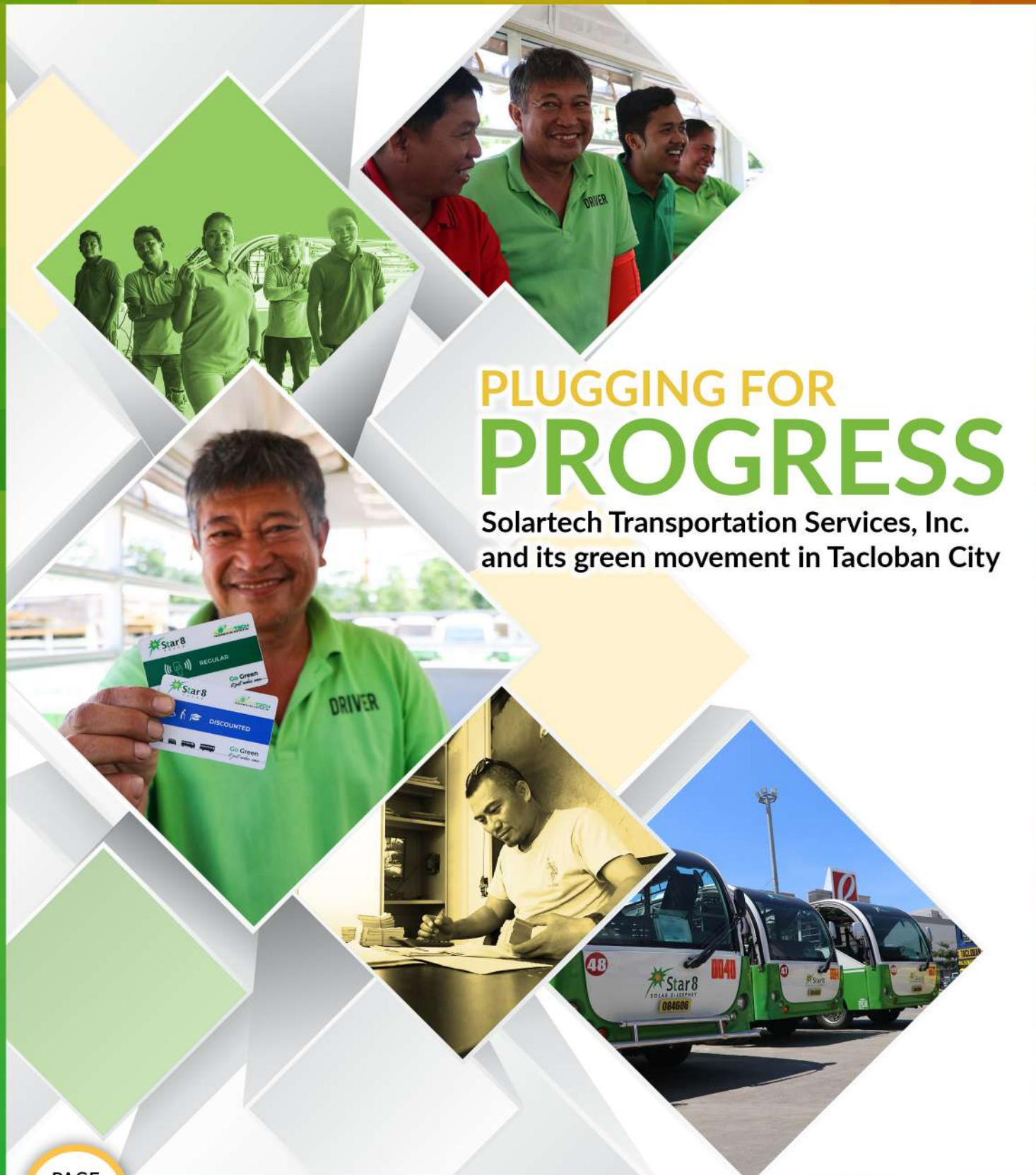


# HARVEST

A quarterly publication for LANDBANK Clients and Partners  
Vol. XIV, No. 2 July 2019



## PLUGGING FOR PROGRESS

Solartech Transportation Services, Inc.  
and its green movement in Tacloban City

# WHAT'S INSIDE

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# 03-06

## ENHANCING THE CORE

LANDBANK TACKLES GAPS IN FINANCIAL INCLUSION AT RBAP CONVENTION

LANDBANK LENDING PROGRAMS PRESENTED AT MEDIA BRIEFING

## FEATURE STORY

# 07-10

## MAKING GREEN THE NEW NORM



## PARTNERSHIPS AT WORK

# 11

## LANDBANK VOLUNTEERIFIC PROGRAM BAGS OUTSTANDING DEVELOPMENT PROJECT AT ADFIAP AWARDS 2019

LANDBANK MANDATED AS LEAD ARRANGER AND BOOKRUNNER FOR PSALM

# 12

## LANDBANK NAMED ASIA'S MOST INCLUSIVE BANK FOR DIGITAL ONBOARDING SYSTEM

# 13

LANDBANK, ACEMC-DIPOLOG INC. SIGN LOAN

LBRDC INAUGURATES EXTENSION OFFICE

## BRANCH BANKING NEWS & UPDATES

# 13-14

## NOW IN YOUR NEIGHBORHOOD

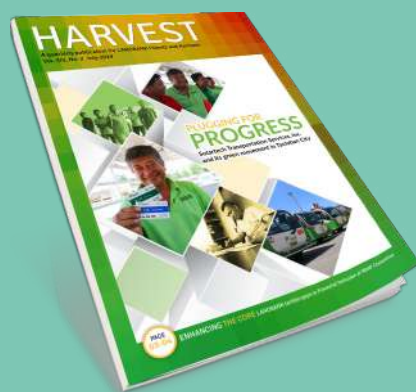


# LETTER FROM THE EDITOR

**R**ounding the second quarter of the year, we continue to highlight LANDBANK's ongoing programs and plans to further bring inclusive growth to our remotest and underserved publics.

