

## LANDBANK grants P1B loan to Clark Int'l Airport Corp.

**T**ourism in the country is expected to get a boost with the P1-billion loan granted to Clark International Airport Corporation (CIAC) under an agreement with the Land Bank of the Philippines (LANDBANK) for the financing of the Phase 2 expansion of the terminal at the Clark International Airport in Pampanga. The expansion project will entail a bigger check-in area to accommodate the increase in passenger traffic from 2.5 million to four million passengers.

"We're pleased to support CIAC's expansion project that will significantly contribute to the National Government's goal of improving tourism and attracting more investments, leading to the creation of more jobs and increase in foreign currencies vital to the country's economic development," said LANDBANK President and CEO Gilda Pico during the signing of the agreement.

A 37 percent growth in international flights just in January 2012 highly registers in the government's continuing efforts to make Clark International the premier gateway in the country. Further growth is expected with the entry of domestic flights by other airline carriers, such as Air Asia that started offering Clark-Davao and Clark-Kalibo flights and those... *Continued on page 2.*



LANDBANK President and CEO Gilda Pico and CIAC President and CEO Victor Jose Luciano posing with CIAC EVP and COO Bienvenido Manga and LANDBANK EVP for Institutional Banking and Subsidiaries Cecilia Borromeo along with other representatives from both parties.

## Demand for Retail Treasury Bonds Tranche 15 exceeds expectations

**C**lients, both individual and corporate, of LANDBANK went full gear in the recently concluded primary offering for Retail Treasury Bonds (RTBs) Tranche 15. The Local Currency Department-Treasury Marketing Unit (LCD-TMU) sold a total of P3.8 billion in RTBs of the Bureau of the Treasury (BTr). This volume represents 54 percent of the Bank's total allocation of P7 billion, exceeding the Bank's retail sales obligation and earning for the Unit the full selling agency fee from the BTr.

The RTB 15 offering has tenors of 15 and 20 years which carry fixed coupon rates of 5.375 percent and 5.875 percent, respectively. Although the offer period was slated from February 21 to 29, 2012 with March 1 as the settlement date, the offer period was closed by the BTr on Feb.24 owing to substantial volume of orders received from the market. All the same, LANDBANK offered the RTBs until the 28th so that it could fully accommodate the orders of retail clients from the branches.

During the Flag Ceremony held on March 19 at the LANDBANK Plaza,

recognized as top sellers of the RTB 15 among LANDBANK branches were the Cash Department-Head Office, Clark Branch, Virac Branch, Victorias Branch, and Digos Branch.

Prior to the offer period, the Treasury Group conducted a Financial Literacy Campaign for RTBs which was participated in by NCR branches, their clients, representatives from 20 government agencies and head office-based Landbankers.

During the offer period, LCD-TMU also held separate investors' briefings to selected public institutions like the Overseas Workers Welfare Administration, Bureau of Customs, Department of Energy, Philippine National Oil Company and Philippine Reclamation Area.

—reports from LCD-TMU



LANDBANK EVP for Institutional Banking and Subsidiaries Cecilia Borromeo addressed participants during the Financial Literacy Campaign open forum along with (from left) Local Currency Department Treasury Manager Ma. Francia Titar, Treasury Group FVP Carel Halog, National Capital Region Branches Group FVP Daisy Macalino, Trust Banking Group VP Eduardo Chaves, and Investment Banking Department Manager James Aldana. Treasury Marketing Unit Head Adelfa Masacupan hosted the event.

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## PNP Pensioners receive LANDBANK ATMs

**L**ANDBANK, and the Philippine National Police (PNP) sealed an agreement for the conversion of the Continuous Form Checks (CFC) to ATM accounts for the timely release of monthly pension, differentials and other benefits of PNP pensioners, including the Integrated National Police and allottees/beneficiaries. The funds will be credited to the pensioners' individual LANDBANK ATM savings accounts.

