



MESALA CONNECTS

Ugnayang Mesala @www.mesala.com.ph

September 2019

A Quarterly Newsletter of Mesala, Inc.

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Mesala to Implement the Abuloy Program

In keeping with the traditional Filipino value of providing monetary aid or *abuloy* to condole, ease the pain, and mitigate the financial burden brought upon by death of a family member, Mesala's Board of Trustees approved the implementation of the Abuloy Program.

To be a part of the Abuloy Program, individual primary members must accomplish the Abuloy Program Enrollment Form. Once enrolled, members may also enroll their dependents to the Abuloy Program by submitting their dependent's Enrollment Form to Mesala.

Each enrolled member and dependent's contribution shall be P 10.00 for every death of an enrolled member or dependent. Said contribution shall be taken from the member's savings deposit and/or withdrawable capital contribution. Failure to contribute within three (3) consecutive months shall be a ground for the termination of coverage from the Program.

Enrolled members and dependents are requested to designate their beneficiaries to the Abuloy Program. Forms are available at the Association's website at www.mesala.com.ph or at the Mesala office.

Mesala, Spectrum Partners to Promote Renewable Energy

To promote positive impact in Meralco's thrust for renewable energy, Mesala in partnership with Spectrum, a wholly owned Meralco subsidiary focused on renewable energy, now offers Spectrum's Solar Solutions for your Home* Loan.

Benefits of getting solar for your home include reduced electricity bills, low maintenance costs and cleaner environment because of reduced greenhouse gas emissions.

For loan inquiries & other flexible loans, please contact Mesala Sales at (0999) 228 6195, (0917) 842 7698 or sales@mesala.com.ph. For Spectrum Solar Solutions for Home inquiries, please contact Beverly Limlengco at (0998) 591 9547 or [@spectrum.net.ph](https://www.facebook.com/banlimlengco).

#MeralcoGoesGreen#MESALA#Spectrum

**Offer is limited to Mesala members with homes within the Meralco franchise area*

SPECTRUM
SOLAR HOME PACKAGES THRU MESALA

Standard Packages	Indicative Price	Best for those w/ monthly bill of:	Potential Savings
2kW	P200k	P5,000	P2,000/mo.
3kW	P250k	P8,000	P3,000/mo.
5kW	P350k	P10,000	P5,000/mo.
10kW	P700k	P20,000	P10,000/mo.

Mga Tanong at Sagot Tungkol sa Abuloy Program

1. **Ano ang Abuloy Program?** Ang Abuloy Program ay isang paraan ng pagtulong o pakikiramay sa pamilya ng ating kapwa Mesala member na namatay o pumanaw sa pamamagitan ng pagabuloy ng Sampung Piso (Php 10.00) sa bawat isang enrolled member o dependent na namatay sa isang partikular na buwan. Halimbawa, kung may namatay o pumanaw na dalawang (2) enrolled members o dependents sa buwan ng Disyembre, ikaw ay kakaltasan o babawasan ng PhP 20.00. Kung apat (4) naman ang namatay, ikaw ay babawasan ng PhP 40.00 at kung walang namatay para sa buwan na nabanggit, ikaw ay hindi babawasan ng anumang halaga.
2. **Sino ang kasama sa Programang ito?** Ang mga individual primary members na nag enroll sa Abuloy Program at kanilang enrolled dependents ang kasama sa programang ito.
3. **Paano ako kakaltasan o babawasan para sa Abuloy Program?** Ang halaga ng abuloy ay ibabawas kada buwan sa iyong Mesala Savings Account o sa iyong Withdrawable Capital Contribution. Tiyakin lamang na may sapat na pondo ang iyong Mesala Savings Account para sa iyong abuloy. Ang hindi pag-aabuloy sa sunod sunod na tatlong (3) buwan dahil sa kakulangan ng makakaltas sa iyong Savings Account o Withdrawable Capital Contribution, ay dahilan upang ikaw ay matanggal sa programang ito.
4. **Kung ako ay natanggal sa Abuloy Program, maari ba akong sumali uli?** Maari sumali uli sa Abuloy Program sa pamamagitan ng pagsagot sa Re Admission Form na maaring makuha sa opisina ng Mesala. Ito ay maaring gawin ng isang beses lamang ayon sa pag apruba ng Mesala.
5. **Sino ang tatanggap ng benepisyo mula sa programang ito?** Ang mga beneficiaries ng mga members at dependents na enrolled sa Abuloy Program ang tatanggap ng benepisyo mula sa programang ito.

