

## LANDBANK honors outstanding cooperatives and SMEs for 2012



Some of the top winners are shown receiving the awards from LANDBANK President Gilda Pico, Board of Judges Chairman Lito Lapid and Co-Chairman Jose Ping-ay, LANDBANK Directors and officers. On stage were: (L, top) Ginintuang Gawad PITAK Awardees San Joaquin Multi-Purpose Cooperative (top left); and La Castellana - I Personnel Multi-purpose Cooperative (R, top); Finance Secretary Cesar Purisima (L, bottom) poses with Outstanding Gawad Entrepreneur winners Sps. Elizabeth and Yco Tan Jr. while EVP Cecilia Borrromeo (R, bottom) stands beside Sps. Marcelina and Salvador Cabaero. Enjoying the night as well were members of the Board of Judges and other Landbankers (center).

Just a year short of its golden age, LANDBANK marked its 49th anniversary on August 8, 2012 kicking off its "Masayang Samahan para sa Kaunlaran" theme.

Reflective of LANDBANK's relentless journey with its partners and friends toward a countryside teeming with growth and success, a series of activities were conducted throughout the month of August.

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Marking not only the 49th anniversary of the Land Bank of the Philippines, August 8, 2012 also signaled the gathering of cooperatives and small and medium enterprises from different parts of the country in celebration of their outstanding contributions to and for countryside development in the Bank's annual Gawad sa Pinakatanging Kooperatiba (Gawad PITAK) and Gawad Entrepreneur.

Held at the Hyatt Hotel in Manila, the conferment of the awards was led by Finance Secretary and LANDBANK Chairman Cesar Purisima and LANDBANK President and CEO Gilda Pico together with Senator Manuel "Lito" Lapid, Gawad PITAK Board of Judges (BOJ) Chairman and Chairman of the Senate Committee on Cooperatives, and Congressman Jose Ping-ay, Co-Chairman of the Gawad PITAK BOJ and Chairman of the House Committee on Cooperative Development. Other presentors included LANDBANK Directors Crispino Aguelo, Victor Gerardo Bulatao and Domingo Diaz as well as EVP for Agricultural and Development Lending Cecilia Borrromeo and SVP for Branch Banking Jocelyn Cabreza.

The Gawad PITAK, now on its 22nd year, elevated the Dingle Government Workers MPC of Dingle, Iloilo to the Hall of Fame. The co-op received the prize of P100,000 worth of fixed assets. The Ginintuang Gawad PITAK awards were conferred to the San Joaquin Multi-Purpose Cooperative of Sarrat, Ilocos Norte under the Agri-based category and to the La Castellana - I Personnel Multi-Purpose Cooperative of La Castellana, Negros Occidental under the Non-agri-based category. Both cooperatives received P1 million worth of fixed assets.

Top honors in the Agri-based category went to the Baug CARP Beneficiaries Multi-Purpose Cooperative, which is based in Magallanes, Agusan del Norte while the Sta. Cruz Savings and Development Cooperative of Ilocos Sur came in first place in the Non-agri-based category.

As for the Gawad Entrepreneur, Sps. Elizabeth and Yco Tan Jr. of Legazpi City and Sps. Marcelina and Salvador Cabaero of San Guillermo, Isabela won the Outstanding Non-agri-based and Agri-based Entrepreneur awards, respectively. The Tans also took home the SME-Bagong Bayani Award that evening.

See next page for a complete list of winners.

## LANDBANK commits to WB wastewater management project

Legal agreements for the implementation of the Metro Manila Wastewater Management Project (MWMP) were recently sealed to help improve wastewater collection and treatment practices in selected areas in Metro Manila and also improve Manila Bay's water quality.

These agreements include the US\$275-million loan agreement between World Bank and LANDBANK; the guarantee agreement between World Bank and the Department of Finance (DOF); the project agreement between World Bank and Manila Water Company, Inc. (Manila Water); and the project agreement between World Bank and Maynilad Water Services, Inc. (MWSI); and, the Letters of Representation of LANDBANK, MWCI and MWSI to World Bank.

