testament to our commitment to driving positive change in the communities we serve. We are confident that with the support of our stakeholders, we will be able to achieve these milestones and make a lasting impact.

Once again, thank you for your continued support and partnership. We wish you and your loved ones a joyous 2023 as we work together to create a brighter future for all.

-Charisma D. Lascota, President

SEVEN
NEW BRANCHES

THE AREAS & BRANCHES

SEVEN AREAS OF OPERATIONS

MASBATE

Masbate City
Milagros
Mobo
Baleno
Aroroy

SORSOGON 1

Magallanes
Casiguran
Sorsogon City
Bacon
Juban

CAMARINES SUR 1

Ocampo
Tigaon
Goa
San Jose
Tinambac

CAMARINES SUR 2

Pili
Naga City
Baao
Iriga City
Calabanga
Magarao

CAMARINES SUR 3

Minalabac
San Fernando
Pamplona
Libmanan
Sipocot

SORSOGON 2

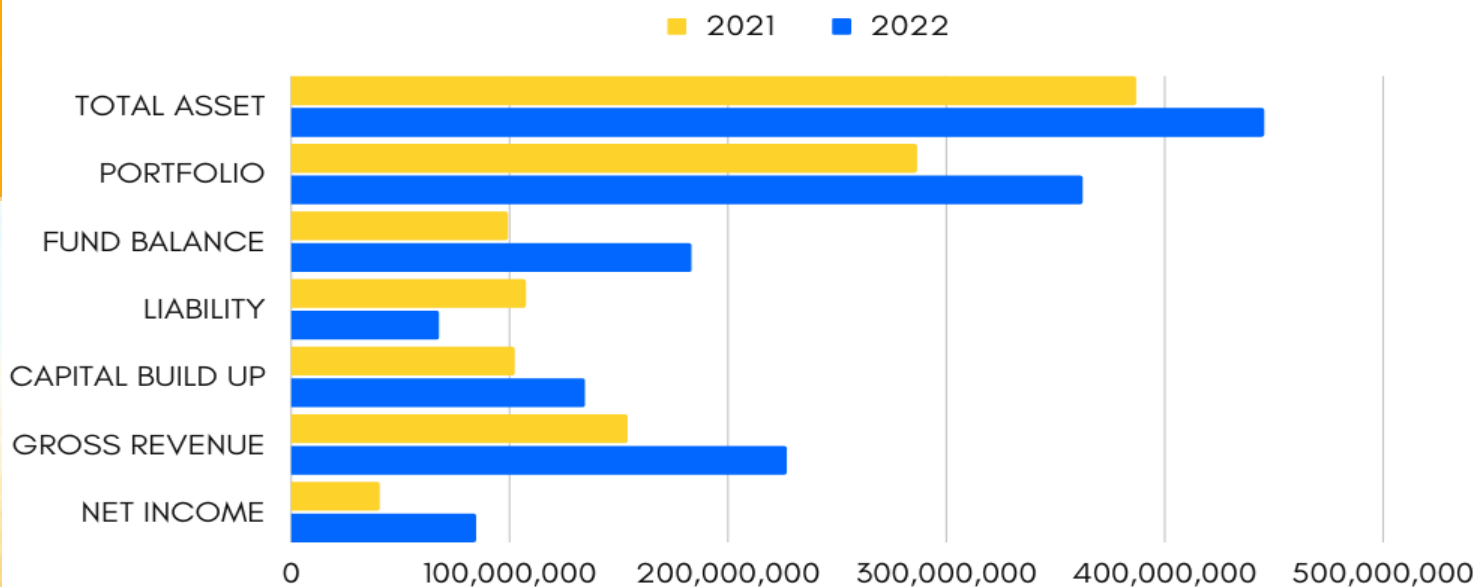
Castilla 1
Castilla 2
Donsol
Pilar
Manito
Daraga

SORSOGON 3

San Jacinto
San Fernando
Matnog
Bulan 1
Bulan 2



THIRTY SEVEN BRANCH OFFICES



TREASURER'S REPORT

The year 2022 has been a remarkable financial success for JMH Microfinance, Inc. The company, achieved significant growth in key financial metrics, showcasing a robust performance and positive trajectory.

Total assets grew from P386.9 million in 2021 to P445.6 million in 2022, reflecting a solid growth rate of 15.16%. The portfolio witnessed substantial growth, increasing from P286.6 million to P362.4 million, representing a growth rate of 26.45%. These numbers indicate JMH's successful investment strategies and business expansion initiatives.

The company's fund balance soared from P99.1 million in 2021 to P183.1 million in 2022, marking a remarkable growth rate of 84.8%. The substantial increase in fund balance showcases the company's ability to generate profits and retain earnings, which can be utilized for future growth opportunities.

