

LANDBANK 9-MONTH 2021 PROFIT SURGES 21% TO P16.72B

LANDBANK posted double-digit growth in net income, assets, deposits and capital year-on-year for the nine-month period ending Sept. 30, 2021.

The Bank's net income grew by 21.2% to P16.72 billion from P13.8 billion in the same period last year, due to lower cost of funds and provision for losses. As a result, the Bank is on track to meet its net income target of P19.68 billion by year-end.

Total assets went up 13.6% to P2.56 trillion from P2.257 trillion in September 2020. This was propelled by deposits amounting to P2.27 trillion, which expanded by 14.68%.

Meanwhile, LANDBANK's capital significantly rose by 25.77% year-on-year to P208.17 billion from P165.52 billion, attributed to the P27.5 billion equity infusion made by the National Government in February 2021 plus the net income for the year.

"LANDBANK has shown remarkable resilience against the economic shocks of the pandemic. As we continue to exceed our year-end targets in total assets and deposits, we are optimistic that the Bank's overall financial performance will keep in step with the country's continuing recovery," said LANDBANK President and CEO Cecilia C. Borromeo.

In terms of financial ratios, LANDBANK's return on equity reached 10.74%, which is well above the industry average of 6.48%.

LANDBANK's financial muscle is driving the fulfillment of its social mandate of providing financial and support

services not only to the agriculture sector, but contributing at large to the country's recovery and development efforts.

As of Sept. 30, 2021, LANDBANK's total outstanding loans to the agriculture sector reached P228.21 billion. The total number of farmers and fishers assisted stood at 2.97 million, closer to reaching the year-end target of three million.

LANDBANK strikes a balance in fulfilling its social mandate to promote economic development programs while remaining financially viable, making it unique among universal banks in the country.

FINANCIAL PERFORMANCE as of end-September 2021



P 16.72 billion
Net Income



P 2.56 trillion
Total Assets



P 2.27 trillion
Deposits



P 208.17 billion
Capital

ADFIAP CONFERS AWARD TO LANDBANK FOR DRIVING LOCAL RECOVERY



LANDBANK received the Merit Award for Outstanding Development Project for Local Economic Development from the Association of Development Financing Institutions in Asia and the Pacific (ADFIAP), citing the Bank's efforts to support local communities to recover from the effects of the COVID-19 pandemic.

The award for LANDBANK's RISE UP LGUs Lending Program (Restoration and Invigoration Package for a Self-sufficient Economy towards UPgrowth for LGUs) was given at the Sustainable Development Awards 2021, held during the 44th ADFIAP Annual Meeting on Oct. 27-28, 2021.

Launched in July 2020, the RISE UP LGUs Lending Program—with a P150-billion program fund allocation—aims to provide affordable and accessible financing to Local Government Units (LGUs) to stimulate economic activities and generate more livelihood opportunities. As of September 2021, LANDBANK has approved loans amounting to P90.95 billion for 330 LGUs nationwide.

This recognition will serve as another driving force for the Bank as it adapts to the new normal and works toward the common goal of overcoming the pandemic.

LANDBANK launched the RISE UP LGUs Lending Program in partnership with the Union of Local Authorities of the Philippines (ULAP), the umbrella organization of all leagues of LGUs and locally elected government officials in the country.

For the first nine months of the year, LANDBANK has also released a total of P60.35 billion in loans to support various LGU projects, which include agriculture and aquaculture initiatives, infrastructure, healthcare, and transportation, among others.

LANDBANK remains committed to supporting local government partners towards building resilient and inclusive local communities as part of its mandate of serving the nation.

LANDBANK FUNDS EXPANSION OF NUEVA ECIJA-BASED RICE MILL

LUPAO, Nueva Ecija – Spouses Glenda and Alex Rommel Romano have come a long way from initially trading only a few sacks of palay and milled rice two decades ago. Now, they run a thriving rice milling business which regularly supplies Metro Manila and various provinces with tons of aromatic rice varieties.

The couple's RVR Ricemill business also provides stable employment for about 100 residents of this third-class municipality, as well as a market for up to 6,000 small rice farmers who sell their palay produce at premium prices.

The expansion of the Romanos' business operations in the last five years was made possible through loans from LANDBANK in 2016 and 2017. Aside from boosting their working capital, the couple used the funds for the construction of a rice mill complex and warehouse, including modern machinery and drying facilities.