The total amount will be divided equally between water concessionaires Manila Water and Maynilad, the country's two largest sup-



LANDBANK President and CEO Gilda Pico poses with (from left) MWCI President, Gerardo Ablaza Jr., LANDBANK EVP for Agricultural and Development Lending Cecilia Borrromeo, WB Country Director Konishi, Usec. Rosalia De Leon, Maynilad CFO Randy Estrellado, and Metropolitan Waterworks and Sewerage System Chairman Ramon Alikpala during the signing of the legal agreements last May 31 at the LANDBANK Plaza.

and treatment, septage management.

"We are optimistic that through this project, we can mutually promote greater awareness and make way for greater collaboration in pursuit of our common vision of a cleaner, greener Metro Manila," said President Pico during the signing ceremony. See related

## LANDBANK loans to priority sectors reach P177.2B

Realizing growth prospects and its significant role in countryside development, LANDBANK's loans to priority sectors reached P177.2 billion as of June 2012, representing 73.9 percent of the Bank's total loan portfolio of P239.9 billion.

Loans to small farmers and fisherfolk reached P24.2 billion, 12 percent higher than the P21.6 billion in the same period last year. Loans for agri-business and aqua-business stood at P17.1 billion while loans for agri-aqua related projects of local government units and government owned and controlled corporations amounted to P48.6 billion.

The first of these sectors is classified as the Mandated Sector, covering the small farmers (including agrarian reform beneficiaries) and the small fisherfolk and their associations.

The second classification is Support for Agriculture and Fisheries that includes agri-business, aqua-business, and the agri-aqua related projects of LGUs and GOCCs. Meanwhile, sectors classified as Support for National Government Priority Programs are the micro, small and medium enterprises, communications, transportation, housing, education, health care, environment-related projects, renewable energy, and tourism.

LANDBANK President and CEO Gilda Pico noted the Bank's relentless drive in support of its priority sectors, saying they have the potential of becoming strategic economic drivers.

Meanwhile, loans to microenterprises



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Strengthening ties and creating paths to sustainable development



### 2012 Winners List



The following outstanding cooperatives and businesses in the various categories were honored by the Land Bank of the Philippines during the Gawad PITAK and Gawad Entrepreneur ceremony last August 8, 2012.

#### 22nd Gawad PITAK

##### Non-agri-based Category

- 1st – Sta. Cruz Savings and Development Cooperative (Sta. Cruz, Ilocos Sur)
- 2nd – Iwahori Multi-Purpose Cooperative (Mariveles, Bataan)
- 3rd – Barbaza Multi-Purpose Cooperative (Barbaza, Antique)
- 4th – NIA Region IV Employees Multi-Purpose Cooperative (Pila, Laguna)
- 5th – Socorro Empowered People's Multi-Purpose Cooperative (Socorro, Surigao del Norte)

##### Agri-based Category

- 1st – Baug CARP Beneficiaries Multi-Purpose Cooperative (Magallanes, Agusan del Norte)
- 2nd – Bagumbayan Primary Multi-Purpose Cooperative (Llanera, Nueva Ecija)
- 3rd – Catmon Multi-Purpose Cooperative (Sta. Maria, Bulacan)
- 4th – Paglaum Multi-Purpose Cooperative (Plaridel, Misamis Occidental)
- 5th – Leon Small Coconut Farmers Multi-Purpose Cooperative (Leon, Iloilo)

#### Special Awards

##### Most Promising Cooperative

Watchlife Workers MPC (Mariveles, Bataan)

##### Outstanding Institution-Based Cooperative

Sto. Niño Teachers and Farmers MPC (Sto. Niño, South Cotabato)

##### Outstanding Key Cooperative/Outstanding Small Fisherfolk Cooperative

Baug CARP Beneficiaries MPC (Magallanes, Agusan del Norte)

