

# LANDBANK hits P9B net income in 2011

*Tops list of GOCCs with P5 billion in Dividends*



President Aquino receives the P5-billion dividend check from LANDBANK President and CEO Gilda Pico, while Vice President Jejomar Binay and Finance Secretary and LANDBANK Chairman Cesar Purisima look on.

The strong financial performance of the Land Bank of the Philippines (LANDBANK) in 2011 resulted in its record high net income of P9 billion as well as sustained growth in loan portfolio, deposits, and assets.

Out of the 158 government-owned and-controlled corporations or GOCCs, LANDBANK topped 21 other institutions that recently turned over their dividends to the National Government. In ceremonies held last February 6, 2012 in Malacañang, LANDBANK President and CEO Gilda E. Pico handed the check amounting to P5 billion to President Benigno S. Aquino III.

As LANDBANK continues its efforts to promote revenue generation and fiscal consolidation in the country, the latest contribution also marks the 2nd highest in the Bank's 65-year history of remittance to the National Treasury. The amount also includes the balance from the Bank's 2010 net income. The 2011 net earnings mark an 11 percent increase from its 2010 net income of P8.1 billion.

"We made solid progress in 2011 and we are looking forward to continued growth in 2012. Improving the lives of small farmers and fisherfolk, SMEs and microenterprises, and our other priority sectors remains our primary goal, and this is supported by the profits we generate from our commercial banking operations," President and CEO Pico said.

Total deposits broke the P500-billion mark, increasing significantly by 17 percent to P507.3 billion from P433.6 billion in 2010. The Bank's total assets expanded significantly by 13 percent to P638.9 billion from P565.7 billion in 2010. The capital base also grew substantially by 13 percent to P71.6 billion from P63.2 billion in 2010.

Further reflecting the Bank's sound financial position, capital adequacy ratio was at a healthy 16.47 percent. Return on equity was at 15.44 and also remained above the industry average. 🌱

— JMR; photo from the Malacañang Photo Bureau

## In this issue

Galing Pook Foundation awardees OFW-RP Loans & partnerships	..... 2
Tier 2 Notes Branch news b2bpricenow.com	..... 3
CCT payout: 4Ps Freedom Islands adoption Sendong aid in CDO and Iligan	..... 4

## LANDBANK and DA team up for Sikat Saka Program

Agriculture Secretary Proceso Alcala and LANDBANK President and CEO Gilda Pico recently signed a partnership agreement for the implementation of the Sikat Saka Program, a loan program which will provide small palay farmers direct access to credit.

The Department of Agriculture (DA) and LANDBANK initially earmarked P200 million each in loans to palay farmers in the four major rice-producing provinces of Isabela, Nueva Ecija, Iloilo, and North Cotabato.

Under the agreement, DA shall take the lead in the program implementation with the assistance of its attached agencies Agricultural Credit Policy Council (ACPC), National Food Authority (NFA), National Agri-Business Corporation (NABCOR), National Irrigation Administration (NIA), and the Agricultural Training Institute (ATI), which shall provide loan funds, assured market, irrigation and extension services. Meanwhile, LANDBANK shall provide loan funds, credit assistance, manpower to complement, manage, and monitor the program implementation. The loan proceeds of the farmers will be credited to their special LANDBANK Sikat Saka ATM Card.



From L-R: DA Undersecretary Bernadette Romulo-Puyat, DA Secretary Proceso Alcala, LANDBANK President and CEO Gilda Pico, EVP for Agrarian and Domestic Banking Wilfredo Maldia and LANDBANK Director Victor Gerardo Bulatao.

The loan facility, a credit component of DA's Food Staples Sufficiency Program, will benefit farmers who are members with good standing, of the Irrigators' Associations as endorsed by NIA. The initial P400 million will serve approximately 2,000 farmers per province where each farmer can borrow a maximum of P42,000 per hectare if they plant hybrid rice, and P37,000 per hectare for those who will use inbred rice seeds. 🌱



## You and LANDBANK

Strengthening ties and creating paths to sustainable development.

### LANDBANK joins recognition of outstanding LGUs



President Benigno S. Aquino III together with (from L-R) LANDBANK Pres. and CEO Gilda Pico, Galing Pook Foundation Chairperson Ma. Nieves Confesor, Galing Pook Awards National Selection Committee Chair Rafael Coscolluela, and Interior and Local Government Secretary Jesse Robredo.



LGU awardees of the Galing Pook Foundation posing with President Aquino at Malacañan Palace.