JMH has effectively managed its liabilities, with the liability decreasing from P107.2 million in 2021 to P67.6 million in 2022, indicating a significant decrease of -36.97%. This demonstrates the company's prudent approach to managing its obligations and liabilities, leading to improved financial stabil-

ity. The capital build-up increased from P102.1 million to P134.3 million over the year, showcasing a robust growth rate of 31.52%. This reflects the company's strategic financial planning and management, which has enabled it to strengthen its financial position and support its growth initiatives.

The gross revenue increased significantly from P153.9 million to P226.8 million by December 31, 2022, representing a growth rate of 47.33%. The net income also witnessed substantial growth, increasing from P40.4 million to P84.4 million, showcasing a growth rate of 108.87%.

JMH remains optimistic about its future prospects, building on its solid financial performance in 2022. The company's strong financial position, improved profitability, and effective liability management strategies provide a strong foundation for its growth plans.

FINANCE

2022 PERFORMANCE

75

SCHOLARS
SCHOLARSHIP PROGRAM

59

BARANGAYS
COMMUNITY OUTREACH

259

MICROENTREPRENEURS
DTI BNR

91

MICROENTREPRENEURS
BMBE

37

MICROENTREPRENEURS
BDS

105

MICROENTREPRENEURS
SKILLS TRAINING

20

FARMER-CLIENTS
RSBSA

1,368

CLIENTS
FINANCIAL LITERACY

79

CENTERS
RICE RAFFLE INCENTIVE

842

CLIENTS
PSA SERVICE

107

CLIENTS
SSS NON-COLLECTION

23

CLIENTS
PHILHEALTH

Expanding Horizons

The Scholarship Program has witnessed remarkable growth, now boasting 75 active scholars for the 2022-2023 school year. This includes two seminarians, illustrating the program’s commitment to diverse educational paths. With the addition of 49 new scholars, the program is maintaining an impressive 128 scholars this year. However, it is equally important to celebrate the achievements of the 20 scholars who graduated in 2022, equipped with knowledge and skills to contribute to society.

Nurturing Aspirations

Within the Scholarship Program, the Mommy Chonnie Scholarship Program deserves special recognition for its financial assistance to two scholars pursuing a Theology degree at the esteemed Holy Rosary Major Seminary in Naga City. By investing in their theological education, this program supports the spiritual growth and development of individuals who will play vital roles within their communities.

Igniting Entrepreneurship

The program has facilitated the registration of 259 applications for DTI business names, enabling as

piring entrepreneurs to formalize their ventures. Furthermore, 91 client-entrepreneurs have received endorsements for Barangay Micro Business Enterprise (BMBE) registration, providing them with the necessary legal framework and support. The program’s partnership with Go Negosyo’s KMME-MME Online Business Mentorship Program has also equipped five clients engaged in food and handicraft manufacturing with valuable guidance and expertise. Through business coaching, product packaging assistance, and skills training, the program empowers entrepreneurs to thrive and contribute to local economies.

Building Capacity

JMH’s Program has endorsed farmers for registration in the Registry System for Basic Sectors in Agriculture (RSBSA), offering them access to vital resources and opportunities. Additionally, financial literacy programs conducted in 34 branches have equipped 1,368 client members with essential knowledge and skills to make informed financial decisions, fostering economic resilience within the communities.

Online Services and Support

Through the PSA Online Processing Service and SSS Facilitation Services, 444 client members have

been efficiently assisted, simplifying administrative processes. Moreover, the program has harnessed the potential of online platforms and social media marketing to promote the businesses of 262 client-entrepreneurs, empowering them to reach broader audiences and expand their market presence.

Transforming Communities

JMH Microfinance, Inc. is making a profound impact in rural communities through their commitment to financial empowerment and environmental stewardship. Through initiatives like community gardens and the development of a paperless app, the organization is fostering self-sufficiency and sustainability.

The community gardens, initiated during the pandemic, continue to provide fresh vegetables for clients, ensuring food security and fostering resilience. In their dedication to reducing paper waste, JMH Microfinance is developing an innovative app, simplifying financial transactions while preserving natural resources.

In collaboration with government agencies, JMH Microfinance recently spearheaded a tree-planting campaign, **resulting in the planting of a thousand trees** across the countryside. This environmental commitment goes hand in hand with their mission, extending their impact beyond financial assistance.

Looking ahead, JMH Microfinance plans to relaunch a dental hygiene campaign in the coming year, recognizing the importance of oral health in overall well-being. By providing access to dental hygiene kits and promoting awareness, they aim to empower rural communities and foster holistic well-being.

