

HOPE

ANNUAL REPORT

2017

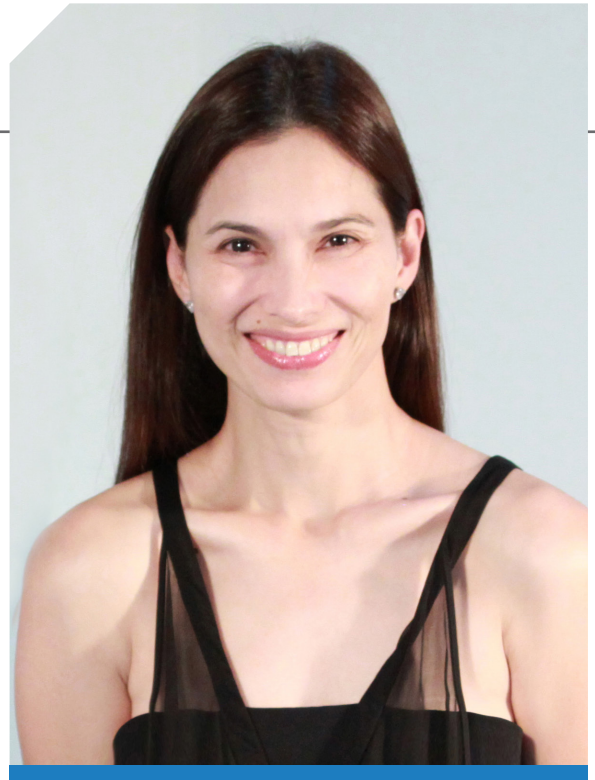




LETTER TO STAKEHOLDERS

It seems all grown up having to write a letter to stakeholders for HOPE after having bootstrapped our updates to partners since our humble beginnings in 2012.

“ We feel honored to have raised this dream from the fledgling 3 person operation it once was to the now more than 44 strong organization that has built 57 classrooms, sold more than 11 million bottles, and impacted over 9,000 students. ”



The first 5 years has seen HOPE grow from just a bottled water business that donates 100% of profit to building public school classrooms to one that is also a brand business which partners with other consumer goods companies to lend our equity to their CSR efforts. We also recently became manufacturers, with our very own spring water facility at the foot of Mt. Makiling. And last but not the least, we have become a full fledged agriculture program which is invested in small scale coconut farmers providing seedling assistance, intercrop training and market access interventions to over 2,000 farmers in Mindanao.

We have come a long way. And as we look towards our next growth spurt in 2018 we feel the same tentativeness of any parent; What does the future bring? Have we prepared enough? How can we do better? We can not be certain of much - but we can have faith in our partners, in our mission, in the tenacity for excellence that makes the whole HOPE team true believers in Business for Good, and in God.

Thank you so very much for having HOPE and we look forward to seeing you all in 2018!

Nanette Medved-Po



In 2012, HOPE launched a campaign to inspire consumers about the potential of public school children to be successful just like the famous personalities in our 'Alumni' ads.



HOPE is a social enterprise comprised of two entities that, together, do Business for Good. Our commercial entity, GenerationHope, sells HOPE branded products including our flagship product, Hope in a Bottle. GenerationHope's profits are donated to our non-profit, Friends of Hope, which invests donations from both HOPE and co-branded product sales into high impact initiatives in education and agriculture.





HOPE IS RISING!

The classroom shortage is a real problem that is felt everyday by children across the country. According to the Department of Education, an additional 84,000 classrooms are needed to bridge the gap on classroom deficits in the Philippines. Our goal is to better equip children to learn by building more public school classrooms with our partners around the country.

17

CLASSROOMS

BUILT IN LUZON

4

CLASSROOMS

BUILT IN VISAYAS

36

CLASSROOMS

BUILT IN MINDANAO



EDUCATION HOPE METER

AS OF DECEMBER 2017



▲ Students of Lampa Lapidan Elementary School, Buhangin District, Davao.

▼ Profits from Hope in a Bottle are used to build classrooms for kids like Ivy.



