

HARVEST

A quarterly publication for LANDBANK Clients and Partners
Vol. XIV, No. 3 September 2019

THE UPSIDE OF AGRI

How LANDBANK is helping create sustainable spaces for small farmers



PAGE

06-08

SUGAR HIGH

Featuring the Pasig Agrarian Reform Beneficiaries and Upland Farmers (PURBUF) MPC

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HARVEST MAGAZINE EDITORIAL STAFF

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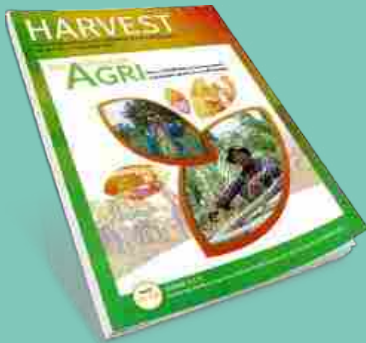
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ABOUT THE COVER

The Government's thrust to improve the state of agriculture, particularly in the countryside, has given the Pasig Agrarian Reform Beneficiaries and Upland Farmers (PARBUF) MPC a seemingly simple yet sweet disposition to show fellow farmers and agri groups that there is a good future to be had in sugarcane farming, with the right amount of hard work and reliable support.

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The need to address and eliminate threats to the country's agriculture health is important now more than ever, as millions of Filipinos remain in poverty. Majority of these Filipinos can also be found making a living in the countryside. This, despite the vast land area for farming land and major agri production present in the country. For instance, the Philippines is among the top 10 producers of rice and sugar in the world.

This is in large part to the challenges prevalent in the agri industry, particularly in the grassroots level – financial incapacity, insufficient infrastructure, unfair market competition, and lack of modern technology, among others.

LANDBANK's role in countryside development has always been a crucial component to bridging the gap created by such socio-economic deficiencies. As more lending programs are being created and enhanced to be more in tune to the needs of

the small farmers, this issue features the first sugar block farm beneficiary of the Socialized Credit Program under the Sugar Industry Development Act, or SCP-SIDA – the Pasig Agrarian Reform Beneficiaries and Upland Farmers MPC (PARBUF). It is designed to help improve the earning capacity of farmers and workers while ensuring healthy competition in the sugarcane industry.

This lending program is just one of the many efforts that LANDBANK continues to foster toward helping its mandated and priority sectors overcome their respective struggles in achieving self-sufficiency and quality living. Another existing lending platform, the Sikat Saka Program, which is in partnership with the Department of Agriculture, continues to make waves in transforming the way small farmers are taking charge of their own ability to succeed, and be empowered movers in sustainable agriculture in the country. Four beneficiaries share their thoughts on how the said program has made life easier for farmers.

LOANS TO AGRICULTURE SECTOR

AS OF JUNE 2019

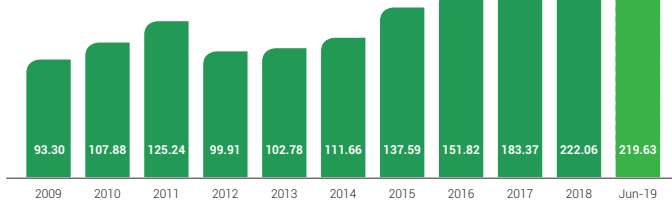
P42.31 B
LOANS TO SMALL FARMERS & FISHERS

889,669
FARMER BENEFICIARIES
channeled through **1,082 farmers and fishers cooperatives, 151 irrigator's associations and 142 rural banks**

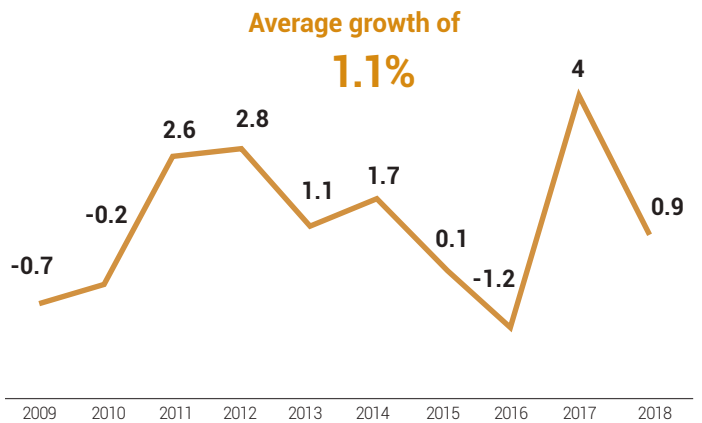
P177.32 B
LOANS TO OTHER AGRI BORROWERS
Loans to private businesses engaged in agri-business, LGUs and GOCCs with projects benefitting the agriculture sector

P524.86 B
LOANS IN SUPPORT OF NAT'L GOV'T PRIORITY PROGRAMS
Loans for the construction of hospitals and schools; electrification, water system, housing and livelihood projects which benefit farmers and fishers