LANDBANK President and CEO Gilda Pico and Chief PNP Director General Nicanor Bartolome signed the agreement at the PNP National Headquarters in Camp Crame, Quezon City last March 5. Former LANDBANK EVP for Agrarian and Domestic Banking Wilfredo Maldia, FVP for NCR Branches Daisy Macalino, as well as PNP Director for Comptrollership Roque Ramirez, Director for Finance Service Rolando Purunggan and Director for Retirement and Benefits Administration Service Rufino Jeffrey Manere signed as witnesses. Also present were LANDBANK AVP for Area NCR-E Evelyn Montero and Branch Head Lourdes Lique (Camp Crame).

This is the latest addition to other PNP accounts that already have similar arrangements with LANDBANK. In 2005, both parties signed for a CFC Payroll System conversion involving the pay and allowances due to both uniformed and non-uniformed personnel of the PNP. Those who opted for the system automatically receive their benefits through their LANDBANK Individual ATM Savings Accounts.



LANDBANK President and CEO Gilda Pico shakes hands with Chief PNP Director Nicanor Bartolome during the signing ceremonies.



## You and LANDBANK

Strengthening ties and creating paths to sustainable development

### LANDBANK, VISA tie-up for International Debit Card

LANDBANK Cardholders will soon enjoy the benefits of convenient, cashless purchases worldwide with the recent agreement signing between the Bank and Visa Worldwide Pte., Limited to develop the LANDBANK Visa International Debit Card.

This new product will allow cardholders to have access to over two million ATMs and more than 31 million point-of-sale or POS terminals connected to the Visa Worldwide network.



Visa Worldwide Country Manager Iain Jamieson and LANDBANK President and CEO Gilda Pico pose with (from left) Visa Business Leader Raffie Javelona, LANDBANK AVP for Credit Card Administration Rossana Coronel, former EVP for Agrarian and Domestic Banking Wilfredo Maldia, and FVP for Consumer and e-Banking Marilyn Tiongson.

With the International Visa Debit Card, LANDBANK expects to not only expand service delivery reach to customers but also to reduce cash handling and overhead ATM costs once payments migrate to POS transactions.

"This partnership with Visa likewise prepares us to respond to the government requirements to institute reforms in payment and collection systems by providing a secure, convenient, and reliable method of payment for our consumer, business, and even public sector clients," said LANDBANK President and CEO Gilda Pico.

"We are delighted that LANDBANK has chosen Visa as its strategic partner for the implementation of its International Debit Card Product. There are over 16,000 banks around the world that currently issue or acquire Visa cards, and LANDBANK's decision to strengthen its relationship with Visa ensures that the bank will be able to offer the latest in electronic card payment services and technology to its highly valued individual and corporate customers as well as the Philippine Government for years to come," said Visa Worldwide Country Manager Iain Jamieson.

### Aurora anniversary marks arrival of LBP e-Card service



LANDBANK representatives, LGU officials, employees and other guests look on during the signing at the Provincial Capitol Grounds last February 13.

More than 1,000 officers as well as employees of the Provincial Government of Aurora will soon enjoy the greater convenience of receiving their salaries through LANDBANK e-Cards.

The agreement for the provision of LANDBANK's ATM Payroll facility to the provincial government was signed during the opening ceremony of the week-long celebration of Aurora's 33rd founding anniversary.

The province of Aurora was represented by Governor Bellaflor Angara-Castillo and Vice Governor Gerardo Noveras. AVP for Region III-B Lolita Cruz, Baler Branch Manager Aurelio Bagaoisan, and Guimba Branch Manager Marilou Saturno represented LANDBANK.

This kind of service would be the first in the area. LANDBANK expects other institutions to also avail of the LANDBANK e-Cards through its ATM Payroll facility.

- reports from Baler Branch

### Clark International Airport... From Page 1

of AirPhil Express to Clark-Davao, Clark-Kalibo, Clark-Cebu and Clark Puerto Pincesa all in late March.

CIAC President and CEO Victor Jose Luciano said that the granting of the loan facility "manifests LANDBANK's continued support and confidence in the expansion."