##### Outstanding Agrarian Reform Beneficiaries Cooperative

Goodyear Agrarian Reform Beneficiaries MPC (Kabalasan, Zamboanga Sibugay)

#### Best in Capital Build-Up

Paglaum MPC and Sta. Cruz Savings and Development Cooperative

#### Best in Environmental Protection and Management

Paglaum MPC  
Catmon MPC

#### Best Co-op in Savings Mobilization

Sta. Cruz Savings and Development Cooperative  
Baug CARP Beneficiaries MPC

#### Best in Reciprocal Business with LANDBANK

Sta. Cruz Savings and Development Cooperative

#### Best Co-op in Financial Performance

Bagumbayan Primary MPC

#### 9th Gawad Entrepreneur

##### Outstanding Non-Agri-based Entrepreneur

Sps. Elizabeth and Yco Tan (Legazpi City)

##### Outstanding Agri-based Entrepreneur

Sps. Marcelina and Salvador Cabaero (San Guillermo, Isabela)

##### SME Bagong Bayani

Sps. Elizabeth and Yco Tan (Legazpi City)

## Manila North Harbor Port, Inc. to expand with P1.5B LBP loan

LANDBANK is among the lenders for the P3-billion syndicated term loan granted to the Manila North Harbour Port, Inc. (MNHPI) to partially finance the latter's development and modernization which includes the acquisition of cargo handling equipment, construction of port-related facilities and other information technology (IT)-related projects. Of the total amount, LANDBANK and the Bank of Commerce will lend P1.15 billion each while the Philippine Bank of Communications (PB Comm) will extend P700 million. The LANDBANK Trust Banking Group acts as the Facility Agent, Debt Service Reserve Account and Paying Agent and Collateral Trustee of the loan.

The omnibus loan and security agreement was sealed at the Oakwood Premier-Joy Nostalg Center, ADB Avenue, Pasig City.



Shown in photo are (seated, from left) PB Comm VP Eddie Abel Dorotan, PB Comm President and CEO Henry Uy, Bank of Commerce SVP Enrique Gana, Bank of Commerce President and CEO Sergio Edeza, MNHPI Chairman Dr. Michael Romero, LANDBANK President and CEO Gilda Pico, MNHPI Director Emmanuel Eraña, LANDBANK EVP for Institutional Banking and Subsidiaries Cecilia Borromeo and AVP Felix Manlangit of the Trust Banking Group. Standing behind them are MNHPI board members and senior officers.

## LANDBANK welcomes Cashsense to remittance fold

Filipinos based in Hong Kong can now transfer funds to the country with ease with LANDBANK's new remittance partner Cashsense, Inc.

Under the agreement, LANDBANK shall assist Cashsense in the transfer of funds from overseas to the Philippines and handle the processing and final disposition of the remittances to beneficiaries. In turn, Cashsense shall promote LANDBANK's products and services to its individual remitters.

Leading the signing were Cashsense Managing Director Marianne Alcera and LANDBANK FVP for OFW Remittance Group Roberto Vergara. Cashsense Admin and Operations Manager Joyce Velasco, Finance Manager Jane Peñas and Sales Manager Diligentle Paguila signed as witnesses.



LANDBANK FVP Vergara with Cashsense executives during the event. Standing behind them are (from left) LANDBANK's Emma Ricafort and Atty. Reo (Acting Head) of the Overseas Remittance Marketing and Support Department, and Overseas Remittance Officer for Hong Kong, Macau and Taiwan AVP Emerita Olayvar.

## LANDBANK offers incentives to pig farms for proper waste treatment

Owners of pig farms can now reap more benefits when investing in proper wastewater treatment facilities with the United Nations Framework Convention on Climate Change (UNFCCC) registration of LANDBANK's Programme of Activity (PoA) for piggeries under the Methane Recovery from Waste Project. In partnership with the World Bank (WB), LANDBANK is providing incentives to pig farms with facilities that better dispose of pig manure and capture methane which could be used to generate renewable electricity replacing fossil fuel intense electricity.