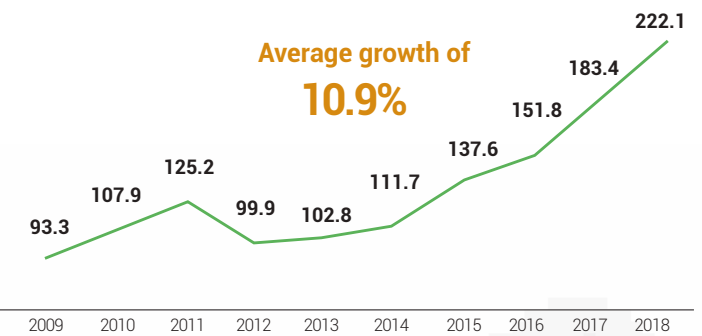
P219.63 B
GROSS LOANS TO AGRI SECTOR
27.45%
SHARE TO TOTAL LOANS



GROWTH RATE OF THE AGRICULTURE SECTOR



GROWTH OF LANDBANK LOANS TO THE AGRICULTURE SECTOR



Continued on pages 05-08

LANDBANK remains consistent in its support to the agriculture sector as seen through the growth in loans it has provided through the years. Despite the stagnant growth rate of agriculture from 2009 to 2018 averaging at **1.1%**, LANDBANK loans to the sector steadily grew at an average of **10.9%**.



THE SIKAT SAKA PROGRAM TO A BRIGHTER FUTURE FOR FARMING

The Sikat Saka Program, a direct lending program jointly implemented by LANDBANK with the Department of Agriculture, has been a crucial lifeline for many small farmers across the nation's countryside for the past seven years.

Since launching in 2012, LANDBANK has released P9.18 billion in loans to small farmers in 45 major rice-producing provinces and 11 corn-producing provinces in the country.

Providing direct credit to small palay and corn farmers, the Program also offers integrated support such as irrigation, training, market, extension, and administrative services. The beneficiaries, who must be members of Irrigators Associations or endorsed by Farmers Organizations, are likewise trained on credit discipline and financial management – helping them learn how to save, pay loans on time, and better manage their finances.

In Molopololo, a barangay nestled among

the vast agri plains of Kiblawan in Davao del Sur, the Sikat Saka Program has become a timely boon to palay farmers who continue to face the challenges brought about by nature and economics. From droughts to floods, rats and black bugs waiting at just the right moment to wreak havoc on a good harvest season, these situations are compounded by limited funds to prepare farmlands for the next planting cycle, as well as difficulty in recovering from poor market conditions, or paying the high interest on loans they took out just to

make ends meet.

With the help of Sikat Saka, many farmers in this quiet town have become better equipped to navigate such realities. Four men, all part of a local farmers association, became part of the Sikat Saka Program in December 2017. Thankful for the low diminishing interest rates and timely access to credit, they are also grateful to LANDBANK for helping them still be the farmers they were born to be and willingly choose to become.

EDGARDO GANTE, 68

“Gagampanan naman namin ang aming tungkulin na magbayad sa tamang oras, tamang panahon sa lahat ng aming obligasyon – para tuluy-tuloy yun magandang partnership ng mga magsasaka at ng LANDBANK.”

Hindi lang basta magsasaka, a very happy magsasaka – when asked what he now does for a living.

A former businessman, Edgardo traded the daily headaches caused by sleepless nights thinking about constant profit margins with the more serene days in the rice fields.

With children all grown and earning their own income, he and his wife have chosen to stay and find happiness in palay farming.

Before Sikat Saka, “Halos lahat ng mga farmers dito, pag may kailangan silang financing sa kanilang farm ay pumupunta sa mga loan shark. Masyadong mataas ang kanilang kinukuha, kinakaltas sa kanilang kita.” For instance, a P2,000 loan would mean a sack of rice every harvest; even three to four sacks for a P5,000 loan. “Imbes na ang farmer gumiginhawa ang buhay, mas lalo silang humihirap. Di mawala-wala ang utang sa loan shark.”

“Sa totoo lang, walang farmer na hindi talaga kailangan na mangutang. Pero kahit na nangungutang kami sa LANDBANK, may kabutihang naman kaming nakukuha.”

Edgardo is truly thankful for having LANDBANK's support, especially in his town. He hopes to see the Bank bring and do more for the farmers, so that he and his fellow growers can continue to do their share, that of being responsible farmers.

Prior to being a rice farmer, Rolando worked as a guard for his daily living. He made the leap when his father, a banana farmer, finally retired due to old age.

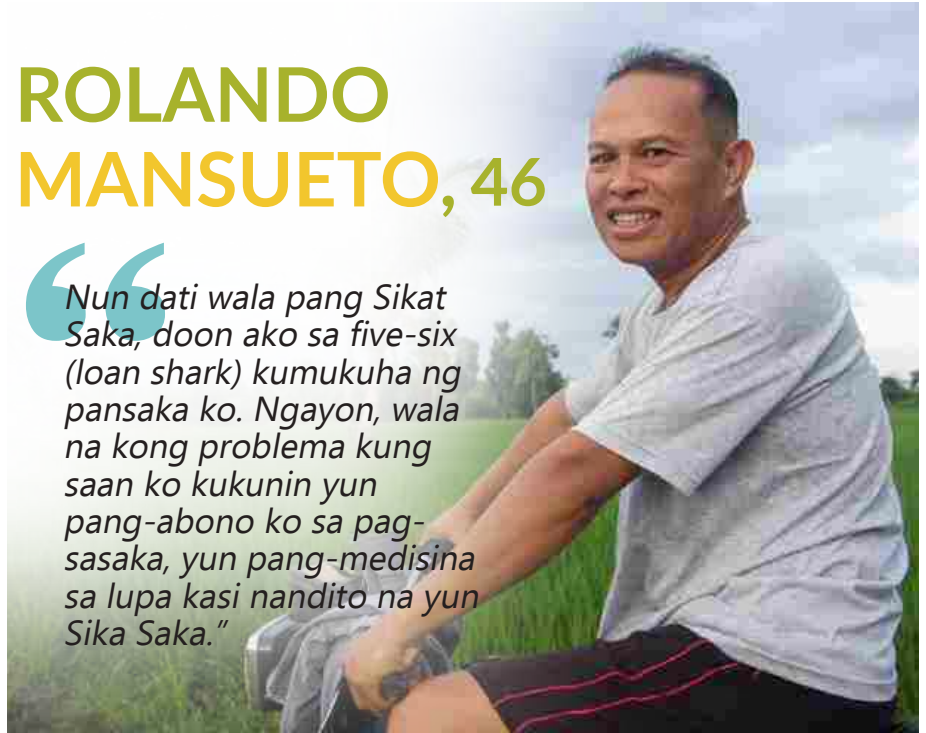
He is now able to rent his own harvester instead of relying on someone else who, for harvester fee, would get 13 sacks for every 100 his harvest would yield.

