

# HARVEST



Volume XVI No. 2 | February 2021

## STEADFAST AGRI SUPPORT

#BankingOnTheFilipinoSpirit



### NATION BUILDING THROUGH COUNTRYSIDE SUPPORT

- RAPID Growth Credit Facility targets farmers, MSMEs in agri value chain
- Financing program for commercial fishing vessels opens

### ASSISTING OTHER DEVELOPMENT SECTORS

- Lumbatan LGU completes new municipal hall, improves road network
- Transport sector continues to get LANDBANK support

### NEW PARTNERSHIPS, BETTER SERVICES

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- PH Air Force inks partnership with LANDBANK to facilitate online payment system

### INVESTMENTS, REWARDS, RECOGNITIONS

- LANDBANK generates 52% of 'Premyo Bonds 2' sales
- IHAP confers 2 awards to LANDBANK

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# CREDIT FACILITY FOR 'RAPID GROWTH' OF FARMERS, AGRI-BASED MSMEs NOW AVAILABLE

LANDBANK is offering a new credit facility to support small farmers and Micro, Small, and Medium Enterprises (MSMEs) engaged in the agricultural value chains of cacao, coffee, coconut, and processed fruits and nuts.

Through the Rural Agro-enterprise Partnership for Inclusive Development and Growth or RAPID Growth Credit Facility, LANDBANK seeks to provide financial assistance to stimulate business growth and sustainably increase the income of small farmers, as well as provide employment opportunities to unemployed individuals in selected provinces in Region 8 and Mindanao.

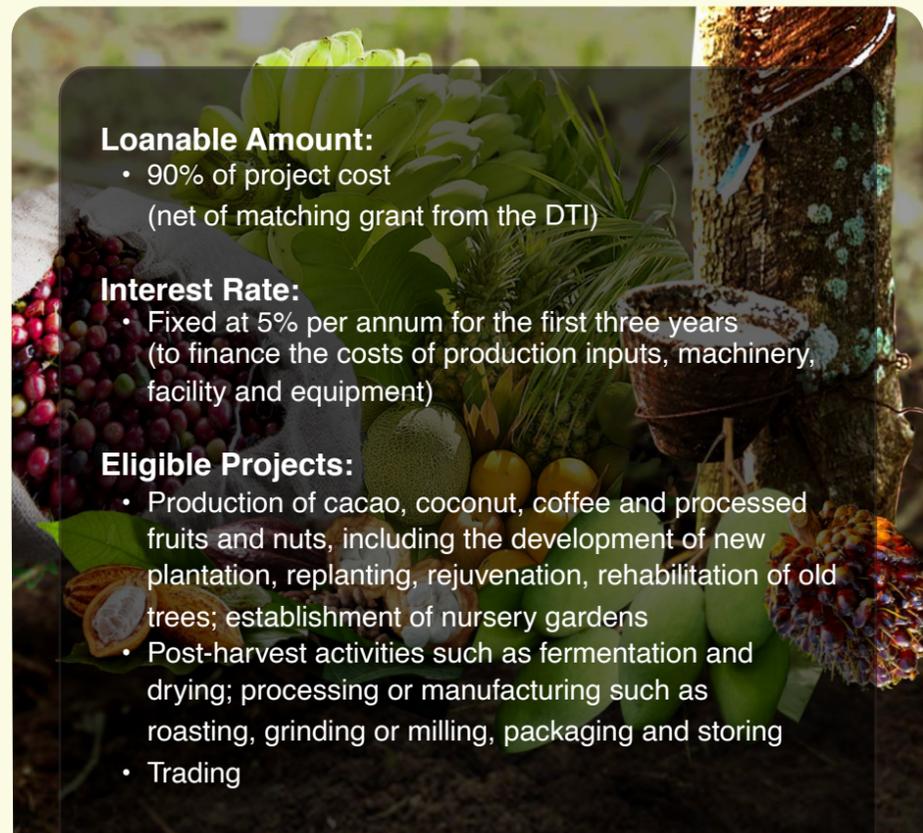
The newly-launched credit facility is in support of the RAPID Growth Project implemented by the Department of Trade and Industry (DTI) and funded by the International Fund for Agricultural Development (IFAD), which aims to provide strategic business development interventions and matching grants to support agri-based MSMEs engaged in the identified value chains.