11,648,223

BOTTLES SOLD



57

CLASSROOM BUILDS



9,310

STUDENTS IMPACTED



HOPE GIVEN



20 CLASSROOM BUILDS 2017

MADE POSSIBLE BY:

1 CLASSROOM



Calumpit Elementary School
Doña Remedios Trinidad, Bulacan

1 CLASSROOM



Calawitan Elementary School
San Ildefonso, Bulacan

1 CLASSROOM



Calawitan Elementary School
San Ildefonso, Bulacan

1 CLASSROOM



Calawitan Elementary School
San Ildefonso, Bulacan

1 CLASSROOM



Talamsi Elementary School
Doña Remedios Trinidad, Bulacan

1 CLASSROOM



Fye Fael IP School
Malungon, Saranagani

5 CLASSROOMS



Tambuan Dani IP School
Maasim, Sarangani

San Vicente Elementary School
Medina, Misamis Oriental

9 CLASSROOMS



Pangayawan Elementary School
Gitagum, Misamis Oriental

Casini Elementary School
Irosin, Sorsogon

Mananum Daan & Mananum Bag-O Elementary School
Medina, Misamis Oriental



HOPE is the first Philippine company to be a Certified B Corporation®

**USING
BUSINESS
AS A
FORCE FOR GOOD**



H OPE is proud to earn this designation by continuing to meet the highest standards of social, environmental, and community performance. But it's so much more than a badge we wear proudly. Maintaining our B Corp status entails continually striving to be better than we are, always reevaluating how we are affecting our employees, clients, community, and environment. Each yearly assessment becomes a challenge for betterment. HOPE is thrilled to be a Certified B Corp and we're excited about being part of a community that shines light on what it means to not only be the best in the world, but Best for the World.

**We're proud to be part of the B Corp™ community
with companies like Patagonia, Klean Kanteen, and Ben & Jerry's.**



The global coconut market is booming, with products like coconut water growing at up to 20% per year¹. The Philippines is the world's leading exporter of coconuts, with one third of households deriving income from coconut farming². The coconut yields however are roughly half of its Asian neighbors, locking farmers into a cycle of low investment and income. As a result, 60% of smallholder farmers in the Philippines live below the poverty line³.

In 2017, HOPE launched the Hope in a Coconut program in partnership with leading coconut brands and processors with the shared goals of sustainably improving smallholder coconut farmer productivity and incomes. In keeping with our mission, this program is funded by the sale of products from our partners. Our program includes a range of interventions:

OUR INTERVENTIONS



REPLANTING

Helps farmers grow more coconuts by providing access to better seedlings.



INTERCROPPING

Creates additional farmer income by planting new crops like cacao and coffee in between existing trees.



INCREASE MARKET ACCESS

Increases coconut prices and reduces costs by linking farmers to markets.



FARMER TRAINING

Improves farmer skills by providing training on end to end coconut and intercrop production.

In our first year, we established 3 model farms and commenced farmer outreach and trainings in the South Cotabato and Sarangani regions of Mindanao.

In the coming 5 years, we plan to scale up our programs across 17 municipalities with the goal of increasing yields to at least 3x and incomes to at least 5x.

¹ FoodBev Media. (2017). Global coconut water forecast for growth of over 25%.

² Philippine Coconut Authority

³ Reuters. (2017). How to milk the coconut boom? Philippine farmers check their phones.



AGRICULTURE HOPE METER

AS OF DECEMBER 2017



▲ Providing farmers with the best seedlings means we can help them grow better yielding coconut trees.

▼ We share best practices and new technologies with our farmers to help train them for a sustainable future.



792,527

PACKS SOLD*

*Reflects the aggregate of all our partners



2,790

FARMERS REACHED



3,759

SEEDLINGS DISTRIBUTED



HOPE GIVEN



SUSTAINABILITY MATTERS.

HOPE uses water to build public school classrooms but we fully appreciate the environmental concerns related to plastic bottles and have introduced a range of products and innovations to enhance the sustainability of our business model.

This includes the introduction of:

- **HOPE re-usable beverage containers.** A more sustainable alternative to single use bottles.
- **Hope in a Shirt.** A designer line of t-shirts made from 100% recycled plastic bottles.
- **Hope in a Box.** The first Philippine water packaged in sustainably sourced cartons.

In 2017, we also introduced an upcycling program that converts post consumer plastic packaging into Eco-Bricks for our classrooms. We hope to fully offset any plastic in our products through the Eco-brick and other sustainability initiatives in the coming years, and have set a goal of becoming plastic neutral.