The Spanish Carbon Fund administered by the World Bank is buying these carbon credits, thus providing the piggeries with an additional revenue stream. This PoA of LANDBANK is the first of its kind in the Philippines and the first in Southeast Asia under the animal sector. LANDBANK, as coordinating and managing entity of the PoA through its Carbon Finance Support Facility, is helping pig farmers manage animal manure by providing financing which includes the installation of anaerobic wastewater treatment systems that capture methane, a gas which could be used to generate renewable electricity and thus replacing fossil fuel intense electricity.

For this voluntary action, the pig farmers earn carbon credits for each ton of methane captured. When fully implemented, the program is expected to produce over 100,000 carbon credits per year from dozens of pig farms across the country. Qualified piggeries under the project are those with at least 300 sows, among others.

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## Makati City co-op capital receives P15M boost

With a P15-million rediscounting line courtesy of LANDBANK, a bigger working capital awaits the Makati City Employees Credit Cooperative (MACEMCO).

The cooperative shall use the funds from the new agreement with the Bank for additional discounts to its subborrowers' promissory notes. MACEMCO has a total of 5,612 members as of end-December 2011. It has been a client of the Bank as depositor and borrower since 1996.

Representing LANDBANK were FVP Daisy Macalino of NCR Branches Group with DM Luz Abalos, AVP Virgilio Paranal (NCR-A), and other NCR Lending Center officers. MACEMCO Chairperson Vissia Marie Aldon, Vice Chairman Dr. Alvin Gamulo, General Manager Mindanilla Barlis, Treasurer Leonila Querijero and Secretary Jovene Peñascosas



LANDBANK FVP Daisy Macalino of NCR Branches Group and MACEMCO Chairperson Vissia Marie Aldon lead the signing with other officers from both LANDBANK and MACEMCO.

## Caramoran Gov't secures P38M for infrastructure project

A term loan worth P38 million was sealed by the Municipality of Caramoran, Catanduanes with LANDBANK for the construction of the town municipal building and multi-purpose hall. LANDBANK VP Renato Eje of Region V and Caramoran Mayor Agnes Popa signed the agreement at the Raddell Hotel in Virac, Catanduanes. Signing as witnesses were Manager Hil Benedict Manzanades of then Legazpi Lending Center and Caramoran Budget Officer Dominga Escarilla.



Representatives from both LANDBANK and Caramoran LGU during the signing ceremony in Virac, Catanduanes.

LANDBANK Directors Domingo Diaz and Victor Gerardo Bulatao also graced the signing ceremony together with Virac Branch Acting Operations Supervisor Vincent Villar and Legazpi LC Account Officer Jose Tud Jr., 16 municipal councilors and LGU officials.

—reports from Virac Branch

## Zambales LGU seals P600M OTLF



Governor Ebdane Jr. of Zambales leads the event with LANDBANK FVP Wesley Magnaye at the LANDBANK Plaza. Also present are other officers from both parties.

LANDBANK recently granted a P600-million Omnibus Term Loan Facility to the Provincial Government of Zambales for the financing of local infrastructure and other socio-economic development projects. The projects are included in the LGU's approved Local Development Plan and Public Investment program.

Governor Hermogenes Ebdane Jr. of Zambales and then Head of Northern and Central Luzon Branches Group FVP Wesley Magnaye signed the agreement at the LANDBANK Plaza. Signing as witnesses were Provincial Accountant Rosalinda Ecdao, then VP for Region III-A Mernilo Ocampo with then Head of Bataan-Zambales Lending Center (BZLC) AVP Sylvia Lim.

Aside from LGU officers, also present LANDBANK VP Filipina Monje, Manager Annel Diaz, as well as BZLC Head Nanny Garcia and Account Officer Diosdado de Castro.

