



THE CHAIRMAN'S REPORT

Good afternoon!

Ladies and Gentlemen, my fellow Board of Trustees, esteemed members and stakeholders, PESLAI staff, and guests, - welcome to the 2025 Annual General Membership Meeting of the PNB Employees Savings and Loan Association, Incorporated.

I am pleased to present to you the Chairman's Report for the year 2024, highlighting the accomplishments, challenges, and future directions of PESLAI, your Savings and Loan Association.

Let me start 1st with the overview of the Year.

The past year has been a challenging yet rewarding period for our Association. Despite the economic and industry challenges, we remain committed to our mission of providing valuable financial services and benefits to our members. This was evident when we started as early as January 22, 2025, the distribution of a 10% dividend and ₱4.0M allocated for patronage refund for all eligible members.

2nd our Key Achievements

Here are the key achievements of the Association for the year 2024:

1. Membership Growth: Numerous mandatory retirements of the PNB workforce resulted in a reduction of membership, but we still managed to recruit new members as replacements. As a result, we welcomed [number] new members, increasing our total membership to [number].
2. Capital Contribution Growth: Total deposits grew by 3% amounting to ₱334.643M, demonstrating members' trust in our Association.
3. Loan Portfolio: Our loan portfolio expanded by 2.64 % amounting to ₱383.321M, supporting the financial needs of our members; and
4. Financial Performance: We earned a net income of ₱38.7M, a 6.62% increase compared to the year 2023, truly this reflects our prudent management and operational efficiency.

3rd Challenges and Opportunities

While we have made significant progress, we are aware of the challenges that lie ahead. These include:

1. Regulatory Compliance from supervising government agencies such as Bangko Sentral ng Pilipinas (BSP), Security Exchanges Commission (SEC), National Privacy Commission (NPC), Bureau of Internal Revenue (BIR), etc. Accordingly, we will adapt to changing regulatory requirements, ensuring our Association remains compliant.
2. Market Competition from PNB Coop, SSS, Pag-Ibig Fund, and digital financial services remain a challenge. That is why we are focusing on enhancing our products and services to remain competitive in the market.

4th Future Directions

In the coming year, the Association will prioritize:

1. Digital Transformation, by enhancing our digital channels to improve member experience and convenience.
2. Product Innovation, by developing new products and services to meet the evolving needs of our members.
3. Member Engagement, by strengthening our relationships with members through regular communications and outreach marketing programs.

In Conclusion

I would like to express my heartfelt gratitude to our members, the Board of Trustees, management, and staff for their dedication and hard work. Together, we have achieved significant milestones, and I am confident that we will continue to grow and thrive in the years to come.

Maraming salamat po at Mabuhay ang PESLAI!

RICO B. ROMA
PESLAI Board of Trustee Chairman and President