► **Hope in a Shirt**

A line of t-shirts made from 100% recycled plastic bottles



► **Eco-Bricks**

Made with a mixture of cement and shredded plastic, used in HOPE classroom builds

► **Hope in a Box**

The first Philippine water packaged in sustainably sourced cartons



► **HOPE re-usable Water Bottle**

A more sustainable alternative to single use bottles



PRICE WATERHOUSE COOPERS AWARDS HOPE GRAND WINNER OF DSE AWARDS 2017



The Developmental Social Enterprise Awards (DSEA), presented by Isla Lipana & Co./PwC Philippines, aims to recognize developing, impactful and viable organizations that are committed to social objectives, and can be multipliers of social progress through their enterprises. HOPE was proud to become the Grand Winner in 2017, joining a growing list of enterprises whose cultures center on human value which exist to create societal impact.

Source: Official DSE Awards Website

CAUTION:
there is
HOPE
IN THIS
WATER



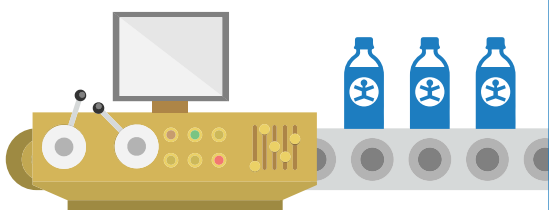
WELCOME TO HOPE SPRINGS

2017 saw the acquisition of HOPE's very own bottled water manufacturing facility in Calauan, Laguna. Hope Springs is located at the foot of Mt. Makiling and is fed year round by natural spring water.

We aspire to rehabilitate the current line to run our *Not Just Tubig* SKUs by Q3 of 2018 and see this latest addition to our portfolio as an opportunity to scale our outreach which will enable HOPE to build more classrooms around the country.

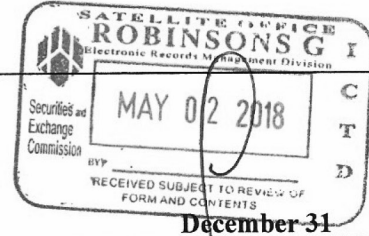
HOPE
SPRINGS

"This water builds classrooms!"





GENERATIONHOPE, INC.
STATEMENTS OF FINANCIAL POSITION



	2017	2016
ASSETS		
Current Assets		
Cash (Note 5)	P2,289,186	P1,180,193
Receivables (Note 6)	8,522,402	4,663,401
Due from a related party (Note 11)	102,114	342,877
Inventories (Note 7)	3,540,407	1,944,080
Other current assets (Note 8)	732,901	18,788
Total Current Assets	15,187,010	8,149,339
Noncurrent Asset		
Property and equipment (Note 9)	30,721,893	157,124
TOTAL ASSETS	P45,908,903	P8,306,463
LIABILITIES AND CAPITAL DEFICIENCY		
Current Liabilities		
Accounts and other payables (Note 10)	P14,706,382	P6,309,425
Due to a related party (Note 11)	1,872,062	3,784,224
Advances from officers (Note 11)	1,103,961	289,437
Loan payable (Note 11)	30,000,000	-
Total Current Liabilities	47,682,405	10,383,086
CAPITAL DEFICIENCY		
Capital stock (Note 12)	375,000	62,725
Deficit (Note 1)	(2,148,502)	(2,139,348)
Total Capital Deficiency	(1,773,502)	(2,076,623)
TOTAL LIABILITIES AND CAPITAL DEFICIENCY	P45,908,903	P8,306,463

See accompanying Notes to Financial Statements.



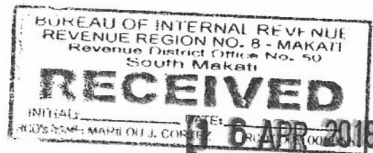


GENERATIONHOPE, INC.

STATEMENTS OF COMPREHENSIVE INCOME

	Years Ended December 31	
	2017	2016
INCOME		
Net sales (Note 13)	₱35,858,668	₱6,941,743
Interest income (Note 5)	5,476	982
Other income (Note 11)	851,783	30,000
	36,715,927	6,972,725
COST AND EXPENSES		
Cost of sales (Note 14)	20,680,842	5,609,562
General and administrative (Note 16)	13,615,117	1,887,002
Selling expenses (Note 15)	2,429,122	241,113
	36,725,081	7,737,677
LOSS BEFORE INCOME TAX	(9,154)	(764,952)
PROVISION FOR INCOME TAX (Note 18)	—	—
NET LOSS	(9,154)	(764,952)
OTHER COMPREHENSIVE INCOME	—	—
TOTAL COMPREHENSIVE LOSS	(₱9,154)	(₱764,952)

See accompanying Notes to Financial Statements.



