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## ADVANCING SUPPORT TO THE NATION

#ServingTheNation #BankingOnTheFilipinoSpirit



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## LANDBANK, PANGASINAN LGU SIGN P500M LOAN TO BOOST INCOME OF RICE FARMERS

LINGAYEN, Pangasinan – LANDBANK and the Provincial Government of Pangasinan signed a P500-million loan to finance agricultural projects aimed at boosting the productivity and income of local rice farmers in the Province of Pangasinan.

Under the LANDBANK Palay at Mais ng Lalawigan Lending Program, P400 million of the total loan will be used by the Local Government Unit (LGU) to purchase palay produced by small farmers with less than two hectares of land each.

Around 20 million kilos of palay will be purchased by the Provincial LGU at higher prices than the prevailing market in the Province benefiting around 16,000 farmers in Pangasinan.

The Provincial Government shall process the milling of the purchased palay and sell them to 14 provincial government-owned hospitals, the Pangasinan Provincial Jail, as well as other LGUs as part of relief operations and other related social services. The rice may also be distributed to Bigasan ng Bayan centers owned by Overseas Filipino Workers (OFWs) to be sold to local communities.

The remaining P100 million will be used for the construction of a second Rice Processing Complex (RPC) in Pangasinan, together with the purchase of a rice mill, dryer, and industrial vehicles to transport agriculture products.

“LANDBANK continues to answer the call of small farmers for an assured market and reasonable prices for their produce. We stand together with our LGU partners towards helping farmers increase their productivity and income, especially during this ongoing pandemic,” said LANDBANK President and CEO Cecilia C. Borromeo.



Pangasinan Governor Amado I. Espino III (2nd from left) and LANDBANK Pangasinan Lending Center Head, Assistant Vice President Jaime S. Cruz (3rd from left), signed a P500-million loan agreement on Sept. 24, 2021 at the Provincial Capitol in Lingayen, Pangasinan to help boost the income of rice farmers in the province. They were joined by Provincial Administrator Atty. Nimrod S. Camba (leftmost) and LANDBANK Lingayen Branch Head, Assistant Vice President Kathleen D. Fernandez (rightmost).

Through the Palay at Mais ng Lalawigan Program, LANDBANK has approved loans amounting to P4.18 billion to nine LGU-borrowers intended for palay procurement and acquisition of farm machineries and equipment (post-harvest facilities). Of this amount, P115 million has been availed by two LGUs as working capital loan for palay procurement, benefiting more than 1,817 small farmers as of September 2021.

From January to September 2021, LANDBANK has extended a total of P22.02 billion in outstanding loans in support of agri- and aquaculture projects of LGUs nationwide.

LANDBANK remains committed to providing intensified support to the agriculture sector to fast-track its growth and recovery from the impact of the pandemic.

## P50M LOAN ‘LINKS’ LA UNION TOWN TO A PROMISING FUTURE

ARINGAY, La Union – LANDBANK has approved a P50-million term loan of the Municipal Government of Aringay for the construction of a three-span bridge which is expected to boost growth and progress for the town’s underdeveloped areas.

The new bridge will be built between Barangay San Juan East and Barangay San Juan West to connect seven isolated barangays of Aringay to the town proper, thereby making the transport of agricultural goods and access to essential services safer, easier, and more efficient.

Upon completion of the bridge, farmers from the seven barangays can conveniently transport their harvests directly to Aringay’s public market instead of bringing these to Baguio City in Benguet. They will also no longer need to cross a river using a raft or pass through other perilous routes during heavy rains that often add to costs.

The more than 14,800 residents from the seven barangays can also safely reach the town proper to access essential services, such as medical assistance, without the risk that comes with crossing the river.

The P50-million term loan of the Municipal Government of Aringay was approved under the LANDBANK RISE UP LGUs (Restoration and Invigoration Package for a Self-sufficient Economy towards UPgrowth for

LGUs) Lending Program, designed to support local government units (LGUs) in the implementation of their respective economic recovery plans.

“LANDBANK is fully committed to servicing the infrastructure requirements of our LGU partners to fast-track the recovery of local communities. These projects are crucial to spur economic activities towards inclusive and sustainable development,” said LANDBANK President and CEO Cecilia C. Borromeo.

As of Sept. 30, 2021, LANDBANK has approved loans for 330 LGUs under the RISE UP LGUs Program totaling P90.95 billion.