The loan will also be used for other support infrastructure enhancements such as the navigational equipment which are vital for the operations of the airport while the rest of the funds would be utilized for CIAC's working capital.

- with notes from CIAC



Perspectives for the new building for International Departure (upper left and bottom) as well as a security checkpoint (upper right) upon entering the premises.

### Public market proj. in Tinambac, CamSur gets green light

Tinambac, Camarines Sur Mayor Ruel Velarde and LANDBANK FVP for Southern Luzon Branches Dave Camaya signed a P58.49 million-loan agreement for the construction of a two-storey public market in the municipality.

Also at the ceremony were Vice Mayor June Barrion, Municipal Engr. Berlin Dimaculangan, Municipal Treasurer Ma. Teresa Betito, Municipal Budget Officer Joseph Bañes, Municipal Planning and Development Officer Engr. Diego E. Bayonito along with LANDBANK VP for Region V Rene Eje, with Naga Branch Head Cezar Buenaobra, Naga Lending Center Head Jocelyn Regulacion, Account Officer Ma. Rita Francia Fornoles.

-reports from Naga LC



Officials and representatives from both LANDBANK and the Tinambac LGU at the February 8 signing.



## Window of convenience set for PhilHealth overseas payments

LANDBANK continues to make things happen when it comes to timely financial services here and abroad with its latest agreement with fellow government agency Philippine Health Insurance Corp. (PhilHealth) for a partnership on the collection and remittance of the premium contributions of Overseas/Migrant Filipino Workers (O/MFW).

The partnership initially kicked off last March 15 in cooperation with LANDBANK's remittance partners in three pilot countries, namely Hong Kong (Pacific Ace Forex H.K. Ltd.), Macau (Pacific Ace [Macau] Remittance Ltd.), and Saudi Arabia (Al Rajhi Bank).

Also in the pipeline is the launch of the PhilHealth collection-remittance service by LANDBANK partners in Canada and Singapore. According to LANDBANK President Pico, "We at LANDBANK regard Overseas Filipinos as valuable partners in promoting economic development, which is why we are grateful for this opportunity to help provide them with convenient access to affordable and available health care services. Moving forward, we intend to fully leverage our tie-ups abroad to be able to reach out to more Overseas Filipinos."

Two things necessary for Filipino clients overseas when remitting their contributions are their PhilHealth Identification Number and proof of identity to the Bank's authorized collection remittance partners. O/MFWs may use the currency at their host country and may pay premium contributions equivalent to one year or more depending on the number of year/s specified in their contract of work abroad.

Meanwhile, prospective members may register by presenting a properly accomplished PhilHealth Member Registration Form together with two valid IDs.

LANDBANK has been PhilHealth's depository bank and partner in the collection of premiums for more than 10 years. In 2011, PhilHealth transactions that were coursed through LANDBANK reached 146,465, which amounted to P954 million in payments collected.



LANDBANK President and CEO Gilda Pico with PhilHealth President and CEO Dr. Eduardo Banzon during the agreement signing. They are joined by (from left) PhilHealth Senior Treasury Manager Evangeline Racelis, PhilHealth EVP and COO Atty. Alexander Padilla, LANDBANK EVP for Institutional Banking and Subsidiaries Cecilia Borromeo and LANDBANK FVP for Overseas Remittance Roberto Vergara.

## New branches and EOs: Bringing LANDBANK closer to home

Extending our reach across the country has always been part and parcel of the strategic thrusts of LANDBANK. From the remotest of places to the busy corners of the metropolis, we endeavor to give customers a new and better LANDBANK to serve your banking needs.

### Roxas, Oriental Mindoro

According to LANDBANK President and CEO Gilda Pico, the new extension office (EO) in the municipality of Roxas, Oriental Mindoro which is a first in the province, was established to address the growing demand for banking services and complement the operations of the Bank's two other branches in Pinamalayan and Calapan, both in Oriental Mindoro.

LANDBANK hopes to bring better banking facilities and customer services closer to LGU clients from Roxas, Mansalay, Bulalacao, and the nearby barangays of Bongabong, as well as rural and commercial banks, local offices of national agencies, SMEs and individual depositors.