Through the increased capital and improved operations, the RVR Rice Mill now buys more palay directly from small farmers and supplies milled rice to different markets every day—far from having only two deliveries per month before expanding their business.

"Dito sa business namin, kapag malaki ang puhunan, mas malaki ang napapaikot na pera at mas maraming rice farmers ang natutulungan. Napakalaking tulong ng LANDBANK kasi kung hindi dahil sa tiwala at suportang ibinibigay nila, hindi po lalaki ang business namin," said Mr. Romano.



For the first nine months of 2021, LANDBANK's outstanding loans to small, medium and large agribusiness enterprises have reached P145.75 billion. These involved loans to private enterprises in agri-processing, aqua-business, and other related industries engaged in the food and agriculture value chain.

As the agribusiness sector is a primary contributor to the country's recovery, LANDBANK will remain steadfast in helping agribusiness enterprises expand their operations. The Bank will continue to deliver intensified support to the agriculture sector towards boosting the country's food security and create job opportunities, especially in the rural areas.

LANDBANK BACKS MISAMIS OCCIDENTAL CO-OP'S AGRI INITIATIVES AMID PANDEMIC



Photo courtesy: <https://www.facebook.com/LTMPCMainOffice>

TANGUB, Misamis Occidental – As the COVID-19 pandemic continues to affect livelihood and employment throughout the country, the Lorenzo Tan Multi-Purpose Cooperative (LTMPC) has remained responsive to the financial needs of its members, with help from the LANDBANK.

The P300-million rediscounting loan line from the Bank in 2020 allowed LTMPC to sustain its lending operations and finance the needs of its nearly 80,000 members, of whom 31,000 are farmers, fishers, and agrarian reform beneficiaries (ARBs).

The loan helped LTMPC support farmers and fishers in purchasing production requirements, such as farm inputs and seedlings. It also provided for the needs of micro and small entrepreneurs, Overseas Filipino Workers (OFWs), and pensioner-members amid the economic challenges brought about by the pandemic.

With an assured source of funds, LTMPC has also provided its members with essential goods, such as groceries and rice, including free medical check-ups at the LTMPC Community Hospital in Zamboanga del Sur, which is owned by the cooperative.

A LANDBANK partner since 1991, LTMPC has expanded its operations from its lone branch in Tangub City, Misamis Occidental to 22 branches across the provinces of Zamboanga del Norte, Zamboanga del Sur, Zamboanga Sibugay, Misamis Oriental, and Lanao del Norte.

"Taos-puso akong nagpapasalamat sa tulong, walang-sawang pagsuporta, at tiwala ipinagkaloob ng LANDBANK sa aming kooperatiba. Ang pampinansyal at teknikal na tulong, at abot-kayang interes ay malaking tulong sa kooperatiba lalo na sa aming mga miyembrong magsasaka," said General Manager Lusminda S. Cubero.

As of end-September 2021, LANDBANK's outstanding loans to the agriculture sector have reached P228.21 billion, of which P21.53 billion directly benefited small farmers and fishers channeled through cooperatives and farmers' associations.

LANDBANK continues its intensified support to partner cooperatives towards ramping-up the implementation of recovery and resiliency strategies under the new normal.

LANDBANK CASH GRANT PAYOUTS REACH P89B AS OF SEPTEMBER

In partnership with the Department of Social Welfare and Development (DSWD), LANDBANK continues to deliver timely financial assistance as it released P89.45 billion in cash grants that benefited 6.3 million low-income families as of the first nine months of 2021.

Of the total releases, P82.72 billion in cash grants were distributed to 4.4 million beneficiaries under the government's Conditional Cash Transfer (CCT) Program, intended to support poor households with children aged 18 years old and below.

The remaining P6.73 billion was released to 1.9 million beneficiaries under the DSWD's Unconditional Cash Transfer (UCT) Program, as part of support interventions in line with the implementation of the Tax Reform for Acceleration and Inclusion (TRAIN) Law.

"LANDBANK remains one with the National Government in the immediate delivery of social protection interventions and much-needed financial relief to vulnerable sectors. Under the whole-of-nation approach, we work closely with the DSWD and other government partners at the forefront of extending responsive and impactful services," said LANDBANK President and CEO Cecilia C. Borromeo.