“*Napakalaking tulong ang maibibigay ng tulay para sa pagpapaunlad ng produktong agrikultura at sa ikabubuti ng mga residente ng Aringay. Tatlung taong hinanapan ng pondo ang proyektong ito para ito’y maisakatuparan. Nagpapasalamat kami sa programa ng LANDBANK at sa kanilang matiyagang paggabay at pagsubaybay dahil nabigyan kami ng pagkakataong matupad ang adhikaing matagal naming minimithi,*” said Aringay Mayor Eric O. Sibuma.

LANDBANK is one with LGUs nationwide in implementing various development projects and in serving the nation as it threads the path to recovery and resiliency amid the pandemic.

## 1.5K PAYATAS FAMILIES TO BECOME LANDOWNERS

More than 1,500 families struggling to get decent housing in Payatas, Quezon City will now have the opportunity to own the land they have been living in for over four decades after the LANDBANK agreed to sell its property at a lower price.

The Bank recently sold to the Quezon City Government its 96,169-square-meter property covering 157 parcels of land in Barangay Payatas in the amount of P209 million or P48 million less than the original offer of P257 million, paving the way for the urban dwellers to acquire land security tenure.

"LANDBANK is proud to be instrumental in fulfilling the dreams of 1,500 families in Payatas to finally own the land they have been occupying for the past forty years. As a universal bank with a social mandate, we are committed to supporting our local government partners in providing affordable housing and other basic necessities to their constituents," said LANDBANK President and CEO Cecilia C. Borrromeo.

The City Government will implement a direct sale program to award the land, wherein families will pay for the area they are occupying at P3,000 per square meter.

*"Malaki po ang pasasalamat namin sa LANDBANK dahil you agreed to enter into negotiations with the City Government para maibigay po sa tao ang matagal na nilang tinitirahang mga lupa,"* said Quezon City Mayor Ma. Josefina "Joy" G. Belmonte during a ceremonial awarding



Photo Courtesy: [www.facebook.com/QCGov](https://www.facebook.com/QCGov)

of the Deed of Conditional Sale by LANDBANK to the Quezon City Government last Sept. 25, 2021.

Alongside extending loans to the agriculture sector, LANDBANK's efforts toward national development involve extending support to the socioeconomic programs of local government partners, aimed at enhancing the quality of life of their constituents and promoting sustainable and inclusive growth.

## LANDBANK, LTFRB PARTNER FOR FASTER CASH PAYOUT TO PUV OPERATORS



LANDBANK Commonwealth Branch

LANDBANK has teamed up with the Land Transportation Franchising and Regulatory Board (LTFRB) in the relaunch of the Service Contracting Program for public utility vehicle (PUV) operators to ensure quicker and more efficient disbursement of cash payments.

With a Program fund of P3 billion, LANDBANK will facilitate the crediting of cash payments to eligible PUV operators through their existing LANDBANK accounts and other partner outlets via InstaPay or PESONet.

Under the Program, qualified PUV operators will receive the payouts weekly while providing free rides to frontline healthcare workers and Authorized Persons Outside Residence (APORs) to support their mobility requirements during the ongoing pandemic.

In the virtual launch of the Service Contracting Program Phase 2 held on Sept. 10, 2021, LANDBANK expressed its commitment to help provide PUV operators and drivers nationwide with sustainable livelihood

amid reduced ridership resulting from Community Quarantine periods.

"We welcome this collaboration under the Service Contracting Program Phase 2 to deliver prompt financial assistance to PUV operators nationwide towards ensuring the efficient, safe, and uninterrupted operations of public transportation under the new normal," said LANDBANK President and CEO Cecilia C. Borrromeo.

During the virtual launch event, the LTFRB encouraged participants of the Program to open a LANDBANK account so they can quickly receive the payouts, as disbursement to other accounts will take longer due to additional processes.

*"We have encouraged and suggested na 'yung lalahok dito sa Service Contracting Program ay kukuha at mag-ooopen ng LANDBANK account para diretso na agad sa kanila, in real-time po ang pagbabayad,"* said LTFRB Chairman Atty. Martin B. Delgra III.

LANDBANK is committed to contribute to the National Government's continuing efforts to advance the country's transportation sector and provide the riding public safe, secure, and convenient transport services in the new normal.

Through the SPEED PUV (Special Package for Environment-Friendly and Efficiently-Driven Public Utility Vehicles) and the I-RESCUE for BUS Transport Lending Programs, LANDBANK supports the purchase of modern public utility jeepneys and buses by providing affordable financing to transport cooperatives and corporations.

## 5.59M UNBANKED PHILSYS REGISTRANTS ENROLL FOR LANDBANK ACCOUNTS

In partnership with the Philippine Statistics Authority (PSA), LANDBANK continues to support the Philippine Identification System (PhilSys) Project to bring more unbanked Filipinos into the formal banking system and provide them with access to a wide range of banking services in support of the National Government's financial inclusion agenda.