**L**ANDBANK President and CEO Gilda Pico joined President Benigno S. Aquino III and the Galing Pook Foundation in recognizing 10 local government units for their outstanding local governance programs in 2011 during a ceremony held at the Malacañan Palace last January 30, 2012.

The LGU awardees are Sarangani Province; Limasawa, Southern Leyte; Misamis Oriental; Upi, Maguindanao; Zamboanga del Norte; Alimodian, Iloilo; Bohol Province; Maribojoc, Bohol; Albay; and, the converged municipalities of Real, Gen. Nakar, Infanta and Panukulan in Quezon Province.

The Galing Pook awardees have winning entries ranging from elimination of malnutrition to establishment of community e-centers to rabies prevention. Each project of the LGU was evaluated for innovation, positive results, transferability and sustainability, people's participation, and efficiency in program service delivery.

The awards were conferred by President Aquino, Interior and Local Government Secretary Jesse Robredo, LANDBANK President and CEO Gilda Pico, Galing Pook Awards National Selection Committee Chair Rafael Coscolluela, Galing Pook Foundation Chairperson Ma. Nieves Confesor, DBP SVP Crescenciana Bundoc and Galing Pook Foundation Executive Director Eddie Dorotan.

—reports from Galing Pook Foundation

### Affordable banking in a global community

**P**ioneer delivery service provider LBC Express, Inc. is the latest partner of LANDBANK in keeping up with the remittance needs of OFWs across the globe.

Filipinos can expect affordable and efficient banking services especially for those in Canada, East Asia, Europe, Middle East and the United States where LBC Express has a strong presence. Heading the signing were LANDBANK EVP for Institutional Banking and Subsidiaries Cecilia Borromeo, OFW Remittance Group FVP Roberto Vergara and EVP Janet Tayag-Ong with VP Achilles Reyes of LBC Express Global Remittance Team.

Meanwhile, new partners have emerged for LANDBANK's ever-expanding remittance services, such as the Banca Popolare di Sondrio of Italy with their 384 branches and the Arab National Bank of Saudi Arabia. Remittance activity is likewise expected to grow in the United Arab Emirates through the UAE Exchange Company, accredited to collect minimum data of Filipinos who will be opening LANDBANK deposit accounts.

#### OFW-Reintegration Program Update (RP)

The OFW-RP is a joint project with the Overseas Workers Welfare Administration and Development Bank of the Philippines.

- From November 2011 to December 2011,
- Total Loans increased from P52M to P111M
- OFW beneficiaries increased from 81 to 166
- 643 - number of jobs generated

### NFCPWD receives P35M loan

**L**ANDBANK recently signed a P35-million short term loan agreement with the National Federation of Cooperatives for Persons with Disabilities (NFCPWD) in Candelaria, Quezon.

The loan will provide additional working capital for NFCPWD's sub-contracting business. The federation is engaged in the manufacture of school furniture such as chairs, desks and tables, which it currently supplies to various schools nationwide under a contract with the DepEd.

NFCPWD Chairman Pablo Aranas and Manager Reynaldo Merida signed the agreement with LANDBANK President and CEO Gilda Pico. LANDBANK EVP for Agrarian and Domestic Banking Wilfredo Maldia, FVP for Southern Luzon Branches Dave Camaya, and NFCPWD Finance Officer Mayta Bandy stood as witnesses. Also present during the signing ceremony held at the office of the Lingkod Banahaw Multi-Purpose Cooperative in Malabanban Sur, Candelaria, Quezon were LANDBANK VP for Area IV-B Ananias Lugo, AVP for Area IV-A Marilou Villafranca, Branch Heads Patricia Punzalan (Cainta), and Rodelio Dalisay (Candelaria), Lending Center Head Eliza Castrence (Rizal), and Development Assistance Center Head Beatriz Blanco (IV-A).

Established in 1998, NFCPWD is an organization of cooperatives which aims to create and provide opportunities for livelihood, employment, training as well as continuous development of PWDs to uplift their social and economic status. It currently has around 900 individual members who belong to 14 primary cooperatives from across the country.



NFCPWD officers and staff pose with LANDBANK officials.



**LANDBANK**

WE MAKE THINGS HAPPEN!



# LANDBANK offers secured savings thru Peso-denominated Tier 2 Notes



President and CEO Gilda Pico addresses the attendees at the Shangri-La Hotel, Makati.

The Land Bank of the Philippines (LANDBANK), with its successful completion of Peso-denominated Tier 2 Notes with a total offering of P10.5 billion, continues to strengthen capital and deliver on its promise of pursuing countryside development. Initially set at P6.5 billion, LANDBANK decided to upsize from the original deal after receiving orders of over P12.5 billion.

