

## LANDBANK recognized at 35th ADFIAP Awards

**R**eaping the rewards of excellent service and institutional collaboration, projects funded by LANDBANK in South Ubian, Tawi-Tawi as well as the 2009-2010 Sustainability Report of the Bank were recognized by the Association of Development Financing Institutions in Asia and the Pacific (ADFIAP) during its 35th Annual Meeting last April 25 to 27 at the Sheraton Istanbul Ataköy Hotel in Turkey.



(From left to right) The winning 2009-2010 Sustainability Report of the Land Bank of the Philippines; LANDBANK Senior Vice President and Strategic Planning Group Head Julio Climaco Jr. is flanked by (from left) Development Bank of Turkey Acting General Manager Metin Pehlivan and ADFIAP Chairman Nihal Fonseka; and the rock causeway in Tawi-Tawi, which forms part of the Bank-funded infrastructure project in the region.

LANDBANK SVP for Strategic Planning Julio Climaco Jr. represented the Bank and received the plaques for the Outstanding Development Project under the Infrastructure Development Category as well as the Best Sustainability Report under the Special Awards Category.

The ADFIAP award recognizes and honors institutional members which have undertaken and assisted projects that have facilitated development in their respective countries.

The winning infrastructure project includes the construction of a rock causeway that serves as a "giant bridge" between coral reefs as well as pier head that have made the island of Tawi-Tawi more accessible, the development of a municipal hall and police station for the enhancement of the delivery of basic social services to the people, and the acquisition of a speedboat as a faster mode of transportation. (See related story, page 3)

Meanwhile, LANDBANK's first ever Sustainability Report brings to fore some of the most relevant programs, products and services relating to the five sustainability cornerstones of the Bank—enterprise development, community development, environmental protection and management, customer service, and employee development.

The 35th ADFIAP Annual Meeting with the theme, "DFI's Role in Sustainable Development Amidst the Economic Crisis" was hosted by the Development Bank of Turkey. More than 100 chief executive officers and senior officers of fellow-members from more than 30 countries and other international guests and partner-institutions graced the event.

Distinguished speakers from member institutions shared experiences and explained the essential role of Development Financing Institutions in national and regional sustainable development during this time of tightening financial conditions worldwide. For its part, SVP Climaco shared LANDBANK's experiences in a presentation entitled, "Financing SMEs and Cooperatives: Fortifying Sustainable Development in the Philippines."

The ADFIAP annual meetings also serves as a platform for ADFIAP members and like-minded organizations to tackle issues affecting them, exchange ideas and best practices, and network with each other.

## LANDBANK joins the ADB's 45th Annual Meeting

**M**inisters of finance and development, central bankers, private sector representatives, civil society and various media convened in Manila last May 2 to 5, 2012 for the 45th Annual Meeting of the Board of Governors by the Asian Development Bank (ADB).

With the country as host, LANDBANK was able to take part as a sponsor of the ADB event that focused on poverty reduction in the Asian region. The gathering provided a platform that explored the adopted theme of "Inclusive Growth Through Good Governance."

LANDBANK Exhibit visitors at the SMX Convention Center in Pasay City had the opportunity to learn about available agri-loans as well as products of the Bank's valued clients. - reports from [www.adb.org](http://www.adb.org)



ADB delegates received by LANDBANK Head of Customer Service and Product Development Edgardo Ramirez, Asst. Department Manager for Program Management Cressida Alday-Mendoza, Head of Treasury Marketing Adelfa Masacupan, and Branch Mgr. Mylene Macapagal. Several agri-loan products from LANDBANK-assisted clients were on display at the ADB Exhibit, SMX Convention Center, Pasay City.

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## Makati City to benefit from P5B OTLF for dev't projects

**I**nvigorating efforts for better services and further socio-economic growth, LANDBANK and the City Government of Makati sealed a P5-billion Omnibus Term Loan Agreement to finance various projects included in the LGU's local development and annual investment plans.

These include, among others, the construction of hospital and health centers, construction/improvement of roads and drainage systems, housing and other infrastructure projects.

LANDBANK President and CEO Gilda Pico and Makati City Mayor Jejomar Erwin Binay Jr. signed the agreement last May 21 at the Makati City Hall. FVP/OIC for Agrarian and Domestic Banking Daisy Macalino and City Treasurer Nelia Barlis signed as witnesses.