Italaga ang iyong beneficiaries sa Beneficiary Enrollment Form ng Mesala. Kung kayo naman ay walang itinakdang beneficiaries, ang abuloy ay ibibigay sa inyong mga tagapagmana ayon sa ganitong pagkakasunod sunod: (a) surviving spouse o nabalong asawa; (b) anak/mga anak; (c) magulang; (d) kapatid; (e) lolo/lola; at (e) pinsan.

Ang halaga ng abuloy na matatanggap ng iyong tagapagmana ay depende sa bilang ng members at dependents na kasama sa Abuloy Program sa panahong iyon. Ito ay maaring maging iba-iba dahil nagbabago din ang bilang ng mga kasali o kasama sa Abuloy Program.
6. **Paano makukuha ng aking beneficiaries o tagapagmana ang benepisyo ng Abuloy Program?** Upang makuha ang abuloy, kailangan isumite ang Benefits Claim Form kasama ang orihinal na Death Certificate mula sa Ospital, Medico Legal o mula sa lokal na pamahalaan.
7. **Ano ang kaibahan ng Abuloy Program sa Death Benefit Program?** Ang Death Benefit Program ay isang low premium life insurance group coverage ng PhilamLife. Ito ay may insurance premium o kabayaran na Php 100.00 kada buwan para sa death benefit na Php 100,000.00. Ang isang Mesala member o dependent ay maaring maging kasali sa parehong Abuloy Program at Death Benefit Program kung gusto ng mas malaki ang benepisyo.

***“Ang ating Sampung Pisong Abuloy para sa ating kasamang miyembro
Kapag pinagsama para sa pamilyang naiwan ay malaking benepisyo”***

Kung kayo po ay may karagdagang katanungan tungkol sa Abuloy Program, maaring tumawag sa landline no. (02) 1622-6028 o bumisita sa FB Page ng Mesala sa www.facebook.com/Mesala Inc.



FROM THE CHAIRMAN'S DESK

Atty Gil S. San Diego

Chairman of the Board of Trustees

Everytime MESALA becomes the topic of discussion, DIVIDEND is sure to be mentioned, as if DIVIDEND is MESALA's reason for being. True enough, our dividend rate when compared to other non-stock savings and loan associations (NSSLAs) is our pride and joy in MESALA, but is dividend its reason for being? I beg to disagree and Republic Act No. 8367, otherwise known as the *"The Revised Non-Stock Savings and Loan Association Act of 1997"*, the principal law governing the creation and operation of non-stock savings and loan associations including MESALA, will bear me out. Except for the general statement that the association *"may"* allow the members to participate in the profit of the association, not a single word *"dividend"* appeared in the law. It is quite explicit in the wordings of the law that it is enacted to encourage industry, frugality and the accumulation of *savings* among the members and the use of such accumulated *savings* for *loans* to the members to service the needs of households by providing long-term financing for home building and development and for personal finance, subject to the rules and regulations that the Monetary Board of the Bangko Sentral Ng Pilipinas may promulgate to ensure sound, stable and efficient operation. Clearly, the reason for MESALA's being is the *use* of the accumulated *savings* of members as *loans* for their home building, household, and personal needs. The payout of dividend is only secondary or subject to availability of retained earnings. Employees who rose from the rank and fully dependent on fortnightly salary will attest to the fact that they have less if not none to give as capital or savings whereas more on borrowings.

