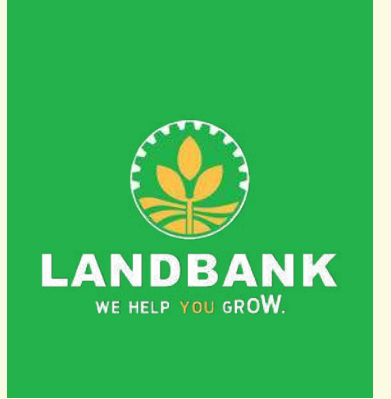


HARVEST



Volume XVI No. 5 | May 2021

MOVING FORWARD TO BETTER AGRI FINANCING AND BANKING

#BankingOnTheFilipinoSpirit



Photo taken before pandemic

COMMITTED SUPPORT TO AGRI-BUSINESS VALUE CHAIN

- LANDBANK vows continued support to agriculture as Q1 loans reach P229.7 B

ADVANCING INCLUSIVE LOCAL DEVELOPMENT

- DavSur power co-op taps P350-M loan to boost operations
- LANDBANK joins Cebu's rural development drive

BETTER, SAFER BANKING SOLUTIONS

- LANDBANK unveils DOBS Mobile for online account opening
- New field units opened, branches relocated

PROPELLING DIGITAL BANKING

- LANDBANK e-banking transactions continue to soar in April 2021
- Coming Soon: LANDBANKPay

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Telephone: (+632) 8708-7087 | SMS: 021582277 (Globe)

Webchat: <http://www.bsp.gov.ph/> | E-mail: consumeraffairs@bsp.gov.ph

Facebook: @BangkoSentralngPilipinas

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LANDBANK

LANDBANK VOWS CONTINUED SUPPORT TO AGRI SECTOR AMID COVID-19 AS LOANS REACH P229.7 B IN Q1



LANDBANK conveyed its commitment to provide responsive financing to farmers, fishers, and other players in the agribusiness value chain during the plenary session of its Online Stakeholder's Consultation Forum on April 22, 2021.

LANDBANK President and CEO Cecilia C. Borromeo assured stakeholders of the Bank's continued efforts in addressing emerging challenges and issues faced by clients in accessing agricultural credit amid the COVID-19 pandemic.

"We welcome the issues raised and suggestions gathered from clients during the focus group discussions, and we commit to provide direct and time-bound solutions. Listening to the voice of the customer is high in our agenda as it helps us improve on the delivery of our products and services," according to Borromeo.

The Online Stakeholder's Consultation Forum was conducted last March as a venue for knowledge sharing on concrete actions that will help LANDBANK improve the accessibility of its lending products and services, especially under the new normal. Online survey and focus group discussions were conducted to gain insights and suggestions from farmers and fishers, agri-input suppliers, aggregators and traders, processors, and wholesalers and exporters.

Meanwhile, the plenary session of the online forum was also attended by the LANDBANK Board of Directors and their alternates, namely Department of Agriculture (DA) Secretary William D. Dar, Department of Agrarian Reform (DAR) Undersecretary Luis Meinrado C. Pañgulayan, Department of Labor and Employment (DOLE) Undersecretary Benjo Santos M. Benavidez, Director Nancy D. Irlanda, Director Jesus V. Hinlo, Jr., Director Jaime L. Miralles, and Director Virgilio DV. Robes.

Support to agriculture sector

As of March 31, 2021, LANDBANK's total loan portfolio to the agriculture sector grew by 4.8% to P229.70 billion from P219.24 billion last February. The increase is primarily attributed to a 9.5% rise in loans released to small, medium and large enterprises.

This developed despite a recent report from the Bangko Sentral ng Pilipinas (BSP) that total outstanding loans of universal and commercial banks for production to agriculture, forestry, and fishing fell by 6.1% year-on-year in February.

Of the P229.70 billion in total outstanding loans to the sector, P36.27 billion benefited small farmers and fishers, cooperatives and farmers' associations, rural financial institutions and other conduits.