The Program has also afforded Rolando to enjoy something he fully owns – the motorcycle he cheerfully uses on and off the field.

Maraming salamat talaga sa LANDBANK, kasi sila talaga yun nagdala ng programang Sikat Saka para sa mga magsasaka. Pini-pursue nila talaga yun totoong tulong. Pag may problemang konti kami sa pagbabayad, nakakausap namin sila para magka-solusyon. Ang dali nilang kausap.

ROLANDO MANSUETO, 46

“Nun dati wala pang Sikat Saka, doon ako sa five-six (loan shark) kumukuha ng pansaka ko. Ngayon, wala na kong problema kung saan ko kukunin yun pang-abono ko sa pag-sasaka, yun pang-medisina sa lupa kasi nandito na yun Sika Saka.”



JUDIE PABROA, 42

“Masaya kami na nag-aassist ang LANDBANK sa mga farmers. Maganda ang samahan namin sa LANDBANK - walang problema, madaling kausap at sa akin, madali silang tawagan. Tawagan mo, hindi lang ang pera, kasi maayos silang makitungo sa amin.”



Born into farming, palay has been his family's bread and butter ever since he could remember. The fifth child in a brood of 10, Judie recounts the days before getting on board the Sikat Saka Program.

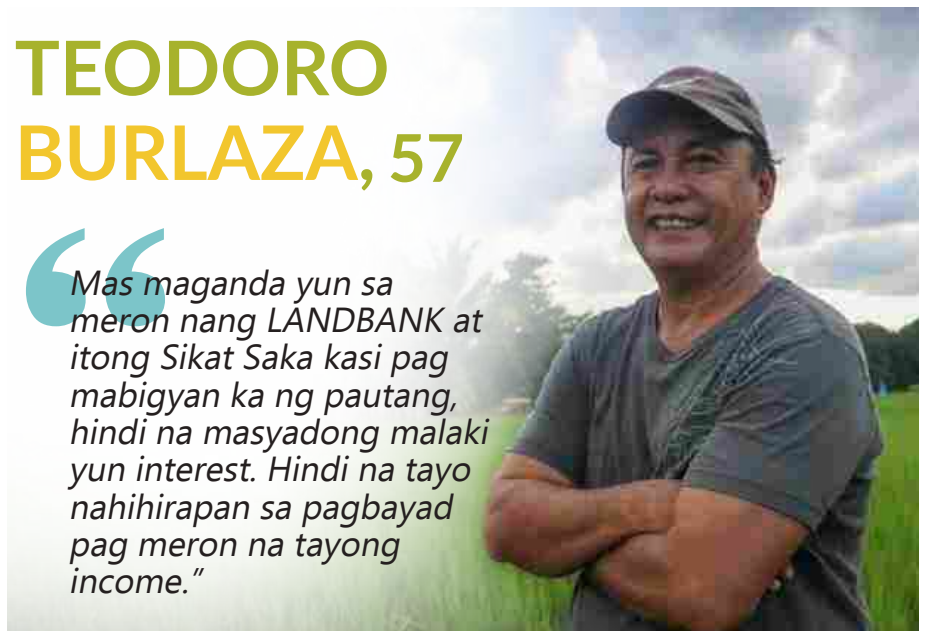
He would normally turn to a private organization for his financial needs in order to prepare the land for the planting season. This entailed a bigger cut into his potential earnings due to the higher interest rate. These days, he says that as long as Sikat Saka is offered, he will continue to be part of it as it truly is a great comfort to his life as a farmer.

Just like his fellow farmers, Teodoro is well aware of the pitfalls that come with getting loans from informal lending systems. Before the Sikat Saka came into the picture, he was quite familiar with having to see the fruits of hard-earned days in the field go more into the pockets of loan sharks. This is why he finds LANDBANK's presence in farmers' lives to be a great relief.

“Pag kasi dun tayo sa iba, parang sa interest lang napupunta ang income natin, ang kita ay parang tamang tama lang. Kaya mahirap magbayad ang mga magsasaka.”

TEODORO BURLAZA, 57

“Mas maganda yun sa meron nang LANDBANK at itong Sikat Saka kasi pag mabigyan ka ng pautang, hindi na masyadong malaki yun interest. Hindi na tayo nahihirapan sa pagbayad pag meron na tayong income.”