Forty-five (45) years ago when I was hired as a probationary junior clerk in the Legal Services Department of MERALCO, just like my contemporary employees at that time, the five (5) months probationary period seemed too long a time of waiting for us to qualify and fill up the application for membership in MESALA. Immediately after regularization and full-pledged MESALA membership, one by one appliance loans gave me black and white Zenith Television, Frigidaire, Northern Hill Cooking Range, National Washing Machine, Pioneer Stereo, and Carrier Aircon, which remain in our house for sentimental reason even if the TV and Frigidaire are no longer working. Then, as I slowly rose from the rank, my borrowing capacity likewise gradually increased and at a P15,000 Mesala loan built an owner-type jeep; acquired a home lot; constructed a house out of DBP loan and completed it through a Mesala loan; acquired residential and agricultural properties even condos and memorial lots for investment purposes; and raised small capital out of MESALA loans to set up small lending and realty businesses which I thought are ideal for lawyers like me. I likened MESALA to a big sinkhole or a strong current at sea that I cannot overcome no matter what I do. Some would say it differently like *"habang panahon akong alipin ng MESALA"*. But I persevered thinking that if I can buy and sell for profit and hold on to these properties, and always emboldened by the thought that I have MESALA as back-up, my future would be secured. Thus, for me, the MESALA loan facility is the centrepiece in terms of importance of MESALA to its members.

We must understand that dividend is not naturally flowing even if MESALA is performing very well in its business operation. In those days when MESALA was able to give out as high as 22% of net profit as dividend, the interests on loans and investment yields were also at double digit. In the past few years, we have seen that interest rates plummeted at record low and the pressure to keep dividend at satisfactory level has become a heavy burden to MESALA. There can be no magic in fixing dividend rate and the downtrend is inevitable not only on account of low interest rate but the backlash that comes out of hefty dividend rate as it attracts the attention of other players in the industry who may have been adversely affected. The BSP itself is getting stricter on lending rules like on single borrowers limit and loan collaterals, among others.

Another major concern impacting our dividend is the provision of RA 8367 requiring NSSLAs to confine their membership to a "well-defined group", i.e., employees, officers, directors, retirees and immediate members of the family up to second degree of consanguinity or affinity, of just "**one**" company. While BSP allowed the existing corporate members of MESALA to continue their membership in the Association, this law reserved the right to the Monetary Board to compel compliance with the concept of the "well-defined group" if circumstances warrant. In fact, there were corporate members and their employees who were ordered out of membership by BSP.

Also, another factor affecting MESALA's ability to generate dividend is the limitation on investment prescribed by Section 18 of RA 8367. MESALA can invest only 10% of its total assets, according to Section 7, b), thereof, in any sound non-speculative enterprises as well as in bonds, securities, and other obligations issued by the Government of the Philippines, or any of its political subdivisions, instrumentalities, or corporations including government-owned or controlled corporations. It therefore goes without saying that 90% of total assets must be devoted to loans of members. This is not happening because the reality in MESALA is that there are more members who are investors than borrowers. So far, the BSP has allowed MESALA to invest its funds beyond the 10% limit, albeit, with warning to MESALA to employ remediation measures, hence, MESALA is driving hard in the marketing of its loans to all the members with positive result.

As if these are not enough, the BIR imposed Gross Receipt Tax (GRT) on MESALA and other NSSLAs gross earnings virtually subverting the exemption from income tax that RA 8367 mandated for NSSLAs including MESALA. In a meeting with the BIR officers on this matter, one of them stated in jest that "*malaki naman dividend ninyo i-share nyo naman*". Unfortunately, GRT will mean considerable reduction in dividend rate. How much it will be is yet to be seen but rest assured that MESALA Management is doing its best to cushion the impact.

Very often, we hear members' criticisms saying that MESALA's business is simple and easy tax exempt, with members as captive market, and yet it cannot compete with the banks on interest or investment yields. One need not be highly educated or experienced in finance or economic to understand that an NSSLA or MESALA cannot compete with banks. The banks can provide financial services or invest all its resources to any person or entity whereas an NSSLA or MESALA can provide financial services solely to its members with interest rate at such tone being set up ironically by banks. Needless to say MESALA is not and cannot be compared to a bank. As a matter of fact, Section 8 of RA 8367 is explicit in its prohibition to any NSSLA including MESALA to open checking accounts for its members and to represent itself as a bank.

Notwithstanding the present business and regulatory realities, MESALA remains strong and growing, and now focusing itself to other areas vital to the members like health-care and medical needs. It has low-interest medical loan and has embarked on free flu and pneumonia immunization program for its members. It recently launched an Abuloy Program for deceased members whereby all members are invited to voluntarily contribute ten pesos (P10.00) each for the death of a member, pursuant to the following provision of RA 8367: **“Section 7. Powers of Associations x x x. In addition to the powers granted by this Act and existing laws, any Association may: x x x.**

‘g) engage in death benefit program meant exclusively for the mutual benefit of its members.”