Small, medium, and large agribusiness enterprises were granted P143.11 billion, while P50.32 billion was channeled to support agri-aqua related projects of local government units (LGUs) as well as that of government-owned and controlled corporations (GOCCs).

LANDBANK has assisted cumulatively 2,696,839 farmers and fishers nationwide as of end-March, recording increases of 14,147 beneficiaries from February and 25,990 for the first three months of the year.

Just recently, LANDBANK announced it is doubling the available loan facility to support local hog producers and feed millers from P15 billion to P30 billion to finance stock repopulation and feed milling operations of stakeholders reeling from the adverse impact of the African Swine Fever (ASF).

The funds will be available through the LANDBANK SWINE (Special Window and Interim Support to Nurture Hog Enterprises) Lending Program for commercial hog raisers registered as cooperatives or farmers' associations, small and medium enterprises (SMEs), and large enterprises or corporations.

This came following the directive from Department of Finance Secretary and LANDBANK Chairman Carlos G. Dominguez for the Bank to double its support for hog raisers, feed millers, and other industry players dealing with supply shortfalls and retail price spirals of pork products.



"The action plans laid out by Land Bank of the Philippines show that we are open [to suggestions] and we want to continue to improve [our services]... This partnership between the Department of Agriculture and Land Bank of the Philippines has been tested through time and [we] will continue to elevate this cooperation."

Sec. William D. Dar
Department of Agriculture



"Makakaasa po kayo sa aming patuloy na pagsuporta at paghahatid ng mga programang nagsusulong sa inyong pag-unlad. Kasama ninyo ang LANDBANK sa pagkilos upang mas maging mabilis at tuluyan ang ating pagbangon mula sa pandemya."

Cecilia C. Borromeo
LANDBANK President and CEO



"Nananatili pong mahusay at masigasig na katuwang ang Land Bank of the Philippines sa pagbibigay buhay po sa mandato ng programang repormang agraryo sa Pilipinas... Nandito po kami upang makinig at bigyang buhay ang lahat po ng mga mandato ng ating bayan."

Usec. Luis Meinrado C. Pañgulayan
Department of Agrarian Reform

DAVSUR POWER CO-OP TAPS P350 M LANDBANK LOAN TO BOOST OPERATIONS



DASURECO General Manager Ferdinand D. Canastra (center) and LANDBANK Davao del Sur Lending Center Head, Department Manager Arnel M. Caalim (leftmost), lead the P350-million loan signing on March 15, 2021 to enhance electric services in Davao del Sur and Davao Occidental. Joining them are (from left) DASURECO Finance Services Manager Alejandra B. Rosario and LANDBANK Account Officer Christian Harvey N. Wong and Account Assistant Ralph Rhester Encabo.

LANDBANK granted the Davao del Sur Electric Cooperative, Inc. (DASURECO) a P 350-million credit line to augment its working capital for the continued provision of reliable, affordable, and uninterrupted electric services to consumer-members in Davao del Sur and Davao Occidental.

The loan signing was led by DASURECO General Manager Ferdinand D. Canastra and LANDBANK Davao del Sur Lending Center Department Manager Arnel M. Caalim on March 15, 2021. They were joined by DASURECO Finance Services Manager Alejandra B. Rosario and LANDBANK Account Officer Christian Harvey N. Wong and Account Assistant Ralph Rhester Encabo.

The LANDBANK Davao del Sur Lending Center facilitated the loan application of DASURECO amid strict community quarantine protocols implemented in the region.

"LANDBANK recognizes the vital role of our electric

cooperative partners in providing essential public service for socio-economic growth, especially in the countryside. We will continue to support their financial requirements toward advancing inclusive local recovery and development," said LANDBANK President and CEO Cecilia C. Borromeo.

DASURECO General Manager Canastra welcomed the approval of the loan that will support the financing of three additional power substations and rehabilitation of subtransmission lines. DASURECO will also use the loan to fund a new three-storey office building located in Barangay Cogon, Digos City.