Apart from pushing forward with products and services for better banking across the board, this issue features how our efforts to help bring change beyond financial profit has gained considerable traction in the city of Tacloban. And through LANDBANK President and CEO Cecilia Borromeo, we also provide insights as to how the agri industry can better thrive in today's economy.

Stay tuned as the upcoming months will see LANDBANK in more places as it creates more opportunities for success, fulfilling its mission of helping the country grow.



## ABOUT THE COVER

People making decisions and acting with environmental awareness in mind are steps in the right direction for the country's quest to help mitigate climate change. With efforts to modernize the public transportation industry, Solartech Transportation Services, Inc. is proving to be a welcome change for the people of Tacloban City, and an attainable example, showing us what it means to go green in business.

  
CATHERINE ROWENA B. VILLANUEVA  
Editor-in-Chief  
First Vice President for Corporate Affairs

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# Enhancing the CORE

## LANDBANK TACKLES GAPS IN FINANCIAL INCLUSION AT RBAP CONVENTION



*LANDBANK President and CEO Cecilia Borrromeo speaks before the participants of the 66th Annual National Convention of the RBAP. (top left) President Borrromeo accepts the RBAP's token of appreciation from RBAP President/Dr.Armando Bonifacio (right) and Former RBAP President Giovanni Gabriento.*

Last May 20, 2019 saw LANDBANK President and CEO Cecilia Borrromeo discuss the challenges of financial inclusion among industry players in rural banking at the 66th Annual National Convention, of the Rural Bankers Association of the Philippines (RBAP).

Held at the Baguio Country Club, President Borrromeo touched on key strategies toward achieving inclusive growth, expounding on the socio-economic challenges hindering the concerted efforts of the industry, as well as providing insights into how financial inclusion is being addressed globally.

Stressing the need for immediate and continuous enhancements, the President zeroed in on the following critical concerns for a more sustainable environment conducive to the development of responsive products and services, including providing motivation for more industry players to join the fray.

**INTERNET CONNECTIVITY.** Without a reliable and fast internet connection to

promote financial inclusion, the task of reaching out to people and communities in remote areas will remain problematic, and efforts dated with the current state of available telecommunications in the country.

**FINANCIAL LITERACY.** The rate of low financial literacy, even in the most basic of banking activities, is at alarming levels. Providing the necessary education and basic tools across all ages can help empower them to make informed financial decisions, and consequently pass on practical knowledge for future generations.

**POLICIES AND REGULATIONS.** Having a solid framework to anchor and reinforce efforts for financial inclusion will further create access and more strategic partnerships with stakeholders, all working toward effective implementation.

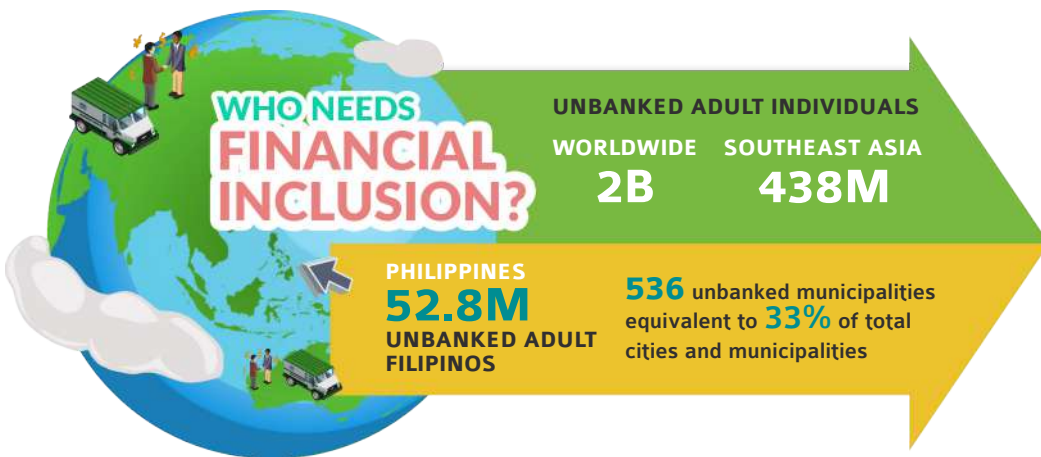
President Borrromeo shared best practices employed by India and Kenya, two developing countries with similar challenges. These included expanded financial services to the poorest sectors -

mandated accounts to all individuals by all public sector banks; and comprehensive automation of biometric and demographic data for efficient linkages to government programs and other economic services in India. Meanwhile, Kenya capitalized on high mobile technology ownership to bring daily banking and other financial services via leading mobile money service provider M-Pesa.