The board is imploring all mesala members to patronize mesala as their sole saving and loan provider and not be mesmerized by the banks’ offer of high interest on savings or investments and low interest on loans because mesala is doing everything to match the banks or give you comparable or competitive interest rates despite the banks’ huge advantage. Always bear in mind that if you pay interest to the bank on your loan and/or deposit/invest your money thereat for its own lending purposes, you enriched your bank and got nothing from it as share on profit like mesala’s dividend. It really makes no sense for mesala members to prefer the banks even assuming they have the edge in offered interest rate due to the following reasons: (i) Mesala is a non-profit entity organized for the benefit of its members only, (ii) mesala is distributing its profit by way of dividend only to its members, (iii) the members’ earnings from mesala are income tax free, and (iv) unlike other profit-driven financial entities whose attractive interest rates usually do not reflect at the bottom of the computation, mesala’s interest computation is transparent and straightforward. On top of these, mesala has non-monetary benefit program for its members like (i) low-interest medical loan, (ii) free flu and pneumonia vaccination, (iii) death benefit program through the low premium group insurance coverage by philamlife, and (v) abuloy program at p10.00 per death of a participating member to help the family/heirs of the deceased.

Tangkilikin po natin ang sariling atin!!!

MESALA NEWS BITS: NEW TIME DEPOSIT INTEREST RATES

With the downward trend in interest rates, it has become unsustainable for Mesala to maintain its’ current time deposit rates. At the time the Time Deposit 2.0 was launched last May 2019, the 1-year benchmark was at 6.053%, and today the benchmark is 3.664%. Given this, please be advised that effective 02 September 2019, the revised rate of NEW Time Deposits are as follows:

AMOUNT (Multiples of 1,000)		FROM		TO	
Minimum	Maximum	Interest Rate – Net (per annum)	Terms	Interest Rate – Net (per annum)	Terms
PhP1,000	PhP499,000	3.50%	3 years	3.00%	3 years
PhP500,000	PhP4,999,000	4.00%	3 years	3.00%	3 years
PhP5,000,000	PhP20,000,000	4.25%	3 years	3.00%	3 years

Interest rates of existing and outstanding time deposits as of 02 September 2019 will NOT be changed. This new rate will apply only to NEW Time Deposits applied for starting 02 September 2019. Further, all other terms and conditions of the current Time Deposits will still apply.

Mesala Embarks on a Free Flu and Pneumonia Vaccination Program

In line with Mesala's Corporate Social Responsibility to its members, free Flu and Pneumonia Vaccination were given to primary members last July 22 to August 15, 2019. Medical personnel care of Quick Cross administered the vaccine in the Meralco Center and in the different sectors. To date, 3602 primary members availed of the Flu vaccine and 2528 primary members availed of the Pneumonia vaccine. Prior to the vaccination, an orientation session was also held at the Mesala office to answer queries and concerns of members intending to avail of the vaccination.



Comparing our Dividend Rate: 2008 vs. 2018

What are the Factors that Affect our Dividend?

One of the indicators of how well Mesala operates is the level of dividend rates offered to its members. In 2008, Mesala declared a dividend rate equivalent to 17%. In 2018 or 10 years later, Mesala declared a 16% dividend rate. Looking at the rates, it may seem that there are no material changes in operation that transpired in a span of 10 years. If we look deeper, however, we will be surprised to know the changes in the financial status of our Association. Let us start with the comparative Balance Sheet or the Financial Position of our Association shown below:

From 2008 to 2018, Mesala's Assets more than doubled from PhP5.7 billion to PhP11.7 billion. This was made possible by the growth in fund coming from 137% growth in Deposits from PhP3.2 billion to PhP7.6 billion and 39% growth in Capital contribution from PhP2.4 billion to PhP3.3 billion in 2008 and 2018, respectively. The growth in Total Asset was attained by placing 22% growth in Loans and Receivables from PhP2.9 billion to PhP3.5 billion and 185% growth in cash and investment from PhP2.8 billion to PhP 8.0 billion, in 2008 and 2018, respectively.