SUGAR HIGH



Life as an Agrarian Reform Beneficiary (ARB) has never been easy, especially for someone with no personal land to till. And even if he or she did own one, the constant struggle to have the money for the necessary inputs and expenses becomes the major source of disenfranchisement for many in this sector of society. This situation is one that many of the members of the Pasig Agrarian Reform Beneficiaries and Upland Farmers (PARBUF) MPC have experienced in the past, including its current chairperson, Josephine Barsalote.

Already widowed, Josephine is still at the prime of her life. At 55, alongside the joy of being a *lola* to her three grandchildren from her only child, her waking hours are spent on property that currently houses the main office of PARBUF MPC, the sugarcane fields, and other vegetation she and the co-op members are proud to nurture.

She started at less than half a hectare back in 1999, a land granted by the Department of Agrarian Reform (DAR) under the Comprehensive Agrarian Reform Program. This was the same time that she decided to join

PARBUF.

As the years saw the cooperative bring in more members, so did the challenges in the agri industry. Many of them ended up relying on loan sharks to keep up their farm activities, but barely enough for their own needs. Things took a turn for PARBUF when, in 2008, Josephine became the co-op's leader and began addressing the organization's operational and management shortcomings.

PARBUF became more credible, fixing lapses in the organization's official documents and legal

requirements. All this through the assistance of various agencies such as DAR, the Department of Agriculture, the Department of Environment and Natural Resources, and the local government. Today, the cooperative has 158 members, more than half of whom are ARBs.

It was in 2012 that PARBUF became a client of LANDBANK. Constantly in need of ready credit to meet the financing demands of its members, LANDBANK's presence proved to be the much needed solution to the never-ending cycle of paying high interests to informal lenders, and limited opportunities for quality living.



Front and center is Josephine Barsalote, current chairperson of the Pasig Agrarian Reform Beneficiaries and Upland Farmers (PARBUF) MPC, together with some of the empowered women working with her to create a sustainable space for ARBs and other small farmers in Kiblawan, Davao del Sur.

The co-op was able to secure a loan under the Agrarian Production Credit Program before it became the first eligible sugar block farm to benefit from the Socialized Credit Program under the Sugarcane Industry Development Act (SCP-SIDA) in 2018. With the availed sugarcane production loan amounting to P3.36 million, 32 co-op members who collectively have a total of 36.80 hectares of farmable land qualified for low-interest financing at only two percent interest per annum.

Under SCP-SIDA, an aggregate farm area of 30 hectares is required of any farmer organization to qualify.

“*Ayaw namin magtanim ng tubo kasi wala kaming pambili ng similya at wala rin pang abono.*”

Good thing a fellow farmer told her that she could actually get the sugarcane stalks for free by asking plantation owners. And she did. The 0.46 hectare of land she had was able to yield three truck loads equivalent to 40 tons by harvest time in 2001. Back then, a sack of sugar was selling for P500.


Coupled with hard work, she was able to expand her farmland that now covers 15 hectares.

PARBUF Chairperson Barsalote (right) happily keeping up to date with LANDBANK on a recent visit to the co-op's main office and sugarcane farm.



PARBUF is roughly a three-hour drive from Davao City. Located in Barangay Pasig in Kiblawan, one has to sit through a two-hour jeepney ride just to get to the nearest city of Digos to do banking and have decent mobile and data network connection. This is why field visits from LANDBANK are greatly appreciated by its members and the community at large.

Pablo Carpe, ARB-member of PARBUF, takes a break from his busy day of spraying the fields to help remove the tall weeds, to welcome Christian Harvey Wong of LANDBANK Davao Lending Center. At 60, this is where Carpe spends most days, even in cloudy and rainy weather, just like when LANDBANK made the visit.




According to PARBUF, a half hectare of land can bring in a harvest of 49 tons of *tubo* (sugarcane), which can fill four trucks. Each truck can transport about 12 tons.

For every 12 tons of sugarcane, about 14 sacks of sugar at 50 kilos each can be produced. On average, one sack sells between P1,300-P1,500.

The sugar quality the farm produces can earn an income of up to P26,000 per truck load.

Meters away from the hilly portion of the farm is where we caught up with another ARB member, Ananias Carpe. Just like his younger brother Pablo, it is in sugarcane farming that he is able to gain income.



As the country ranked 9th in the list of top sugar producers around the world, we take a quick look at its performance in the global trade:

ACTIVITIES (highest positive net)	EXPORTS	IMPORTS
RANKING (Global)	4 th	32 nd
TOTAL VALUE/ WOTH (in US dollar)	\$56.387M	\$196.9M
% OF WORLD TOTAL	0.3%	0.8%

For 2018, the country of Brazil landed top spot for global exports at US\$6.5B (29.1% of world total), while Indonesia ranked first for global imports at US\$1.8B (7.7% of world total).

Source info: Daniel Workman. *Sugar Imports by Country/ Sugar Exports by Country.* www.worldofexports.com. April 12, 2019/August 02, 2019. September 12, 2019. <http://www.worldstopexports.com/sugar-imports-by-country/> and <http://www.worldstopexports.com/sugar-imports-by-country/>

When asked what made Josephine choose LANDBANK, she echoed a sentiment common among the members of PARBUF.

“Patuloy ang aming pagtangkilik, ang pagbibigay tiwala sa serbisyo ng LANDBANK dahil sila ay maasahan ng mga tao, kahit anong grupo na mayroong problema. Maliit lamang ang ipinapataw na interest sa inutang at mababait ang mga tao na nagtatrabaho sa LANDBANK. Very approachable at pina-priority nila ang mga magsasaka.”