### CONTEXT FOR SETTING TARGETS

She also stressed the crucial element of context in developing and adapting when it comes to banking toward financial inclusion. Being open to new ideas and aware of present and emerging conditions that can affect customers should be carefully considered by rural financial institutions.

The President also provided details on LANDBANK's 2019 targets and efforts in its traditional and digital banking platforms in achieving financial inclusion for the countryside.



## LANBANK 2019 TARGETS FOR FINANCIAL INCLUSION (FI)

### See you at LANDBANK FI 2019!



- Alanguinsan, Cebu
- Claveria, Misamis Oriental
- Las Nieves, Agusal del Norte
- Libacao, Aklan
- Mayantoc, Tarlac
- Polillo, Islands, Quezon
- Rizal, Palawan
- Sto. Niño, Cagayan



### AGENT BANKING PROGRAM



expanded reach in remote municipalities without LANDBANK presence via partnership with stakeholders



### DIGITAL ON-BOARDING SYSTEM (DOBS)

streamlined account opening

### TOTAL NETWORK EXPANSION FOR 2019



**10**  
Branches



**300**  
New ATMs



**40**  
CDMs



**10**  
Mobile ATMs



**200**  
POS Units

#### LANDBANK NETWORK AS OF END MAY 2018

**400** Branches  
**61** Branch-Lites  
**2,018** ATMs  
**120** CDMs  
**44** Lending Units



# LANDBANK LENDING PROGRAMS PRESENTED AT MEDIA BRIEFING



LANDBANK President and CEO Cecilia Borrromeo leads the discussion during the Media Briefing at LANDBANK Plaza. She is joined by (from left) Executive VP for Branch Banking Sector Liduvino Geron, Senior VP for Agrarian Services Group Alex Lorayes, Executive VP for Agricultural and Development Lending Sector Joselito Gutierrez, and Executive VP for Corporate Services Sector Julio Climaco Jr.

LANDBANK President and CEO Borrromeo led the media briefing with agricultural beat reporters from major print, broadcast, and online media organizations on May 23, 2019 at the LANDBANK Plaza.

Apart from delivering the Bank's financial highlights ending in the first quarter of the year, President Borrromeo also presented plans for enhancing credit assistance to Agrarian Reform Beneficiaries (ARBs) and small farmers.

*"We need the media's help to tell the public what our lending programs are so that the small farmers get*

*to know what we are offering, and together we can make the farms in the countryside more productive." President Borrromeo said.*

## Support for National Government Programs

The Bank continues to strengthen partnerships with government agencies, like the Department of Agrarian Reform (DAR) and Department of Agriculture (DA), in pursuit of improved agricultural productivity of individual farmers and fishers together with their cooperatives and associations, as well as MSMEs. Through credit assistance from the Agricultural Competitiveness Enhancement Fund, they are able to finance crop production

requirements and purchase necessary agri facilities.

Together with the DA and Development Bank of the Philippines, LANDBANK is also working to implement the Expanded Rice Credit Assistance. Here, the banks will each make available credit assistance worth P500 million to small palay farmers with minimal interest rate and minimum collateral requirements.

Meanwhile, the Sikat Saka Program continues to provide direct credit and integrated support services to small palay and corn farmers under Irrigators Associations or endorsed by Farmers Organizations. Similarly for sugarcane farmers is the Socialized Credit Program under the Sugarcane Industry Development Act.

### Agricultural Competitiveness Enhancement Fund

- Special purpose fund to help increase productivity
- Launched in 2018
- P96.6M in loans released to 172 borrowers since inception

### Expanded Rice Credit Assistance

- Under the Rice Competitiveness Enhancement Fund
- P1.0 B total credit assistance to be made available via LANDBANK and DBP
- Minimal interest rates and minimum collateral requirements

### Sikat Saka Program

- Direct credit and integrated support services for farm/corn farmers
- Must be part of Irrigators Associations or endorsed by Farmers Organizations

### Socialized Credit Program

- Under the Sugarcane Industry Development Act
- For sugarcane farmers, block farms, and common service centers
- P27.738M in cumulative loan releases
- 276 borrowers benefitted as of April 2019

“Additionally, “As we seek to reach more farmers nationwide, we are heavily focusing on making retail loans accessible, especially to those who are not members of associations or cooperatives and are unable to obtain loans from formal lending institutions on their own,” President Borromeo remarked.

## LANDBANK-funded Programs

The Accessible Funds For Delivery to ARBs (AFFORD-ARBs) Program, a newly enhanced lending program, specifically caters to ARBs engaged in the production of rice, corn, and high-value crops. The loan can also be used for the acquisition of small farm implements. Borrowers will undergo loan orientation and financial literacy seminars prior to loan release

to ensure ARBs are equipped with basic knowledge to manage their finances and learn about farm planning and budgeting.

LANDBANK also implements the Empowering Barangays in Remote Areas through Credit and Enterprise (EMBRACE), a direct lending program with relaxed features and requirements for SFFs, as well as microenterprises and small enterprises (MSEs) in unserved municipalities. Eligible projects include agricultural crop, livestock, and fishery production, as well as agri-enterprise and other livelihood projects.