LANDBANK President and CEO Gilda Pico and Makati City Mayor Jejomar Erwin Binay Jr. shake hands during the signing. With them are other officers and representatives from LANDBANK and the Makati City Government.

Also present during the ceremony were officers from LANDBANK Area NCR-A led by AVP Virgilio Paranal, Makati City Hall Branch Manager Manny Dimalaluan, NCR Lending Center Manager Luz Abalos and Account Management Officer Josephine Cabanela and public officials from Makati City.

## You and LANDBANK

Strengthening ties and creating paths to sustainable development

### New loans for longtime clients Biotech Farms and KCCPHI



LANDBANK President and CEO Gilda Pico with (from left) former EVP for Agrarian and Domestic Banking Wilfredo Maldia, KCCPHI Corporate Treasurer Josefina Chan, and Chief Operating Officer Chui Lam Chan. Back row, from left: LANDBANK Director Crispin Aguelo, FVP for Mindanao Branches Group Joselito Gutierrez, VP for Electronic Products Leila Martin, Director Victor Gerardo Bulatao, BFI President Wilfredo Chiang, AVP Althon Ferolino (Region XII), Director Domingo Diaz, and Lending Center Head Dante Abad (Koronadal).

Signifying continuous growth for over a decade of trust and loyalty, KCC Property Holdings, Inc. (KCCPHI) and Biotech Farms, Inc. (BFI) availed of new loan agreements with LANDBANK. The companies have been clients of the Bank for the past decade.

KCCPHI, a major mall operator in General Santos and Koronadal in South Cotabato, availed of a new loan of P450 million to finance the expansion of its operations by constructing a new mall named Veranza. The new mall, which will cater to middle and upscale markets, is the first of its kind in General Santos and will be open to the public this year. It is expected to enhance the city's urban landscape.

Meanwhile, BFI availed of an additional P200 million loan to finance the expansion of its poultry operations. It aims to double its present productive capacity for table eggs, and thus, cater to the requirements of its affiliate malls and other major markets. Apart from the poultry project, previous loans were granted for the company's piggery, feedmill, and biogas plant.

In previous years, both KCCPHI and BFI have partnered with LANDBANK in pursuing economic development through the commercial and agro-industrial fronts. *—reports from Koronadal LC*

### Banca Popolare di Sondrio: Linking Filipinos in Italy



LANDBANK officials led by President and CEO Gilda Pico and EVP for Institutional Banking and Subsidiaries Cecilia Borromeo engage in a dialogue with BPS officials together with Ambassador Virgilio Reyes Jr. and Consul General Lourdes Tabamo on the new remittance tie-up.

A remittance business partnership was recently sealed by LANDBANK with Banca Popolare di Sondrio (BPS) to better serve and respond to the fund transfer needs of Overseas Filipinos (OFs) in Italy. The partnership will allow OFs and other remitters to send funds directly to the Philippines through the BPS' more than 200 branches.

In a ceremony held at the BPS Head Office in Sondrio, Italy, LANDBANK President and CEO Gilda Pico and EVP for Institutional Banking and Subsidiaries Cecilia Borromeo signed the remittance agreement with BPS International Division Head and Deputy General Manager Mario Erba and Mr. Maurizio Zucchi of the BPS International Division.

Also in attendance were Philippine Ambassador to Italy Virgilio Reyes Jr. and Milan Consul General Lourdes Tabamo, other members of the diplomatic community, officers and members of the Filipino community, including LANDBANK's partner government and private agencies in Italy.

Ambassador Reyes lauded both LANDBANK and BPS for this agreement that helps strengthen existing links of the Filipino community with their hometowns and families. Moreover, he said that this new business endeavor is a reflection of both bank's understanding and caring for their clientele. *—reports from ORMSD*

### LANDBANK President tours Sitangkai, Tawi-Tawi projects

LANDBANK President and CEO Gilda Pico, together with former EVP for Agrarian and Domestic Banking Wilfredo Maldia and FVP for Mindanao Branches Group Joselito Gutierrez, visited LANDBANK-financed projects in the Municipality of Sitangkai, Tawi-Tawi last March 22. These LGU projects financed by the Bank amounted to P39 million and includes the pier, foot bridges, farm-to-market roads, public market and covered court.

Sitangkai is a first class municipality and is dubbed as the Venice of the Southern Philippines because it is surrounded by sea water. Houses

are built on shallow waters and a channel serves as the street of the town where boats and bancas serve as transport and floating markets.