LANDBANK also hopes to help participate in the growth and development of the local economy of Roxas and Oriental Mindoro as a whole by financing infrastructure projects, livelihood programs and other income-generating projects that will help boost local employment.

### From Alabel to Sarangani

Meanwhile, a more spacious LANDBANK facility awaits clients at the Provincial Capitol Complex of Sarangani after migrating from the Alabel branch housed at the Provincial Capitol Stadium. Sarangani Governor Miguel Rene A. Dominguez, Alabel Mayor Corazon Grafilo and LANDBANK President Pico led the inauguration ceremony which was followed by the signing of a memorandum of understanding for the installation of 18 automated teller machines in the six other municipalities of Sarangani, namely Glan, Kiamba, Maasim, Malapatan, Malungon, and Maitum.

When asked as to the aggressive expansion, President Pico hopes to bring banking services closer to the underserved and unbanked areas, which is a part of the Bank's financial inclusion program. "This will likewise benefit the Pantawid Pamilyang Pilipino Program or 4Ps beneficiaries since they will no longer need to travel out of their towns to withdraw their cash grants," said LANDBANK President Pico.

Among the major clients of the branch are the local government of Alabel, the provincial government of Sarangani, and the neighboring municipalities of Malapatan, Glan, and some barangays of Malungon, along with rural bank and micro and SME clients.

Also present were Maitum Mayor Elsie Lucille Perrett, Malungon Mayor Reynaldo Constantino, Rural Bank of Kiamba President Teresa Falgui, and LANDBANK FVP for Mindanao Branches Joselito Gutierrez.

### OMB, Quezon City

As for the banking needs of close to 800 employees of the Office of the Ombudsman (OMB), as well as neighboring government agencies and other establishments in the vicinity, LANDBANK will soon be opening an extension office (EO) within the premises of OMB.

"The establishment of this EO is part of our continuing thrust to provide more banking convenience to our valued clients including government offices," said LANDBANK President and CEO Pico.

Targeted to be operational by September this year, the extension office will complete the operations of its mother branch in North Avenue and LANDBANK's 17 other branches and extension offices in Quezon City. This will bring to 78 the Bank's branches, extension offices, and servicing units in the National Capital Region.

For her part, Ombudsman Morales expressed appreciation for LANDBANK's continuing commitment to serve the needs of stakeholders.



Roxas Mayor Jackson Dy leads the ribbon-cutting with LANDBANK President and CEO Gilda Pico.



Sarangani Governor Miguel Rene Dominguez with LANDBANK President Gilda Pico at the inauguration of the Bank's relocated Alabel Branch. With them are Alabel Mayor Corazon Grafilo and LANDBANK FVP for Mindanao Branches Joselito Gutierrez.



Ombudsman Conchita Carpio Morales and LANDBANK President and CEO Gilda Pico sign the agreement and with them are (from left) Overall Deputy Administrator Orlando Casimiro, Assistant Ombudsman/Atty. Leilanie Bernadette Cabras, LANDBANK FVPs Daisy Macalino (NCR Branches Group) and Atty. Reynauld Villafuerte (Legal Services Group).



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# LANDBANK Plaza to house LRA Extension Office

The Land Registration Authority (LRA) signed a deal with LANDBANK for the establishment of an extension office (EO) at the LANDBANK Plaza, Malate, Manila which shall provide the Bank direct link and access to LRA's automated title verification system.

Targeted for the second quarter of 2012, the project will help reduce the Bank's title verification processing time from the average 15 working days to as fast as 24 hours. This also makes the Bank the first government financial institution to have an LRA EO.

"We at LANDBANK continuously strive to provide excellent customer service to our clients, especially to our priority sectors. This is why we are grateful for this opportunity to tie up with LRA as an Extension Office operator that will allow us to streamline our processes on title verification and facilitate faster loan processing," said LANDBANK President and CEO Gilda Pico.