“We continue to place utmost priority on providing responsive and relevant programs, especially to our priority sectors, as we work towards promoting growth that is inclusive and sustainable, especially in the countryside,” President Borromeo added.

Apart from credit support, LANDBANK also provides technical assistance, such as financial literacy and capability-building seminars to make sure borrowers are equipped with basic financial knowledge that will allow them to optimize their loans to improve their income and boost their productivity.

**LANDBANK remains the biggest credit provider to small farmers and fishers among government financial institutions.**

## GROSS LOAN PORTFOLIO

\*Loans to Priority Sectors (in Billions)

Mandated Sector		
March 2018	March 2019	% Increase
<b>P40B</b>	<b>P45B</b>	<b>19%</b>
Support to Agricultural and Fisheries		
March 2018	March 2019	% Increase
<b>P144B</b>	<b>P172B</b>	<b>12%</b>
Support for Other National Gov't Priority Programs (Including PPP Projects)		
March 2018	March 2019	% Increase
<b>P144B</b>	<b>P172B</b>	<b>21%</b>
<b>TOTAL</b>	<b>P600B</b>	<b>P721B P20%</b>

With **LANDBANK** further strengthening its support to the country's agriculture sector, it recently allocated resources toward its new direct lending program specifically geared toward ARBs engaged in the production of rice, corn and other high-value crops – the Accessible Funds For Delivery to Agrarian Reform Beneficiaries, or AFFORD-ARBs.

The AFFORD-ARBs Program is an enhancement of the Bank's former Accessible and Sustainable Lending Program for Small Farmers (ASL Farmers Program). It was piloted in three of the Bank's Lending Centers, namely: Nueva Vizcaya, Isabela, and Ilocos Sur. The enhanced program is in partnership with the Department of Agrarian Reform (DAR), which will provide the Bank a list of eligible ARBs and help mobilize borrowers for loan orientation and financial literacy seminars prior to loan release. This time around, target borrowers are comprised of recipients of the Certificate of Land Ownership Award (CLOA) that were distributed from 2016-2018. Other beneficiaries of the Comprehensive Agrarian Reform Program, still based on the DAR list, may also be eligible for credit assistance under the program.

### AFFORD-ARBs Essential Features

<b>LOAN PURPOSE</b>	Crop Production (rice, corn, high value crops) Acquisition - small farm implements (e.g. hand tractors)
<b>CREDIT FACILITY</b>	Short Term Loan (STL) Line Term Loan (TL)
<b>AVAILABILITY END DATE</b>	Two (2) years from Approval Date
<b>LOANABLE AMOUNT</b>	Not exceeding 80% of total project cost Up to 80% of acquisition cost
<b>INTEREST RATE</b>	STL – fixed, 6% per annum TL – fixed, 7% per annum
<b>LOAN TENOR/ REPAYMENT TERM</b>	STL – up to 360 days PN, payable in lump sum or based on crop cycle TL – more than one (1) year up to five (5) years, based on crop cycle or project cash flow/economic useful life of fixed asset to be financed, payable quarterly, semi-annually, or annually
<b>PENALTY- LOAN DEFAULT</b>	3% per annum – charged on the 31st day after maturity of PN

### ASL FARMERS PROGRAM

**P66.26M**

APPROVED FOR LENDING

**323** INDIVIDUAL FARMERS

since launched on 10 July 2018

**P55.22M**

CUMULATIVE TOTAL RELEASE

**268** BORROWER WITH OUTSTANDING BALANCES

as of end-May 2019

### AFFORD-ARBs ESSENTIAL FEATURES

**P5.0B**

ALLOCATED BUDGET  
2019 launch

**P58,000**

CLOA RECIPIENTS  
(2016-2018)  
DAR - implementation partner



# MAKING GREEN THE NEW NORM

**I**t's nothing out of the ordinary when one sees a throng of people running toward an idling jeepney at a terminal, trying to one up each other just to get a seat inside, especially during rush hour when public transportation options are far outnumbered by commuter demand.

What makes this similar scene in Tacloban City remarkable though is the fact that in the terminal at a popular mall, there are other jeepneys and multicabs also waiting to be filled by passengers. This happens more often for one particular kind of vehicle – that of the e-jeepneys managed by Solartech Transportation Services, Inc. (Solartech).

Complementing the national government's Public Transportation

Modernization Program, the Land Bank of the Philippines partnered with the Land Transportation Franchising and Regulatory Board (LTFRB) in 2017 in order to provide the necessary financing for driver-operators to make the switch and get on board with reforming the industry as well as helping create a more environmentally-sound society.

Through the Special Program for Environment-friendly and Efficiently-Driven Jeepneys (SPEED Jeepneys), the Bank offers to extend loans of up to 95% of the total acquisition unit cost, with the remainder for the borrower's equity.

One of LANDBANK's clients based in Iloilo, the Taytay sa Kauswagan, Inc (TSKI) took interest and immediately went to work. The microfinance NGO,

with operations spread across the region, established Solartech in Tacloban City. As a new player in the field of public transportation, Solartech President and CEO Peter Montalban knows how crucial it is for TSKI to provide the riding public a safer, more comfortable, and convenient experience. Apart from responding to the government's call to help modernize the industry, this move more importantly allowed TSKI to fulfil its commitment to serve the poor, disadvantaged, and displaced residents of Tacloban City due to Typhoon Yolanda. It also felt the perfect opportunity due to TSKI's strong interest in the e-jeep technology.