JMH Microfinance's unwavering dedication to financial inclusion, environmental sustainability, and community empowerment continues to transform lives and shape a brighter future for rural areas. Their efforts serve as an inspiration for communities to embrace their potential and work towards a prosperous and sustainable tomorrow.



SERVICES
DELIVERY OF NON-FINANCIAL SERVICES



MISSION

To sustainably provide responsive and efficient financial and value-added services for socioeconomic improvement of the enterprising less privileged.

VISION

A progressive organization devoted for the advancement of the quality of life of its stakeholders.





JMH Microfinance Rewards Exemplary Clients with Facebook Live Raffle

In a groundbreaking event, JMH Microfinance, Inc. recently conducted its first-ever raffle promo through a live broadcast on Facebook. This momentous occasion marked a significant milestone in the company's history, as it embraced the power of social media to engage with its clients in an innovative way.

With a generous budget of 500,000 pesos allocated for the promo, JMH Microfinance aimed to reward its loyal customers with exciting packages. These prizes included a range of offerings that catered to different needs and aspirations, including the much-awaited Noche Buena package comprising essential groceries, a Palamigan Showcase, a Carenderia package, and a Sari-Sari Store package.

The winners, carefully selected through qualifying parameters, eagerly anticipated the arrival of their respective packages. JMH Microfinance went the extra mile to ensure that the items were promptly delivered to their branches and personally awarded to the deserving clients.

Among the lucky winners, 260 individuals were thrilled to receive the Noche Buena package valued at 1,000 pesos each. This bundle of provisions promised to enhance their holiday celebrations and bring joy to their homes. Additionally, 20 winners were rewarded with the Palamigan Showcase, an exciting prize worth 5,000 pesos, which offered a refreshing and convenient way to keep their beverages cool. Moreover, 15 fortunate clients were bestowed with the Carenderia package, valued at 8,000 pesos, allowing them to expand and improve their food businesses. Lastly, 10 winners rejoiced as they received the coveted Sari-Sari Store package worth an impressive 10,000 pesos, empowering them to enhance their existing stores or embark on an entrepreneurial journey.

The raffle promo spanned three consecutive Fridays during the final quarter of 2022, creating an atmosphere of anticipation and excitement. Beyond the chance to win these remarkable prizes, the live broadcast also provided audiences with an opportunity to engage in interactive trivia sessions, where winners could secure additional rewards in the form of cellphone load credits.

In an evaluation survey conducted by the Client Development and Services Department, **the overwhelming feedback from participants was one of immense appreciation and satisfaction.** Clients expressed gratitude for the raffle promo and eagerly expressed their anticipation for future events of this nature, eagerly looking forward to what JMH Microfinance has in store for 2023.

The success of the Facebook Live raffle promo signifies JMH Microfinance's commitment to staying connected with its clients, embracing digital platforms, and going beyond conventional means to engage and reward their loyal customer base. As the company continues to explore innovative ways to enhance its services, one thing remains certain – the relationship between JMH Microfinance and its clients will only grow stronger, creating a mutually beneficial partnership that will thrive well into the future.

31,254
ACTIVE CLIENTS



JMH Microfinance Empowers Farmers with Financial Literacy Training in Partnership with ACPC

JMH Microfinance, Inc., in collaboration with the Agricultural Credit Policy Council (ACPC), recently organized a transformative Financial Literacy training program aimed at empowering farmer-clients with essential knowledge and skills.

The comprehensive training sessions were conducted across JMH's areas of operations, benefiting a total of 149 small farmers and fisherfolk. Recognizing the crucial role that financial education plays in fostering sustainable agricultural practices, JMH Microfinance actively sought to equip its clients with the tools necessary to make informed decisions and maximize their potential for growth.

As a trusted partner conduit of the ACPC, JMH Microfinance serves as a crucial link in delivering government-offered loans to Filipinos engaged in agriculture and aquaculture businesses. This strategic partnership allows JMH Microfinance to extend its reach and support a wider range of individuals who rely on these loans to sustain and expand their agricultural ventures.

Through the Financial Literacy training, participants were introduced to fundamental concepts and practices that are vital for their financial well-being.

The collaborative effort between **JMH Microfinance and ACPC exemplifies their shared commitment to empowering Filipino farmers and fisherfolk** by providing them with access to crucial financial resources and comprehensive training. By investing in the financial literacy and well-being of their clients, JMH Microfinance and ACPC are driving positive change and empowering individuals to build sustainable livelihoods for themselves and their communities.

As JMH Microfinance continues to serve as a bridge between government programs and agricultural entrepreneurs, they remain dedicated to expanding their outreach and creating lasting impact in the lives of their clients. Through ongoing collaborations and innovative initiatives, JMH Microfinance and ACPC strive to strengthen the agricultural sector and uplift the lives of Filipino farmers and fisherfolk, paving the way for a more prosperous and resilient nation.