BALANCE SHEET <i>in millions</i>	2018	2008	Growth	
			Amount	Percent
CASH AND INVESTMENT	7,980.77	2,798.24	5,183	185%
LOANS RECEIVABLES - NET	3,538.97	2,910.12	629	22%
OTHER ASSETS	156.27	58.33	98	168%
TOTAL ASSET	11,676	5,767	5,909	102%
DEPOSITS	7,622	3,211	4,411	137%
OTHER LIABILITIES	138	94	44	47%
CAPITAL CONTRIBUTION	3,296	2,364	932	39%
OTHER CAPITAL ACCOUNTS	619	98	522	535%
TOTAL LIABILITIES AND CAPITAL	11,676	5,767	5,909	102%

The combination of these Assets and Liabilities generates the Income Statement or Financial Performance of our Association as follows:

INCOME STATEMENT <i>in millions</i> <i>income (expense)</i>	2018	2008	Growth Percent
INCOME FROM LOANS	314	399	-21%
INCOME FROM INVESTMENTS	375	173	117%
INTEREST AND OPERATING EXPENSE	(188)	(162)	16%
NET INCOME	501	410	22%

While we were able to double our resources (Assets), our net income grew only by 22%. This was due to the 21% decline in income generated from loans. Fortunately, a 117% growth in income from investments offsetted the negative growth in income from loans generating a total growth in gross income (combination of loans and investments) of 20%. The imbalance between the growth in loan balances (22%) versus the income it generates (-21%) was mainly due to the decrease in the interest rates of loans offered to members.

LOAN INTEREST RATES	2018	2008
REAL ESTATE LOAN	5.00% TO 7.50%	9.25% TO 12.50%
CAR LOAN	7.50% TO 8.75%	11.00% TO 14.00%
CONSUMPTION LOAN	4.00% TO 12.25%	6.00% TO 13.00%
CAPITAL LOAN	8.00% TO 11.00%	10.00% TO 11.00%

Mesala ensured that members are given the most affordable interest rates in the market given our objective of helping our members achieve better quality of life for them and their families.

While we also grew our cash and investment balance by 185% (*see Balance Sheet, Page 6*), we were only able to generate income growth by 117%. This is basically due to market rates and the balance that we do when we allocate these investments relative to terms. Generally, the longer the term, the higher the rates. In as much as we want to place our investments in longer term facilities, we also need to consider the liquidity of our Association relative to providing funds for loan releases and member's withdrawal.

In summary, the Table below shows the decline in the average loan and investment rates that eventually converts to our gross income:

INTEREST RATES	2018	2008	Decline
AVERAGE LOAN RATES	8.86%	13.72%	-35%
AVERAGE INVESTMENT RATES	4.70%	6.18%	-24%

Evidently, our Association can generate more income from its Loan activities rather than its investment activities as average loan interest rates are higher than the average investment interest rates. Higher dividend rates for members can be generated if there is an increase in loan availments.

As regards our interest and operating expenses, while we grew by 16%, this is basically due on the inflation rates that transpired for over a decade, operational improvements that require additional cost and regulatory requirements, e.g. loan loss provisions.

In total, the Association generated a 22% growth in Net Income in 10 years. The decline in dividend rate from 17% to 16% in the years compared above, despite the growth in net income, was due mainly on the increase in capital contribution by 39%. Using a straight computation, our net income over capital (net income divided by capital contribution) will result to 15.25% in 2018 and 17.34% in 2008.

Other factors affecting dividend rates, among others, are appropriations or provisions required by the Bangko Sentral ng Pilipinas (BSP) as well as reversal of appropriations and the mode of computation which is weighted average. In a nutshell, that's how we generate our dividends.

With the foregoing, what can we expect relative to the level of dividend for current year and the years to come? First with the capital contribution, as we increase our capital, it can be expected that the dividend will decrease. This can be neutralized should we generate higher net income. However, we are challenged by risks in increasing our net income. This may include at the minimum the market rates affecting our loan, investment and even our deposit operations, increased market competition which may result to lost opportunity, regulatory implementations and restrictions that poses limitations to our business and in worst case, possible cost to our Association and operational costs that are inherent to our operation to ensure that we run the business appropriately.

Even if we were threatened by these scenarios, Mesala strongly believes that we can deliver a very competitive dividend payout as long as there is a strong support, understanding and prioritization from our members for their financial needs.