Mr. Jay Rojas (red shirt) poses with drivers and marshals from the Cabalawan terminal. He and Mr. Baldoza (3rd from right) are both hands-on with daily operations, while making a point to know all the staff. Solartech is also open to women in its workforce. It currently has 15 female marshals among more than 100 personnel manning the e-jeepneys.





*The jeepneys, manufactured by Star8, come in different sizes. The biggest, and costing P1.6M, has a 24-seater capacity including the driver and a marshal. Solartech fleet includes the smaller 22-seater jeep, which costs P1.3M.*

Having been a client since 2009, the company was able to source the necessary capital to get Solartech off the ground with the help of LANDBANK. Finding success with the start up as it moves from one phase to another, it looks forward to partnering with

LANDBANK for future projects.

After a test phase during which riding the e-jeepneys was free, it became a regular fixture on the roads of the city in December 2017, and has since become an important part of the public's daily way of life.

Solartech is currently helmed by fleet supervisor Jay Rojas in Tacloban City. A

15-year veteran of TSKI, he came back from a two-year retirement after he was asked to personally oversee the daily operations. With him is Ramil Baldoza, who had been working with TSKI for nine years when he was given the administrative supervisor position at Solartech.

Together, we hit the streets using one of Solartech's e-jeepneys to see firsthand how its fleet is helping change the transportation landscape and the mindset on environmental responsibility, one community at a time.





# PERKS OF GOING GREEN

During our morning trip, we encountered a lot of people giving us happy, relieved faces to questioning, angry looks when Jay, the designated driver, would wave them off in apology and drive past them.

Even when our e-jeepney was parked at the regular mall carpark and had the "Not for Hire" sign, a handful of people would still board the vehicle. He and Ramil both sum up the vehicle's advantage in one word: comfort.

Aside from being brand new, for a basic flat fare\* of P7.00, passengers are treated to individual electric fans overhead, roomy and clean interiors, and 12 charging outlets for mobile devices. There is a no standing policy enforced even if passengers are the ones insisting to do so. Only the driver's partner marshal, who collects the fares and coordinates passenger boarding/exit, is allowed to stand.



*\*Flat rate is for the Robinsons North and Robinsons Place Tacloban v.v. route. Fares vary for routes covered by e-jeepneys from Cabalawan station.*



Solartech's policy includes vehicles running at max speed of only 40 kilometers, which a lot of people appreciate, along with the CCTV for company monitoring and driver assistance. All the Solartech jeeps will eventually go live with its e-tap payment system, with matching load cards for regular-paying passengers and one for those qualified for discounted fare (senior citizens, students and PWDs).

The company fleet currently has more than 50 units in operation, with more than 30 traveling downtown and nearby areas of its Cabalawan terminal. The smaller terminal that houses the jeeps for the shorter route covering both Robinsons malls, as well as the main office, is located in Brgy. San Jose.

## A CLEAN COMPROMISE

Unlike in Metro Manila where similar e-jeepneys are still considered novelty and with would-be passengers who are still wary of getting on board for one reason or another, the riding public in Tacloban City seems to have fully embraced Solartech's e-jeepneys. A waiting batch is already ready to board as soon as passengers have disembarked.

The obvious popularity comes with challenges when it comes to competition - the multicabs, which are smaller vehicles with barely any space on the aisle once seats are fully occupied with people. Understanding the nature of the business, Solartech made it a point to come up with an agreement with the operators of these multicabs that ply the same routes. They have come up with a system of taking turns as to which vehicle in line at the terminal is to be boarded and filled first by passengers.





# SPREADING THE GREEN

Advocating for a sustainable environment is nothing new to TSKI. Prior to launching its 1 Million Trees initiative in 2010, it was already into home solar energy. In fact, one of its subsidiaries partners with different local government units and private institutions for the installation of solar street lights.

As Tacloban continues to thrive, Solartech is in talks with the LTFRB to increase the number of units to deploy, new franchises for additional routes within and in neighboring towns, including Ormoc. Discussions are also underway in Iloilo City for a transport cooperative to implement a similar project. In Boracay, a similar project with e-tricycles is already in operation, with expansion plans already being proposed.

The Taytay sa Kauswagan, Inc. (TSKI) is located in Brgy. Maliao, Pavia, Iloilo. With 261 branches serving the public, its series of loan facilities including a Credit Support Fund brings TSKIs total credit line at P1.22 billion.



And unlike the smaller fleet based in the San Jose terminal where a shifting schedule and ample supply of replacement batteries are already in place, the e-jeeps on the longer route require garage time for a few hours to recharge batteries. Solartech is working to implement the same system for the latter within the year. As for the solar panel found on the e-jeep roof, the power it generates while on the road adds to the life of the dozen rechargeable batteries that run each e-jeepney.





# LANDBANK VOLUNTEERIFIC PROGRAM BAGS OUTSTANDING DEVELOPMENT PROJECT AT ADFIAP 2019

LANDBANK's Volunteerific Program was recognized Outstanding Development Project under the Corporate Social Responsibility category of the Association of Development Financing Institutions in Asia and the Pacific (ADFIAP) Awards 2019. It is among the 29 development programs recognized by the ADFIAP in recent ceremonies held in Oman.