President Pico and the group traveled from the Municipality of Bongao to the Municipality of Sitangkai via a two-hour speedboat ride. Special Assistant to the President Carmelita Santos, AVP Khurshid Kalabud (Region IX), DM Roel Tarroza (Zamboanga LC), Account Officer Wendell Dinglase and Mario Antonio of the Agrarian Operations Center IX, were also part of the group who traveled to Sitangkai. Municipal Administrator Sky Sajili escorted the Bank officials during their travel to and from Sitangkai.



LANDBANK President and CEO Gilda Pico, along with other LANDBANK officials and locals during a visit to the Municipality of Sitangkai, Tawi-Tawi. From left: President Pico and company crossing one of the foot bridges; inspecting the LGU power plant; and touring the public market.

### Gawad PITAK 2012 now underway

The 2012 Gawad sa Pinakatanging Kooperatiba or Gawad PITAK will see Senator Lito Lapid serve as Head of the Board of Judges (BOJ) for the first time, and together with Representative Jose Ping-ay, as well as members from the Bank's partner agencies and institutions, such as the Department of Agriculture, Department of Agrarian Reform, Polytechnic University of the Philippines, and Cooperative Development Authority.

Another first will be the introduction of the two new categories, the

first being the Platinum Award for Ginintuang Gawad PITAK awardees and contenders in the Agri category. The other is the Best Cooperative Partner in Food Supply Chain Program which will come from shortlisted contenders in the Agri-based and Non-Agri-based categories.

From May 29 to July 3, the Gawad PITAK Technical Review Committee will be busy with conducting field validations of the shortlisted contenders for the Awards, with final deliberations of the BOJ happening in July.

## Outstanding Dev't Project: South Ubian, Tawi-Tawi

**W**ith aims of reaching the countryside not just through timely financial assistance, but also with a passion for service and sincere understanding of its mandated clients and other priority sectors, the concerted efforts of LANDBANK have given rise to international recognition.

The Bank-assisted infrastructure development project in South Ubian, Tawi-Tawi was given the Outstanding Development Project Award 2012 by the Association of Development Financing Institution in Asia and the Pacific.

The project beneficiary is the province's northernmost municipality that is home to approximately 35,000 residents whose main source of income comes from fishing and seaweeds farming. With the new extended pier, along with the essential rock causeway, larger cargo ships will now be able to dock and bring the people's products and other essential goods to and from neighboring communities.

More importantly, faster travel for residents particularly in emergency situations is now within reach with the acquisition of a new speedboat for South Ubian. The boat can reach the nearest hospital in the capital town of Bonggao, a good 85 kms. away, within two and a half ...Continued on next page.



Creating opportunities toward positive change (clockwise from top left): Procured speedboat for easy transport; police station and municipal hall for government needs; and the extended pier for accommodating larger vessels for socio-economic activities.

## Market for Zambales mango explored



Officers and representatives from LANDBANK DAC III-A, Samahang Magmamangga ng Zambales, and Diamond Star Agro Products, Inc.

**A** potential boost in the mango industry is in the horizon as discussions on a possible agreement under the Food Supply Chain Program on mango production are ongoing among LANDBANK, the Samahang Magmamangga ng Zambales, and Diamond Star Agro Products, Inc.

Head of Development Assistance Center III-A Leonardo Aurellana Jr. along with Cooperative Development Specialist Francis Joseph Medina recently facilitated a meeting with the mango growers of the Samahang Magmamangga ng Zambales led by its president, Evelyn Grace, and mango buyer/exporter Diamond Star Agro Products, Inc. which was represented by Chief Executive Officer Reynaldo Malingit and other key officers.

Mr. Malingit agreed to seal a Supply and Purchase Agreement with the mango growers in the Province of Zambales. This potential partnership hopes to address the lingering problem of the lack of market for mangoes.

— reports from DAC III-A

## Antipolo City Gov't avails ATM payroll, HRIS facilities

**T**he City Government of Antipolo sealed an agreement with LANDBANK for a Payroll System with Human Resources Information System (HRIS) Package. This deal includes a complete payroll, the Payroll Management Information System (PMIS) and timekeeping solution for the city government employees. Antipolo City is the pioneer institution to avail of LANDBANK's ATM Payroll with HRIS Facility.