As of end-Sept. 2021, the Bank has onboarded 5.59 million or 45% of the total 12.3 million individuals who registered for PhilSys ID at various PSA registration centers co-located by LANDBANK.

The LANDBANK prepaid cards, which were provided free-of-charge and with no initial deposit requirement to the unbanked registrants, can be used to safely and conveniently manage funds, withdraw cash, perform cashless transactions, shop and pay bills online, and receive government subsidies digitally.

Cardholders can also use their cards to cash in, cash out, and transfer funds at any LANDBANK Branch, Agent Banking Partner, or Mobile Branches. They can also withdraw cash at Mastercard-accepting ATMs.

With the Bank's newest mobile app payment solution, LANDBANKPay, PhilSys registrants may open their mobile wallet (m-wallet) for a safer and more convenient mobile-based payment services.

Users only need to provide their mobile number, full name, and birthdate to open a Small Wallet account. To upgrade from a Small to Full Wallet account, the account holder will be required to upload a selfie photo, perform a liveness test using the app, and upload a valid government-issued identification card such as those issued by the Government Service Insurance System (UMID), Social Security System (SSS UMID), and

Land Transportation Office (LTO), Philippine Passport, and Postal ID.

To cash in, the PhilSys registrants can link their LANDBANK prepaid card to their m-wallet via LANDBANKPay to facilitate bills payments, fund transfers, and other e-commerce transactions anytime, anywhere.

The LANDBANKPay is Payment Card Industry Data Security Standard (PCI DSS) certified. The PCI DSS is a set of industry-mandated security standards developed to protect consumers and their data whenever and wherever they make online payments. LANDBANKPay is a free app available on the App Store and Google Play.

LANDBANK encourages its clients to use the Bank's electronic and digital platforms for their banking needs to help combat the further spread of COVID-19.



The Bangko Sentral ng Pilipinas (BSP) and the payments industry led by the Philippine Payments Management, Inc. (PPMI) marked another milestone in the country's digital transformation journey with the full rollout of the QR Ph Person-to-Merchant (P2M) payment facility during a virtual event held on Oct. 12, 2021.

QR Ph P2M, which simplifies digital payments made by customers to merchants, allows customers to transact with a wider range of businesses, including purchases of goods and services in department stores, pharmacies, supermarkets, hardware stores, and restaurants.

For more details, visit: <https://bit.ly/QRPhLaunch>

Report by: Bangko Sentral ng Pilipinas

## LANDBANK RETAIL DOLLAR BOND SALES TOP US\$205M



LANDBANK contributed US \$205.27 million or close to 13% of the US\$1.593 billion generated from the maiden Retail Dollar Bond (RDB) offering of the Bureau of the Treasury (BTr).

The proceeds will fund infrastructure projects and boost health services to fast-track the country's ongoing economic resurgence, after

suffering from debilitating effects of the COVID-19 pandemic.

From Sept. 15 to Oct. 1, 2021, the Bank sold the RDB offer through various investment channels, which allowed Filipino retail investors worldwide to participate in the offering safely and conveniently.

Of LANDBANK's total RDB sales, US\$95 million was raised during the rate-setting auction at the launch event held on Sept. 15. The remaining US\$109.94 million and US\$329,700 were facilitated via over-the-counter placements at LANDBANK branches and online channels, respectively.

About US\$203,500 of LANDBANK's RDB sales online was facilitated through the mobile banking application (MBA) of the Overseas Filipino Bank (OFBank)—the

official digital bank of the Philippine government and a subsidiary of LANDBANK. Likewise, US\$107,800 was transacted using the LANDBANK MBA, while the remaining US\$18,400 was processed through the BTr's Online Ordering Facility via LANDBANK's Link.BizPortal.

"A significant draw to the RDB offering was the availability of various investment channels that provided greater convenience and accessibility to retail investors worldwide. The wide participation in this offering also demonstrates the increasing appreciation for the government's affordable and higher-yielding investment instruments that spur economic recovery and development," said LANDBANK President and CEO Cecilia C. Borromeo.

The RDBs are United States (US) dollar-denominated bonds offered at a minimum investment of US\$300 and increments of US\$100 thereafter, with annual interest rates of 1.375% and 2.25% for the five- and 10-year bonds, respectively. Interest payments will be paid quarterly during the term of the bond.

LANDBANK is Joint Lead Issue Manager for the RDB issuance, as part of its continued support to advance greater financial inclusion and raise state resources for timely and responsive recovery and development initiatives.