INDEPENDENT AUDITOR'S REPORT

Board of Directors and Stockholders
GenerationHope, Inc.
38 Pili Avenue, South Forbes
Makati City

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of GenerationHope, Inc. (the Company), which comprise the statements of financial position as at December 31, 2017 and 2016, and the statements of comprehensive income, statements of changes in capital deficiency and statements of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as at December 31, 2017 and 2016, and its financial performance and its cash flows for the years then ended in accordance with Philippine Financial Reporting Standards for Small and Medium-sized Entities (PFRS for SMEs).

Basis for Opinion

We conducted our audits in accordance with Philippine Standards on Auditing (PSAs). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company in accordance with the Code of Ethics for Professional Accountants in the Philippines (Code of Ethics) together with the ethical requirements that are relevant to our audit of the financial statements in the Philippines, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Material Uncertainty Related to Going Concern

We draw attention to Note 1 to the financial statements, which indicates that the Company incurred net loss amounting to ₱9,154 and ₱764,952 in 2017 and 2016, respectively, resulting to a deficit amounting to ₱2,148,502 and ₱2,139,348 as of December 31, 2017 and 2016, respectively, and capital deficiency of ₱1,773,502 and ₱2,076,623 as of December 31, 2017 and 2016, respectively. This condition indicates that a material uncertainty exists that may cast significant doubt about the Company's ability to continue as a going concern. Our opinion is not modified in respect of this matter.

Responsibilities of Management and Those Charged with Governance for the Financial Statements

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

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with PSAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with PSAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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 Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

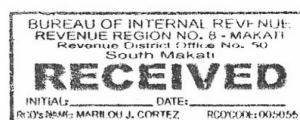
Report on the Supplementary Information Required Under Revenue Regulations 15-2010

Our audits were conducted for the purpose of forming an opinion on the financial statements taken as a whole. The supplementary information required under Revenue Regulations 15-2010 in Note 19 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 the management of GenerationHope, Inc. 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 a whole.

SYCIP GORRES VELAYO & CO.

Jose Pepito E. Zabat

Jose Pepito E. Zabat III
Partner
CPA Certificate No. 85501
SEC Accreditation No. 0328-AR-3 (Group A),
May 1, 2015, valid until April 30, 2018
Tax Identification No. 102-100-830
BIR Accreditation No. 08-001998-60-2018,
February 26, 2018, valid until February 25, 2021
PTR No. 6621350, January 9, 2018, Makati City



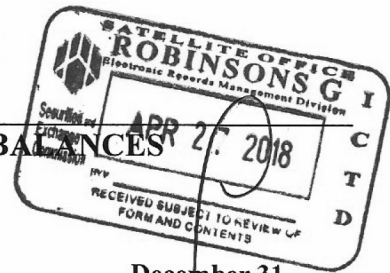
16 APR 2018

April 13, 2018



FRIENDS OF HOPE, INC.
(A Nonstock, Nonprofit Association)

STATEMENTS OF ASSETS, LIABILITIES AND FUND BALANCES



	December 31	
	2017	2016
ASSETS		
Current Assets		
Cash (Note 5)	₱25,725,373	₱29,530,997
Receivables (Note 6)	73,466	3,575,079
Due from a related party (Note 11)	1,872,062	3,784,224
Inventories - at cost (Note 7)	-	34,129
Other current assets (Note 8)	1,362,404	19,181
Total Current Assets	29,033,305	36,943,610
Noncurrent Asset		
Property and equipment (Note 9)	463,448	143,821
TOTAL ASSETS	₱29,496,753	₱37,087,431
LIABILITIES AND FUND BALANCES		
Current Liabilities		
Accounts and other payables (Note 10)	₱561,451	₱1,574,270
Due to a related party (Note 11)	102,114	342,877
Advances from officers (Note 11)	746,498	3,551,840
Total Current Liabilities	1,410,063	5,468,987
Fund Balances	28,086,690	31,618,444
TOTAL LIABILITIES AND FUND BALANCES	₱29,496,753	₱37,087,431

See accompanying Notes to Financial Statements.