LANDBANK representatives posing with Antipolo Mayor Danilo Leyble and other City Hall employees during the signing ceremony.

The agreement was signed by Antipolo Mayor Danilo Leyble and LANDBANK AVP for Area IV-A Marilou Villafranca last March 16 at the Antipolo City Hall. Human Resource Management Officer Amelia Quezada and Antipolo Branch Head Florencio Quicoy Jr. signed as witnesses. Representatives from both the Bank and the City Government of Antipolo graced the event.

## Zamboanga LGU, sign property deal

**L**ANDBANK President and CEO Gilda Pico and Zamboanga City Mayor Celso Lobregat signed a Memorandum of Understanding (MOU) for the Property Exchange in Zamboanga City last March 23.

The MOU signified the acceptance of the approved property swapping between the Bank and the LGU. The acquired asset of the Bank has an area of 1,100 sqm., and is two buildings away from the city hall, while the LGU's 1,600-sqm. property located in the government center of the city is presently occupied by the LANDBANK Regional Office IX, Lending Center, Agrarian Operations Center, Accounting Center, Development Assistance Center, and the Zamboanga Main Branch under a usufruct agreement with the LGU.

The MOU signing was witnessed by Region IX Head/AVP Khurshid Kalabud, Zamboanga Lending Center Manager Roel Tarroza and Ms. Carmelita Santos from the Office of the President of LANDBANK.

— reports from Zamboanga LC



LANDBANK President Gilda Pico and Zamboanga City Mayor Celso Lobregat sealed the MOU for property exchange, as witnessed by Zamboanga City Vice Mayor Cesar Iturralde, LANDBANK's former EVP for Agrarian and Domestic Banking Wilfredo Maldia, and Mindanao Branches Group Head/FVP Joselito Gutierrez.

## LANDBANK and Citibank ally for banking solutions



LANDBANK President and CEO Gilda Pico with former EVP for Agrarian and Domestic Banking Wilfredo Maldia pose with Citibank's Country Officer Sanjiv Vohra and Global Transaction Services Head Mylene Arnaldo Caparas.

**L**ANDBANK President and CEO Gilda Pico and Citibank Country Officer Sanjiv Vohra recently sealed a memorandum of understanding aimed at discussing the possibility of an arrangement that will allow LANDBANK and Citibank to jointly provide specialized financial services involving various solutions for clients. This latest development forms part of the Bank's aim to expand its global network of solid partnerships.

"We at LANDBANK are constantly on

the lookout for ways to improve our product and service portfolio, and we are optimistic that this collaboration will allow us to better address the evolving needs of our clients," said President Pico during the signing ceremony held at the LANDBANK Plaza.

Former EVP for Agrarian and Domestic Banking Wilfredo Maldia and Citibank Global Transaction Services Head Mylene Arnaldo Caparas signed as witnesses during the said event.



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## LANDBANK now collecting for FLAReS

LANDBANK has been tapped by the Bangko Sentral ng Pilipinas (BSP) as one of the collecting banks for the Foreign Loan Approval and Registration System (FLAReS). FLAReS is a web-based system that allows clients to submit for approval and register foreign loans, monitor the status of requests and communicate with the BSP through a secure online portal. Payment of processing fees may be settled through participating banks namely, LANDBANK, Philippine National Bank (PNB), Banco de Oro (BDO) and Bank of the Philippine Islands (BPI).

As collecting agents, participating banks shall collect processing fees initially through over-the-counter cash payment or via auto-debit from a client's account. Payments will also be accepted through the Internet banking facility once customization has been completed. Payments received for the transactions will be remitted to the BSP via the Philippines Payments and Settlements System (PhilPaSS). Hence, collections will be debited from the Demand Deposit Account of the participating bank with BSP.

The launching and signing of the memorandum of agreement of the FLAReS last March 20 was held at the BSP Complex in Malate, Manila.



BSP Governor Amando Tetangco Jr. (center) led the signing and launching of the FLAReS along with (from left) BDO SVP and Transaction Banking Group Head Emmanuel Narciso, PNB President and CEO Carlos Pedrosa, LANDBANK President and CEO Gilda Pico, and BPI SEVP and COO Gil Buenaventura.

## Remittance deal sealed by LBP and Nayong Pilipino

LANDBANK and the Nayong Pilipino Ltd. Recently sealed a remittance agreement for the servicing of remittance needs of overseas Filipinos in the United Kingdom of Great Britain and Northern Ireland. Nayong Pilipino Ltd. is a duly licensed money transfer company in London that has a distribution office in Manila.