FARMERS FORUMS

HELPING EMPOWER SMALL FARMERS THROUGH INCLUSIVE LENDING PROGRAMS AND TECHNICAL ASSISTANCE

KIDAPAWAN CITY

The end of July 2019 saw the Farmers and MSMEs Caravan organized by the Provincial Government of Cotabato in partnership with the Department of Agriculture (DA), Department of Agrarian Reform (DAR), National Irrigation Administration (NIA), Agricultural Training Institute (ATI), National Food Authority (NFA), Philippine Crop Insurance Corporation (PCIC) and LANDBANK.

The event was attended by Cotabato Governor Nancy Catamco, whose initiatives involve promoting livelihood opportunities for small farmers, especially indigenous people. Approximately 1,600 participated in the event.

Held at the Cotabato Provincial Gymnasium in Amas, Kidapawan City, the joint endeavor allowed LANDBANK to bring more public awareness to three



lending programs aimed at providing financial assistance specific to the needs of the agri industry. These are the Agricultural Competitiveness Enhancement Fund (ACEF), the Sikat Saka Program, and the Accessible Funds for Delivery to ARBs (AFFORD-ARBs) Program.

(Photo shows) Agri farmers and micro SMEs attending the Caravan held at the Cotabato Provincial Gymnasium in Amas, Kidapawan City last July 31, 2019. The event also allowed attendees to gain more information about the various lending programs of LANDBANK geared toward improving the financial and production capacity of agri farmers.

PILAR CITY, BOHOL

Another Farmers Forum saw LANDBANK push for the modernization of countryside agriculture with the turnover of farm machineries amounting to P54.86 million to farmer-beneficiaries.

Held last August 07, 2019 at the NIA Farmers' Hall in Pilar, a total of 142 farmers, Agrarian Reform Beneficiaries (ARBs), and members of Irrigators'



Associations (IA) and cooperatives attended the event where 41 4WD Tractors, 7 Kubota Rice Combine Harvesters and 10 Kubota Rice Transplanters were formally awarded to the beneficiaries under the Bank's Agricultural Competitiveness Enhancement Fund (ACEF) Lending Program and the Agri-Mechanization Financing Program.

As with the previous staging, event participants also learned about the Bank's three lending programs: ACEF, Sikat Saka, and AFFORD-ARBs.

Event highlights included testimonies from LANDBANK client-associations led by MADFIA President Kim Doroy, and BAY-CAPAFIA President Apolinario Manigo. Both emphasized the advantages of agri-mechanization in their respective farms, thanking LANDBANK and the DA for the financing programs. They also encouraged other cooperatives and associations to take advantage of the lending opportunities.



The farm machineries distributed in Pilar, Bohol.

LANDBANK Heads of Branches were on hand for the official turnover ceremony (l-r): Ma. Gracia Galano (Tubigon), Liezl Manilhig (Jagna), Engr. William B. Butron (NIA Bohol IIS), including Head for Bohol Lending Center Cecilio Clarete; Cambasan IA President Floro Balingkit, Executive Asst. Renerio Makinano (representing Bohol Governor Art Yap), DA PATCO OIC Center Chief Roman Dabalos, Pilar Municipal Agriculture Officer Carmen Cubrado, OIC-CARPO Engr. Leonard Cagampang, Engr. Casimiro Bulilan, Jr. of the Provincial Agriculturist Office, and Agrimach CG Corp. President Rommel Cajulao.

PHILIPPINE PRESIDENT LEADS DISTRIBUTION OF LAND TITLE CERTIFICATES TO ARBs IN MINDANAO WITH LANDBANK AND DAR

The Land Bank of the Philippines joined Philippine President Rodrigo Roa Duterte and the Department of Agrarian Reform (DAR) in the distribution of Certificates of Land Ownership Awards (CLOAs) to Agrarian Reform Beneficiaries (ARBs) last August 2, 2019 in Davao City.

CLOA Distribution 2019

August 02
Davao City



60,233 ARBs to receive CLOA
102,727 hectares of land covered in
5 regions (IX-XIII)
58,387 CLOAs turned over by LANDBANK to DAR

As of end-May 2019
208,895 CLOAs fully turned over to DAR



Philippine President Rodrigo Roa Duterte (2nd from right) led the distribution of Certificates of Land Ownership Awards (CLOAs) to Agrarian Reform Beneficiaries from five regions in Mindanao. He was joined by Department of Agrarian Reform Secretary John Castricones (2nd from left) and LANDBANK President and CEO Cecilia Borromeo.

The event in Davao was the second in a series of regional CLOA distributions attended by President Duterte. The first was conducted last June 13, 2019 in General Santos City where 6,679 hectares of land were covered and distributed to 3,604 ARBs from Sultan Kudarat, North Cotabato, South Cotabato, and Sarangani Province.

During the event, LANDBANK presented a new loan program for ARBs – the Accessible Funds For Delivery to Agrarian Reform Beneficiaries (AFFORD-ARBs) Program, which allows ARBs to avail of loans to finance the production of rice, corn, and high-value crops, as well as the acquisition of small farm implements. LANDBANK allocated P5 billion for the program to increase agricultural productivity of ARBs.