The Bank also continues to distribute LANDBANK cash cards to CCT and UCT beneficiaries to make receiving



and accessing benefits easier and more convenient. The cards can be used for cash withdrawals at LANDBANK ATMs and Agent Banking Partners, and for cashless purchases in groceries and drugstores, among others.

As of Sept. 30, 2021, LANDBANK has produced 6.4 million cash cards for this ongoing partnership, of which 4.4 million cards are already being utilized by the beneficiaries. CCT and UCT beneficiaries may also receive their benefits via over-the-counter transactions at LANDBANK branches and through various conduits.

LANDBANK is relentless in fulfilling its expanded mandate as the delivery arm for the National Government's social protection initiatives, in line with serving the Filipino people and the nation at large.

FIRST BANK IN BUNAWAN, AGUSAN DEL SUR OPENS



Bunawan Mayor Sylvia B. Elorde (second from left) and LANDBANK East Mindanao Branches Group Head, Senior Vice President Camilo C. Leyba (third from left) led the opening of LANDBANK Bunawan Branch on Nov. 8, 2021. They are joined by (from left) Bunawan Vice Mayor Gilbert G. Elorde and LANDBANK Bunawan Branch Head Jaime Nejune D. Seron.

BUNAWAN, Agusan del Sur – LANDBANK officially inaugurated its newest branch and the first-ever bank in the first-class municipality of Bunawan in the Province of Agusan del Sur on Nov. 8, 2021.

Strategically located at the Municipal Hall Compound in Barangay San Teodoro, the LANDBANK Bunawan Branch will service the town's 10 barangays, including the neighboring towns of Trento, Sta. Josefa, Veruela, and Loreto.

The Bunawan Branch's two ATMs are now part of the Province of Agusan del Sur's 11 LANDBANK ATMs. This significantly improves the ratio of LANDBANK ATMs to cardholders to 1:2,764 from 1:3,378 and

help ease foot traffic in LANDBANK branches and ATM terminals.

As the only bank present in the municipality, the branch is expected to serve the banking and financial requirements of all Bunawan residents, including 4,050 farmers and 310 fishers. It will also make transactions easier for 18,512 and 10,246 beneficiaries of the Conditional and Unconditional Cash Transfer (CCT/UCT) Programs of the Department of Social Welfare and Development (DSWD), respectively, when receiving cash payouts.

Bunawan Mayor Sylvia B. Elorde expressed her gratitude to LANDBANK for establishing a branch in the Municipality, which is also the third LANDBANK branch in the province of Agusan del Sur.

"The presence of your prestigious bank affirms that without a doubt, Bunawan is a developing town that we are so proud of. I believe that your bank will contribute more to the fast economic growth of our community and will serve as a better foundation of productive investments to our people especially to our local farmers. With you, Bunawan will surely achieve what this administration hopes for all Bunawanons," she said.

LANDBANK is the only bank in the country present in all 81 provinces. The Bunawan Branch brings LANDBANK's total physical network to 412 branches and 68 branch-lite units nationwide, further extending its reach to serve more unbanked and underserved areas. The Bank is committed to providing quality products and services to widening range of clients and meeting their evolving needs.

RETAIL TREASURY BONDS PURCHASE MADE ACCESSIBLE VIA LANDBANK APP

LANDBANK has made investing in the Bureau of the Treasury's (BTr) 26th tranche of Retail Treasury Bonds (RTB-26) more accessible with the LANDBANK Mobile Banking App (MBA).

The RTB-26 is a five-and-a-half-year bond with a coupon rate of 4.625% per annum designed for retail investors as a low-risk and higher-yielding savings instrument. Proceeds of the offer that is expected to reach P30 billion will support the National Government's ongoing pandemic response initiatives and priority projects, among others.

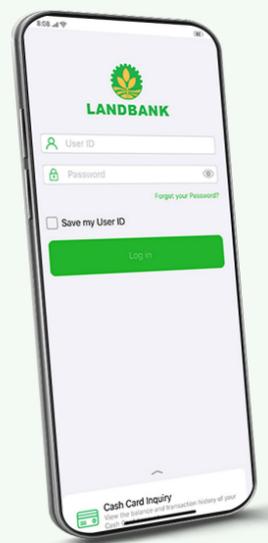
Through the LANDBANK MBA, interested investors can purchase RTB-26 for as low as P5,000 and in multiples of P5,000 thereafter in as fast as five minutes. This feature is also available in the Mobile Banking App of the Overseas Filipino Bank (OFBank), the official digital bank of the Philippine government and a subsidiary of LANDBANK.