"The loan will help us pursue projects that will ensure power efficiency and reliability in the provinces we serve. It will also be a big help for us to provide a safe and convenient office building for our employees and consumers visiting us," said General Manager Canastra.

As a public utility provider, DASURECO is a partner in the National Government's Rural Electrification Program, particularly in the provinces of Davao del Sur and Davao Occidental. The cooperative services many small farmers and fishers and supports their capacity for post-production and storage.

As of December 31, 2020, DASURECO has a total of 205,568 active connections being served by six substations. It is categorized as a Mega Large Electric Cooperative with a AAA rating—the highest classification conferred to an electric cooperative by the National Electrification Administration (NEA).

LANDBANK continues to offer loans in support of developmental projects for the delivery of basic services and necessary infrastructure facilities.

LANDBANK JOINS CEBU'S RURAL DEVELOPMENT DRIVE

LANDBANK joined hands with the Provincial Government of Cebu in opening doors for livelihood opportunities and business expansion to farmers and fishers in underdeveloped areas in Cebu with the launch of the Enhanced Countryside Development (ECD) Program.

Cebu Governor Gwendolyn F. Garcia signed a Memorandum of Agreement (MOA) with LANDBANK and two other government financial institutions for the implementation of the ECD Program on March 5, 2021.

Under the agreement, LANDBANK will provide direct financial assistance to eligible and qualified borrowers endorsed by the local government unit (LGU), with reasonable interest rates and payback terms. The facility aims to assist the LGU to shift the development focus from the urban Metro Cebu to the underdeveloped and underutilized towns of the province.

"LANDBANK welcomes the opportunity to take part in advancing inclusive countryside development in Cebu. This forms part of our steadfast support to our local government partners, as we continue to extend accessible credit to finance livelihood expansion and recovery requirements, especially in underdeveloped towns and municipalities in the Province," said LANDBANK President and CEO Cecilia C. Borromeo.

Under the MOA, LANDBANK will provide necessary financing for the LGU's projects that support the agriculture value chain. This includes infrastructure projects such as farm-to-market roads and



Cebu Governor Gwendolyn F. Garcia (2nd from left), Deputy Speaker and Cebu 3rd District Congressman Pablo John F. Garcia (3rd from left), and Cebu 2nd District Congressman Wilfredo S. Camenero (rightmost) lead the MOA signing with LANDBANK Visayas Lending Group Head, Senior Vice President Elsie F. Tagupa (leftmost) for the Enhanced Countryside Development (ECD) Program on March 5, 2021.

post-harvest facilities in strategic areas in the province.

At the same time, farmers and fishers will be provided with the necessary capital to restart or improve their livelihood. All ECD-participating farmers will also be provided crop insurance through the Philippine Crop Insurance Corporation (PCIC), as well as technical and marketing support.

"LANDBANK commits its all-out support to the ECD Program, especially on extending loans to the farmers and fishers in the Province of Cebu," said LANDBANK Visayas Lending Group Head Senior Vice President Elsie Fe NB. Tagupa.

LANDBANK UNVEILS MOBILE SAVINGS ACCOUNT OPENING SERVICE

Clients can now open a savings account with LANDBANK using their mobile phone at their own safety and convenience without the need to go to a LANDBANK branch.

The Bank launched the Digital On-Boarding System Mobile or **DOBS Mobile** on May 12, 2021, which facilitates online savings account opening in as fast as 10 to 15 minutes without even having to visit any of its branches.

Using the LANDBANK Mobile Banking App (MBA) available on Google Play or App Store, interested clients need only to fill out application forms online and upload a valid identification card such as UMID, Passport, PRC ID, SSS, company ID or even school ID to open a digital LANDBANK ATM Savings Account.