LANDBANK will manage the credit facility in partnership with DTI, which will endorse beneficiaries qualified to borrow under the facility that include cooperatives, farmers' associations and organizations, Non-Governmental Organizations (NGOs), and MSMEs.

"Through the RAPID Growth Credit Facility, LANDBANK aims to strengthen each link of our priority agriculture value chains from production until distribution. Together with DTI, we hope to increase the productivity and income of farmers and agri-based MSMEs who are crucial to the growth of these sectors," said LANDBANK President and CEO Cecilia C. Borromeo.

Loans for production are payable based on crop cycle or gestation and payback period of the project. Meanwhile, loans for fixed asset acquisition are payable based on project cash flow but not more than the economic useful life of fixed assets or remaining useful life for secondhand or refurbished machines.

Loans for permanent working capital and working capital are payable up to three years and one year, respectively.



### Loanable Amount:

- 90% of project cost (net of matching grant from the DTI)

### Interest Rate:

- Fixed at 5% per annum for the first three years (to finance the costs of production inputs, machinery, facility and equipment)

### Eligible Projects:

- Production of cacao, coconut, coffee and processed fruits and nuts, including the development of new plantation, replanting, rejuvenation, rehabilitation of old trees; establishment of nursery gardens
- Post-harvest activities such as fermentation and drying; processing or manufacturing such as roasting, grinding or milling, packaging and storing
- Trading

For more information, contact the nearest LANDBANK Lending Center.

# LANDBANK OFFERS FINANCING FOR ACQUISITION OF COMMERCIAL FISHING VESSELS

In line with supporting the fisheries sector, LANDBANK is offering a new credit facility to assist existing and prospective commercial fishing operators in acquiring fishing vessels for domestic or overseas use.

Under the P2-billion LANDBANK Commercial Fishing Vessel Financing Program, eligible borrowers may loan up to 80% of the acquisition cost to purchase a brand-new, second-hand or refurbished commercial fishing boat and related equipment for their business.

"LANDBANK remains steadfast in supporting the fisheries sector. We are looking to cover the requirements for fishing vessels to assist more fishers in boosting their production and profit, and contribute to ensuring food security in the country," LANDBANK President and CEO Cecilia C. Borromeo said.

Eligible Program borrowers include commercial fishing operators from small and medium enterprises, cooperatives, and large enterprises.

LANDBANK will provide readily available and affordable credit at an interest rate of 5% per annum for three years, subject to re-pricing thereafter, payable up to 10 years.

Commercial fishing vessels refer to fishing boats, ships or watercrafts with gross tonnage (GT) of 3.1 and up. Object of financing must be in accordance with Maritime Industry Authority (MARINA) standards as supported by a MARINA Certificate of Ship Registry.

In addition, the boat to be financed should be in seaworthy condition, properly equipped with life-saving, communication, safety and other equipment, and operated and maintained in accordance with the standards set by MARINA.