MESALA NEWS BITS

- ✓ **CHANGE IN BUSINESS HOURS:** Starting 02 September 2019, MESALA's operating hours will be from 7:30 AM to 5:00 PM. Loan applications, deposits, withdrawals and account inquiries will be entertained beginning 7:30 AM.
- ✓ **INCREASE IN CASH WITHDRAWABLE AMOUNT:** Effective 02 September 2019, members can withdraw up to Php200,000 in cash per day. This will apply only to cash withdrawal transacted by the withdrawing member in person or his attorney-in-fact. Cash amounts withdrawn through an authorized representative will remain at a maximum of Php40,000 per day.

Answers to Questions Raised During the Members' Forum

Mesala's Members' Forum was held last June 11, 2019 to answer queries raised during the Annual Membership Meeting and to gather other inputs, concerns and suggestions from members.

Questions on Membership:

1. Number of existing corporate members	44 corporate members as of July 2019
2. Possibility of semi-annual dividend declaration	BSP limits the distribution of net income to members only once in a year (Section 4126S of Manual of Regulations for Non-Bank Financial Institutions). Advances against expected dividends are allowed in November to be used for the holiday season.
3. Non-personal appearance of dependents who are abroad to become members	The face-to-face contact is a requirement of the Bangko Sentral. BSP Circular 993 series 2018 requires that "No prospective member shall be accepted without face-to-face contact with the Association's duly authorized personnel."
4. Membership of grandchildren	Grandchildren who are at least 7 years old can qualify as member-dependents. There is no limit on number of grandchildren to be enrolled. Guidelines on maximum capital contribution of Php 11,000 for dependents shall apply.
5. On updating of membership, can we have our picture taken at MESALA office?	Yes, picture of members updating their records can be taken at MESALA.

Questions on Loans:

6. Granting of Business Loan to members who want to become entrepreneurs.	MESALA is currently offering Business Loan for members who want to venture into business or expand existing businesses. Please visit loan products for terms and conditions.
7. Loans for retirees aged 70 years and above	All loan products are available to retiree-members, within their Single Borrowers Limit (SBL) and paying capacity. However, MRI will no longer be available for real estate loan and car loan.

Questions on Estate of Deceased Members:

8. In case of death of the principal member, can 100% capital contribution be transferred to spouse, minor children and all other children?	50% of the capital contribution can be transferred to the surviving spouse up to maximum of Php 500,000. The other half will be shared by the children, subject to maximum limit per member classification, in accordance with the extra-judicial settlement of estate.
9. If surviving spouse has no child, can he/she get 100% of the capital contribution?	Yes, but still subject to a maximum amount of Php 500,000 capital contribution.
10. If a deceased member has no spouse or children, where will the capital contributions and savings go?	Proceeds will be given to the nearest kin – parents and siblings, as stated in the extra-judicial settlement of the estate.

Paano Magdeposito sa inyong Mesala Account sa Pamamagitan ng BDO

Simula nung Marso 2019, maari nang magdeposito sa inyong Mesala Account sa pamamagitan ng pagpunta sa alinmang BDO Branch o sa pamamagitan ng BDO Online Banking. Ang Mesala at BDO tie-up na ito ay ginawa upang maging mas madali at maginhawa ang pagdedeposito sa inyong Mesala Savings Account. Sundin lamang ang mga hakbang na ito:

A. Para sa Cash o Check Deposit sa BDO Branch

Mag fill-up ng BDO Cash o Check Transaction Slip

Account Name (Account kung saan Magdedeposito)	MESALA, INC.
Account Number (Account Number ng Mesala, Inc.)	0046330001754
Payor's Name (Pangalan ng Mesala Member na nakasulat sa Passbook)	Juan Dela Cruz
Reference Number (Account Number ng Mesala Member na nakasulat sa Passbook)	12345678

Deposit
 Savings

Account Name : **MESALA, INC.**
 Account Number : **0046330001754**
 Payor's Name : *Mesala account holder*
 Reference Number : *Mesala account number of the member*

Note: Member can refer to their Mesala passbook for the correct Payor's name and Reference number to use as follow:

ACCOUNT NO. 123456789 Reference Number
 NAME JUAN DELA CRUZ Payor's Name SYROLLNO.