## Moving for strategic banking: Catbalogan and Muntinlupa

Now serving LANDBANK clients in the City of Catbalogan in Samar are 16 ATMs of LANDBANK that are supported by four of its branches. One of these sites can now be found in the newly-relocated branch at the Nachura Building along Rizal Avenue. Headed by DM Liberty Lopez, Catbalogan Branch caters to the needs of clients in Catbalogan City including nearby municipalities like Calbiga, Hinabangan, Jiabong, Motiong, Paranas, Pinabacdao, San Jose de Buan, San Sebastian, Tarangnan, Talalora, Villareal, and Zumarraga, as well as the provincial government of Samar.

This is just one of the many ways in which LANDBANK is affirming its commitment to provide quality service to its valued clients and partners. According to LANDBANK President and CEO Gilda Pico, the strategic move will also expand the Bank's network and improve overall operations in the province.

For people in the southern Metro, they now have to option to transact business at another newly-relocated LANDBANK branch along the National Road in Pututan, Muntinlupa. Operating since 1991, the branch has been serving partners from the government, private depositors and local government units in the area. Muntinlupa Branch is headed by Manager Josan Faderoga.

LANDBANK President and CEO Gilda Pico and Muntinlupa City Mayor Aldrin San Pedro led the ribbon cutting ceremony with SVP for Branch Banking Jocelyn Cabreza and Putatan Brgy. Chairman Elizabeth Masangkay. Valued clients, city officials and LANDBANK officers graced the event.



(From left) At the Catbalogan opening, LANDBANK President and CEO Gilda Pico poses with (L) then Visayas Branches Group Head FVP Liduvino Geron, LANDBANK Director Domingo Diaz, building owner and Retired Associate Justice Atty. Antonio Eduardo and his wife Mrs. Conchita Nachura, Second District of Samar Board Member Luzviminda Nacario and LANDBANK Director Gerardo Bulatao. While at the Muntinlupa opening, LANDBANK President Pico is joined by SVP Jocelyn Cabreza and Muntinlupa City Mayor Aldrin San Pedro and Putatan Brgy. Chairman Elizabeth Masangkay.

## LANDBANK incentives...

The Marcela Farms owned by Mr. Marlito Uy in Cortez, Bohol is the first LANDBANK-financed project included in the PoA. Likewise, the Biotech Farms in Banga, South Cotabato is about to be included in the PoA.

Carbon finance facilitates financial rewards through carbon credits for the reduction of greenhouse gas emissions by emitters in developing countries, like the Philippines, through the Clean Development Mechanism (CDM) of the Kyoto Protocol.

The CDM allows industrialized countries and companies to fulfill some of their greenhouse gas reduction commitments through the purchase of carbon credits in clean-and-green projects in developing countries. Investments in climate-friendly projects displace more carbon-intense technologies, resulting in measurable reductions in GHG, yielding Certified Emission Reductions (CERs) or "carbon credits." (Each unit of CER is equivalent to a metric ton of carbon dioxide.)

—reports from EPMD

## Priority sector loans...

and SMEs reached P26.7 billion, 23 percent higher than the P21.7 billion last year. A total of P60.6 billion loans were also used to finance projects in communications, transportation, housing, education, healthcare, tourism, and environment-related concerns.

Registering positive outputs as well are the Bank's net income of P5.7 in the first semester of 2012 from P5.5 billion in the same period in 2011. Capital also increased 12 percent to P72 billion from P64.1 billion in mid-year 2011.



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# DSWD-CCT payout made easy with mobile ATM rollout

Attesting to LANDBANK's commitment of efficient financial services across the country is the rollout of the Bank's mobile ATMs for the payout of cash grants under the Department of Social Welfare and Devt.'s Conditional Cash Transfer (DSWD-CCT) Program.

LANDBANK will deploy mobile ATMs initially in Metro Manila for selected days in high-traffic branches, special events and to service beneficiaries of the CCT Program during the pay-out of cash grants. Some beneficiaries in Pandacan, Manila were able to avail their cash grants through two of the 10 mobile ATM units LANDBANK scheduled for rollout this year.