### Eligible Borrowers:

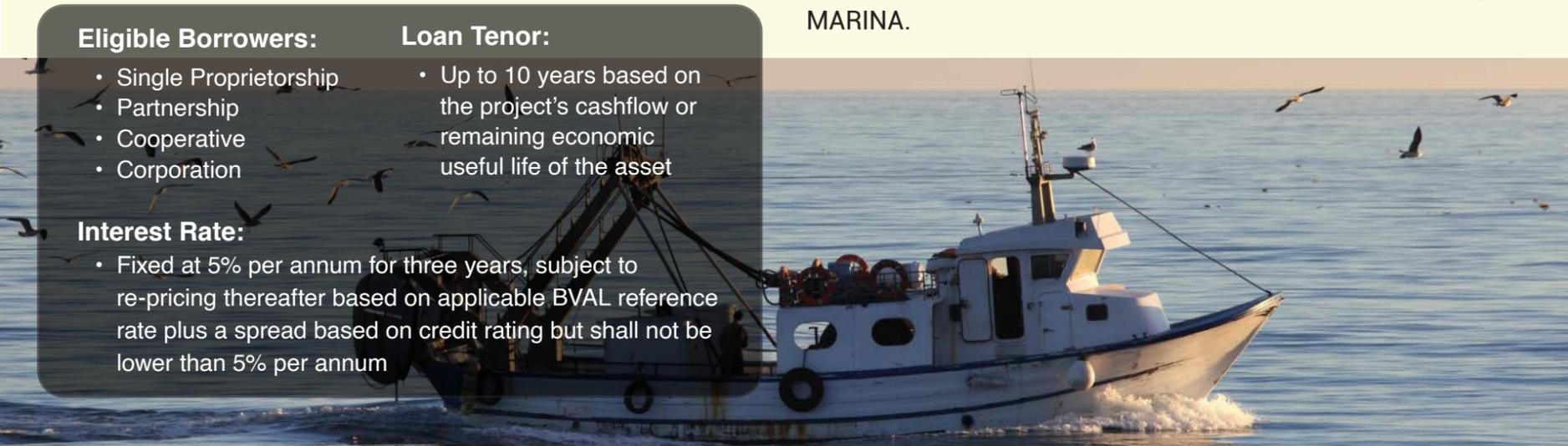
- Single Proprietorship
- Partnership
- Cooperative
- Corporation

### Loan Tenor:

- Up to 10 years based on the project's cashflow or remaining economic useful life of the asset

### Interest Rate:

- Fixed at 5% per annum for three years, subject to re-pricing thereafter based on applicable BVAL reference rate plus a spread based on credit rating but shall not be lower than 5% per annum



For more information, contact the nearest LANDBANK Lending Center.

# LUMBATAN LGU EYES UNIFIED SOCIAL SERVICES, IMPROVED ROAD NETWORK WITH SUPPORT FROM LANDBANK



Pursuing major development projects to help boost the local economy of Lumbatan, Lanao del Sur has always been a challenge to this 4th class municipality due to limited financial resources, impeding the delivery of public services and hampering the movement of goods in its agriculture-based economy of largely rice and corn farming.

But this year, the landlocked municipality is set to complete the construction of its two-storey municipal hall, funded through two term loans secured in 2015 from LANDBANK totaling P74 million. The loan also allowed the local government unit (LGU) to purchase three units of heavy equipment for road construction and improvements.

Lumbatan Mayor Allan I. Lao said the new municipal hall helped them to efficiently address the needs of their constituents, particularly in the delivery of medical services, cash subsidies from the Department of Social Welfare and Development (DSWD), services for senior citizens and persons with disabilities (PWDs), as well as processing of birth certificates and business permits, among others.

*"Talagang napakalaking tulong ng LANDBANK. Kung hindi dahil sa LANDBANK imposible na ma-attain namin 'yung status namin ngayon na mayroong nang maayos na mga kalsada, infrastructure, at municipal hall na nagresulta sa magandang serbisyo ng lokal na pamahalaan sa aming constituents," Mayor Lao said.*

The heavy equipment purchased the following year, which includes an excavator, pay loader and grader, are continuously being utilized by the LGU in the construction of new roads and the periodic maintenance of existing gravel roads, ensuring easy access and timely transport of goods from farms to the market, and reducing transportation costs for local farmers.

Meanwhile, Lumbatan's new municipal hall will house government offices and serve as a one-stop-shop in delivering public services. This will bring greater convenience to residents in accessing different government agencies for various transactions.

Aside from delivering financial support to the country's agriculture sector, LANDBANK through the years has become a reliable partner of LGUs in driving local development. The Bank's loans to LGUs have translated to programs and projects that deliver responsive social and civic services to communities across the country.

## LANDBANK REAFFIRMS SUPPORT TO TRANSPORT CO-OPS IN LINE WITH GOV'T MODERNIZATION DRIVE

LANDBANK expressed its continuous support to the transportation sector during the opening ceremonies of the 5th Transport Cooperative National Congress on January 29, 2021.

LANDBANK President and CEO Cecilia C. Borromeo assured transport cooperatives nationwide of readily available lending programs to help address the pressing concerns faced by the transport industry under the new normal.