Going beyond service is LANDBANK's brand of service culture, brought about mainly by the Bank's unique social development mandate – our main reason for being. This is further strengthened by the volunteerism spirit fostered by LANDBANK.

The Volunteerific Program was institutionalized as a vital component of the Bank's core value of social responsibility.

It allows employees to not only participate in the Bank's Corporate Social Responsibility (CSR) programs, but also initiate their own volunteerism activities

and consequently inspire others to be more socially aware and responsible.

## CHAMPIONING EDUCATION

The voluntary donation from salaries of employees also help fund the LANDBANK Gawad Patnubay Scholarship Program (GPSP), which supports the education of more than 100 scholars taking up agriculture and agriculture-related courses in college.

LANDBANK volunteers also dedicate their free time as trainers under the Education-to-Employment (E2E) Internship component of GPSP. The E2E gives graduates opportunities to develop professional strengths through seminars and hands-on field training—all geared toward helping them ease into agriculture-related professions.

## CLEANING FOR A SUSTAINABLE ENVIRONMENT



The LANDBANK Ecobrick Program is another on-going environmental practice



LANDBANK President and CEO Cecilia Borromeo (second from left) receives the award from Nahlaa Al-Hammadi, Director General of the Oman Ministry of Commerce and Industry. With them are ADFIAP Chairman Mr. Phub Dorji (second from right) and Oman Development Bank CEO Dr. Abdulaziz Mohammed Al-Hinai.

of LANDBANK, focusing on waste upcycling through ecobricking. In 2018, the program produced 3,500 ecobricks from 900,000 grams of plastic waste, making LANDBANK the top ecobricking community in the world.

Just like other volunteer activities, the program offers Bank's employees an avenue to share their time and extend wholehearted service to communities in need.

## VOLUNTEERIFIC PROGRAM IN 2018

**8,158 (86.23%)**

Total nationwide employee participation

**46**

Highest number of hours volunteered by a single employee

**500+**

Activities conducted by employees nationwide

- Watershed adoption
- Solid waste management
- Water improvement for coastal areas/tributaries
- School repairs/repainting
- Knowledge and skills sharing with indigent communities

# LANDBANK MANDATED AS LEAD ARRANGER AND BOOKRUNNER FOR PSALM



(Front row) LANDBANK Executive VP for Agricultural and Development Lending Sector Joselito Gutierrez shaking hands with PSALM President and CEO Atty. Irene Joy Garcia, who is standing beside PSALM VP Lourdes Alzona. They are joined by (back, l-r) MUFG Bank, Ltd. Managing Director Marie Diana Lynn Singson; Mizuho Bank, Ltd. General Manager Kazuya Nakagawa; SMBC General Manager Hiroki Nakatsuka; Asst. Gov. Corporate Counsel Jose Marie Capili of the Office of the Government Corporate Counsel; LANDBANK First VP for IBG Gonzalo Benjamin Bongolan; DBP EVP Jose Gabino Dimayuga; ROMULO Legal Counsel Ma. Stella Alegre-Batungbacal; and DBP VP Stella Sampayan.



# LANDBANK NAMED ASIA'S MOST INCLUSIVE BANK FOR DIGITAL ONBOARDING SYSTEM

**L**ANDBANK was named "Asia's Most Inclusive Bank" at the 2019 Financial Insights Innovation Awards (FIIA) held recently at the Marina Bay Sands Convention Center, Singapore. The award was conferred by International Data Corporation to recognize the best-in-class technology initiatives of financial institutions in Asia and the Pacific.

The Bank was recognized for its Digital Onboarding System (DOBS), a web application launched in 2018 to reduce account opening time, and simplify the account enrollment process for clients.

Within eight months of implementation, the System is now utilized in all of the Bank's 400 branches across the country, reporting significant reduction in account opening time from 30 minutes to 10-15 minutes.

The implementation of DOBS makes LANDBANK the first universal bank in the country that offers full digital account opening to both individual and institutional clients, including government agencies.

The System is also designed to ensure the Bank's compliance to regulatory requirements in terms of data quality, as it allows immediate capturing and validation of complete account-opening data and enables easy storage and retrieval of digital records.

## BRINGING INNOVATIVE BANKING TO THE COUNTRYSIDE

According to LANDBANK Executive Vice President for Operations Sector Alan Bornas,

*"This Project is a significant step towards streamlining our processes and making our branches more IT-centric. DOBS will likewise play a central role in bringing our services to more unbanked and underserved areas, as we pursue our vision of promoting inclusive growth in the countryside".*

Other banks also serving as Lead Arrangers and Bookrunners for this transaction are Development Bank of the Philippines (DBP), Mizuho Bank, Ltd., MUFG Bank, Ltd., and Sumitomo Mitsui Banking Corporation (SMBC). Meanwhile, the law firm of Romulo, Mabanta, Buenaventura, Sayoc and Delos Reyes (ROMULO) is the transaction counsel.

The funds raised through this exercise will be used to refinance PSALM's maturing liabilities, particularly the repayment of PSALM's \$1.021 billion Corporate Bonds due this 2019, as well as

to augment its capital requirements.