## LANDBANK CERTIFIED ANEW TO ISO STANDARDS

LANDBANK has secured continuous certification for ISO 9001:2015 Quality Management System (QMS) and ISO 14001:2015 Environmental Management System (EMS) standards until December 2022, underscoring the Bank's steadfast commitment to delivering quality financial and support services towards promoting sustainable and inclusive development.

Certification International Philippines, Inc. (CIP)—a local consulting company that specializes in ISO recognition—completed the remote second surveillance audit of the Bank's Head Office, 13 branches, and four field units from July to September 2021.

"This recognition is in line with our thrust to promote excellent customer service as part of serving the nation. Next year, we will raise the bar even higher by expanding our performance commitments to include the continued certification to the EMS standards to fully comply with the Sustainable Finance Framework of the Bangko Sentral ng Pilipinas (BSP)," said LANDBANK President and CEO Cecilia C. Borromeo.

During the closing meeting on Sept. 29, 2021, CIP commended LANDBANK's Management System and personnel for their adaptability to the changing demographics, risks, market demands, and innovations in the industry while navigating the challenges of the COVID-19 crisis.

"The commitment of the competent LANDBANK personnel is a key driver in its successful maintenance of the

Integrated Management System (IMS). LANDBANK remains very strong and is even stronger during the pandemic," CIP said.

CIP also gave positive feedback to the Bank's regular conduct of Management Review and Field Unit staff meetings, which was classified as an excellent way of constantly reviewing the Bank's performance.

The Bank was also commended for its consistency in upholding internal policies and procedures from the head office to the field units, as sampled units continued to achieve high targets despite the challenging task of physically reporting for work at the height of the pandemic.

ISO 9001:2015 is an international standard dedicated to Quality Management Systems (QMS). It outlines a framework for improving quality and a vocabulary of understanding for any organization looking to provide products and services that consistently meet the requirements and expectations of customers and other relevant interested parties in the most efficient manner possible.

LANDBANK's continued certification to the QMS standards is part of its 2021 performance commitments to the Governance Commission for GOCCs (GCG), while the EMS standards signify the Bank's continued commitment to the preservation of the environment and the efficient management of its resources.

## LANDBANK BAGS INNOVATION, SUSTAINABILITY HONORS IN ASIA CEO AWARDS



LANDBANK was recognized as a Circle of Excellence awardee for innovation and sustainable finance at the 12<sup>th</sup> Asia CEO Awards on Oct. 12, 2021.

LANDBANK bagged the Most Innovative Company of the Year award for its Agent Banking Program, which is at the forefront of the Bank's advocacy for the financial inclusion of unbanked and underserved Filipinos, especially those living in areas with limited or no bank presence.

Since its full implementation in 2020, the Bank has partnered with cooperatives, rural banks, local government units, and micro, small and medium enterprises (MSMEs), among others, to help provide basic financial services to their communities.

As of end-Sept. 2021, the Bank certified 162 Full-Suite Agent Banking Partners (ABPs) and 660 POS-only ABPs operating in 140 unbanked and 554 underserved municipalities.

To continually support the National Government's financial inclusion initiatives and to help onboard unbanked registrants to the formal banking ecosystem, the Bank partnered with 150 ABPs to co-locate with the Philippine Statistics Authority (PSA) in over 500

registration centers nationwide for the Philippine National ID System (PhilSys) Project.

Meanwhile, LANDBANK was also awarded as the Most Sustainable Company of the Year for promoting environmentally sustainable programs addressing climate-related issues, and for integrating sustainable finance in all aspects of the Bank's operations.

The Bank recently updated its Medium-Term Plan for 2019-2023 to emphasize the inclusion of Sustainable Finance as one of its Strategic Themes outlined in its Strategic Map and Objectives.

Since 2013, the Bank has been receiving recognitions not only from the Philippine banking industry, but also from national, bilateral and multilateral government and non-government institutions for its successful implementation of environment and sustainable development programs.

Last year, LANDBANK also made a successful return to the capital markets when it generated P5 billion for the Sustainability Bonds to help finance various loan programs that support sustainable green and social projects in accordance with the Bank's Sustainable Finance Framework.

"There is still so much to do as we navigate, recover, and rise from this economic and health crisis. Yet, these recognitions strengthen our spirit to serve with passion and overcome the challenges before us," said LANDBANK President and CEO Cecilia C. Borromeo.

In 2019, LANDBANK was also declared winner in the "Circle of Excellence - CSR Company of the Year" category by the Asia CEO Awards, which recognizes outstanding leadership achievements by individuals and organizations in the Philippines and across the Asia-Pacific region.