"LANDBANK is one with all the players in the transportation sector toward building a more resilient and modernized transport system. As your long-time partner in growth and development, we reaffirm our commitment to support your transformative journey toward the next normal of greater modernization," said LANDBANK President Borromeo.

Organized by the National Federation of Transport Cooperatives' (NFTC) with the theme, "Transport Cooperatives' Transformation towards the New Normal," the National Congress was held to discuss several matters, including the implementation of the National Government's PUV Modernization Program in relation to the challenges posed by the COVID-19 pandemic.

### Support to transport cooperatives

The state-run Bank continues to offer the SPEED-PUVs Program (Support Package for Environment-friendly and Efficiently Driven PUVs Program) which extends affordable financing to transport cooperatives and corporations for the purchase of modern jeepneys.

As of December 2020, LANDBANK has approved P1.2 billion-worth of loans from 25 borrowers for the acquisition of 574 modern units. Another 43 loan applications are in the pipeline amounting to a total loan application of P2.53 billion for the acquisition of 1,126 modern units. This came with the government subsidy which has been increased to P160,000 per vehicle effective last year.

In 2020, LANDBANK also launched the I-RESCUE for BUS Transport Lending Program (Interim REhabilitation Support to Cushion Unfavorably-affected Enterprises by Covid-19 for Better Urban Services Transport) to offer a similar credit assistance to bus operators. With an initial fund of P3 billion, the loan facility can finance up to 80% of the acquisition cost of a modern public utility bus, with an affordable fixed interest rate of 5% per annum for the first three years.

### Arangkada Projects with the DOTr

Aside from offering financial support to transport cooperatives, LANDBANK has also partnered with the Department of Transportation (DOTr) and its attached agencies on various programs in support of the National Government's transport modernization agenda.

Under the fuel subsidy scheme, LANDBANK has so far distributed direct cash grants worth P6,500 each to 127,513 transport operators who have been adversely affected by the implementation of COVID-19 safety protocols as of January 31, 2021. Distribution of cash grants is ongoing and targeted for completion by April 2021.

The Bank has also extended appraisal services for the North-South Commuter Railway Extension Project (NSCR-Ex), which is designed to expand the existing mass transportation in Metropolitan Manila and adjacent areas. Likewise, under the Resettlement Action Plan Entitlements Distribution Mechanism, LANDBANK delivers cash entitlements to eligible residents and other Project-Affected Persons (PAPs) of the Extension Project.

The DOTr and LANDBANK will also team-up for the Pilot Production Testing of the Automatic Fare Collection System (ACFS), which will utilize convenient Mastercard EMVCo-compliant contactless cards to pay fares in public transport modes. An initial Proof of Technology demonstration was conducted last December 18, 2020.

# LANDBANK UNVEILS MASTERCARD PREPAID CARD FOR TES BENEFICIARIES

In partnership with the Commission on Higher Education (CHED) and the Unified Student Financial Assistance System for Tertiary Education (UniFAST), LANDBANK launched the LANDBANK Mastercard Prepaid Card (LMPC) for the Tertiary Education Subsidy (TES) Program on January 15, 2021.

The LMPC is a general-purpose reloadable card for TES beneficiaries that functions as an electronic wallet and can be used as a debit or ATM card.

Philippine President Rodrigo Roa Duterte and House Speaker Lord Allan Jay Q. Velasco extended their congratulations through recorded video messages during the launch.

"The virtual holding of this ceremony is an affirmation of this administration's unyielding commitment to make quality tertiary education more accessible for Filipino students, especially now that we are dealing with the COVID-19 pandemic," President Duterte said.

The virtual launch via Facebook Live was led by CHED and UNiFAST Governing Board Chairman J. Prospero De Vera III, UniFAST Executive Director Atty. Ryan L. Estevez, and LANDBANK President and CEO Cecilia C. Borrromeo.

President Borrromeo announced that TES beneficiaries



(Top row, L-R) Philippine President Duterte and House Speaker Velasco (Bottom row, L-R) LANDBANK PCEO Borrromeo, CHED and UniFAST Governing Board Chairman De Vera, and UniFAST Executive Director Atty. Estevez

may withdraw their stipend using their LMPC through LANDBANK's 2,320 ATMs and 411 branches nationwide.