The strong demand for the Notes also allowed the Bank to price at the tightest end of its indicative pricing guidance, setting the coupon at 5.875 per annum after initially announcing a range of 6.0 area.

The Notes achieved the lowest coupon for a Tier 2 transaction and also marks the largest ever public Peso bank issuance in the Philippines. “We are very pleased with the results of our capital raising exercise. The Tier 2 Notes will further strengthen LANDBANK’s capital ratios and provide us significant room to continue pursuing our mandate of supporting countryside development,” LANDBANK President and CEO Gilda Pico said.

The Notes, issued on January 27, 2012, carry a tenor of 10 years and three months, with a call option after the fifth year. There is no step-up in the interest rate should LANDBANK decide not to exercise the call option.

Deutsche Bank AG, Manila Branch, The Hongkong and Shanghai Banking Corporation Limited and Standard Chartered Bank acted as the Joint Lead Arrangers and Selling Agents for the transaction. Another selling agent was the Multinational Investment Bancorporation. LANDBANK was also a selling agent on a limited basis.

## Trece Martires: MOA Signing and Groundbreaking



From L-R: Cavite Treasurer Josephine Daza, LANDBANK President and CEO Gilda Pico, Gov. Juanito Victor Remulla Jr., and LANDBANK EVP Wilfredo Maldia.



Trece Martires LGU representatives with LANDBANK officials at the groundbreaking ceremony.

LANDBANK broke new ground in Trece Martires, Cavite as President and CEO Gilda Pico signed a memorandum of agreement with Cavite Governor Juanito Victor Remulla Jr. last January 11, 2012 for the relocation of the Bank’s Trece Martires branch within the Provincial Capitol Compound of the government of Cavite.

President Pico and Gov. Remulla also led the groundbreaking ceremony marking the Bank’s presence in the area that is touted as a one-stop government center catering to the various needs of the Caviteños. Once completed, the new LANDBANK branch will have more floor space for added convenience and efficiency for providing clients improved banking facilities and services.

The Department of Agrarian Reform, Department of Agriculture, Department of Environment and Natural Resources, and National Statistics Office are just some of the government offices currently operating in the same compound.

Other inaugurations slated this March include the Roxas-Oriental Mindoro branch on the 1st, and the Alabel and Buluan branches on March 15th in the provinces of Sarangani and Maguindanao, respectively.

The LANDBANK Silang Branch on the other hand has relocated to General Mariano Alvarez (GMA) Municipal Compound on Congressional Road, Poblacion I, GMA, Cavite last February 20.

## Airport Terminals: Pay easily with POS



At the MOA Signing in Pasay City are LANDBANK Pres. and CEO Gilda Pico with MIAA General Manager MGEN Jose Angel Honrado (Ret.), NCRBG Head/FVP Daisy Macalino (L) and MIAA Chief Corporate Attorney, Atty. Perla Dumo.



LANDBANK and MIAA officers and staff at NAIA Terminal 1.

Airline passengers will have a new option of convenience as LANDBANK recently partnered with valued client Manila International Airport Authority (MIAA) for the installation of Point-of-Sale units in the departure areas of all three NAIA International terminals as well as in the Manila Domestic Passenger terminal.

Passengers will be able to pay for terminal fees without having to bring out cash in public areas, which will consequently lessen their security risks.

## All Access

Looking at what’s new and happening with LANDBANK’s products and services.

Go cashless on  
b2bpricenow.com

b2bpricenow.com  
your e-trade partner Powered by UNISYS

Farmers and small-and-medium-sized enterprises alike now have the convenience of trading their goods and services online with the addition of a payment gateway for b2bpricenow.com, the free trading site geared toward the local agriculture and fisheries sectors, and backed by LANDBANK.

Both consumers and sellers benefit from the online interface that now allows them to not only compare products and prices, bid and negotiate, but also settle payments for goods at their own convenience and safety with just a few clicks of the mouse.

To enjoy this feature, site subscribers may simply fill out and file an enrolment form or letter of intent (LOI) at their LANDBANK servicing branch to nominate their LANDBANK account to the electronic payment system (EPS). Bank personnel will guide enrollees through the rest of the process to complete the application.

Membership to the site is free, so individuals who are interested need not worry of any subscription costs. As soon as they become a member of the b2b website and have their own LANDBANK account enrolled in the EPS, agricultural trading will be at their fingertips.



## Mobile ATMs for 4Ps payout

**L**ANDBANK is bringing itself closer to more people with the deployment of mobile ATMs initially in selected areas in the National Capital Region for the payout of the Pantawid Pamilyang Pilipino Program (4Ps), the government's flagship poverty reduction measure. The mobile ATMs are offsite ATMs that can be relocated from one place to another via customized vehicles.