Under the agreement, LANDBANK shall assist Nayong Pilipino Ltd. in transferring funds from overseas and in handling the processing and final disposition of funds to the beneficiaries in the Philippines. Beneficiaries may receive their remittances via credit to account or over-the-counter pick-up.

LANDBANK FVP for OFW Remittances Roberto Vergara and Nayong Pilipino Ltd. President Puvanesswara Nehrujee signed the deal last March 28 at the LANDBANK Plaza.

LANDBANK AVP for Domestic Remittance Marketing James Figueras, Remittance Officer Victorio Trovela, Nayong Pilipino Managing Director Elizabeth Nehrujee and Corporate Secretary Jennifer Yutuc also signed as witnesses. Also present during the ceremony were representatives from both LANDBANK and Nayong Pilipino.



LANDBANK FVP for OFW Remittances Roberto Vergara and Nayong Pilipino Ltd. President Puvanesswara Nehrujee during the signing. With them are other officers and representatives from both parties.

## Bioyodal technology opens new lending opportunity for farmers

LANDBANK recently made available a new lending program that will allow vegetable farmers to buy a stand-alone soil activator and fertilizer known as the Bioyodal technology. LANDBANK VP for Region III-A Mernilo Ocampo said that the new technology will help increase crop yields and thus raise the income of farmers. The lending facility is also in support of the national government's Food Supply Chain Program (FSCP).

LANDBANK's Technology Promotion Center and the Berentsen and Ocampo Green Corporation (BOGC) conducted the tests on Bioyodal. The tests showed marked increase in crop growth that ranged from 50 percent to 250 percent and shortened the crops' production period. With these results, farmers' incomes are expected to increase from 180 percent to 250 percent.

Moreover, the study showed an increasing projected return on investment (ROI) for various crops. With Bioyodal, palay farmers could expect a 140 percent ROI, tomato growers will see a return of 122 percent while it will be 271 percent for farmers cultivating ampalaya and 207 percent for eggplant growers.

The tests were conducted at a model farm run by members of the Plaridel (Bulacan) Vegetable Growers Cooperative. Tomatoes, eggplants, chili, ampalaya and palay were tested in the farm.

Department of Agriculture City of San Fernando, Pampanga, Operation Division Chief Benjamin Baltazar and Department of Agrarian Reform Bulacan Provincial Agrarian Reform Officer II Eliona Pangilinan commended LANDBANK and BOGC for bringing the benefits of the Bioyodal technology to farmers in Bulacan.

In the past, LANDBANK has also supported the propagation of the Masinag organic fertilizer among rice farmers in Nueva Ecija and Tarlac through the National Agribusiness Corporation.

—reports from Region III-A and Manila Bulletin

## Outstanding Dev't...

hours. Civilian and police authorities will also be able to respond faster, and coordinate efficiently with the municipal hall and police station built adjacent to each other. These two new structures are also part of the winning project.

Infrastructure developments as such will hopefully echo in other parts of the country as these are seemingly ordinary yet essential to a striving community's growth potential and future sustainability.

## Business capital loans available for returning OFWs

Owing a huge part of the country's economic stability to the financial activities of Overseas Filipinos (OFs) all over the globe, LANDBANK, under Overseas Workers Welfare Administration (OWWA) OFW Reintegration Program (OFW-RP), has made it a priority to give back and provide opportunities for them in times of need.

LANDBANK offers a range of loan products including project modules, such as bangus in bamboo cages, tilapia culture in earthen pond, hog fattening project, and native chicken project. The modules provide OFW borrowers information on investment requirements and projected monthly income for the said projects.

Qualified OFWs may borrow from P300,000 to as much as P2 million at 7.5 percent interest per annum payable within one year of a maximum of seven years, depending on the proposed project. LANDBANK will extend loan up to 80 percent of the total project cost while the remaining 20 percent is the equity of the borrower.

Qualified borrowers are OFWs who are bonafide members of the OWWA and have undergone the required training. Eligible projects are those with confirmed market, market contract or service contracts that will generate an income of at least P10,000 every month.

Just go to any LANDBANK branch across the nation or visit [www.landbank.com](http://www.landbank.com) to find out more about the OFW-RP and other available products and services.