DATE WITHDRAWAL DEPOSIT INTEREST BALANCE TRANSFERS

Below is the sample cash/check transaction slip:

B. Sa Pamamagitan ng BDO Online Banking

Maaring magdeposito o maglipat ng hanggang Php 1 million online. Tumawag sa BDO sa 02-631-8000 at ienroll ang **Mesala BDO Account Number na 0046330001754** (nangangailangan ng ATM activation). Kapag Narito ang paraan ng paglipat :

1. I click ang Send Money at piliin ang "To Pre-enrolled BDO Account"
2. Send Money Details

C. Kailan pwedeng I-withdraw sa aking Mesala Savings Account ang aking deposito sa BDO?

Cash Deposit bago o hanggang 3 PM (on or before 3 PM)	Same day o Day 1
Cash Deposit pagkatapos ng 3 PM (after 3 PM)	Day 2
Check Deposit	Upon Clearing



MESALA STORIES

Kwentuhang Mesala@www.mesala.com.ph

MESALA CONNECTS

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Your Fitness is His Business

How Mesala helped an aspiring businessman achieved his dream

Mr. Bong Trinidad, Pound for Pound Fitness Gym owner, is the eldest son of Meralco retirees Jose and Gemma Trinidad. Pound for Pound Fitness started in Las Pinas and while working as a Marketing Professional in Toyota Alabang, Bong saw the opportunity to operate a Pound for Pound franchise in his hometown in Angono Rizal. He initially used his Mesala savings as downpayment for the franchise fee and upon Mesala's advice, his mother applied for a loan to cover the remaining balance.

Bong's Pound for Pound Fitness Angono opened in June 15, 2018 and experienced continuous growth in terms of enrollment, membership sales and renewal sales. Early this year, Pound for Pound main office offered Bong additional franchise in nearby Binangonan. Requiring additional capital for its operation and equipment, Bong applied for Mesala's business loan and was approved after a few days. Bong credits his success to his 14 years experience in car sales where he learned invaluable lessons in customer service. He makes it a point to provide excellent after sales service emphasizing that relationships with customers entail continuous cycle of constant monitoring and ensuring customers' value for money.



Bong says he is grateful to Mesala for being his partner in success. He also commends Mesala for being customer oriented and supportive to members. He invites Mesala members to visit his Pound for Pound Fitness gyms In Angono and Binangonan and promises that with your commitment and their guidance, your fitness goals will surely be achieved!

Psst....USAP tayo! May gusto ka bang simulang negosyo nguni't hindi alam kung paano? Gustong mag real estate loan pero hindi alam kung saan magsisimula? Estate Planning (plano sa mga naipong ari-arian kapag pumanaw) para sa inyong pamilya? Kung kayo po ay may anumang katanungan sa Mesala, tumawag lang sa 632-8376 o bisitahin si Ms. Ermy Macasero ang inyong MESALA BUSINESS PARTNER. Maari din ninyong iadvertise ang inyong mga produkto sa ating newsletter. USAP TAYO PARTNER!



MESALA STORIES

Kwentuhang Mesala@www.mesala.com.ph

A Look Back at Mesala's 85th Anniversary Celebrations



"Ang pagkakapili sa akin bilang isa sa mga awardee ng Mesala noong magdaos ito ng ika 85 na Anibersaryo ay isang napakalaking karangalan. Hindi ang ibinigay nilang premyo ang nagpasaya sa akin kundi ang pagkakapili sa akin bilang awardee ay isang napakalaking karangalan sa aking pagkatao. Ang pag iimpok ko sa Mesala pati ng aking pamilya ay napakalaking tulong sa aming buhay. Nagpapasalamat ako sa Mesala sa parangal na ipinagkaloob sa akin. Isa pang pagpapasalamat ko ay angpagkakapanalo ko ng 1st prize sa ginawang raffle na ginanap noong gabing anibersaryo. Maraming, maraming salamat Meralco Employees Savings and Loan Association" – Mrs Norma Samortin Nunez, Awardee for the Most Number of Dependents, Retiree Category



Mayroon ka bang kwentong Mesala na gustong ishare sa ating mga ka members? O mga produkto na gustong iadvertise sa ating newsletter? Isulat na at ipadala kay "Dear Ate Joanne" sa jgfronquillo@mesala.com.ph