329

TOTAL EMPLOYEES

7

AREA MANAGERS

56

BOOKKEEPERS

37

BRANCH MANAGERS

155

ACCOUNT OFFICERS

39

SUPPORT STAFF

35

SUPPORT GROUP



BOARD OF TRUSTEES



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CHAIRMAN



CHARISMA D. LASCOTA
PRESIDENT



VICTOR EMMANUEL S. CASTRO
TRUSTEE



REV. FR. FREDERICK A. NAGA
TRUSTEE



ANNABELLE A. BORABON
TRUSTEE



JOHN FLORENCE L. GRANADO
CORPORATE SECRETARY

THE MANAGEMENT



CHARISMA D. LASCOTA
PRESIDENT



LEDEL B. BOLANOS
OPERATIONS



JOSE ROLANDO A. PERLADO JR.
ACCOUNTING AND FINANCE



CECILE D. FUNELAS
COMPLIANCE & STRATEGIC SUPPORT



GERARDO R. ARABEJO
HUMAN RESOURCE



MARK ANDREW M. PASCUA
INTERNAL AUDIT



ALLAN C. LOZA
GENERAL SERVICES



ALLYSA D. DOCOG
CLIENT DEVELOPMENT AND SERVICES

THE COVER

Mycelium: The Underground Network That Fuels the Growth of Companies

Mycelium, the interconnected systems that support the growth and development of companies, plays a crucial role in the business world. It provides adaptability, meaningful relationships, and access to resources that are essential for a company's success.

Ms. Charisma D. Lascota, President of JMH Microfinance, Inc., emphasizes the importance of a strong mycelium for JMH's growth and success.

A well-developed mycelium enables a company to adapt and evolve over time, responding effectively to changing market conditions and competition. It provides the flexibility needed in today's dynamic business landscape, allowing companies to stay ahead.

Additionally, **the network of relationships built through partnerships, collaborations, and a customer-centric approach forms a solid foundation for growth.**

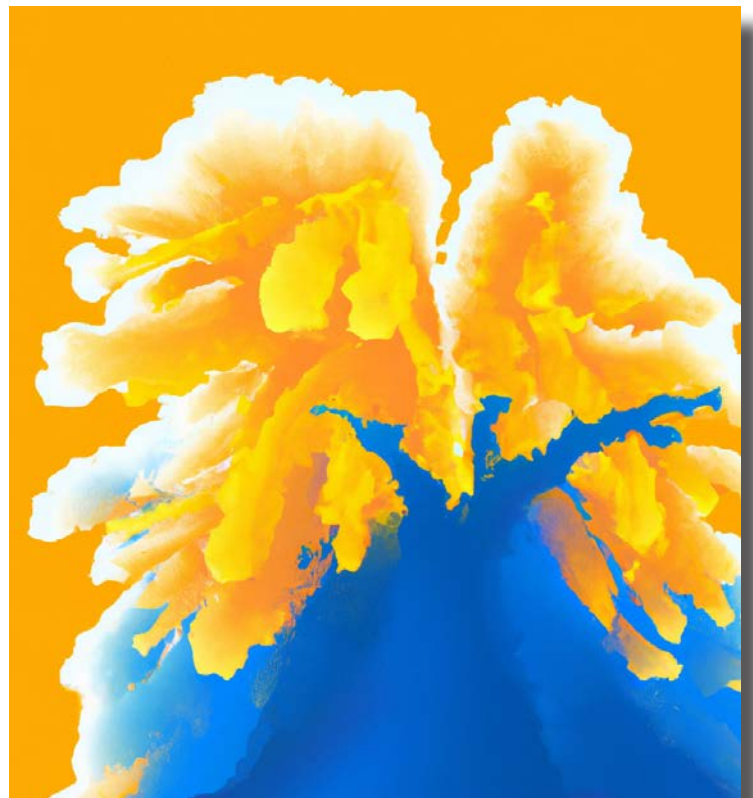
Meaningful connections with partners, customers, and stakeholders provide access to new resources, market insights, and business opportunities.

As JMH Microfinance, Inc. envisions expansion and aims to be a leader in its areas of service, building a strong mycelium becomes paramount.

By nurturing a mycelium that encompasses the right resources, adaptability, and meaningful relationships, JMH can create a solid foundation for its growth plans and thrive in the competitive business landscape.

Mycelium serves as a metaphor for the interconnected systems that support a company's growth, and by focusing on building and nurturing its mycelium, JMH Microfinance, Inc. can fuel its growth and open up new opportunities for success.

**The cover is a computer generated image for JMH 6090*




GOAL


To be the MFI choice of the areas that we serve

FOLLOW US



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