PSALM, a government-owned and controlled corporation, was created by virtue of Republic Act 9136, also known as the Electric Power Industry Reform Act (EPIRA) of 2001. PSALM is mandated to take ownership of all existing generation assets, Independent Power Producers contracts, real estate, and all other disposable assets. It is also tasked to assume all liabilities and obligations of the National Power Corporation.



Photo shows LANDBANK Executive VP for Operations Sector Alan Bornas holding the Asia's Most Inclusive Bank award at the 2019 IDC FIIA event. He is joined by LANDBANK Executive VP for Corporate Services Sector Julio Climaco Jr. (right) and IDC officials at the Marina Bay Sands Convention Center, Singapore.

He received the award in a ceremony held as part of the Asian Financial Services Congress in Singapore.

DOBS Phase 2, set for August 2019, will banner additional features such as: 1) Client onboarding without going to a branch; 2) Updating of customer information; and 3) Inclusion of Know-Your-Customer (KYC) compliance database. Meanwhile, Phase 3 will enable accessibility feature for OFWs, among others.

Out of 110 entries, LANDBANK is one of the 13 awardees and the only Philippine bank recognized in this year's FIIA.

**T**he Power Sector Assets and Liabilities Management Corporation (PSALM) now has LANDBANK as its Mandated Lead Arranger and Bookrunner for its syndicated term loan facility worth P1.10 billion.

The ceremonial signing, held last March 28, 2019 at Vertis North Corporate Center 1 in Quezon City, saw LANDBANK being represented by Executive Vice President for Agricultural and Development Lending Sector (ADLS) Joselito Gutierrez and First Vice President for Investment Banking Group (IBG) Gonzalo Benjamin Bongolan.



## LANDBANK, ACEMC- DIPOLOG, INC. SIGN LOAN

*Leading the signing were LANDBANK Assistant VP for SME-MLD I Joji Flores, Chairman for ACEMC-Dipolog Dr. Amado Manuel Enriquez, and President Dr. Fernando Carlos (5th- 7th from left). They were joined by (l-r) LANDBANK Account Officer Christian Dean Sanchez, and from ACEMC: Dr. Geanie Cerna-Lopez, Corp. Secretary/Dr. Sylvia Balisado, Treasurer/Dr. Ana Maria Limsi, Dr. Calsen Calaycay, Engr. Generoso Orillasa, and Dr. Marietta Samoy.*

Helping bring more responsive medical services to communities in Zamboanga del Norte, LANDBANK and Allied Care Experts and Medical Center – Dipolog, Inc. (ACEMC-Dipolog) signed a loan agreement totaling P850 million for the development of a four-storey hospital building as well as for partial financing of the hospital acquisition of medical equipment. The loan will also be utilized for the permanent working capital of the company's non-seasonal requirements for its hospital operations.

ACEMC-Dipolog Chairman Dr. Amado Manuel Enriquez Jr., President Dr. Fernando Carlos, and LANDBANK Assistant Vice President for Small and Medium Enterprise – Mid-market Lending Department I (SME-MLD I) Joji Flores formally signed the term

loan agreement at the LANDBANK Plaza last March 15, 2019.

Being constructed in a 16,840 sq.m. lot along the National Highway in Barangay Olingan, Dipolog City, the project is surrounded by numerous businesses and residential areas. It is also easily accessible to commuters and residents. The project is envisioned to be the premiere one-stop private specialist hospital offering comprehensive health care services. Upon completion of the construction, it will generate employment for around 150 individuals.

ACE Group of Hospitals has been a valued client of LANDBANK since 2011. There are 18 hospital accounts under the ACE Group of Hospitals, including the Dipolog Branch.

## LBRDC INAUGURATES EXTENSION OFFICE



The LBP Resources and Development Corporation (LBRDC) has moved some of its operations to its new extension office at the ground floor of Laurel Building on M.H. del Pilar cor. Pedro Gil St., Malate, Manila.

### Departments and Contact Nos.

- 879-1056** Finance
- 562-6759** Administrative and General Services
- 562-6759** Property Management and Maintenance Services

# NOW IN YOUR

## LANDBANK hits 400 with Jagna Branch Inauguration

**L**ANDBANK President and CEO Cecilia Borromeo led the inauguration of Jagna Branch – the Bank's 400th branch.

The opening of the 400th branch marks the Bank's continuing expansion program to bring access to financial services and credit assistance especially to the unbanked and underserved areas in the country. Jagna is a third class municipality in Bohol with strong economic potential as it has a seaport gateway to Mindanao.

"We are excited to be part of Jagna's growth and the hopeful realization of your dreams and aspirations as a community. With LANDBANK's presence here, we can help not only with your banking requirements, but also in promoting local businesses – microenterprises, cooperatives and SMEs that drive the local economy," President Borromeo said during the opening ceremony.

Gracing the occasion were Jagna Mayor Bonifacio Virtudes Jr. and Provincial Disaster Risk Reduction Office (PDRRO) Head Dr. Anthony Damalerio. LANDBANK Executive Vice President for Branch Banking Sector (BBS) Liduvino Geron and First Vice President for East Visayas Branches Group (EVBG) Delma Bandiola were also present.

Mayor Virtudes thanked the management of LANDBANK for making Jagna the home of its 400th Branch. "Your social mandate of promoting countryside development in the economic and financial growth of Jagna clearly coincides with the vision of the municipality, which is 'Livable Jagna for Future Generations,'" he said.