This year, LANDBANK estimates having more than 5,000 Transfer Certificates of Title (TCT) for verification for the appraisal

updating requirement of existing major clients and an additional 5,000 verification requirements from new clients and existing developer-clients with new project loans. 🌱

## GSIS transactions made easy with LANDBANK eCard

**L**ANDBANK is always looking for avenues that would allow for convenient banking, not just for its priority sectors and institutional clients, but for other demographics crucial to economic sustainability.

In wanting to reach out to more people serving in the government sector, LANDBANK has once again joined forces with Government Service Insurance System (GSIS) to provide more than 300,000 old-age and survivorship pensioners of the GSIS an alternative banking experience. Direct crediting of loans and other benefits, cash withdrawal from almost 1,000 ATMs nationwide at any time without charges, Internet banking as well as discounts for select Pfizer medicines are just some of the perks of having a LANDBANK eCard.

To transfer to LANDBANK, members can visit the GSIS website [www.gsis.gov.ph](http://www.gsis.gov.ph), log on to the eCard member transaction page and click the CHOOSE LANDBANK AS YOUR SERVICING BANK icon.

Interested members can also email their name, date of birth, and Universal Multi-purpose ID (UMID) Common Reference Number (CRN) to [eservices@gsis.gov.ph](mailto:eservices@gsis.gov.ph), or visit the nearest GSIS Field Office. 🌱



LANDBANK President and CEO Gilda Pico seals deal with LRA Administrator Eulalio Diaz III who is accompanied by (from left) Land Registration Systems Inc. President Delfin Hallare Jr., and LRA Deputy Administrator Atty. Ronald Ortile. LANDBANK EVP for Operations Andy Sarmiento and FVP for Banking Operations Boy Roxas were also present at the signing.

## Community Affairs

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

### LCDFI gets CDA accreditation

**C**ooperatives interested in further increasing their knowledge and skills can now look to the LANDBANK Countryside Development Foundation, Inc. (LCDFI) to conduct the 14-course cooperative training curriculum prescribed by the Cooperative Development Authority (CDA). Modules of the curriculum are the following:

- Basic Cooperative Courses*
- Cooperative Management and Governance*
- Financial Management*
- Conflict Management*
- Parliamentary Procedures*
- Leadership and Values Re-orientation*
- Strategic Planning*
- Audit Management*
- Records Management*
- Entrepreneurial and Business Management*
- Basic Accountancy for Non-Accountants*
- Internal Control*
- Rules Formation*
- Cooperative Standards*

The LCDFI is the corporate foundation of the Land Bank of the Philippines. It essentially works for the development, promotion and advancement of LANDBANK's priority clients.

LCDFI may be reached through email at [ldfi@pltdsl.net](mailto:ldfi@pltdsl.net) or at the following numbers: 817-08-05/810-79-20. 🌱

### Tulong Aral High School scholars' big day

**H**elping pave the way for the country's future generation, LANDBANK in partnership with lead agency Petron Foundation, Inc., Department of Social Welfare and Development (DSWD), Department of Education (DepEd) and other private and public entities joined the celebration of the graduation of the Tulong Aral High School scholars held at Fr. Cortina Sports Center, Xavier School in San Juan last March 29, 2012.

The Tulong Aral program is the brainchild of the Petron Foundation which has been helping underprivileged youths in Metro Manila and other parts of the country since 2002. Recent years have proven the program's success with hundreds of its scholars receiving outstanding merits and honors every year.

LANDBANK, for its part, is helping finance the Tulong Aral High School program that allows deserving students to study in high school for free. LANDBANK and its employees contributed P4 million as funding that is being released in tranches of P1 million a year. The Bank also facilitates student tours and workshops in conjunction with other partner initiatives. 🌱



(L) Petron Foundation Inc. President Eric Recto on stage with the scholars, proud parents, DSWD Secretary Corazon Soliman, LANDBANK EVP for Corporate Services Jocelyn Cabreza and other guests. (R) Some of the scholars posing on stage. (Bottom) Fun shot of Program graduates