"We welcome this opportunity to provide efficient and secure banking services to student-beneficiaries. As your partner bank, we will ensure that the students will receive their monthly stipends in a timely, safe, and convenient manner," President Borrromeo said.

Aside from accessibility and convenience, the LMPC also offers cashless payments, electronic funds transfers, and online account management, among others, as part of LANDBANK's response to the growing demand of safer and digital financial solutions.

Moreover, TES beneficiaries will enjoy other features of the LMPC such as 3D Secure for secure online transactions, contactless "tap" payments, and reloading of funds at LANDBANK Branches or Agent Banking Partners across the country.

"The LANDBANK Mastercard Prepaid Card that we are launching today will help ease the burden of our TES beneficiaries in receiving their TES amidst the restrictions of COVID-19," said CHED Chairman De Vera.

Also present during the virtual launch were Coordinating Council of Private Educational Associations Managing Director Atty. Joseph Noel M. Estrada, Association of Local Colleges and Universities UniFAST Commission Chairperson Dr. Elena E. Presnedi, and Philippine Association of State Universities and Colleges President Dr. Tirso A. Ronquillo.



## Salient Features:

- No Maintaining Balance
- No Dormancy Period
- 5 Years Validity
- ATM Transactions, Cashless Payments, and E-Commerce worldwide where Mastercard is accepted
- Reload and Cash Out at any LANDBANK Branch or accredited LANDBANK Agent Banking Partners
- Reload via the Link.BizPortal for free
- Fund Transfer
- Account Management via Mastercard Integrated Cardholder Portal at <https://sa.cardholder.mastercard.com/mpts/eis/app> and LANDBANK Mobile Banking App
- Online Payments with 3D Secure

# PH AIR FORCE LAUNCHES ONLINE PAYMENT SYSTEM POWERED BY LANDBANK

In responding to the growing demand for safe and contactless payment services, the Philippine Air Force (PAF), in partnership with LANDBANK, officially launched the PAF Online Payment System (POPS) at Camp General Emilio Aguinaldo, Quezon City on January 12, 2021.

Powered by LANDBANK's Link.BizPortal Facility, the POPS will facilitate the efficient online payment of light and water utility dues, bidding document fees, and trust receipts for the Air Force General Hospital.

Through the POPS, PAF clients which include creditors, suppliers, and PAF personnel family members, will be able to settle their financial commitments in a faster, secure, and convenient manner.

"With the Land Bank of the Philippines serving as our formidable partner in this project, and with everyone's cooperation, I am sure that we will be able to experience more of the comfort, convenience, and benefits of a safe, fast, efficient, and reliable payment system," said Department of National Defense (DND) Secretary Delfin N. Lorenzana.

The launching ceremony was led by Defense Secretary Lorenzana, Armed Forces of the Philippines (AFP) Deputy Chief of Staff Vice Admiral Erick I. Kagaoan, PAF Chief Lieutenant General Allen T. Paredes, and

LANDBANK President and CEO Cecilia C. Borrromeo.

They were joined by LANDBANK officials namely Branch Banking Sector Head, Executive Vice President Julio D. Climaco, Jr., South NCR Branches Group Head, Senior Vice President Ramon R. Monteloyola, South NCR Branches Group-Cluster C Relationship Officer, Assistant Vice President Mary Lilian M. Cruz, and Villamor Air Base Branch Head Ritzel S. Pagaduan.

"We congratulate the Philippine Air Force for taking the lead, and being the first among the Major Services of the AFP to implement this online payment system. The launching of POPS is even more timely and relevant as we continue to leverage on digital channels to meet the growing demand for contactless financial solutions in the new normal," LANDBANK President and CEO Borrromeo said.



(L-R) AFP Deputy Chief of Staff Vice Admiral Kagaoan, DND Secretary Lorenzana, LANDBANK PCEO Borrromeo, and PAF Chief Lieutenant General Paredes

# LANDBANK LEADS PREMIO BONDS 2 SALES

LANDBANK has facilitated more than 6,700 orders worth P3.42 billion for the one-year peso-denominated Premyo Bonds 2 or "Premyo Bonds Para sa Bayan 2," which represents 52% of the total P6.56 billion raised by the Bureau of the Treasury (BTr) from the bond offering.