The LANDBANK DOBS Mobile eliminates the need to line up in branches to open an account, in support of the National Government's Ease of Doing Business (EODB) initiative, as well as safety protocols amid the ongoing pandemic.

"The DOBS Mobile underscores LANDBANK's continued commitment to provide accessible, convenient, and safe digital solutions. Our digital banking initiatives remain centered on balancing service delivery while ensuring the health and safety of our clients which is of utmost priority," said LANDBANK Branch Banking Sector Head, Executive Vice President Julio D. Climaco, Jr.

The digital bank account opened using the LANDBANK DOBS Mobile offers features such as cardless withdrawal, funds transfer and bills payment through both the MBA and the LANDBANK iAccess, among others.

Clients can also upgrade the digital bank account to a regular LANDBANK Visa Debit Card by visiting their branch of account and requesting for a physical card anytime.

LANDBANK Digital OnBoarding System
Online Account Application and Updating

LANDBANK ATM Savings Account*

- ✓ Send money
- ✓ Receive money transfers
- ✓ Pay bills
- ✓ Withdraw money through LANDBANK ATMs via cardless withdrawal transaction
- ✓ Deposit funds
- ✓ Gain interest

Download the app and apply for a savings account now!

GET IT ON Google Play | Download on the App Store

**Available only to NEW LANDBANK CLIENTS*

LANDBANK as a trailblazer in digital banking

Prior to the launch of the DOBS Mobile, LANDBANK introduced DOBS in December 2018 as the first online account opening portal among universal banks in the Philippines.

This pioneering web application raked in accolades for the Bank, such as the Merit Award for Technology Development from the Association of Development Financing Institutions in Asia and the Pacific (ADFIAP) Development Awards in 2020; "Asia's Most Inclusive Bank" in the 2019 Financial Insights Innovation Awards; and the "Digital Trailblazer in Financial Services" award conferred by the Bangko Sentral ng Pilipinas (BSP).

As of April 30, 2021, a total of 1.53 million accounts have already been opened through DOBS, which is accessible through LANDBANK's official website (www.landbank.com) or through the Digital Corner of selected LANDBANK branches for walk-in clients.

Visit LANDBANK's YouTube Channel for the step-by-step tutorial:
<https://www.youtube.com/watch?v=pWpOoSornac>



LANDBANK NETWORK EXPANSION AND RELOCATION

LANDBANK remains committed in bringing quality products and services closer to our valued clients. As part of its aggressive thrust to promote financial inclusion, new field units were opened while others were relocated to better serve the public.



Sta. Maria (Ilocos Sur) Agri-Hub

Barangay Maynganay Sur, Sta. Maria, Ilocos Sur



Roxas Boulevard - EDSA Extension Branch

Ground Floor, Double Dragon Center, East 3 Meridian Avenue, DD Meridian Park, corner EDSA Extension, Bay Area, Pasay City



Pasay-Libertad Branch

Ground Floor, Roxas Strip Building Libertad corner Roxas Boulevard, Barangay 76, Pasay City



Buendia Branch

Ground Floor, NAPOLCOM-NCR Tara Building, 371 Senator Gil Puyat Avenue, Makati City



Malolos Highway Branch

McArthur Highway, Dakila, City of Malolos, Bulacan



Miag-ao Branch

Brgy. Igtuba, Miag-ao, Iloilo

LANDBANK E-BANKING TRANSACTIONS CONTINUE TO SOAR IN APRIL 2021



LANDBANK's major electronic banking platforms continue to see increased usage as more Filipinos embrace the shift to electronic banking amid the extended community quarantine protocols in the country.

The Bank also extended the waiver of online fund transfer fees once again to until June 30, 2021. This will cover the online fund transfers facilitated through LANDBANK's online banking channels via InstaPay and PESONet.

LANDBANK Mobile Banking App (MBA) recorded 29.4 million transactions amounting to P43.69 billion as of end-April 2021, representing an increase of 51% and 189%, respectively, over the same period in 2020.