The Bank has the fourth largest ATM network in the country today, and with more extensive plans to reach the underserved



One of two mobile ATMs set up by the LANDBANK last August 1 to service CCT beneficiaries in Pandacan, Manila.

this mobile offering highly complements its target of 100 ATM installations by the end of 2012, thus allowing Filipinos more banking options. 🌱

## LANDBANK VISA payment promos extended



Paying for your credit card bills is still easy with the extension of two LANDBANK VISA promos —Balance Transfer and E-Pay—until December 31, 2012.

Cardholders whose credit balance is in good and current standing may transfer their other credit card balances to LANDBANK VISA to avail of the Balance Transfer promo. A single balance transfer transaction worth the minimum amount of P5,000 or at least P20,000 can enjoy low monthly add-on rates of 0.88 percent and 0.760 percent respectively, both at 12 and 18-month terms.

Meanwhile, the E-Pay promo is a special installment plan wherein cardholders whose credit card balance in good and current standing, may convert their LANDBANK VISA credit card balance to deferred terms of up to 24 months. Enjoy low monthly add-on rate of 1.30 percent for a 12-month term at a minimum e-Pay request of P5,000.

For inquiries, contact the LANDBANK VISA Customer Service at **(02) 405-7275, 405-7281 or 405-7282.** —reports from CCAD

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## Community Affairs

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

# New partners and clean-up events mark Manila Bay SUNSET Partnership Program 2012

Four more institutions formally signed as members of the Manila Bay SUNSET Partnership Program initiated and headed by LANDBANK. Joining the program are the Metro Manila Development Authority (MMDA), University of the Philippines (UP) Manila, Polytechnic University of the Philippines (PUP) and the Cooperative Development Authority.

The SUNSET Partnership Program is a SEC-registered incorporation of various members from the public and private sectors working towards protecting the Manila Bay.

"We welcome our new partners who share our vision for a cleaner Manila Bay. Our convergence here this morning attests to our common goal of accomplishing more towards saving the Bay," according to LANDBANK President and CEO Gilda Pico who is also the current president of the Manila Bay SUNSET Partnership Program. President Pico also turned over the Clean up symbol to MBC President Ruperto Nicdao Jr. as next quarter will see MBC taking the lead in the clean-up operations. He in turn, handed the proceeds of MBC's Clean-up Run 2012 amounting to P165,365 as donation to the SUNSET Program.

The MOA signing coincided with the Manila Bay Clean-up by more than 3,000 volunteers from the members of the SUNSET Program, as well as in shorelines and fishports in Bacoor, Las Piñas, Parañaque, Navotas and Malabon through MBC's Makabagong Bayanihan Convergence for Manila Bay Clean-up. The event was graced by Manila Mayor Alfredo Lim who gave a special message on environmental protection. Through the clean-up, 6,134 sacks of garbage were removed from Manila Bay.

Meanwhile, the Manila Ocean Park Corporate Communications and Education Department conducted a water sampling and testing to assess the quality of water at Manila Bay. The team gathered 300 ml of seawater for acidity, temperature, and salinity analysis. Findings show normal acidity and temperature levels. However, heavy rains and river runoffs have contributed to the dilution of Manila Bay's salinity. 🌱

	Volunteers	Garbage collected
2011	693	1,500 sacks
2012	1,318	6,134 sacks

\*volunteers who registered with LANDBANK only; excluding MBC/DZRH volunteers estimated at 3,000 participants



LANDBANK President and CEO Gilda Pico (seated, center) is flanked by (L-R, seated): MBC President Ruperto Nicdao, Jr., MMDA General Manager Usec. Corazon Jimenez, PUP President Dr. Emmanuel De Guzman, and UP Manila Chancellor Dr. Manuel Agulto during the signing ceremony. Standing behind them are representatives of some of the partner agencies during the event. On hand also is Manila Mayor Alfredo Lim addressing the crowd prior to the actual clean-up activity. LANDBANK President Pico then takes a hands-on approach for the environment, while hundreds of other volunteers from various institutions partake in the massive cause.