FRIENDS OF HOPE, INC.
(A Nonstock, Nonprofit Association)

STATEMENTS OF COMPREHENSIVE INCOME

	Years Ended December 31	
	2017	2016
INCOME		
Donations (Note 12)	₱8,964,993	₱33,903,301
Net sales (Note 1)	37,542	22,585,326
Interest and other income (Note 5)	70,844	21,985
	9,073,379	56,510,612
PROJECT EXPENSES (Note 12)	10,947,893	9,035,214
COST AND EXPENSES		
General and administrative (Note 15)	1,607,295	3,376,657
Selling expenses (Note 14)	16,036	1,378,102
Cost of sales (Note 13)	33,809	12,216,142
	1,657,140	16,970,901
EXCESS (DEFICIENCY) OF INCOME OVER EXPENSES BEFORE INCOME TAX	(3,531,654)	30,504,497
PROVISION FOR INCOME TAX (Note 17)	100	207,446
EXCESS (DEFICIENCY) OF INCOME OVER EXPENSES	(3,531,754)	30,297,051
OTHER COMPREHENSIVE INCOME	—	—
TOTAL COMPREHENSIVE INCOME (LOSS)	(₱3,531,754)	₱30,297,051

See accompanying Notes to Financial Statements.

APR 27 2018



INDEPENDENT AUDITOR'S REPORT

Board of Trustees
Friends of Hope, Inc.
38 Pili Avenue South Forbes Park
Makati City

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of Friends of Hope, Inc. (a nonstock, nonprofit association) (the Association), which comprise the statements of assets, liabilities and fund balances as at December 31, 2017 and 2016, and the statements of comprehensive income, statements of changes in fund balances and statements of cash flows for the years then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Association as at December 31, 2017 and 2016, and its financial performance and its cash flows for the years then ended in accordance with Philippine Financial Reporting Standards for Small and Medium-sized Entities (PFRS for SMEs).

Basis for Opinion

We conducted our audits in accordance with Philippine Standards on Auditing (PSAs). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Association in accordance with the Code of Ethics for Professional Accountants in the Philippines (Code of Ethics) together with the ethical requirements that are relevant to our audit of the financial statements in the Philippines, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Auditor's Responsibilities for the Audit of the Financial Statements

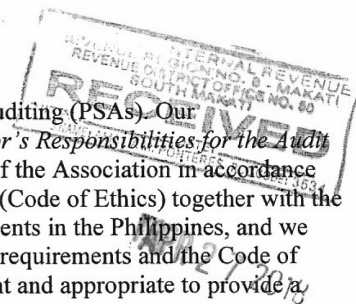
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In preparing the financial statements, management is responsible for assessing the Association's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Association or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Association's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with PSAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.



As part of an audit in accordance with PSAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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 Association's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Association's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Association to cease to continue as a going concern.
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We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

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

Our audits were conducted for the purpose of forming an opinion on the financial statements taken as a whole. The supplementary information required under Revenue Regulations 15-2010 in Note 19 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 the management of Friends of Hope, Inc. 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 a whole.

SYCIP GORRES VELAYO & CO.

Jose Pepito E. Zabat

Jose Pepito E. Zabat III
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PTR No. 6621350, January 9, 2018, Makati City

April 13, 2018



BOARD MEMBERS



NANETTE MEDVED-PO

Chairwoman & President - GenerationHope, Inc.
Founder & President - Friends of Hope, Inc.
National Advisory Council Member - WWF Philippines
Advisory Board Member - Bantay Bata



GRETCHEN PHILLIPS

CEA & Director - GenerationHope, Inc.
Member - Council of Foreign Relations
Board Member - Global Development Incubator
Advisory Board Member - PRADAN USA



DORIS MAGSAYSAY-HO

President & CEO - Magsaysay Group Co.
Chairman & President - Lorenzo Shipping Corp.
Director - Fairmont Shipping Limited
Treasurer & Trustee - First Philippine Conservation, Inc.
Chairman - Asia Society Philippine Foundation, Inc.



CHRISTOPHER PO

Chairman, CEO & President - Century Pacific Foods Inc.
Chairman - Shakeys Pizza Asia Ventures Inc.
Director - Arthaland Inc.
Board Member - PLDT Foundation
Board Member - WWF Philippines



ENRIQUE GOMEZ, JR.

Board Advisor & Consultant - Century Pacific Foods Inc.
President (2004-2005) - San Miguel Food & Beverage International Inc.
President (2001-2004) - San Miguel Purefoods Company
President (2000-2001) - La Tondena Distillers, Inc.
President (1998-2000) - San Miguel Packaging Products





PARTNER WITH HOPE!



HOPE

BUSINESS FOR GOOD.

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+632 843-8749



HopelnABottle



HopelnABottlePH