LANDBANK DIGITAL TRANSFORMATION GAINS MORE INTEROPERABILITY WITH PESONet PayGate



LANDBANK President and CEO Cecilia Borromeo (2nd from right) join other key players for the official launch of the digital payment service for tax collection PESONet Payment Gateway (l-r): BIR Commissioner Caesar Dulay, DOF Undersecretary Antonette Tionko, USAID-Office of Economic Development and Governance Deputy Director Jenna Diallo, BSP Deputy Governor Chuchi Fonacier, and RCBC President and CEO Eugene Acevedo.

The recent launch of the PESONet-enabled digital bills payment service for tax collection of the Bureau of Internal Revenue (BIR) will further LANDBANK's commitment to bring ease of business in government transactions, as well as expand financial inclusion among Filipinos across the nation.

Adhering to the National Retail Payment System (NRPS) framework of the Bangko Sentral ng Pilipinas (BSP), the Philippine Clearing House Corporation (PCHC) created the PESONet payment gateway (PayGate) platform. It is an interoperable digital bills payment service or automated clearing house (ACH) that would allow more taxpayers, particularly in the private sector, to have access to a convenient, efficient, and safe means of settling tax payments through the Rizal Commercial Banking Corporation (RCBC).

With RCBC now on board the LANDBANK Link.BizPortal, not only will this development strengthen the latter's partnership with other financial institutions, it will also help expand its online customer base beyond tax payments.

The success of the pilot phase with PESONet marks a step in the right direction toward achieving the shared vision among the banking and payment industries, and the National Government of providing Filipinos with a highly efficient, reliable, safe and inclusive e-payment system in the country.

Held last August 15, 2019 at the Bulwagang Bangko Sentral ng Pilipinas in Manila, the event was graced by BIR Commissioner Caesar Dulay, Department of Finance (DOF) Undersecretary

Antonette Tionko, Deputy Director for USAID - Office of Economic Development and Governance Jenna Diallo, BSP Deputy Governor Chuchi Fonacier, and President and CEO for RCBC Eugene Acevedo.

Leading the attendees from LANDBANK was President and CEO Cecilia Borromeo. She was joined by Executive Vice Presidents Liduvino Geron for Branch Banking Sector, and Alan Bornas for Operations Sector; Senior VP for North NCR Branches Group Leila Martin; First VP for Card and eBanking Group Randolph Montesa, and other Bank officers, including members of the Link.BizPortal technical group.

LANDBANK President and CEO Borromeo shared with attendees that client-taxpayers who utilized the LANDBANK Link.BizPortal reached 753,320 as of June 2019. The Bank's online payment channel currently links clients, including other BancNet-partner issuing bank and Globe G-Cash account holders, to 335 government agencies and 306 private institutions (as of June 2019). She added that other payment options using local and internationally-issued credit or debit cards, as well as cash payments via authorized cash agents such as EC Pay, 7/11 Convenience Stores, and Bayad Center Outlets will be available on the Bank's payment portal.

According to USAID Deputy Director Diallo, the new digital tax payment system has the capacity to process over 15 million tax payment transactions annually, representing more than 80% of those processed yearly by the BIR. This, in turn, would translate to annual savings in transaction fees amounting to more than P230 million for the National

Government.

In his welcome remarks, BIR Commissioner Dulay expressed optimism that this latest online service for tax payments will further the agency's digital transformation efforts in tax administration, helping fuel the country's economic development. He added that the agency is the first interoperable biller institution in the country. This move is in compliance with directives from the Department of Finance to go digital in servicing the public's tax payment needs.

Meanwhile BSP Deputy Governor Chuchi Fonacier discussed various challenges that need to be addressed by all key organizations in order for more people and businesses to fully appreciate and adopt digital payments as part of their norm.

As for being a part of this milestone in digital payments service in the country, RCBC President and CEO Acevedo expressed gratitude in being able to contribute to the financial inclusion of more Filipinos through digitalization.

Closing the event for this digital transformation milestone was BSP Financial Technology Subsector Officer-in-Charge Vicente de Villa III. He shared the encouraging track of PESONet's performance since it started in November 2017 — that as of end-July 2019, it already reached its first P100 billion monthly transaction value.

LANDBANK LINK.BIZPORTAL HELPS LTO REACH P1B ONLINE PAYMENT MARK

The enhancements and digital innovations that LANDBANK continues to integrate in its banking products and services has become instrumental in the National Government's thrust to promote digital transformation in the country, especially with the convenient online payment experience the Link.BizPortal has generated for government agencies.

With the Land Transportation Office (LTO) reaching its P1B-target for the online payment collection for the initial registration of motor vehicles, LTO recently held ceremonies on August 15, 2019 at Seda Vertis North in Quezon City to acknowledge supporters and partners who have contributed to the success of the program.

LANDBANK President and CEO Cecilia Borromeo and Executive VP for Branch Banking Sector (BBS) Liduvino Geron, along with First VP for Card and eBanking Group (CEBG) Randolph Montesa



LANDBANK President and CEO Cecilia Borromeo (3rd from left) attended the event with Executive Vice President for Branch Banking Sector Liduvino Geron and First VP for Card and eBanking Group Randolph Montesa (4th and 5th from left, respectively) to receive the plaque of appreciation from the LTO. Also in attendance were (l-r): LTO Assistant Secretary Edgar Galvante; Commissioner for the Presidential Anti-Corruption Commission Greco Belgica; Anti-Red Tape Authority Director General, Atty. Jeremiah Belgica; Department of Transportation (DOTr) Assistant Secretary for Procurement Atty. Giovanni Lopez; and DOTr Undersecretary (OIC) for Road Transport Infrastructure Mark Richmond de Leon.

accepted a plaque of appreciation from LTO Assistant Secretary Edgar Galvante for the Bank's role as the Agency's authorized depository bank, and for its LANDBANK Link.BizPortal that provides an alternative channel for clients to pay for products and services via the internet.