Dr. Damalerio, who represented Bohol Governor Edgar Chatto, welcomed the establishment of LANDBANK Jagna Branch that completes the availability of formal banking services in all three districts in Bohol. The Bank has another branch in Talibon and two branches in Tagbilaran City.

LANDBANK President Borromeo assured clients of the Bank's firm commitment to improve its operational efficiency and make its products and services more responsive to the needs of customers. Among the innovations introduced is the LANDBANK Link.BizPortal for payment of taxes, fees and other dues. It also made available the Digital On-boarding System, or DOBS, which aims to reduce account opening time from 30 to 15 minutes. She added that "Jagna Branch is the first branch to open that immediately introduced the DOBS for account opening."

LANDBANK Jagna Branch is headed by Liezl Manilhig.

The Bank targets to bring the total number of branches to 410 by end of 2019.

While in Bohol, President Borromeo had a dialogue with personnel from the Branches, Lending and Accounting Centers, and Property Valuation and Credit Information Department. Likewise, she met with officers of the First Consolidated Bank, a client of LANDBANK.





(Left photo) LANDBANK President and CEO Cecilia Borromeo leads the ribbon-cutting ceremony with Jagna Mayor Bonifacio Virtudes Jr. and Bohol Provincial DRRMO Head Dr. Anthony Damalerio (3rd and 1st from left, respectively). They are joined by Executive VP for BBS Liduvino Geron (back) and First VP for EVBG Delma Bandiola (front, right). (Right photo) LANDBANK President Borromeo was welcomed by Bank employees in Bohol.



## New offsite ATMs launched in Calatagan, Batangas and Davao City



LANDBANK First VP for South West Luzon Branches Group (SWLBG) Ma. Cielito Valdivia (center), Calatagan Mayor Peter Oliver Palacio (5th from left), and LANDBANK Head for Balayan Branch Roveline Claveria (4th from left) stand with members of the Balayan Branch, SWLBG personnel, and Calatagan LGU personnel.

LANDBANK Balayan Branch inaugurated the first universal bank ATM in Calatagan, Batangas last April 23, 2019.

The new off-site ATM is strategically situated at the Calatagan Public Market. It will serve at least 8,000 government employees of Calatagan LGU, Department of Education employees, 4Ps beneficiaries, and tourists. Calatagan is a second-class municipality in Batangas and is one of the most popular tourist destinations in the province.

Bro. Ric Martinez officiated the blessing of the ATM, while Calatagan Mayor Peter Oliver Palacio, LANDBANK First Vice President for South West Luzon Branches Group (SWLBG) Ma. Cielito Valdivia and Head for Balayan Branch Roveline Claveria led the inauguration and ribbon-cutting ceremony.



LANDBANK Head for Bajada Branch Aurea Bertulfo, SPMC Medical Center Chief Dr. Leopoldo Vega, Finance and Management Officer II Barbara Cezar, Gilbert Jacinto of LANDBANK Network Operations Department, and Acting Marketing Officer for Cash Management Solutions Department Kaye Anjeli Regalado.

Meanwhile, the Southern Philippines Medical Center (SPMC) in Davao City now houses a newly installed LANDBANK ATM. On April 1, 2019, the off-site machine was blessed and inaugurated.

Said ATM will serve at least 4,000 medical professionals and employees of SPMC who will receive their PhilHealth shares through their LANDBANK Visa Debit Card. It will also cater to about 3,000 patients daily and cardholders from surrounding offices and residences.

LANDBANK Assistant VP for Bajada Branch Aurea Bertulfo, SPMC Chief Dr. Leopoldo Vega, and Finance and Management Officer II Barbara Cezar led the inauguration and ribbon-cutting ceremony.

## Puerto Princesa LGU and Rameses Systems, Inc. sign partnership for LANDBANK Link.BizPortal

Representing LANDBANK, the Puerto Princesa Branch, entered into a tripartite Memorandum of Agreement (MOA) with Puerto Princesa City and Rameses Systems, Inc. for the online payment of business permits and real property taxes via the LANDBANK Link.BizPortal.

On March 28, 2019, Puerto Princesa City Vice Mayor Maria Nancy Socrates, Rameses Systems, Inc. CEO Elmo Nazareno and LANDBANK Head for Puerto Princesa Branch Joey Rodriguez signed the MOA. In the same event, the electronic payment facility and investment forum of the LGU was launched in partnership with the United States Agency for International Development (USAID).

This event also included the ceremonial turnover of LANDBANK Cash Cards for the automated disbursement of salaries of LGU employees. The Cash Management Solutions Department (CMSD) of LANDBANK facilitated the City Government's availment of the LANDBANK Link.BizPortal.



(Seated, from left) Puerto Princesa Branch Head Joey Rodriguez, Vice Mayor Maria Nancy Socrates, and Rameses Systems, Inc. CEO Elmo Nazareno show the signed MOA. With them are (from left, standing) CMSD Head/AVP Emelyn Justiniano, City Treasurer Maria Corazon Abayari, Assistant City Administrator Carlos Abogado, USAID Deputy Mission Director Patrick Wesner, and USAID Chief of Party Mamerto Enrique Tangonan.



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