With this project, LANDBANK is expected to provide convenient cash disbursing services to 4Ps beneficiaries especially those in the remote areas across the country.

The pilot launch of the mobile ATMs for the 4Ps payout started last February 9, 2012 at Barangay 176, Bagong Silang, Caloocan City. A total of 400 4Ps beneficiaries in the area were serviced during the payout.

4Ps, which is administered by the DSWD, provides cash grants to extremely poor households.



LANDBANK VP for Area NCR-D Mina Rubio (right) with other LANDBANK and DSWD personnel pose with 4P beneficiaries.

LANDBANK serves as the depository and disbursing bank of the Program. Aside from the LANDBANK Cash Card, cash grants can also be claimed through over-the-counter transactions in LANDBANK branches and other conduits such



Beneficiaries of the 4Ps access their cash grants through LANDBANK mobile ATMs in Caloocan.

as cooperatives, non-government organizations, and telecommunication companies.

In 2011, the Program released a total of P18.1 billion in cash grants that benefitted 2.3 million people nationwide. 🌱

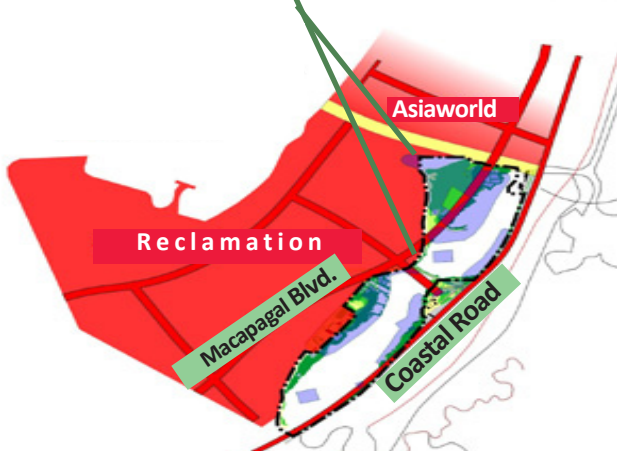
## Community Affairs

Making relevant choices and social changes for a sustainable future for the people and the environment.

## LANDBANK eyes critical habitat adoption of Freedom Islands

**T**he Land Bank of the Philippines, together with several establishments and institutions belonging to the Manila Bay SUNSET Partnership Program, Inc. have set their eyes on adopting a 175-hectare stretch in the Las Pinas-Parañaque Critical Habitat and Eco-tourism Area. The location is on the western side of the Cavite-Manila Coastal Road called the Freedom Islands. This new project in coordination with the Department of Environment and Natural Resources (DENR), forms part of the Bank's vision of a more active role in the preservation of the country's natural resources and promotion of a healthy ecosystem. The adopted portion of the island serves as a gateway to mangroves set against still waters. The Freedom Islands are home to one of the few active sanctuaries for migratory birds in the Metro today. Manila Bay SUNSET Partnership Program, Inc. is comprised of the City of Manila, DENR-MBCO, DENR-NCR, Manila Broadcasting Company, Diamond Hotel, Manila Ocean Park, Manila Yacht Club, Pamantasan ng Lungsod ng Maynila, and LANDBANKOOP. 🌱

*Proposed area for LANDBANK's adoption*



### Manila Bay SUNSET Partnership Program, Inc.

is one of the banner programs under LANDBANK's corporate social responsibility advocacy. It aims to find sustainable solutions for the preservation of the coastal resources of the Manila Bay including cleaner waters, increase of commitment from private and public sectors, and volunteerism.

## GEP addresses needs of Sendong victims

**I**n her visit to areas affected by typhoon Sendong last January 23 and 24, LANDBANK President and CEO Gilda Pico personally assessed and attended to the needs of typhoon victims in the cities of Cagayan de Oro and Iligan. Together with EVP for agrarian and Domestic Banking Wilfredo Mardia and Region X Head/AVP Cesar Magallanes, President Pico listened to the testimonies of badly affected Landbankers who lost their homes and belongings. She also led the distribution of relief goods for the victims and dealt with other concerns such as availment of calamity loans, insurance claims and processing of housing loans with the Provident Fund. 🌱

*—reports from ORH-X*



LANDBANK President and CEO Gilda Pico, EVP Wilfredo Mardia, and AVP Cesar Magallanes listen to concerns of Sendong victims.



LANDBANK President and CEO Gilda Pico and other officials discuss with the group.