The bulk or P2.98 billion of LANDBANK's total Premyo Bonds 2 sales were generated via over-the-counter placements at LANDBANK branches, while a total of P78.5 million in sales were generated through the Bank's online channels.

Of the P78.5 million online sales, P40.7 million was transacted through the pilot launch of the Bond Purchase feature in the Mobile Banking Application of the Overseas Filipino Bank (OFBank), the digital-only branchless bank subsidiary of the LANDBANK. The remaining P37.8 million was generated through LANDBANK's Link.BizPortal via the BTr's Online Ordering Facility.

"Despite a pandemic-induced recession, we observed wider participation for the Premyo Bonds 2 offering. This became possible through



more accessible online ordering platforms, which include the OFBank Mobile Banking Application (MBA) that encouraged more Filipinos abroad to invest their hard-earned money in safe and affordable government securities," LANDBANK President and CEO Cecilia C. Borromeo said.

It was the first time that the OFBank MBA was utilized as an online ordering facility for the Premyo Bonds, following OFBank's launch last June 29, 2020 as a digital-only and first branchless Philippine Government Bank.

The OFBank MBA allowed Filipinos from 63 countries abroad such as the United Arab Emirates, Saudi Arabia, Canada, Qatar and Singapore to invest in the Premyo Bonds 2 through their

smartphones, free of charge.

Meanwhile, the state-run lender also generated total sales of P362 million under the BTr's Exchange Offer program whereby bondholders of Premyo Bonds Tranche 1 could exchange their holdings for the latest Premyo Bonds 2 offering.

The P6.56 billion total sales generated from Premyo Bonds 2 is more than double the P3-billion target of the BTr. Proceeds from the issuance will help fund the country's educational programs, public infrastructure, and economic recovery in response to the ongoing COVID-19 pandemic and recent natural calamities.

LANDBANK is a Joint Lead Issue Manager for the Premyo Bonds 2 offering.

# IHAP RECOGNIZES TWO LANDBANK DEALS



Two transactions made by LANDBANK bagged awards in the 5th Investment House Association of the Philippines (IHAP) Awards – the BALAI (Building Adequate Livable Affordable and Inclusive Filipino Communities) Bonds 1 issuance won as the Best Fixed Income Deal (Small-Mid Cap), and the Atlantic Aurum Investments Philippines Corporation's (AAIPC) Syndicated Corporate Notes Facility as the Best Project Finance Deal.

LANDBANK, through its Investment Banking Group (IBG), acted as the Sole Arranger and Underwriter for the National Home Mortgage Finance Corporation's (NHMFC) P270.25 million BALAI Bonds 1 issued last December 2019.

BALAI Bonds 1 is the third successful issuance of the NHMFC supported by the Bank. LANDBANK was an Investor in the P2.06 billion Bahay Bonds 1 issuance and was Sole Arranger and Underwriter of the P603 million Bahay Bonds 2 offering.

Meanwhile, LANDBANK through IBG participated as an Arranger of the P41.2 billion funding requirements of AAIPC for the financing of the Metro Manila Skyway Stage 3 Project.

The Metro Manila Skyway Stage 3 is an elevated expressway from Buendia Makati City to North Luzon Expressway

in Balintawak, Quezon City with a total length of 17.93 kilometers. The Project, which was partially opened to motorists last December 29, 2020, is expected to address the traffic congestion in EDSA and other major roads (Quezon Avenue, Araneta Avenue, Nagtahan, Quirino Avenue, and others) by diverting as much as 55,000 vehicles daily. It will also reduce travel time from Buendia to Balintawak from 2 hours to just 15 to 20 minutes.

The IHAP is a non-stock, non-profit organization of investment houses that aims to further develop the country's capital market. The 5th IHAP Awards highlighted key transactions and investment houses that were instrumental in bringing forth innovation, social progress, and considerable economic impact to the Philippine Capital Markets.



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