A tripartite memorandum of agreement was signed between LANDBANK, LTO, and the Bureau of the Treasury (BTr) for the online payment system project through the LANDBANK Link.BizPortal last December 1, 2017. Another MOA was signed by former LANDBANK President Alex Buenaventura, LTO Asec. Galvante, and Treasurer Rosalia de Leon on August 17, 2018 for the nationwide system implementation.

As of end-June 2019, eight months after the project was implemented via the LANDBANK Link.BizPortal, more than 33,000 transactions have been recorded in the LTO-NCR. Based on the certification LANDBANK issued to LTO, the total of these transactions amounted to P1.117 billion.

Already in the pipeline is the implementation of the project to 10 regions and the plan for other online transactions such as driver's license renewal, payment of registration fees, and payment of fines for law enforcement violations.

"This technology-driven innovation in the payment collection system for new motor vehicle registration significantly reduced human intervention in the cash management system. This translates to decreased opportunities for corrupt practices in payment, and more efficient payment collection," the LTO Chief explained.

"With the success of the pilot implementation, we are working closely with LTO to roll this nationwide," President Borromeo said.



LANDBANK BRINGS TOTAL BRANCHES TO 403

Keeping its promise of more inclusive growth in the countryside, LANDBANK opened three new Branches that will help boost local economies and bring more Filipinos, especially farmers into the banking fold.

These new locations bring LANDBANK's Branch network reach to **403**, continuing its target of opening **10 new Branches by end of 2019**.

LANDBANK AGLAYAN BRANCH



LANDBANK President and CEO Cecilia Borromeo (4th from left) graces the inauguration for Aglayan Branch last July 12, 2019. She is joined by (front, l-r): Head for Aglayan Branch Helen Tubeo, Executive VP for Branch Banking Sector (BBS) Liduvino Geron, Bukidnon Provincial Administrator Atty. Nestor Cajés Jr., Cabanglasan Mayor Renato Inocando, Mr. Roberto Flores of the Malaybay City Mayor's Office, (back, l-r) First VP for West Mindanao Branches Group (WMBG) Khurshid Kalabud, Aglayan Barangay Chairman Glorio Sajula, and Lantapan Mayor Ernie Devibar.

For LANDBANK Aglayan Branch, no less than LANDBANK President and CEO Cecilia Borromeo led the inauguration last July 12, 2019.

Located in the City of Malaybalay, Bukidnon, the 401st location puts the Bank's total in the province to six, complementing operations of the Valencia City, Maramag, Quezon, Don Carlos, and Malaybalay Branches.

President Borromeo said that the expansion attests to the continuous growth of Malaybay City and forms part of LANDBANK's aggressive thrust to bring its products and services closer to the unbanked and underserved in Aglayan. She also took the opportunity to promote the Bank's offerings, adding that the Bank

"will be more than happy to extend the AFFORD* Program to eligible ARBs here in Malaybay, along with our loan programs through which we can help finance various production requirements."

Malaybay City is a first class city and the capital of Bukidnon. Its economy thrives on agricultural production of rice, corn, sugarcane, vegetables, legumes, root crops, and commercial crops such as rubber, coffee, banana, and pineapple.

**AFFORD, which stands for Accessible Funds For Delivery, is a lending program to help Agrarian Reform Beneficiaries (ARBs) finance production of rice, corn, and high-value crops, as well as the acquisition of small farm implements.*

LANDBANK MAIGO BRANCH



Maigo Mayor Ina Louise Miflores (center) stands between LANDBANK Executive VP for BBS Liduvino Geron (4th from left) and Maigo Vice Mayor Joseph Neri (4th from right). With them are (from left) Head for Marawi Branch Achmad Mamacotao, Head for Pagadian Branch Lina Pacio, First VP for WMBG Khurshid Kalabud, Campus Head of MSU-MSAT Dr. Macabangkit Ati, LANDBANK Assistant VP for Iligan Branch Ligaya Padilla, and Head for Maigo Branch Raisha Marohombsar.

Another agri-dependent municipality in Lanao del Norte is now home to the Bank's 403rd - LANDBANK Maigo Branch, which was inaugurated on August 2, 2019.

The economy in Maigo is largely dependent on agriculture and cultivated crops, which include the upland variety of rice, as well as corn and vegetables. It is a 4th class municipality in the largely underserved

province of Lanao del Norte, and it is also one of the poorest in the country. Bearing this in mind, the Bank made a point in having a physical presence in the area to bring financial services to its people.

There is one ATM unit installed at the Branch and two other offsite units in the municipality, which will serve more than 3,000 households in 13 barangays in Maigo.

LANDBANK BANTAYAN BRANCH



Bantayan Mayor Arthur Despi and Mrs. Frances Despi led the ribbon cutting ceremony. With them are LANDBANK First VP for EVBG Delma Bandiola (left) and Head for Bantayan Branch Leonida Cereño.

The following week saw LANDBANK inaugurate its 402nd Branch, this time in Cebu for LANDBANK Bantayan Branch on July 19, 2019.