On May 12, 2021, the Bank launched the Digital On-Boarding System Mobile or DOBS Mobile in the LANDBANK

MBA to allow new clients to open a savings account without the need to go to a LANDBANK branch.

The LANDBANK MBA was also upgraded last year to include new features such as an enhanced user interface, cardless withdrawal, and registration of Mastercard credit and prepaid cards.

Since the government-imposed health restrictions in March last year, LANDBANK has been encouraging clients to utilize its digital and e-banking channels to ensure their health and safety during the pandemic.

"LANDBANK remains committed in balancing service delivery and safety, by providing secure and convenient digital banking solutions while promoting health protection. We continue to urge our clients to utilize our online banking platforms and make cashless transactions, especially at this time when COVID-19 cases are rising," LANDBANK President and CEO Cecilia C. Borromeo said.

As of April 2021, the Bank's five major electronic channels—LANDBANK MBA, Electronic Modified Disbursement

System (eMDS), Link.BizPortal, iAccess, and weAccess—recorded a cumulative 38.89 million transactions amounting to P642.68 billion. These represent increases of 12% and 55%, respectively, year-on-year.

The LANDBANK eMDS, dedicated for national government clients and partners, recorded 525,502 transactions or a 20% increase in volume, amounting to P439.76 billion, or a 57% growth, from April 2020.

Likewise, the Bank's electronic payment platform, the LANDBANK Link.BizPortal, facilitated 1.27 million transactions amounting to P2.97 billion, or equivalent to 104% and 129% increases, respectively.

Meanwhile, the LANDBANK iAccess, which provides 24/7 online banking services to retail clients, logged a total of 1.77 million transactions with a total value of P4.68 billion representing an 75% growth rate.

LANDBANK weAccess, which caters to the online banking needs of corporate clients, facilitated 5.92 million transactions amounting to P151.58 billion, with 10% and 30% increase from April 2020.

COMING SOON

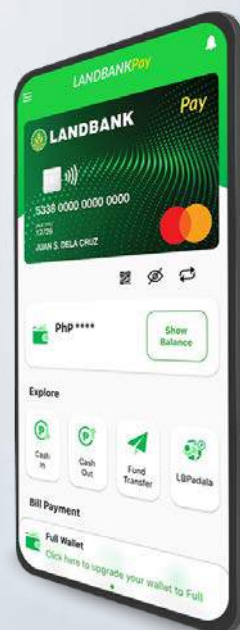
LANDBANKPay

Your all-in-one payment solution

LANDBANK will launch the LANDBANK Mobile Payment App or LANDBANKPay, the Bank's all-in-one mobile-based payment solution which features a virtual Mastercard prepaid card.

LANDBANKPay is an m-wallet that can be used to process in-store and in-app payments, person-to-person payments, fund transfers, and other e-commerce transactions anytime, anywhere there's internet. LANDBANKPay offers a safer and more secure way to pay as it is PCI DSS compliant.

Subscribe to LANDBANK official social media channels to know more and stay updated.



FEATURES

- Online opening of virtual prepaid card
- E-Wallet Cash In and Out
- Request funds
- Pay bills
- Cash remittance through Agent Banking Partners
- Intrabank fund transfers

Future upgrades:

- Online shopping in-app payment
- Interbank fund transfers



DID YOU KNOW...

You can register in the iAccess facility in the comfort and safety of your home!

The online registration facility allows you to enroll by visiting <https://www.lbpiaaccess.com>.

Click and you will be guided to the step-by-step registration process. Once done, you will be notified that your enrollment is being processed. You will then receive an email on the status of your enrollment application.



ACTIVATE YOUR OTP GENERATOR!

You do not need to wait for OTPs (One-Time Passwords) via SMS and email!

You can now generate OTPs instantly for your online banking transactions using LANDBANK's OTP Generator. Just activate the OTP Generator in your LANDBANK Mobile Banking App.

Click here for the tutorial:



LANDBANK: Serving the Nation