Investors can also make online placements for RTB-26 through the BTr's Online Ordering Platform then settle their payments via the LANDBANK Link.BizPortal. Over-the-counter placements are also accepted in all LANDBANK branches nationwide.

The offer period for RTB-26 is until Nov. 26, 2021, which includes a bond exchange offer where holders of Fixed-Rate Treasury Notes (FXTNs) 10-54 and 5-74 can swap their holdings for the new bond offering.

The RTB-26 follows the RTB-25 issuance last March which raised P463.32 billion, of which LANDBANK generated 27% or a total of P124.39 billion. It also immediately comes after the highly successful first onshore retail dollar bond (RDB) issue in September that raised \$1.6 billion for the national government, of which LANDBANK contributed US\$205.27 million of total sales.

LANDBANK serves as the Joint Lead Issue Manager for the RTB-26 offering, in line with promoting greater financial inclusion and inclusive national development.



NO 'AYUDA' IN PHILSYS REGISTRATION CENTERS

LANDBANK wishes to clarify that the LANDBANK cards being provided for free to unbanked national ID registrants, with no initial deposit required, are **not pre-loaded with government subsidy or 'ayuda'**.

The statement comes after crowds expecting for financial assistance turned up at various Philippine Identification System (PhilSys) registration centers due to false information circulating online.

LANDBANK is co-locating with the Philippine Statistics Authority (PSA) in the PhilSys rollouts nationwide to provide unbanked registrants with their own transaction accounts to bring more Filipinos into the formal banking system in support of the National Government's financial inclusion agenda.

PhilSys registrants without a bank account are encouraged to open a LANDBANK transaction account. The LANDBANK card can be used to conveniently manage funds and make financial transactions such as withdraw and send money, shop and pay bills online, among others.

As of Oct. 31, 2021, LANDBANK has onboarded 6.14 million unbanked PhilSys registrants for their own transaction accounts from 1,296 registration sites in 62 provinces nationwide.

LANDBANK: Serving the Nation

Publish your
inspiring stories!

Join the
#MyTESTimony
Photo Contest

Open to all CHED-UniFAST Tertiary
Education Subsidy (TES) Grantees

Submit your photo entry with the theme:
Inspirasyon ng Kuwentong TES



Cash Prizes:

P10,000 - Grand Winners
P 8,000 - 1st Runners-up
P 7,000 - 2nd Runners-up

*There will be three (3) winners each from NCR, Luzon, Visayas, and Mindanao.

Mechanics:

- 1) TES grantees will be asked to submit a photo appropriate to the theme of the contest: "Inspirasyon ng Kuwentong TES".
- 2) Each TES grantee will only be allowed to submit one (1) entry for the contest.
- 3) The photo entry shall bear an inspiring caption (maximum of 150 words) related to the theme as it will be part of the criteria for judging.
- 4) The criteria for judging will include photo quality, clarity of caption, and the number of votes through a dedicated Google Forms, while ensuring that all voters have already "liked" the LANDBANK and UniFAST Facebook pages.
- 5) Ten (10) entries each from NCR, Luzon, Visayas, and Mindanao will be shortlisted and posted on the FB Pages of LANDBANK and CHED-UniFAST for one (1) week to generate voters.
- 6) Submission of entries will be from November 15-29, 2021.
- 7) Period of campaigning for votes will be from December 3-10, 2021.
- 8) Announcement of winner will be on December 15, 2021.

Visit <https://www.landbank.com/promos/mytestimony-photo-contest> for complete details.

A JOINT PROJECT BY



Promo period is from November 15 to 29, 2021. Per DTI Fair Trade Permit No. FTEB-130532, Series of 2021.

Be merry this holiday season and prevent unauthorized transactions in your account!

Make sure to protect your account from unauthorized transactions with the **Mobilock** feature of the LANDBANK Mobile Banking App (MBA)!

In the MBA Menu, tap "More" then press "Mobilock" under the Account Management section. Choose the account(s) you wish to lock and unlock. Review the details of your transaction and tap "Confirm" to save your settings.

Click here for
the tutorial:



For any suspicious
transactions or activities,
please immediately contact
our LANDBANK Customer Care:

(02) 8-405-7000

1-800-10-405-7000
PLDT Domestic Toll-Free Number

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