Bantayan Mayor Arthur Despi and his wife, Mary Frances Despi led the ribbon-cutting ceremony. Madridejos Mayor Salvador Dela Fuente was also in attendance, along with LANDBANK First VP for East Visayas Branches Group (EVBG) Delma Bandiola as guests of honor.

For Mayor Despi, having a government bank would complement his agenda for restoring Bantayan Island's former glory, as the Branch would be serving the needs of three municipalities covering 49 barangays in Bantayan Island, namely: Bantayan, Madridejos, and Sta. Fe.

The LANDBANK Bantayan Branch has one ATM at the Branch and one offsite ATM at Bantayan's Tourism Office.

NOW IN YOUR NEIGHBORHOOD

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 Head: Helen Tubeo

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 Head: Raisha Marohombsar

LANDBANK is “Outstanding CSF Lending Bank” at BSP stakeholders event

Bangko Sentral ng Pilipinas (BSP) conferred to LANDBANK the “Outstanding Credit Surety Fund (CSF) Lending Bank” award during the 16th Awards Ceremony and Appreciation Lunch for BSP Stakeholders last July 10, 2019 at the BSP Complex, Manila.

With the theme “One Team One Goal: Resilient Partnership Towards Inclusive Economic Growth,” the BSP Awards recognized its outstanding partners that have supported its various initiatives and advocacy programs in 2018 and was held as part of BSP’s 26th anniversary.

The CSF is a credit enhancement scheme initiated by BSP in 2018 which aims to increase the credit worthiness of micro, small and medium enterprises, including cooperatives, that experience difficulty in obtaining loans from banks due to lack of collaterals, credit knowledge, and credit track records. It was created by pooling cash contributions from participating cooperatives, local government units, and other partner institutions.

LANDBANK was also cited as “Digital Trailblazer in Financial Services” in recognition of the Bank’s thrust of inclusivity through digital banking.

The LANDBANK Legazpi Branch was



LANDBANK President and CEO Borromeo (3rd from left) and First VP for SPG Elcid Pangilinan receive the Outstanding CSF Lending Bank award. With them are BSP Governor and Monetary Board Member Benjamin Diokno (right) and Monetary Board Member Bruce Tolentino.

recognized as a Hall of Fame Awardee for “Outstanding Regional Partner for Legazpi Branch” under the Clean Note and Coin Policy category. Meanwhile, Angeles Branch, Cash Hub (Naga City), Dumaguete Branch, Don Rufino Alonzo Branch, and Tacloban Branch were finalists for the same award for their respective areas.

The Bank was also a finalist in the following categories and awards: Outstanding Respondent for BSP’s Senior Bank Loan Officers Survey category and Outstanding PhilPaSS Participant Servicing Customer

ePayments – Commercial under BSP PhilPaSS category.

LANDBANK President and CEO Cecilia Borromeo and First Vice President for Strategic Planning Group (SPG) Elcid Pangilinan received the awards from BSP Governor and Monetary Board Chairman Benjamin Diokno and Monetary Board Member Bruce Tolentino.

More than a hundred awards were given to outstanding institutional partners and stakeholders during the awards ceremony.

LANDBANK bags 7th Karlsruhe Outstanding Sustainable Finance Project Award

LANDBANK’s flagship program for climate-change mitigation projects – the Carbon Finance Support Facility (CFSF) – won another Karlsruhe Outstanding Sustainable Finance Project Award for the Bank.

The CFSF projects on landfill gas-to-energy generation on two sites - Quezon City Sanitary Landfill and Rizal Provincial Sanitary Landfill - were recognized by Karlsruhe as outstanding sustainable finance projects. This is the seventh time in a row that the award-giving body acknowledged the CFSF projects of LANDBANK.

The CFSF was created in response to the worldwide challenge of reducing the impacts of global warming and climate change, as it aims to promote climate change-mitigating activities in the business operations of the Bank’s clients, and provide them with services in the form of carbon financing and technical assistance to become Clean Development Mechanism-eligible projects. The facility also serves as a catalyst to generate new loans and clients.



Members of the LANDBANK Board of Directors Nancy Irlanda Tanjuatco (2nd from left) and Jesus Hinlo Jr. (4th from left) received the award with Philippine Ambassador to Germany Theresa Dizon-De Vega (center). With them are Karlsruhe City Mayor Dr. Frank Mentrup (left) and European Organisation for Sustainable Development CEO Arshad Rab.

LANDBANK’s Sustainable Lending Programs are categorized into three, namely - Climate Change Mitigation Programs (Carbon Finance Support Facility, Renewable Energy Lending Program, Go Green Inclusive Financing Program, and SPEED PUVs Program), Climate Change Adaptation Programs (Climate SAFE Program, Climate Resilient Agriculture Program, BUILDERS Program, KAWAYAN Program), and Rehabilitation Resiliency Programs (Calamity Rehabilitation Support Program, H2OPE, Solutions in Terminating Pollutions for Manila Bay).



POWERING UP THE COUNTRYSIDE THROUGH FINANCIAL INCLUSIVITY AND DIGITAL TRANSFORMATION

We remain steadfast in our mission of promoting financial inclusivity especially in the countryside.

We put into action our passion to serve by going the extra mile to reach the unbanked and underserved.

We provide opportunities to those in the margins of society, like our farmers, fishers, and MSMEs.

We help fuel their dreams, and help them realize their success.

We empower communities to help contribute to a progressive nation.

**Because in LANDBANK,
we help YOU and our country GROW.**

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